2016年12月期
会 社 名

株式銘柄コード
本 店 所 在 地
所 属 部
決 算 期
問 合 せ 先

「㳄決算矩信
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 2017年1月13日（金曜日）

1．本国における決算発表日定時株主総会開催予定日

未定

2．業 績

|  | 年 度 決 算 |  |  |
| :---: | :---: | :---: | :---: |
|  | 当年度（2016 年）（百万ドル） | 前年度（2015 年）（百万ドル） | 増減率（\％） |
| 正味利息収入 | 41 ， 096 | 38,958 | 5.5 |
| 利息外収入 | 42,605 | 44,007 | $\triangle 3.2$ |
| 純利益 | 17,906 | 15,836 | 13.1 |
| 1 株当り純利益 | （希薄化後）1.58 ドル <br> 1.5 | （希薄化後） $\begin{aligned} & 1.3 \\ & 1.3\end{aligned}$ | $\begin{array}{lll} \hline 1 & 5.3 \\ 1 & 4.5 \\ \hline \end{array}$ |


|  | 第4四半期（10～12月の 3 力月間） |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 当 | 期（百万ドル） | 前年同期（百万ドル） | 増減率（\％） |
| 正味利息収入 |  | 10，292 | 9， 686 | 6.3 |
| 利息外収入 |  | 9,698 | 9,896 | $\triangle 2.0$ |
| 純利 益 |  | 4， 696 | 3， 284 | 43.0 |
| 1 株当り純利益 |  | $\begin{array}{llll}  & 0.4 & 3 & \text { ドル } \\ \text { 化後) } \\ 0.4 & 0 & \text { ドル } \end{array}$ | （希薄化後）0.2 <br> 0.2 <br> 0 | $\begin{array}{lll} \hline 53 . & 6 \\ 4 & 8 . & 1 \end{array}$ |

（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．過年度の数値の一部は，当期の表示に一致させるために組替えられている。

| 配 当 金 の推移 |  |  | 備 | 考 |
| :---: | :---: | :---: | :---: | :---: |
|  | 当年度（2016 年）（ドル） | 前年度（2015 年）（ドル） |  |  |
| 第 11 四 半 期 | 0.05 | 0.05 |  |  |
| 第 2 四 半 期 | 0.05 | 0.05 |  |  |
| 第 3 四 半 期 | 0.075 | 0.05 |  |  |
| 第 4 四 半 期 | 0.075 | 0.05 |  |  |
| 合 計 | 0.25 | 0.20 |  |  |

（注）1．原則として各四半期に宣言された配当金である。

当社の 2016 年度第 4 四半期の当期純利益は 47 億ドル（ 1 株当たり 0.40 ドル）でした。また， 2017 年度上半期の当社の普通株式の買戻し計画を 18 億ドル増加した 43 億ドルに拡大しました。

当社の 2016 年度第 4 四半期の収益（支払利息控除後）は前年同期の 196 億ドルから $2 \%$ 増加して 200 億ド ルでした。純受取利息は市場関連債務ヘッジ損失 2 億ドルにより一部減殺されたものの，金利上昇効果並び に貸出金及び預金の増加を反映し，前年同期から $6 \%$ 増加して 103 億ドルでした。 2015 年度第 4 四半期の一部の信託優先証券の調整を除くと，純受取利息は概ね横ばいでした。利息外収益は前年同期の 99 億ドル から $2 \%$ 減少して 97 億ドルでした。貸倒引当金繰入額は前年同期の 8 億 1 ， 000 万ドルから 7 億 7,400 万ド ルに減少しました。純貸倒償却額は前年同期の 11 億ドルから 8 億 8,000 万ドルに減少し，純貸倒償却率は過去最低の $0.39 \%$ に改善しました。利息外費用は前年同期から 8 億 4 ， 900 万ドル（ $6 \%$ ）減少し， 132 億ドル でした。税引前利益は前年同期と比較して $27 \%$ 増の 61 億ドルでした。当期純利益は前年同期の 33 億ドル に対し， $43 \%$ 増加して 47 億ドル， 1 株当たり利益は前年同期の 0.27 ドルに対し， $48 \%$ 増加して 0.40 ドル でした。貸出金残高は前年同期と比較して 190 億ドル増加し，9，159 億ドルでした。預金残高は前年同期と比較して 640 億ドル増加し， 1 兆 2， 600 億ドルでした。

平均資産利益率は $0.85 \%$ ，平均普通株主持分利益率は $7.0 \%$ ，平均有形普通株主持分利益率は $9.9 \%$ でし た。 1 株当たり純資産は前年同期と比較して $7 \%$ 増加し， 24.04 ドルで， 1 株当たり有形純資産は前年同期 と比較して 9 \％増加し，16．95ドルでした。2016年度の当社の普通株式の買戻しは 51 億ドル，普通株式配当は 26 億ドルでした。

ブライアン・モイニハン最高経営者責任者は，「2016年度は好決算を達成することができました。当社 の戦略が機能しているからです。貸出金が伸びる一方で，貸倒償却は過去最低水準にあります。責任ある成長とはこのことに他なりません。収益は小幅の増加にとどまりましたが，費用の管理と営業レバレッジの創出を継続した結果，1株当たり利益は $15 \%$ 増加しました。金利が上昇するなか，当社は各事業で強固なリ ーダーシップを確立していることから，2017年度も引き続き成長し，株主の皆様に成果をお届けできる態勢にあります。」とコメントしています。

ポール・ドノフリオ最高財務責任者は，「顧客の活発な取引に費用の高い規律が相まって，当四半期も堅調な営業レバレッジを生み出すことができました。当四半期決算では最近の金利上昇の影響を見ることはま だできませんでしたが，2017 年度第1四半期には純受取利息が大幅に増加するものと予想しています。当社は，今年度上半期の株式の買戻し計画を 25 億ドルから 43 億ドルに増額することを本日発表したことから も明らかなように，株主の皆様のための価値の達成に引き続き注力しています。」とコメントしています。
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 Reports Q4-16 Net Income of \$4.7 Billion, EPS of \$0.40
Increases Planned Common Stock Repurchases for First-Half 2017 by \$1.8 Billion to \$4.3 Billion

## Q4-16 Financial Highlights'

- Revenue, net of interest expense, increased $2 \%$ to \$20.0 billion from \$19.6 billion
- Net interest income (NII) increased 6\% to $\$ 10.3$ billion, reflecting benefits from higher interest rates as well as growth in loans and deposits, partially offset by $\$ 0.2$ billion in market-related debt hedge ineffectiveness ${ }^{(\mathrm{A})}$
- Excluding adjustments for certain trust preferred securities in Q4-15, NII was relatively flat ${ }^{(A)}$
- Noninterest income decreased 2\% to \$9.7 billion from $\$ 9.9$ billion
- Provision for credit losses declined to \$774 million from $\$ 810$ million. Net charge-offs declined to $\$ 880$ million from $\$ 1.1$ billion; net charge-off ratio improved to a historic low of 0.39\%
- Noninterest expense declined $6 \%$, or $\$ 849$ million, to $\$ 13.2$ billion
- Pretax earnings up $27 \%$ to $\$ 6.1$ billion
- Net income increased $43 \%$ to $\$ 4.7$ billion, and EPS increased $48 \%$ to $\$ 0.40$, compared to $\$ 3.3$ billion and $\$ 0.27$, respectively
- Loan balances increased \$19 billion to \$915.9 billion. ${ }^{3}$ Deposit balances increased $\$ 64$ billion to $\$ 1.26$ trillion
- Return on average assets 0.85\%; return on average common equity $7.0 \%$; return on average tangible common equity $9.9 \%^{(C)}$
- Book value per share rose $7 \%$ to $\$ 24.04$; tangible book value per share ${ }^{(C)}$ rose $9 \%$ to $\$ 16.95$
- Repurchased \$5.1 billion in common stock and paid $\$ 2.6$ billion in common stock dividends in 2016


## Q4-16 Business Segment Highlights ${ }^{1}$

Consumer Banking



## Global Wealth and Investment Management

- Loans up \$20.1 billion; deposits up \$55 billion
- Brokerage assets increased $18 \%$
- Mobile banking active users increased $16 \%$ to 21.6 million
- Total credit/debit card spending up $6 \%^{2}$
- Total client balances increased $\$ 50.5$ billion to more than $\$ 2.5$ trillion
- Loans up $\$ 9.1$ billion
- Pretax margin improved to $23 \%$
- Long-term assets under management (AUM) flows of $\$ 18.9$ billion
Global Banking


Global Markets


- Loans up $\$ 15.6$ billion; deposits up $\$ 10.3$ billion
- Total Corporation investment banking fees of $\$ 1.2$ billion
- Return on average allocated capital (ROAAC) increased to $17 \%$
- Sales and trading revenue of $\$ 2.8$ billion, including negative net debit valuation adjustment (DVA) of $\$ 101$ million
- Excluding net DVA, sales and trading revenue up 11\% ${ }^{(B)}$
- Fixed income up $12 \%^{(B)}$
- Equities up $7 \%^{(B)}$


## CEO Commentary

"We had strong results in 2016 because our strategy is working. We are lending more and seeing historically low charge-offs, which is what responsible growth is all about. Revenue was up modestly, but EPS grew by $15 \%$ as we continued to manage our expenses and create operating leverage. With strong leadership positions in our businesses against a backdrop of rising interest rates, we are well-positioned to continue to grow and deliver for our shareholders in 2017."

- Brian Moynihan, Chief Executive Officer

| Including non-U.S. consumer credit card | 915.9 | 905.0 |
| :--- | :--- | :--- |

## BankofAmerica

## CFO Commentary

"Strong client activity and good expense discipline created solid operating leverage again this quarter. While the recent rise in interest rates came too late to impact fourth-quarter results, we expect to see a significant increase in net interest income in the first quarter of 2017. We remain focused on delivering value to our shareholders as evidenced by today's announcement to increase our planned repurchases for the first half of this year from $\$ 2.5$ billion to $\$ 4.3$ billion."

- Paul M. Donofrio, Chief Financial Officer


## Consumer Banking

Three months ended

Financial Results ${ }^{1}$

- Net income up $11 \%$ to $\$ 1.9$ billion as higher NII and lower expenses offset lower noninterest income, producing positive operating leverage
- Pretax, pre-provision net revenue up $12 \%$ to $\$ 3.8$ billion ${ }^{(F)}$
- Revenue was up $1 \%$ to $\$ 8.1$ billion
- NII increased $\$ 237$ million, driven by strong deposit growth
- Noninterest income decreased $\$ 137$ million, driven by the absence of $\$ 122$ million in divestiture gains recorded in Q4-15
- Provision for credit losses increased $\$ 76$ million; net reserve build of $\$ 28$ million in Q4-16 versus release of $\$ 52$ million in Q4-15
- Noninterest expense decreased $\$ 308$ million, driven by improved operating efficiencies and lower fraud costs, partially offset by higher FDIC expense


## Business Highlights ${ }^{1,2}$

- Total client balances up $10 \%$ to $\$ 1.0$ trillion
- Average deposit balances grew $\$ 54.2$ billion, or $10 \%$; average loan balances grew $\$ 18.1$ billion, or 8\%
- Client brokerage assets grew $\$ 22.0$ billion, or $18 \%$, to $\$ 144.7$ billion, driven by underlying client flows and strong market performance
- Total mortgage production ${ }^{3}$ grew $\$ 4.9$ billion, or $29 \%$, to $\$ 21.9$ billion
- More than 1.13 million U.S. consumer credit cards issued
- 4,579 financial centers, including 31 new openings during the past 12 months
- 21.6 million mobile banking active users, up $16 \%$; $19 \%$ of deposit transactions completed through mobile devices

Three months ended

| (\$ in billions) | $\mathbf{1 2 / 3 1 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{1 2 / 3 1 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: | ---: |
| Average deposits | $\mathbf{\$ 6 1 8 . 0}$ | $\mathbf{\$ 6 0 5 . 7}$ | $\mathbf{\$ 5 6 3 . 7}$ |
| Average loans and leases | $\mathbf{2 5 3 . 6}$ | 248.7 | 235.5 |
| Brokerage assets (EOP) | $\mathbf{1 4 4 . 7}$ | 138.0 | 122.7 |
| Total mortgage production |  |  |  |
| M |  |  |  |
| (MM) | $\mathbf{\$ 2 1 . 9}$ | $\mathbf{\$ 2 0 . 4}$ | $\mathbf{\$ 1 7 . 0}$ |
| Number of financial centers | $\mathbf{2 1 . 6}$ | 21.3 | 18.7 |
| Efficiency ratio (FTE) | $\mathbf{4 , 5 7 9}$ | 4,629 | 4,726 |
| Return on average allocated | $\mathbf{5 3 \%}$ | $55 \%$ | $58 \%$ | capital


| Total U.S. Consumer Credit Card ${ }^{2}$ |  |  |  |
| :---: | :---: | :---: | :---: |
| New card accounts (MM) | 1.13 | 1.32 | 1.26 |
| Risk-adjusted margin | 9.20\% | 9.11\% | 9.79 |
| ${ }^{1}$ Comparisons are to the year-ago quarter unless noted. |  |  |  |
| ${ }^{2}$ The U.S. consumer card portfolio includes Consumer Banking and GWIM. |  |  |  |
| ${ }^{3}$ Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit. |  |  |  |


| ( $\mathbf{\$}$ in millions) | $\mathbf{1 2 / 3 1 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{1 2 / 3 1 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ 5 , 4 6 6}$ | $\mathbf{\$ 5 , 2 8 9}$ | $\mathbf{\$ 5 , 2 2 9}$ |
| Noninterest income | $\mathbf{2 , 6 4 5}$ | 2,679 | 2,782 |
| Total revenue (FTE) $^{2}$ | $\mathbf{8 , 1 1 1}$ | 7,968 | 8,011 |
| Provision for credit losses | $\mathbf{7 6 0}$ | 698 | 684 |
| Noninterest expense | $\mathbf{4 , 3 2 8}$ | 4,371 | 4,636 |
| Net income | $\mathbf{\$ 1 , 9 2 1}$ | $\mathbf{\$ 1 , 8 1 3}$ | $\mathbf{\$ 1 , 7 3 6}$ |

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Revenue, net of interest expense.

## BankofAmerica

## Global Wealth and Investment Management

## Financial Results ${ }^{1}$

- Net income up 2\% to $\$ 634$ million as lower expenses more than offset lower revenue to create positive operating leverage
- Revenue down $\$ 101$ million to $\$ 4.4$ billion
- NII up slightly while noninterest income declined \$104 million as higher asset management fees were offset by lower transactional revenue
- Noninterest expense down $\$ 138$ million, or $4 \%$, due to the expiration of fully amortized advisor retention awards and lower operating and support costs, partially offset by higher litigation and FDIC expense

Three months ended

| (\$ in millions) | $\mathbf{1 2 / 3 1 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{1 2 / 3 1 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ 1 , 4 4 9}$ | $\mathbf{\$ 1 , 3 9 4}$ | $\mathbf{\$ 1 , 4 4 6}$ |
| Noninterest income | $\mathbf{2 , 9 2 8}$ | 2,985 | 3,032 |
| Total revenue (FTE) | $\mathbf{4 , 3 7 7}$ | 4,379 | 4,478 |
| Provision for credit losses | $\mathbf{2 2}$ | 7 | 15 |
| Noninterest expense | $\mathbf{3 , 3 6 0}$ | 3,256 | 3,498 |
| Net income | $\mathbf{\$ 6 3 4}$ | $\$ 697$ | $\mathbf{\$ 6 2 3}$ |
| 1 $C o m p a r i s o n s ~ a r e ~ t o ~ t h e ~ y e a r-a g o ~ q u a r t e r ~ u n l e s s ~ n o t e d . ~$ |  |  |  |
| ${ }^{2}$ Revenue, net of interest expense. |  |  |  |

Three months ended

| (\$ in billions) | 12/31/2016 | 9/30/2016 | 12/31/2015 |
| :---: | :---: | :---: | :---: |
| Average deposits | \$256.6 | \$253.8 | \$251.3 |
| Average loans and leases | 146.2 | 143.2 | 137.0 |
| Total client balances | 2,508.6 | 2,490.2 | 2,458.0 |
| Long-term AUM flows | \$18.9 | \$10.2 | \$6.7 |
| Pretax margin | 23\% | 25\% | 22\% |
| Efficiency ratio (FTE) | 77 | 74 | 78 |
| Return on average allocated capital | 19 | 21 | 21 |
| ${ }^{1}$ Comparisons are to the year-ago <br> ${ }^{2}$ Includes financial advisors in Con | ter unless noted. <br> er Banking of 2,20 | 2,187 in Q4-1 | and Q4-15. |

- Long-term AUM flows of \$18.9 billion in Q4-16, reflecting solid client activity and a shift from brokerage to AUM
- Pretax margin increased to $23 \%$
- Number of wealth advisors increased $1 \%$ to $18,688^{2}$


## Global Banking

Three months ended

Financial Results ${ }^{1}$

- Net income increased $\$ 162$ million to $\$ 1.6$ billion, as continued expense discipline and improvements in provision for credit losses more than offset a modest decline in revenue
- Revenue decreased $1 \%$ to $\$ 4.5$ billion
- NII was higher, primarily due to higher loan and deposit balances, partially offset by spread compression
- Noninterest income decreased $3 \%$, due to lower investment banking fees and a gain on the sale of a foreclosed property in the prior period, partially offset by higher treasury-related revenues
- Provision for credit losses decreased $\$ 219$ million to $\$ 13$ million, driven by improvements in energy exposures
- Noninterest expense decreased $\$ 48$ million, driven by lower operating and support costs, partially offset by higher FDIC expense
(\$ in millions)
12/31/2016 9/30/2016
12/31/2015

| Net interest income (FTE) | $\mathbf{\$ 2 , 5 0 2}$ | $\mathbf{\$ 2 , 4 7 0}$ | $\mathbf{\$ 2 , 4 5 6}$ |
| :--- | ---: | ---: | ---: |
| Noninterest income $^{2}$ | $\mathbf{2 , 0 3 2}$ | 2,278 | 2,105 |
| Total revenue (FTE) $^{2, \mathbf{3}}$ | $\mathbf{4 , 5 3 4}$ | 4,748 | 4,561 |
| Provision for credit losses | $\mathbf{1 3}$ | 118 | 232 |
| Noninterest expense | $\mathbf{2 , 0 3 7}$ | 2,151 | 2,085 |
| Net income | $\mathbf{\$ 1 , 5 7 8}$ | $\mathbf{\$ 1 , 5 5 3}$ | $\mathbf{\$ 1 , 4 1 6}$ |

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
${ }^{3}$ Revenue, net of interest expense.

Business Highlights ${ }^{1,2}$

- Average loans and leases grew $\$ 19.1$ billion, or 6\%
- Average deposit balances grew $\$ 6.3$ billion, or $2 \%$
- Total Corporation investment banking fees of \$1.2 billion (excluding self-led deals) decreased 4\%, driven by lower advisory fees and equity issuance fees, partially offset by higher debt issuance fees
- Ranked No. 1 globally by volume in debt capital markets (excluding self-led) ${ }^{(G)}$
- Strong leadership position across broad range of products
- Ranked among top three by volume in leveraged loans, mortgage-backed securities, asset-backed securities, convertible debt, investment grade corporate debt and syndicated loans; No. 1 ranking in U.S. municipal bonds ${ }^{(G)}$
- Return on average allocated capital increased to $17 \%$
- Efficiency ratio improved to 45\%


## Global Markets

Three months ended

Financial Results ${ }^{1}$

- Net income increased \$487 million to \$658 million, driven by improved sales and trading revenue and continued expense discipline
- Pretax income increased $\$ 664$ million to $\$ 984$ million; highest fourth quarter in five years
- Revenue up $\$ 355$ million to $\$ 3.5$ billion; excluding net DVA ${ }^{4}$, revenue increased $\$ 258$ million to $\$ 3.6$ billion, driven by higher sales and trading results, partially offset by the absence of an equity investment gain recorded in Q4-15
- Noninterest expense declined $\$ 287$ million, driven by lower operating and support costs

| (\$ in millions) | 12/31/2016 | 9/30/2016 | 12/31/2015 |
| :---: | :---: | :---: | :---: |
| Net interest income (FTE) | \$1,167 | \$1,119 | \$1,132 |
| Noninterest income ${ }^{2}$ | 2,305 | 3,239 | 1,985 |
| Total revenue (FTE) ${ }^{2,3}$ | 3,472 | 4,358 | 3,117 |
| Net DVA ${ }^{4}$ | (101) | (127) | (198) |
| Total revenue (excl. net DVA) (FTE) ${ }^{2,3,4}$ | 3,573 | 4,485 | 3,315 |
| Provision for credit losses | 8 | 19 | 30 |
| Noninterest expense | 2,480 | 2,656 | 2,767 |
| Net income | \$658 | \$1,074 | \$171 |
| ${ }_{2}^{1}$ Comparisons are to the year-ago quarter unless noted. <br> ${ }^{2}$ Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities. <br> ${ }^{3}$ Revenue, net of interest expense. <br> ${ }^{4}$ Revenue, excluding net DVA, is a non-GAAP financial measure. See endnote B for more information. |  |  |  |

Three months ended
(\$ in billions)

| Average trading-related <br> assets | $\mathbf{\$ 4 1 7 . 2}$ | $\$ 415.4$ | $\$ 415.9$ |
| :--- | ---: | ---: | ---: |
| Average loans and leases | $\mathbf{7 0 . 6}$ | 69.0 | 68.8 |
| Sales and trading revenue | $\mathbf{2 . 8}$ | 3.6 | 2.4 |
| Sales and trading revenue | $\mathbf{2 . 9}$ | 3.7 | 2.6 |
| (excl. net DVA) |  |  |  | (B)

- Return on average allocated capital (ROAAC) increased to 7\%


## All Other

Three months ended

Financial Results ${ }^{1}$

- Net loss declined to $\$ 95$ million, compared to a net loss of $\$ 662$ million
- Revenue improved by $\$ 90$ million
- NII improved $\$ 294$ million, reflecting the absence of a $\$ 0.6$ billion charge recorded in Q4-15 related to certain trust preferred securities
- Noninterest income declined $\$ 204$ million, due to a $\$ 132$ million consumer payment protection insurance (PPI) provision and the absence of gains on the sale of debt securities
- The provision for credit losses increased $\$ 122$ million to a benefit of $\$ 29$ million, resulting in lower reserve releases
- Income tax benefit increased to $\$ 1.1$ billion from $\$ 571$ million, driven primarily by tax matters totaling a net benefit of approximately $\$ 0.5$ billion
- Noninterest expense decreased $\$ 68$ million, driven by lower litigation expense

| (\$ in millions) | $\mathbf{1 2 / 3 1 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{1 2 / 3 1 / 2 0 1 5}$ |
| :--- | :---: | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ ( 5 8 )}$ | $\mathbf{\$ 1 5 7}$ | $\mathbf{\$ ( 3 5 2 )}$ |
| Noninterest income | $\mathbf{( 2 1 2 )}$ | 253 | $(8)$ |
| Total revenue (FTE) | $\mathbf{( 2 7 0 )}$ | 410 | $(360)$ |
| Provision for credit losses | $\mathbf{( 2 9 )}$ | 8 | $(151)$ |
| Noninterest expense | $\mathbf{9 5 6}$ | 1,047 | 1,024 |
| Net income (loss) | $\mathbf{\$ ( 9 5 )}$ | $\mathbf{\$ ( 1 8 2 )}$ | $\$(662)$ |

${ }_{2}^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Revenue, net of interest expense.
Note: All Other consists of ALM activities, equity investments, the non-U.S. consumer credit card business, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and noncore MSRs, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments, which is comprised of a portfolio of equity, real estate and other alternative investments. On December, 20, 2016, the Corporation signed an agreement to sell its non-U.S. consumer credit card business to a third party. Subject to regulatory approval, this transaction is expected to close by mid-2017.

Credit Quality

Highlights ${ }^{1}$

- Overall credit quality remained strong, with improvements in both the consumer and commercial portfolios
- Total net charge-offs declined to $\$ 880$ million from \$888 million in Q3-16
- Consumer net charge-offs decreased \$3 million, driven primarily by lower losses in consumer real estate, partially offset by seasonally higher card losses
- Commercial net charge-offs decreased \$5 million, driven primarily by lower energy-related losses
- The net charge-off ratio decreased to a historic low of $0.39 \%$ from $0.40 \%$ in Q3-16
- The provision for credit losses decreased $\$ 76$ million from the prior quarter to $\$ 774$ million, driven primarily by improved asset quality in the commercial portfolio, particularly energy
- Net reserve release was $\$ 106$ million, driven by improvements in consumer real estate and energy exposures, compared to $\$ 38$ million in the prior quarter

Three months ended

| (\$ in millions) | 12/31/2016 | 9/30/2016 | 12/31/2015 |
| :---: | :---: | :---: | :---: |
| Provision for credit losses | \$774 | \$850 | \$810 |
| Net charge-offs | 880 | 888 | 1,144 |
| Net charge-off ratio ${ }^{2}$ | 0.39\% | 0.40\% | 0.52\% |
| At period-end |  |  |  |
| Nonperforming loans, leases and foreclosed properties | \$8,084 | \$8,737 | \$9,836 |
| Nonperforming loans, leases and foreclosed properties ratio ${ }^{3}$ | 0.89\% | 0.97\% | 1.10\% |
| Allowance for loan and lease losses ${ }^{4}$ | \$11,480 | \$11,692 | \$12,234 |
| Allowance for loan and lease losses ratio ${ }^{4}$ | 1.26\% | 1.30\% | 1.37 |
| ${ }^{1}$ Comparisons are to the year-ago quarter unless noted. <br> ${ }^{2}$ Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period. |  |  |  |
|  |  |  |  |
| ${ }^{3}$ Nonperforming loans, leases and foreclosed properties ratio is 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 ratio is calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period. Excluding non-U.S. consumer credit card allowance of $\$ 243$ million and loans of $\$ 9.2$ billion, Q4-16 allowance for loan and lease losses is $\$ 11.2$ billion and allowance as a percentage of ending loans is $1.25 \%$. |  |  |  | losses ratio ${ }^{4}$

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.
${ }^{3}$ Nonperforming loans, leases and foreclosed properties ratio is 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 ratio is calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period. Excluding non-U.S. consumer credit card allowance of $\$ 243$ million and loans of $\$ 9.2$ billion, Q4-16 allowance for loan and lease losses is $\$ 11.2$ billion and allowance as a percentage of ending loans is $1.25 \%$.

Note: Ratios do not include loans accounted for under the fair value option.

- Reservable criticized commercial exposures were $\$ 16.3$ billion in Q4-16, compared to $\$ 16.9$ billion in Q3-16. The decline was due to improvements across several industries, including energy


## Bankof America

## Common Stock Repurchase Program Increased

In June 2016, Bank of America announced it would increase its common stock dividend by $50 \%$ to $\$ 0.075$ per share and repurchase up to $\$ 5$ billion of common stock in the period between July 1, 2016 and June 30, 2017 as part of its 2016 Comprehensive Capital Analysis and Review (CCAR) submission. Today, the company announced plans to repurchase an additional \$1.8 billion in common stock by June $30,2017$. The repurchase program, which covers both common stock and warrants, will be subject to various factors, including the company's capital position, liquidity, financial performance and alternative uses of capital, stock trading price, and general market conditions, and may be suspended at any time. The common stock or warrant repurchases may be effected through open market purchases or privately negotiated transactions, including Rule 10b5-1 plans. The company's authorized repurchases are net of shares awarded under its equity-based compensation plans.

Balance Sheet, Liquidity and Capital Highlights (\$ in billions except per share data, end of period)

|  | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | 12/31/2016 | 9/30/2016 | 12/31/2015 |
| Total assets | \$2,187.7 | \$2,195.3 | \$2,144.3 |
| Total loans and leases ${ }^{1}$ | 906.7 | 905.0 | 897.0 |
| Including non-U.S. consumer credit card | 915.9 | 905.0 | 897.0 |
| Total deposits | 1,260.9 | 1,232.9 | 1,197.3 |
| Funding and Liquidity |  |  |  |
| Long-term debt | \$216.8 | \$225.1 | \$236.8 |
| Global Liquidity Sources ${ }^{(D)}$ | 499 | 522 | 504 |
| Time to required funding (months) ${ }^{(D)}$ | 35 | 38 | 39 |
| Equity |  |  |  |
| Common shareholders' equity | \$241.6 | \$244.9 | \$233.9 |
| Common equity ratio | 11.0\% | 11.2\% | 10.9\% |
| Tangible common shareholders' equity ${ }^{2}$ | \$170.4 | \$173.5 | \$162.1 |
| Tangible common equity ratio ${ }^{2}$ | 8.1\% | 8.2\% | 7.8\% |
| Per Share Data |  |  |  |
| Common shares outstanding (in billions) | 10.05 | 10.12 | 10.38 |
| Book value per common share | \$24.04 | \$24.19 | \$22.53 |
| Tangible book value per common share ${ }^{(\mathrm{C})}$ | 16.95 | 17.14 | 15.62 |
| Regulatory Capital |  |  |  |
| Basel 3 Transition (as reported) ${ }^{3,4}$ |  |  |  |
| Common equity tier 1 (CET1) capital | \$168.9 | \$169.9 | \$163.0 |
| Risk-weighted assets | 1,531 | 1,547 | 1,602 |
| CET1 ratio | 11.0\% | 11.0\% | 10.2\% |
| Basel 3 Fully Phased-in ${ }^{3,4}$ |  |  |  |
| CET1 capital | \$162.8 | \$165.9 | \$154.1 |
| Standardized approach |  |  |  |
| Risk-weighted assets | \$1,416 | \$1,411 | \$1,427 |
| CET1 ratio | 11.5\% | 11.8\% | 10.8\% |
| Advanced approaches ${ }^{5}$ |  |  |  |
| Risk-weighted assets | \$1,512 | \$1,524 | \$1,575 |
| CET1 ratio | 10.8\% | 10.9\% | 9.8\% |
| Supplementary leverage ${ }^{(\mathrm{H})}$ |  |  |  |
| Bank holding company supplementary leverage ratio (SLR) | 6.9\% | 7.1\% | 6.4\% |
| Bank SLR | 7.3 | 7.5 | 7.0 |

Notes:
${ }^{1}$ Period-end loan balances for Q4-16 exclude $\$ 9.2$ billion of non-U.S. consumer credit card loans, which are included in assets of business held for sale on the consolidated balance sheet.
${ }^{2}$ Represents a non-GAAP financial measure. For reconciliation, see pages 17-18 of this press release.
${ }^{3}$ Regulatory capital ratios are preliminary. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are nonGAAP financial measures. For a reconciliation of CET1 to fully phased-in, see page 13 of this press release.
${ }^{4}$ Bank of America reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which is the Advanced approaches for the periods presented.
${ }^{5}$ Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of December 31, 2016, BAC did not have regulatory approval for the IMM model.

## Endnotes

The Corporation also measures net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. Net interest income on an FTE basis was $\$ 10.5$ billion and $\$ 9.9$ billion for the three months ended December 31, 2016 and 2015. NII for the fourth quarter of 2015 was negatively impacted by $\$ 612$ million related to adjustments for certain trust securities. NII excluding this impact represents a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 17-18 of this press release.

Global Markets revenue, excluding net debit valuation adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA losses were $\$ 101$ million, $\$ 127$ million and $\$ 198$ million for the three months ended December 31, 2016, September 30, 2016 and December 31, 2015, respectively. FICC net DVA losses were $\$ 98$ million and $\$ 190$ million for the three months ended December 31, 2016 and 2015. Equities net DVA losses were $\$ 3$ million and \$8 million for the three months ended December 31, 2016 and 2015.
Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to pages 17-18 of this press release.
Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity among legal entities may be subject to certain regulatory and other restrictions. Prior to the third quarter of 2016, GLS were referred to as "Global Excess Liquidity Sources. Time to required funding (TTF) is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of Bank of America Corporation can be met using only the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation. Prior to the third quarter of 2016, the TTF metric incorporated only the GLS of the BAC parent company. Effective September 30, 2016, the TTF metric was expanded to include the GLS of NB Holdings, following changes in the Corporation's liquidity management practices, initiated in connection with the Corporation's resolution planning activities, that include maintaining at NB Holdings GLS previously held at the BAC parent company. For the period shown in 2015, we have included in the amount of unsecured contractual obligations the liability, including estimated costs, for the previously announced BNY Mellon private-label securitization settlement. In Q1-16, settlement payment was made for \$8.5B.
Fully phased-in estimates are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 13 of this press release. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of December 31, 2016, BAC did not have regulatory approval for the IMM model.
Pretax, pre-provision net revenue (PPNR) is a non-GAAP financial measure. PPNR is total revenue, net of interest expense (on an FTE basis), less noninterest expense. Consumer Banking total revenue, net of interest expense (on an FTE basis) was $\$ 8.1$ billion and $\$ 8.0$ billion for the three months ended December 31, 2016 and 2015. Noninterest expense was $\$ 4.3$ billion and $\$ 4.6$ billion for the three months ended December 31, 2016 and 2015.

Rankings per Dealogic as of January 1, 2017 for the quarter ended December 31, 2016, excluding self-led deals. U.S. municipal bonds ranking per Thomson Reuters.
The numerator of the SLR is quarter-end Basel 3 Tier 1 capital calculated on a fully phased-in basis. The denominator is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.

## Contact Information and Investor Conference Call Invitation



Investor Call Information

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss fourthquarter 2016 financial 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 also be available beginning at noon ET on January 13 through midnight, January 20 by telephone at 1.800.934.4850 (U.S.) or 1.402.220.1178 (international).

Reporters May Contact:
Jerry Dubrowski, Bank of America, 1.980.388.2840 jerome.f.dubrowski@bankofamerica.com

## About Bank of America

Bank of America is one of the world's leading financial institutions, serving individual consumers, small and 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 46 million consumer and small business relationships with approximately 4,600 retail financial centers, approximately 15,900 ATMs, and award-winning online banking with approximately 34 million active accounts and nearly 22 million mobile active users. Bank of America is a global leader in wealth management, 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 all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

## Forward-Looking Statements

Bank of America Corporation (the "Company") 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." Forward-looking statements represent the Company's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown risks, uncertainties and assumptions that are difficult to predict and are often beyond the Company'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 the Company's 2015 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to distinguish certain aspects of the New York Court of Appeals' ACE Securities Corp v. DB Structured Products, Inc. (ACE) decision or to assert other claims seeking to avoid the impact of the ACE decision; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; 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; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory proceedings, including the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possible outcome of LIBOR, other reference rate, financial instrument and foreign exchange inquiries, investigations and litigation; 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; the impact of U.S. and global interest rates (including negative or continued low interest rates), currency exchange rates and economic conditions; the possibility that future credit losses may be higher than currently expected due to changes in economic, customer behavior and other uncertainties; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the impact on the Company's business, financial condition and results of operations from a protracted period of lower oil prices or ongoing volatility with respect to oil prices; the Company's ability to achieve its expense targets or net interest income or other projections; 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; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the potential impact of total loss-absorbing capacity requirements; potential adverse changes to our G-SIB surcharge; the potential for payment protection insurance exposure to increase as a result of Financial Conduct Authority actions; the impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate deficiencies and shortcomings identified by banking regulators in the Company's Recovery and Resolution plans; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, FDIC assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations from the potential exit of the United Kingdom from the European Union; and other similar matters.

Forward-looking statements speak only as of the date they are made, and the Company 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.
"Bank of America Merrill Lynch" is the marketing name for the Global Banking and Global Markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, financial advisory and other investment banking activities are performed by investment banking affiliates of Bank of America Corporation (Investment Banking Affiliates), including Merrill Lynch, Pierce, Fenner \& Smith Incorporated, which are registered broker-dealers and members of FINRA and SIPC. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured * May Lose Value * Are Not Bank Guaranteed. Bank of America Corporation's broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the brokerdealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

For more Bank of America news, visit the Bank of America newsroom at http://newsroom.bankofamerica.com.

## www.bankofamerica.com

## Bank of America Corporation and Subsidiaries <br> Selected Financial Data

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

| Summary Income Statement | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Net interest income | \$ | 41,096 | \$ | 38,958 | \$ | 10,292 | \$ | 10,201 | \$ | 9,686 |
| Noninterest income |  | 42,605 |  | 44,007 |  | 9,698 |  | 11,434 |  | 9,896 |
| Total revenue, net of interest expense |  | 83,701 |  | 82,965 |  | 19,990 |  | 21,635 |  | 19,582 |
| Provision for credit losses |  | 3,597 |  | 3,161 |  | 774 |  | 850 |  | 810 |
| Noninterest expense |  | 54,951 |  | 57,734 |  | 13,161 |  | 13,481 |  | 14,010 |
| Income before income taxes |  | 25,153 |  | 22,070 |  | 6,055 |  | 7,304 |  | 4,762 |
| Income tax expense |  | 7,247 |  | 6,234 |  | 1,359 |  | 2,349 |  | 1,478 |
| Net income | \$ | 17,906 | \$ | 15,836 | \$ | 4,696 | \$ | 4,955 | \$ | 3,284 |
| Preferred stock dividends |  | 1,682 |  | 1,483 |  | 361 |  | 503 |  | 330 |
| Net income applicable to common shareholders | \$ | 16,224 | 5 | 14.353 | \$ | 4,335 | 5 | 4.452 | S | 2.954 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average common shares issued and outstanding |  | 0,284,147 |  | 10,462,282 |  | 10,170,031 |  | 10,250,124 |  | 10,399,422 |
| Average diluted common shares issued and outstanding |  | 1,035,657 |  | 11,213,992 |  | 10,958,621 |  | 11,000,473 |  | 11,153,169 |
| Summary Average Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Total debt securities | \$ | 418,289 | \$ | 390,849 | \$ | 430,719 | \$ | 423,182 | \$ | 399,338 |
| Total loans and leases |  | 900,433 |  | 876,787 |  | 908,396 |  | 900,594 |  | 886,156 |
| Total earning assets |  | 1,866,824 |  | 1,824,931 |  | 1,884,112 |  | 1,870,062 |  | 1,847,171 |
| Total assets |  | 2,189,971 |  | 2,160,197 |  | 2,208,039 |  | 2,189,490 |  | 2,180,507 |
| Total deposits |  | 1,222,561 |  | 1,155,860 |  | 1,250,948 |  | 1,227,186 |  | 1,186,051 |
| Common shareholders' equity |  | 241,621 |  | 230,173 |  | 245,139 |  | 243,679 |  | 234,800 |
| Total shareholders' equity |  | 266,277 |  | 251,981 |  | 270,360 |  | 268,899 |  | 257,074 |

## Performance Ratios

| Return on average assets | 0.82\% |  |  | 0.73\% | 0.85\% |  | 0.90\% |  | 0.60\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average common shareholders equity |  | 6.71 |  | 6.24 |  | 7.04 |  | 7.27 |  | 4.99 |
| Return on average tangible common shareholders' equity ${ }^{(1)}$ |  | 9.54 |  | 9.08 |  | 9.92 |  | 10.28 |  | 7.19 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1.58 | \$ | 1.37 | \$ | 0.43 | \$ | 0.43 | \$ | 0.28 |
| Diluted earnings |  | 1.50 |  | 1.31 |  | 0.40 |  | 0.41 |  | 0.27 |
| Dividends paid |  | 0.25 |  | 0.20 |  | 0.075 |  | 0.075 |  | 0.05 |
| Book value |  | 24.04 |  | 22.53 |  | 24.04 |  | 24.19 |  | 22.53 |
| Tangible book value ${ }^{(1)}$ |  | 16.95 |  | 15.62 |  | 16.95 |  | 17.14 |  | 15.62 |



[^0]
## Bank of America Corporation and Subsidiaries

Selected Financial Data (continued)
(Dollars in millions)

| Capital Management | Basel 3 Transition |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(6,7)}$ : |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 168,886 | \$ | 169,925 | \$ | 163,026 |
| Common equity tier 1 capital ratio |  | 11.0\% |  | 11.0\% |  | 10.2\% |
| Tier 1 leverage ratio |  | 8.9 |  | 9.1 |  | 8.6 |
|  |  |  |  |  |  |  |
| Tangible equity ratio ${ }^{(8)}$ |  | 9.2 |  | 9.4 |  | 8.9 |
| Tangible common equity ratio ${ }^{(8)}$ |  | 8.1 |  | 8.2 |  | 7.8 |
| Regulatory Capital Reconciliations ${ }^{(6,7,9)}$ |  | $\begin{aligned} & \text { cember } 31 \\ & 2016 \end{aligned}$ |  | $\begin{aligned} & \text { ptember } 30 \\ & 2016 \end{aligned}$ |  | $\begin{aligned} & \text { ecember } 31 \\ & 2015 \end{aligned}$ |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |  |  |  |  |
| Common equity tier 1 capital (transition) | \$ | 168,886 | \$ | 169,925 | \$ | 163,026 |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |  | $(3,304)$ |  | $(3,143)$ |  | $(5,151)$ |
| Accumulated OCI phased in during transition |  | $(1,899)$ |  | 188 |  | $(1,917)$ |
| Intangibles phased in during transition |  | (798) |  | (853) |  | $(1,559)$ |
| Defined benefit pension fund assets phased in during transition |  | (341) |  | (375) |  | (568) |
| DVA related to liabilities and derivatives phased in during transition |  | 276 |  | 168 |  | 307 |
| Other adjustments and deductions phased in during transition |  | (57) |  | (35) |  | (54) |
| Common equity tier 1 capital (fully phased-in) | \$ | 162.763 | 5 | 165,875 | 5 | 154,084 |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |  |
| Basel 3 Standardized approach risk-weighted assets as reported |  | ,398,676 | \$ | 1,395,541 | \$ | 1,403,293 |
| Changes in risk-weighted assets from reported to fully phased-in |  | 17,376 |  | 15,587 |  | 24,089 |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) |  | .416,052 | \$ | 1,411,128 |  | 1,427.382 |
|  |  |  |  |  |  |  |
| Basel 3 Advanced approaches risk-weighted assets as reported |  | ,530,948 |  | 1,547,221 |  | 1,602,373 |
| Changes in risk-weighted assets from reported to fully phased-in |  | $(19,059)$ |  | $(23,502)$ |  | $(27,690)$ |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) ${ }^{(10)}$ |  | ,511,889 | S | 1,523,719 |  | 1,574,683 |
| Regulatory capital ratios |  |  |  |  |  |  |
| Basel 3 Standardized approach common equity tier 1 (transition) |  | 12.1\% |  | 12.2\% |  | 11.6\% |
| Basel 3 Advanced approaches common equity tier 1 (transition) |  | 11.0 |  | 11.0\% |  | 10.2\% |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) |  | 11.5 |  | 11.8 |  | 10.8 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) ${ }^{(10)}$ |  | 10.8 |  | 10.9 |  | 9.8 |


 about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on pages 17-18.

${ }^{(3)}$ Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.

 though the customer may be contractually past due; nonperforming loans held-for-sale or accounted for under the fair value option.
 loans is $1.25 \%$.

 the Advanced approaches for the periods presented.

 additional useful information because they present measures of those assets that can generate income. See Reconciliations to GAAP Financial Measures on pages $17-18$.
${ }^{(9)}$ Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.
 (IMM). As of December 31, 2016, the Corporation did not have regulatory approval for the IMM model.

## Bank of America Corporation and Subsidiaries

Quarterly Results by Business Segment and All Other
(Dollars in millions)

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

${ }^{(1)}$ Fully taxable-equivalent (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. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.
${ }^{(2)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital Other companies may define or calculate these measures differently.
${ }^{(3)}$ Includes $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.
$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries <br> Annual Results by Business Segment and All Other

(Dollars in millions)

|  | Year Ended December 31, 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global Banking |  | Global Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 31,731 | \$ | 17,650 | \$ | 18,430 | \$ | 16,090 | \$ | 700 |
| Provision for credit losses |  | 2,715 |  | 68 |  | 883 |  | 31 |  | (100) |
| Noninterest expense |  | 17,653 |  | 13,182 |  | 8,486 |  | 10,170 |  | 5,460 |
| Net income (loss) |  | 7,173 |  | 2,771 |  | 5,720 |  | 3,817 |  | $(1,575)$ |
| Return on average allocated capital ${ }^{(2)}$ |  | 21\% |  | 21\% |  | 15\% |  | 10\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 245,808 | \$ | 142,429 | \$ | 333,820 | \$ | 69,641 | \$ | 108,735 |
| Total deposits |  | 599,654 |  | 256,425 |  | 304,101 |  | 34,250 |  | 28,131 |
| Allocated capital ${ }^{(2)}$ |  | 34,000 |  | 13,000 |  | 37,000 |  | 37,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(3)}$ | \$ | 258,991 | \$ | 148,179 | \$ | 339,271 | \$ | 72,743 | \$ | 96,713 |
| Total deposits |  | 632,790 |  | 262,530 |  | 306,430 |  | 34,927 |  | 24,257 |


|  |  |  |  | Year En | d | December 3 | 20 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 31,525 | \$ | 18,034 | \$ | 17,621 | \$ | 15,013 | \$ | 1,661 |
| Provision for credit losses |  | 2,346 |  | 51 |  | 686 |  | 99 |  | (21) |
| Noninterest expense |  | 18,716 |  | 13,943 |  | 8,481 |  | 11,374 |  | 5,220 |
| Net income (loss) |  | 6,649 |  | 2,567 |  | 5,340 |  | 2,423 |  | $(1,143)$ |
| Return on average allocated capital ${ }^{(2)}$ |  | 20\% |  | 21\% |  | 15\% |  | 7\% |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 232,432 | \$ | 132,499 | \$ | 303,907 | \$ | 63,443 | \$ | 144,506 |
| Total deposits |  | 552,876 |  | 244,725 |  | 294,733 |  | 38,074 |  | 25,452 |
| Allocated capital ${ }^{(2)}$ |  | 33,000 |  | 12,000 |  | 35,000 |  | 35,000 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 238,851 | \$ | 139,039 | \$ | 323,687 | \$ | 73,208 | \$ | 122,198 |
| Total deposits |  | 577,832 |  | 260,893 |  | 296,162 |  | 37,038 |  | 25,334 |

${ }^{(1)}$ Fully taxable-equivalent (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. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.
${ }^{(2)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital Other companies may define or calculate these measures differently.
${ }^{(3)}$ Includes $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.
$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries <br> \section*{Supplemental Financial Data}

(Dollars in millions)

| Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$ | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Net interest income | \$ | 41,996 | \$ | 39,847 | \$ | 10,526 | \$ | 10,429 | \$ | 9,911 |
| Total revenue, net of interest expense |  | 84,601 |  | 83,854 |  | 20,224 |  | 21,863 |  | 19,807 |
| Net interest yield |  | 2.25\% |  | 2.19\% |  | 2.23\% |  | 2.23\% |  | 2.14\% |
| Efficiency ratio |  | 64.95 |  | 68.85 |  | 65.08 |  | 61.66 |  | 70.73 |


| Other Data | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Number of financial centers - U.S. | 4,579 | 4,629 | 4,726 |
| Number of branded ATMs - U.S. | 15,928 | 15,959 | 16,038 |
| Ending full-time equivalent employees | 208,024 | 209,009 | 213,280 |

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

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

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and taxexempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

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

See the tables below and on page 18 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the years ended December 31, 2016 and 2015 , and the three months ended December 31, 2016, September 30, 2016 and December 31, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2016 \end{aligned}$ |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 41,096 | \$ | 38,958 | \$ | 10,292 | \$ | 10,201 | \$ | 9,686 |
| Fully taxable-equivalent adjustment |  | 900 |  | 889 |  | 234 |  | 228 |  | 225 |
| Net interest income on a fully taxable-equivalent basis | \$ | 41,996 | \$ | 39,847 | \$ | 10,526 | \$ | 10,429 | \$ | 9,911 |

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 | \$ | 83,701 | \$ | 82,965 | \$ | 19,990 | \$ | 21,635 | \$ | 19,582 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 900 |  | 889 |  | 234 |  | 228 |  | 225 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 84,601 | \$ | 83,854 | \$ | 20,224 | \$ | 21,863 | \$ | 19,807 |

Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis

| Income tax expense | \$ | 7,247 | \$ | 6,234 |
| :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment | 900 |  | 889 |  |
| Income tax expense on a fully taxable-equivalent basis | \$ | 8,147 | \$ | 7,123 |


| \$ | 1,359 | \$ | 2,349 | \$ | 1,478 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 234 |  | 228 |  | 225 |
| \$ | 1,593 | \$ | 2,577 | \$ | 1,703 |

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

| Common shareholders' equity | \$ | 241,621 | \$ | 230,173 | \$ | 245,139 | \$ | 243,679 | \$ | 234,800 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,750)$ |  | $(69,772)$ |  | $(69,745)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,382)$ |  | $(4,201)$ |  | $(3,091)$ |  | $(3,276)$ |  | $(3,888)$ |
| Related deferred tax liabilities |  | 1,644 |  | 1,852 |  | 1,580 |  | 1,628 |  | 1,753 |
| Tangible common shareholders' equity | \$ | 170,133 | \$ | 158,052 | \$ | 173,883 | \$ | 172,287 | \$ | 162,904 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 266,277 | \$ | 251,981 | \$ | 270,360 | \$ | 268,899 | \$ | 257,074 |
| Goodwill |  | $(69,750)$ |  | $(69,772)$ |  | $(69,745)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,382)$ |  | $(4,201)$ |  | $(3,091)$ |  | $(3,276)$ |  | $(3,888)$ |
| Related deferred tax liabilities |  | 1,644 |  | 1,852 |  | 1,580 |  | 1,628 |  | 1,753 |
| Tangible shareholders' equity | \$ | 194,789 | \$ | 179,860 | \$ | 199,104 | \$ | 197,507 | \$ | 185,178 |

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Fourth Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 241,620 | \$ | 233,903 | \$ | 241,620 | \$ | 244,863 | \$ | 233,903 |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,989)$ |  | $(3,768)$ |  | $(2,989)$ |  | $(3,168)$ |  | $(3,768)$ |
| Related deferred tax liabilities |  | 1,545 |  | 1,716 |  | 1,545 |  | 1,588 |  | 1,716 |
| Tangible common shareholders' equity | \$ | 170,432 | \$ | 162,090 | \$ | 170,432 | \$ | 173,539 | \$ | 162,090 |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 266,840 | \$ | 256,176 | \$ | 266,840 | \$ | 270,083 | \$ | 256,176 |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,989)$ |  | $(3,768)$ |  | $(2,989)$ |  | $(3,168)$ |  | $(3,768)$ |
| Related deferred tax liabilities |  | 1,545 |  | 1,716 |  | 1,545 |  | 1,588 |  | 1,716 |
| Tangible shareholders' equity | \$ | 195,652 | \$ | 184,363 | \$ | 195,652 | \$ | 198,759 | \$ | 184,363 |
| Reconciliation of period-end assets to period-end tangible assets |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 2,187,702 | \$ | 2,144,287 | \$ | 2,187,702 | \$ | 2,195,314 | \$ | 2,144,287 |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,989)$ |  | $(3,768)$ |  | $(2,989)$ |  | $(3,168)$ |  | $(3,768)$ |
| Related deferred tax liabilities |  | 1,545 |  | 1,716 |  | 1,545 |  | 1,588 |  | 1,716 |
| Tangible assets | \$ | 2,116,514 | \$ | $\underline{2,072,474}$ | \$ | 2,116,514 | \$ | 2,123,990 | \$ | 2,072,474 |
| Book value per share of common stock |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 241,620 | \$ | 233,903 | \$ | 241,620 | \$ | 244,863 | \$ | 233,903 |
| Ending common shares issued and outstanding |  | 0,052,626 |  | 10,380,265 |  | 0,052,626 |  | 10,123,845 |  | 10,380,265 |
| Book value per share of common stock | \$ | 24.04 | \$ | 22.53 | \$ | 24.04 | \$ | 24.19 | \$ | 22.53 |
| Tangible book value per share of common stock |  |  |  |  |  |  |  |  |  |  |
| Tangible common shareholders' equity | \$ | 170,432 | \$ | 162,090 | \$ | 170,432 | \$ | 173,539 | \$ | 162,090 |
| Ending common shares issued and outstanding |  | 0,052,626 |  | 10,380,265 |  | 0,052,626 |  | 10,123,845 |  | 10,380,265 |
| Tangible book value per share of common stock | \$ | 16.95 | \$ | 15.62 | \$ | 16.95 | \$ | 17.14 | \$ | 15.62 |

[^2]
## Bank of America



## Supplemental Information Fourth Quarter 2016

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

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## Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

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

${ }^{(1)}$ Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

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

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Income

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and leases | \$ | 33,228 | \$ | 31,918 | \$ | 8,391 | \$ | 8,358 | \$ | 8,219 | \$ | 8,260 | \$ | 8,006 |
| Debt securities |  | 9,167 |  | 9,178 |  | 2,245 |  | 2,144 |  | 2,261 |  | 2,517 |  | 2,452 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 1,118 |  | 988 |  | 315 |  | 267 |  | 260 |  | 276 |  | 214 |
| Trading account assets |  | 4,423 |  | 4,397 |  | 1,093 |  | 1,076 |  | 1,075 |  | 1,179 |  | 1,106 |
| Other interest income |  | 3,121 |  | 3,026 |  | 821 |  | 765 |  | 759 |  | 776 |  | 805 |
| Total interest income |  | 51,057 |  | 49,507 |  | 12,865 |  | 12,610 |  | 12,574 |  | 13,008 |  | 12,583 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,015 |  | 861 |  | 279 |  | 266 |  | 245 |  | 225 |  | 211 |
| Short-term borrowings |  | 2,350 |  | 2,387 |  | 542 |  | 569 |  | 626 |  | 613 |  | 519 |
| Trading account liabilities |  | 1,018 |  | 1,343 |  | 240 |  | 244 |  | 242 |  | 292 |  | 272 |
| Long-term debt |  | 5,578 |  | 5,958 |  | 1,512 |  | 1,330 |  | 1,343 |  | 1,393 |  | 1,895 |
| Total interest expense |  | 9,961 |  | 10,549 |  | 2,573 |  | 2,409 |  | 2,456 |  | 2,523 |  | 2,897 |
| Net interest income |  | 41,096 |  | 38,958 |  | 10,292 |  | 10,201 |  | 10,118 |  | 10,485 |  | 9,686 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 5,851 |  | 5,959 |  | 1,502 |  | 1,455 |  | 1,464 |  | 1,430 |  | 1,578 |
| Service charges |  | 7,638 |  | 7,381 |  | 1,978 |  | 1,952 |  | 1,871 |  | 1,837 |  | 1,862 |
| Investment and brokerage services |  | 12,745 |  | 13,337 |  | 3,202 |  | 3,160 |  | 3,201 |  | 3,182 |  | 3,236 |
| Investment banking income |  | 5,241 |  | 5,572 |  | 1,222 |  | 1,458 |  | 1,408 |  | 1,153 |  | 1,272 |
| Trading account profits |  | 6,902 |  | 6,473 |  | 1,081 |  | 2,141 |  | 2,018 |  | 1,662 |  | 963 |
| Mortgage banking income |  | 1,853 |  | 2,364 |  | 519 |  | 589 |  | 312 |  | 433 |  | 262 |
| Gains on sales of debt securities |  | 490 |  | 1,138 |  | - |  | 51 |  | 249 |  | 190 |  | 252 |
| Other income |  | 1,885 |  | 1,783 |  | 194 |  | 628 |  | 645 |  | 418 |  | 471 |
| Total noninterest income |  | 42,605 |  | 44,007 |  | 9,698 |  | 11,434 |  | 11,168 |  | 10,305 |  | 9,896 |
| Total revenue, net of interest expense |  | 83,701 |  | 82,965 |  | 19,990 |  | 21,635 |  | 21,286 |  | 20,790 |  | 19,582 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 3,597 |  | 3,161 |  | 774 |  | 850 |  | 976 |  | 997 |  | 810 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 31,616 |  | 32,868 |  | 7,338 |  | 7,704 |  | 7,722 |  | 8,852 |  | 7,535 |
| Occupancy |  | 4,038 |  | 4,093 |  | 969 |  | 1,005 |  | 1,036 |  | 1,028 |  | 1,011 |
| Equipment |  | 1,804 |  | 2,039 |  | 447 |  | 443 |  | 451 |  | 463 |  | 528 |
| Marketing |  | 1,703 |  | 1,811 |  | 460 |  | 410 |  | 414 |  | 419 |  | 481 |
| Professional fees |  | 1,971 |  | 2,264 |  | 538 |  | 536 |  | 472 |  | 425 |  | 676 |
| Amortization of intangibles |  | 730 |  | 834 |  | 176 |  | 181 |  | 186 |  | 187 |  | 202 |
| Data processing |  | 3,007 |  | 3,115 |  | 767 |  | 685 |  | 717 |  | 838 |  | 817 |
| Telecommunications |  | 746 |  | 823 |  | 195 |  | 189 |  | 189 |  | 173 |  | 240 |
| Other general operating |  | 9,336 |  | 9,887 |  | 2,271 |  | 2,328 |  | 2,306 |  | 2,431 |  | 2,520 |
| Total noninterest expense |  | 54,951 |  | 57,734 |  | 13,161 |  | 13,481 |  | 13,493 |  | 14,816 |  | 14,010 |
| Income before income taxes |  | 25,153 |  | 22,070 |  | 6,055 |  | 7,304 |  | 6,817 |  | 4,977 |  | 4,762 |
| Income tax expense |  | 7,247 |  | 6,234 |  | 1,359 |  | 2,349 |  | 2,034 |  | 1,505 |  | 1,478 |
| Net income | \$ | 17,906 | \$ | 15,836 | \$ | 4,696 | \$ | 4,955 | \$ | 4,783 | \$ | 3,472 | \$ | 3,284 |
| Preferred stock dividends |  | 1,682 |  | 1,483 |  | 361 |  | 503 |  | 361 |  | 457 |  | 330 |
| Net income applicable to common shareholders | \$ | 16,224 | \$ | 14,353 | \$ | 4,335 | \$ | 4,452 | \$ | 4,422 | \$ | 3,015 | \$ | 2,954 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1.58 | \$ | 1.37 | \$ | 0.43 | \$ | 0.43 | \$ | 0.43 | \$ | 0.29 | \$ | 0.28 |
| Diluted earnings |  | 1.50 |  | 1.31 |  | 0.40 |  | 0.41 |  | 0.41 |  | 0.28 |  | 0.27 |
| Dividends paid |  | 0.25 |  | 0.20 |  | 0.075 |  | 0.075 |  | 0.05 |  | 0.05 |  | 0.05 |
| Average common shares issued and outstanding |  | 0,284,147 |  | 0,462,282 |  | ,770,031 |  | 50,124 |  | 28,424 |  | 70,094 |  | 99,422 |
| Average diluted common shares issued and outstanding |  | 1,035,657 |  | 1,213,992 |  | 958,621 |  | 00,473 |  | 59,167 |  | 00,067 |  | 53,169 |

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

## Consolidated Statement of Comprehensive Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2016 \end{aligned}$ |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 17,906 | \$ | 15,836 | \$ | 4,696 | \$ | 4,955 | \$ | 4,783 | \$ | 3,472 | \$ | 3,284 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in debt and marketable equity securities |  | $(1,345)$ |  | $(1,580)$ |  | $(4,664)$ |  | 208 |  | 755 |  | 2,356 |  | $(1,747)$ |
| Net change in debit valuation adjustments |  | (156) |  | 615 |  | (205) |  | (65) |  | (13) |  | 127 |  | (18) |
| Net change in derivatives |  | 182 |  | 584 |  | (95) |  | 127 |  | 126 |  | 24 |  | 168 |
| Employee benefit plan adjustments |  | (524) |  | 394 |  | (553) |  | 6 |  | 13 |  | 10 |  | 317 |
| Net change in foreign currency translation adjustments |  | (87) |  | (123) |  | (70) |  | (8) |  | (21) |  | 12 |  | (39) |
| Other comprehensive income (loss) |  | $(1,930)$ |  | (110) |  | $(5,587)$ |  | 268 |  | 860 |  | 2,529 |  | $(1,319)$ |
| Comprehensive income (loss) | \$ | 15,976 | \$ | 15,726 | \$ | (891) | \$ | 5,223 | \$ | 5,643 | \$ | 6,001 | \$ | 1,965 |

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

## Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ | 30,719 | \$ | 26,701 | \$ | 31,265 |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks |  | 117,019 |  | 116,733 |  | 128,088 |
| Cash and cash equivalents |  | 147,738 |  | 143,434 |  | 159,353 |
| Time deposits placed and other short-term investments |  | 9,861 |  | 8,506 |  | 7,744 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 198,224 |  | 218,810 |  | 192,482 |
| Trading account assets |  | 180,209 |  | 187,849 |  | 176,527 |
| Derivative assets |  | 42,512 |  | 47,896 |  | 49,990 |
| Debt securities: |  |  |  |  |  |  |
| Carried at fair value |  | 313,660 |  | 322,505 |  | 322,380 |
| Held-to-maturity, at cost |  | 117,071 |  | 112,409 |  | 84,508 |
| Total debt securities |  | 430,731 |  | 434,914 |  | 406,888 |
| Loans and leases |  | 906,683 |  | 905,008 |  | 896,983 |
| Allowance for loan and lease losses |  | $(11,237)$ |  | $(11,692)$ |  | $(12,234)$ |
| Loans and leases, net of allowance |  | 895,446 |  | 893,316 |  | 884,749 |
| Premises and equipment, net |  | 9,139 |  | 9,133 |  | 9,485 |
| Mortgage servicing rights |  | 2,747 |  | 2,477 |  | 3,087 |
| Goodwill |  | 68,969 |  | 69,744 |  | 69,761 |
| Intangible assets |  | 2,922 |  | 3,168 |  | 3,768 |
| Loans held-for-sale |  | 9,066 |  | 10,586 |  | 7,453 |
| Customer and other receivables |  | 58,759 |  | 54,116 |  | 58,312 |
| Assets of business held for sale |  | 10,670 |  | n/a |  | n/a |
| Other assets |  | 120,709 |  | 111,365 |  | 114,688 |
| Total assets | \$ | 2,187,702 | \$ | 2,195,314 | \$ | 2,144,287 |

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

| Trading account assets | \$ | 5,773 | \$ | 5,699 | \$ | 6,344 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases |  | 56,001 |  | 57,826 |  | 72,946 |
| Allowance for loan and lease losses |  | $(1,032)$ |  | $(1,085)$ |  | $(1,320)$ |
| Loans and leases, net of allowance |  | 54,969 |  | 56,741 |  | 71,626 |
| Loans held-for-sale |  | 188 |  | 209 |  | 284 |
| All other assets |  | 1,596 |  | 1,467 |  | 1,530 |
| Total assets of consolidated variable interest entities | \$ | 62,526 | \$ | 64,116 | \$ | 79,784 |

$\mathrm{n} / \mathrm{a}=$ not applicable
Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 438,125 | \$ | 431,418 | \$ | 422,237 |
| Interest-bearing |  | 750,891 |  | 728,498 |  | 703,761 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 12,039 |  | 11,596 |  | 9,916 |
| Interest-bearing |  | 59,879 |  | 61,383 |  | 61,345 |
| Total deposits |  | 1,260,934 |  | 1,232,895 |  | 1,197,259 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 170,291 |  | 178,195 |  | 174,291 |
| Trading account liabilities |  | 63,031 |  | 76,998 |  | 66,963 |
| Derivative liabilities |  | 39,480 |  | 43,484 |  | 38,450 |
| Short-term borrowings |  | 23,944 |  | 26,889 |  | 28,098 |
| Accrued expenses and other liabilities (includes \$762, \$767 and \$646 of reserve for unfunded lending commitments) |  | 146,359 |  | 141,634 |  | 146,286 |
| Long-term debt |  | 216,823 |  | 225,136 |  | 236,764 |
| Total liabilities |  | 1,920,862 |  | 1,925,231 |  | 1,888,111 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $-\mathbf{1 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 8 8 7}, \mathbf{3 2 9}, 3,887,439$ and $3,767,790$ shares |  | 25,220 |  | 25,220 |  | 22,273 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized $-\mathbf{1 2 , 8 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding - 10,052,625,604, $10,123,845,121$ and $10,380,265,063$ shares |  | 147,038 |  | 148,261 |  | 151,042 |
| Retained earnings |  | 101,870 |  | 98,303 |  | 88,219 |
| Accumulated other comprehensive income (loss) |  | $(7,288)$ |  | $(1,701)$ |  | $(5,358)$ |
| Total shareholders' equity |  | 266,840 |  | 270,083 |  | 256,176 |
| Total liabilities and shareholders' equity | \$ | 2,187,702 | \$ | 2,195,314 | \$ | 2,144,287 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | \$ | 348 | \$ | 546 | \$ | 681 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt |  | 10,646 |  | 11,209 |  | 14,073 |
| All other liabilities |  | 41 |  | 38 |  | 21 |
| Total liabilities of consolidated variable interest entities | \$ | 11,035 | \$ | 11,793 | \$ | 14,775 |

[^5]
## Bank of America Corporation and Subsidiaries

## Capital Management

(Dollars in millions)

|  | Basel 3 Transition |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |
| Standardized Approach |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 168,886 | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 |
| Tier 1 capital |  | 190,349 |  | 191,435 |  | 187,209 |  | 182,550 |  | 180,778 |
| Total capital |  | 228,219 |  | 229,132 |  | 226,949 |  | 223,020 |  | 220,676 |
| Risk-weighted assets |  | 1,398,676 |  | 1,395,541 |  | 1,396,277 |  | 1,405,748 |  | 1,403,293 |
| Common equity tier 1 capital ratio |  | 12.1\% |  | 12.2\% |  | 11.9\% |  | 11.6\% |  | 11.6\% |
| Tier 1 capital ratio |  | 13.6 |  | 13.7 |  | 13.4 |  | 13.0 |  | 12.9 |
| Total capital ratio |  | 16.3 |  | 16.4 |  | 16.3 |  | 15.9 |  | 15.7 |

Advanced Approaches

| Common equity tier 1 capital | \$ | 168,886 | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 capital |  | 190,349 |  | 191,435 |  | 187,209 |  | 182,550 |  | 180,778 |
| Total capital |  | 219,024 |  | 219,878 |  | 217,828 |  | 213,434 |  | 210,912 |
| Risk-weighted assets |  | 1,530,948 |  | 1,547,221 |  | 1,561,567 |  | 1,586,993 |  | 1,602,373 |
| Common equity tier 1 capital ratio |  | 11.0\% |  | 11.0\% |  | 10.6 \% |  | 10.3 \% |  | $10.2 \%$ |
| Tier 1 capital ratio |  | 12.4 |  | 12.4 |  | 12.0 |  | 11.5 |  | 11.3 |
| Total capital ratio |  | 14.3 |  | 14.2 |  | 13.9 |  | 13.4 |  | 13.2 |

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

| Adjusted average assets | \$ | 2,130,722 | \$ | 2,111,234 | \$ | 2,109,172 | \$ | 2,094,896 | \$ 2,103,183 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 leverage ratio |  | 8.9\% |  | 9.1\% |  | 8.9\% |  | 8.7\% |  | 8.6\% |
| Supplementary leverage exposure | \$ | 2,701,998 | \$ | 2,703,905 | \$ | 2,694,079 | \$ | 2,685,787 | \$ | 2,726,806 |
| Supplementary leverage ratio |  | 6.9\% |  | 7.1\% |  | $6.9 \%$ |  | 6.8\% |  | $6.4 \%$ |
| Tangible equity ratio ${ }^{(3)}$ |  | 9.2 |  | 9.4 |  | 9.3 |  | 9.1 |  | 8.9 |
| Tangible common equity ratio ${ }^{(3)}$ |  | 8.1 |  | 8.2 |  | 8.1 |  | 7.9 |  | 7.8 |

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

Regulatory Capital Reconciliations ${ }^{(1,2,3)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2016$ |  |  | $\begin{gathered} \text { eptember } 30 \\ 2016 \end{gathered}$ | $2016$ |  |  | $\begin{gathered} \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { ecember } 31 \\ 2015 \end{gathered}$ |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital (transition) | \$ | 168,886 | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |  | $(3,304)$ |  | $(3,143)$ |  | $(3,496)$ |  | $(3,764)$ |  | $(5,151)$ |
| Accumulated OCI phased in during transition |  | $(1,899)$ |  | 188 |  | 359 |  | (117) |  | $(1,917)$ |
| Intangibles phased in during transition |  | (798) |  | (853) |  | (907) |  | (983) |  | $(1,559)$ |
| Defined benefit pension fund assets phased in during transition |  | (341) |  | (375) |  | (378) |  | (381) |  | (568) |
| DVA related to liabilities and derivatives phased in during transition |  | 276 |  | 168 |  | 104 |  | 76 |  | 307 |
| Other adjustments and deductions phased in during transition |  | (57) |  | (35) |  | (24) |  | (54) |  | (54) |
| Common equity tier 1 capital (fully phased-in) | \$ | 162,763 | \$ | 165,875 | \$ | 161,831 | \$ | 157,509 | \$ | 154,084 |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Standardized approach risk-weighted assets as reported | \$ | 1,398,676 | \$ | 1,395,541 | \$ | 1,396,277 | \$ | 1,405,748 | \$ | 1,403,293 |
| Changes in risk-weighted assets from reported to fully phased-in |  | 17,376 |  | 15,587 |  | 17,689 |  | 20,104 |  | 24,089 |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) | \$ | 1,416,052 | \$ | 1,411,128 | \$ | 1,413,966 | \$ | 1,425,852 | \$ | 1,427,382 |
|  |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Advanced approaches risk-weighted assets as reported | \$ | 1,530,948 | \$ | 1,547,221 | \$ | 1,561,567 | \$ | 1,586,993 | \$ | 1,602,373 |
| Changes in risk-weighted assets from reported to fully phased-in |  | $(19,059)$ |  | $(23,502)$ |  | $(19,600)$ |  | $(29,710)$ |  | $(27,690)$ |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) ${ }^{(4)}$ | \$ | 1,511,889 | \$ | 1,523,719 | \$ | 1,541,967 | \$ | 1,557,283 | \$ | 1,574,683 |
| Regulatory capital ratios |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Standardized approach common equity tier 1 (transition) |  | 12.1\% |  | 12.2\% |  | 11.9\% |  | 11.6\% |  | 11.6\% |
| Basel 3 Advanced approaches common equity tier 1 (transition) |  | 11.0 |  | 11.0 |  | 10.6 |  | 10.3 |  | 10.2 |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) |  | 11.5 |  | 11.8 |  | 11.4 |  | 11.0 |  | 10.8 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) ${ }^{(4)}$ |  | 10.8 |  | 10.9 |  | 10.5 |  | 10.1 |  | 9.8 |

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

## Bank of America Corporation and Subsidiaries

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

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


|  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 8 | \$ | (1) | \$ | 7 |
| Debt securities |  | (19) |  | (49) |  | (22) |
| U.S. commercial loans and leases |  | (10) |  | (14) |  | (17) |
| Net hedge expense on assets | \$ | (21) | \$ | (64) | \$ | (32) |

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

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2016 |  |  |  |  | Third Quarter 2016 |  |  |  |  | Fourth Quarter 2015 |  |  |  |  |
|  | Average Interest <br> Income/ <br> Balance <br> Expense  |  |  |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 50,132 | \$ | 1 | 0.01\% | \$ | 49,885 | \$ | 2 | 0.01\% | \$ | 46,094 | \$ | 1 | 0.01\% |
| NOW and money market deposit accounts |  | 604,155 |  | 78 | 0.05 |  | 592,907 |  | 73 | 0.05 |  | 558,441 |  | 68 | 0.05 |
| Consumer CDs and IRAs |  | 47,625 |  | 32 | 0.27 |  | 48,695 |  | 33 | 0.27 |  | 51,107 |  | 37 | 0.29 |
| Negotiable CDs, public funds and other deposits |  | 34,904 |  | 53 | 0.60 |  | 32,023 |  | 43 | 0.54 |  | 30,546 |  | 25 | 0.32 |
| Total U.S. interest-bearing deposits |  | 736,816 |  | 164 | 0.09 |  | 723,510 |  | 151 | 0.08 |  | 686,188 |  | 131 | 0.08 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 2,918 |  | 4 | 0.48 |  | 4,294 |  | 9 | 0.87 |  | 3,997 |  | 7 | 0.69 |
| Governments and official institutions |  | 1,346 |  | 2 | 0.74 |  | 1,391 |  | 3 | 0.61 |  | 1,687 |  | 2 | 0.37 |
| Time, savings and other |  | 60,123 |  | 109 | 0.73 |  | 59,340 |  | 103 | 0.70 |  | 55,965 |  | 71 | 0.51 |
| Total non-U.S. interest-bearing deposits |  | 64,387 |  | 115 | 0.71 |  | 65,025 |  | 115 | 0.71 |  | 61,649 |  | 80 | 0.52 |
| Total interest-bearing deposits |  | 801,203 |  | 279 | 0.14 |  | 788,535 |  | 266 | 0.13 |  | 747,837 |  | 211 | 0.11 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 207,679 |  | 542 | 1.04 |  | 207,634 |  | 569 | 1.09 |  | 231,650 |  | 519 | 0.89 |
| Trading account liabilities |  | 71,598 |  | 240 | 1.33 |  | 73,452 |  | 244 | 1.32 |  | 73,139 |  | 272 | 1.48 |
| Long-term debt ${ }^{(1)}$ |  | 220,587 |  | 1,512 | 2.74 |  | 227,269 |  | 1,330 | 2.33 |  | 237,384 |  | 1,895 | 3.18 |
| Total interest-bearing liabilities ${ }^{(2)}$ |  | 1,301,067 |  | 2,573 | 0.79 |  | 1,296,890 |  | 2,409 | 0.74 |  | 1,290,010 |  | 2,897 | 0.89 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 449,745 |  |  |  |  | 438,651 |  |  |  |  | 438,214 |  |  |  |
| Other liabilities |  | 186,867 |  |  |  |  | 185,050 |  |  |  |  | 195,209 |  |  |  |
| Shareholders' equity |  | 270,360 |  |  |  |  | 268,899 |  |  |  |  | 257,074 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,208,039 |  |  |  | \$ | 2,189,490 |  |  |  | \$ | 2,180,507 |  |  |  |
| Net interest spread |  |  |  |  | 1.98\% |  |  |  |  | 1.99\% |  |  |  |  | 1.87\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.25 |  |  |  |  | 0.24 |  |  |  |  | 0.27 |
| Net interest income/yield on earning assets |  |  | \$ | 10,526 | 2.23\% |  |  | \$ | 10,429 | 2.23\% |  |  | \$ | 9,911 | 2.14\% |


| ${ }^{(1)}$ The yield on long-term debt excluding the $\$ 612$ million adjustment on certain trust preferred securities was 2.15 percent for the fourth quarter of 2015. The yield on long-term debt excluding the adjustment is a non-GAAP financial measure. <br> ${ }^{(2)}$ 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: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Fourth Quarter 2015 |  |
| Consumer CDs and IRAs | \$ | \$ | \$ | 6 | \$ | 6 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 3 |  | 3 |
| Banks located in non-U.S. countries |  | 5 |  | 4 |  | 1 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 94 |  | 95 |  | 178 |
| Long-term debt |  | (440) |  | (668) |  | (869) |
| Net hedge income on liabilities | \$ | \$ (332) | \$ | (560) | \$ | (681) |

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

## Bank of America Corporation and Subsidiaries

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

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

(1) Includes assets of the Corporation's non-U.S. consumer credit card business, which are included in assets of business held for sale on the Consolidated Balance Sheet at December 31, 2016.
(2) $\mathrm{Nonperforming} \mathrm{loans} \mathrm{are} \mathrm{included} \mathrm{in} \mathrm{the} \mathrm{respective} \mathrm{average} \mathrm{loan} \mathrm{balances} .\mathrm{Income} \mathrm{on} \mathrm{these} \mathrm{nonperforming} \mathrm{loans} \mathrm{is} \mathrm{generally} \mathrm{recognized} \mathrm{on} \mathrm{a} \mathrm{cost} \mathrm{recovery} \mathrm{basis} .\mathrm{Purchased} \mathrm{credit-impaired}$
loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.
(3)
The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased
(decreased) interest income on:
Federal funds sold and securities borrowed or purchased under agreements to resell
Debt securities
U.S. commercial loans and leases
Net hedge expense on assets

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

## Bank of America Corporation and Subsidiaries

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

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



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

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

(Dollars in millions)

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

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

| (Dollars in millions) | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities: |  |  |  |  |
| Agency-collateralized mortgage obligations | \$ | 5 | \$ | 6 |
| Non-agency residential |  | 3,139 |  | 3,193 |
| Total mortgage-backed securities |  | 3,144 |  | 3,199 |
| Non-U.S. securities ${ }^{(1)}$ |  | 16,336 |  | 17,680 |
| Other taxable securities, substantially all asset-backed securities |  | 240 |  | 246 |
| Total | \$ | 19,720 | \$ | 21,125 |

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

## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

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

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$$2016$ |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 41,996 | \$ | 39,847 | \$ | 10,526 | \$ | 10,429 | \$ | 10,341 | \$ | 10,700 | \$ | 9,911 |
| Total revenue, net of interest expense |  | 84,601 |  | 83,854 |  | 20,224 |  | 21,863 |  | 21,509 |  | 21,005 |  | 19,807 |
| Net interest yield |  | 2.25\% |  | 2.19\% |  | 2.23\% |  | 2.23\% |  | 2.23\% |  | 2.33\% |  | 2.14\% |
| Efficiency ratio |  | 64.95 |  | 68.85 |  | 65.08 |  | 61.66 |  | 62.73 |  | 70.54 |  | 70.73 |


 and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

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

## Bank of America Corporation and Subsidiaries

Quarterly Results by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global Banking |  | Global Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 10,526 | \$ | 5,466 | \$ | 1,449 | \$ | 2,502 | \$ | 1,167 | \$ | (58) |
| Card income |  | 1,502 |  | 1,290 |  | 38 |  | 117 |  | 12 |  | 45 |
| Service charges |  | 1,978 |  | 1,062 |  | 18 |  | 810 |  | 81 |  | 7 |
| Investment and brokerage services |  | 3,202 |  | 64 |  | 2,597 |  | 24 |  | 519 |  | (2) |
| Investment banking income (loss) |  | 1,222 |  | 1 |  | 47 |  | 653 |  | 554 |  | (33) |
| Trading account profits (losses) |  | 1,081 |  | - |  | 52 |  | 39 |  | 1,149 |  | (159) |
| Mortgage banking income |  | 519 |  | 206 |  | 2 |  | - |  | - |  | 311 |
| Other income (loss) |  | 194 |  | 22 |  | 174 |  | 389 |  | (10) |  | (381) |
| Total noninterest income |  | 9,698 |  | 2,645 |  | 2,928 |  | 2,032 |  | 2,305 |  | (212) |
| Total revenue, net of interest expense (FTE basis) |  | 20,224 |  | 8,111 |  | 4,377 |  | 4,534 |  | 3,472 |  | (270) |
| Provision for credit losses |  | 774 |  | 760 |  | 22 |  | 13 |  | 8 |  | (29) |
| Noninterest expense |  | 13,161 |  | 4,328 |  | 3,360 |  | 2,037 |  | 2,480 |  | 956 |
| Income (loss) before income taxes (FTE basis) |  | 6,289 |  | 3,023 |  | 995 |  | 2,484 |  | 984 |  | $(1,197)$ |
| Income tax expense (benefit) (FTE basis) |  | 1,593 |  | 1,102 |  | 361 |  | 906 |  | 326 |  | $(1,102)$ |
| Net income (loss) | \$ | 4,696 | \$ | 1,921 | \$ | 634 | \$ | 1,578 | \$ | 658 | \$ | (95) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 908,396 | \$ | 253,602 | \$ | 146,180 | \$ | 337,827 | \$ | 70,615 | \$ | 100,172 |
| Total assets ${ }^{(1)}$ |  | 2,208,039 |  | 686,991 |  | 291,762 |  | 403,564 |  | 595,276 |  | 230,446 |
| Total deposits |  | 1,250,948 |  | 617,970 |  | 256,629 |  | 314,133 |  | 33,775 |  | 28,441 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(2)}$ | \$ | 915,897 | \$ | 258,991 | \$ | 148,179 | \$ | 339,271 | \$ | 72,743 | \$ | 96,713 |
| Total assets ${ }^{(1)}$ |  | 2,187,702 |  | 702,339 |  | 298,932 |  | 408,268 |  | 566,060 |  | 212,103 |
| Total deposits |  | 1,260,934 |  | 632,790 |  | 262,530 |  | 306,430 |  | 34,927 |  | 24,257 |
|  | Third Quarter 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,429 | \$ | 5,289 | \$ | 1,394 | \$ | 2,470 | \$ | 1,119 | \$ | 157 |
| Card income |  | 1,455 |  | 1,218 |  | 41 |  | 135 |  | 15 |  | 46 |
| Service charges |  | 1,952 |  | 1,072 |  | 19 |  | 780 |  | 80 |  | 1 |
| Investment and brokerage services |  | 3,160 |  | 69 |  | 2,585 |  | 20 |  | 490 |  | (4) |
| Investment banking income (loss) |  | 1,458 |  | - |  | 56 |  | 796 |  | 645 |  | (39) |
| Trading account profits |  | 2,141 |  | - |  | 62 |  | 56 |  | 1,934 |  | 89 |
| Mortgage banking income |  | 589 |  | 297 |  | - |  | - |  | - |  | 292 |
| Gains on sales of debt securities |  | 51 |  | - |  | - |  | - |  | - |  | 51 |
| Other income (loss) |  | 628 |  | 23 |  | 222 |  | 491 |  | 75 |  | (183) |
| Total noninterest income |  | 11,434 |  | 2,679 |  | 2,985 |  | 2,278 |  | 3,239 |  | 253 |
| Total revenue, net of interest expense (FTE basis) |  | 21,863 |  | 7,968 |  | 4,379 |  | 4,748 |  | 4,358 |  | 410 |
| Provision for credit losses |  | 850 |  | 698 |  | 7 |  | 118 |  | 19 |  | 8 |
| Noninterest expense |  | 13,481 |  | 4,371 |  | 3,256 |  | 2,151 |  | 2,656 |  | 1,047 |
| Income (loss) before income taxes (FTE basis) |  | 7,532 |  | 2,899 |  | 1,116 |  | 2,479 |  | 1,683 |  | (645) |
| Income tax expense (benefit) (FTE basis) |  | 2,577 |  | 1,086 |  | 419 |  | 926 |  | 609 |  | (463) |
| Net income (loss) | \$ | 4,955 | \$ | 1,813 | \$ | 697 | \$ | 1,553 | \$ | 1,074 | \$ | (182) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 900,594 | \$ | 248,683 | \$ | 143,207 | \$ | 334,363 | \$ | 69,043 | \$ | 105,298 |
| Total assets ${ }^{(1)}$ |  | 2,189,490 |  | 674,636 |  | 288,821 |  | 395,423 |  | 584,069 |  | 246,541 |
| Total deposits |  | 1,227,186 |  | 605,708 |  | 253,812 |  | 306,198 |  | 32,840 |  | 28,628 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 905,008 | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total assets ${ }^{(1)}$ |  | 2,195,314 |  | 687,247 |  | 289,795 |  | 397,795 |  | 595,165 |  | 225,312 |
| Total deposits |  | 1,232,895 |  | 618,030 |  | 252,962 |  | 301,061 |  | 31,692 |  | 29,150 |

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2015 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 9,911 | \$ | 5,229 | \$ | 1,446 | \$ | 2,456 | \$ | 1,132 | \$ | (352) |
| Card income |  | 1,578 |  | 1,313 |  | 46 |  | 139 |  | 19 |  | 61 |
| Service charges |  | 1,862 |  | 1,045 |  | 18 |  | 730 |  | 64 |  | 5 |
| Investment and brokerage services |  | 3,236 |  | 66 |  | 2,639 |  | 20 |  | 518 |  | (7) |
| Investment banking income (loss) |  | 1,272 |  | 1 |  | 50 |  | 729 |  | 532 |  | (40) |
| Trading account profits |  | 963 |  | - |  | 44 |  | 34 |  | 797 |  | 88 |
| Mortgage banking income |  | 262 |  | 215 |  | 2 |  | - |  | 1 |  | 44 |
| Gains on sales of debt securities |  | 252 |  | - |  | - |  | 1 |  | - |  | 251 |
| Other income (loss) |  | 471 |  | 142 |  | 233 |  | 452 |  | 54 |  | (410) |
| Total noninterest income |  | 9,896 |  | 2,782 |  | 3,032 |  | 2,105 |  | 1,985 |  | (8) |
| Total revenue, net of interest expense (FTE basis) |  | 19,807 |  | 8,011 |  | 4,478 |  | 4,561 |  | 3,117 |  | (360) |
| Provision for credit losses |  | 810 |  | 684 |  | 15 |  | 232 |  | 30 |  | (151) |
| Noninterest expense |  | 14,010 |  | 4,636 |  | 3,498 |  | 2,085 |  | 2,767 |  | 1,024 |
| Income (loss) before income taxes (FTE basis) |  | 4,987 |  | 2,691 |  | 965 |  | 2,244 |  | 320 |  | $(1,233)$ |
| Income tax expense (benefit) (FTE basis) |  | 1,703 |  | 955 |  | 342 |  | 828 |  | 149 |  | (571) |
| Net income (loss) | \$ | 3,284 | \$ | 1,736 | \$ | 623 | \$ | 1,416 | \$ | 171 | \$ | (662) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 886,156 | \$ | 235,498 | \$ | 137,022 | \$ | 318,699 | \$ | 68,835 | \$ | 126,102 |
| Total assets ${ }^{(1)}$ |  | 2,180,507 |  | 630,973 |  | 285,329 |  | 381,887 |  | 586,606 |  | 295,712 |
| Total deposits |  | 1,186,051 |  | 563,745 |  | 251,306 |  | 307,806 |  | 37,175 |  | 26,019 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 896,983 | \$ | 238,851 | \$ | 139,039 | \$ | 323,687 | \$ | 73,208 | \$ | 122,198 |
| Total assets ${ }^{(1)}$ |  | 2,144,287 |  | 645,427 |  | 296,271 |  | 386,132 |  | 548,790 |  | 267,667 |
| Total deposits |  | 1,197,259 |  | 577,832 |  | 260,893 |  | 296,162 |  | 37,038 |  | 25,334 |

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

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

## Bank of America Corporation and Subsidiaries

## Annual Results by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31, 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total <br> Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 41,996 | \$ | 21,290 | \$ | 5,759 | \$ | 9,942 | \$ | 4,558 | \$ | 447 |
| Card income |  | 5,851 |  | 4,935 |  | 150 |  | 503 |  | 74 |  | 189 |
| Service charges |  | 7,638 |  | 4,142 |  | 74 |  | 3,094 |  | 312 |  | 16 |
| Investment and brokerage services |  | 12,745 |  | 270 |  | 10,316 |  | 74 |  | 2,102 |  | (17) |
| Investment banking income (loss) |  | 5,241 |  | 2 |  | 227 |  | 2,884 |  | 2,296 |  | (168) |
| Trading account profits |  | 6,902 |  | - |  | 175 |  | 119 |  | 6,550 |  | 58 |
| Mortgage banking income |  | 1,853 |  | 960 |  | 3 |  | - |  | 1 |  | 889 |
| Gains on sales of debt securities |  | 490 |  | - |  | - |  | - |  | - |  | 490 |
| Other income (loss) |  | 1,885 |  | 132 |  | 946 |  | 1,814 |  | 197 |  | $(1,204)$ |
| Total noninterest income |  | 42,605 |  | 10,441 |  | 11,891 |  | 8,488 |  | 11,532 |  | 253 |
| Total revenue, net of interest expense (FTE basis) |  | 84,601 |  | 31,731 |  | 17,650 |  | 18,430 |  | 16,090 |  | 700 |
| Provision for credit losses |  | 3,597 |  | 2,715 |  | 68 |  | 883 |  | 31 |  | (100) |
| Noninterest expense |  | 54,951 |  | 17,653 |  | 13,182 |  | 8,486 |  | 10,170 |  | 5,460 |
| Income (loss) before income taxes (FTE basis) |  | 26,053 |  | 11,363 |  | 4,400 |  | 9,061 |  | 5,889 |  | $(4,660)$ |
| Income tax expense (benefit) (FTE basis) |  | 8,147 |  | 4,190 |  | 1,629 |  | 3,341 |  | 2,072 |  | $(3,085)$ |
| Net income (loss) | \$ | 17,906 | \$ | 7,173 | \$ | 2,771 | \$ | 5,720 | \$ | 3,817 | \$ | $(1,575)$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 900,433 | \$ | 245,808 | \$ | 142,429 | \$ | 333,820 | \$ | 69,641 | \$ | 108,735 |
| Total assets ${ }^{(1)}$ |  | 2,189,971 |  | 668,381 |  | 291,479 |  | 396,705 |  | 585,342 |  | 248,064 |
| Total deposits |  | 1,222,561 |  | 599,654 |  | 256,425 |  | 304,101 |  | 34,250 |  | 28,131 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(2)}$ | \$ | 915,897 | \$ | 258,991 | \$ | 148,179 | \$ | 339,271 | \$ | 72,743 | \$ | 96,713 |
| Total assets ${ }^{(1)}$ |  | 2,187,702 |  | 702,339 |  | 298,932 |  | 408,268 |  | 566,060 |  | 212,103 |
| Total deposits |  | 1,260,934 |  | 632,790 |  | 262,530 |  | 306,430 |  | 34,927 |  | 24,257 |
|  | Year Ended December 31, 2015 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | nsumer <br> anking |  | WIM |  | lobal <br> nking |  | obal rkets |  | All ther |
| Net interest income (FTE basis) | \$ | 39,847 | \$ | 20,428 | \$ | 5,527 | \$ | 9,244 | \$ | 4,191 | \$ | 457 |
| Card income |  | 5,959 |  | 4,937 |  | 181 |  | 499 |  | 82 |  | 260 |
| Service charges |  | 7,381 |  | 4,101 |  | 73 |  | 2,914 |  | 275 |  | 18 |
| Investment and brokerage services |  | 13,337 |  | 268 |  | 10,792 |  | 64 |  | 2,221 |  | (8) |
| Investment banking income (loss) |  | 5,572 |  | - |  | 261 |  | 3,110 |  | 2,401 |  | (200) |
| Trading account profits (losses) |  | 6,473 |  | - |  | 195 |  | 216 |  | 6,109 |  | (47) |
| Mortgage banking income |  | 2,364 |  | 1,332 |  | 9 |  | - |  | 1 |  | 1,022 |
| Gains on sales of debt securities |  | 1,138 |  | 1 |  | - |  | 1 |  | 10 |  | 1,126 |
| Other income (loss) |  | 1,783 |  | 458 |  | 996 |  | 1,573 |  | (277) |  | (967) |
| Total noninterest income |  | 44,007 |  | 11,097 |  | 12,507 |  | 8,377 |  | 10,822 |  | 1,204 |
| Total revenue, net of interest expense (FTE basis) |  | 83,854 |  | 31,525 |  | 18,034 |  | 17,621 |  | 15,013 |  | 1,661 |
| Provision for credit losses |  | 3,161 |  | 2,346 |  | 51 |  | 686 |  | 99 |  | (21) |
| Noninterest expense |  | 57,734 |  | 18,716 |  | 13,943 |  | 8,481 |  | 11,374 |  | 5,220 |
| Income (loss) before income taxes (FTE basis) |  | 22,959 |  | 10,463 |  | 4,040 |  | 8,454 |  | 3,540 |  | $(3,538)$ |
| Income tax expense (benefit) (FTE basis) |  | 7,123 |  | 3,814 |  | 1,473 |  | 3,114 |  | 1,117 |  | $(2,395)$ |
| Net income (loss) | \$ | 15,836 | \$ | 6,649 | \$ | 2,567 | \$ | 5,340 | \$ | 2,423 | \$ | $(1,143)$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 876,787 | \$ | 232,432 | \$ | 132,499 | \$ | 303,907 | \$ | 63,443 | \$ | 144,506 |
| Total assets ${ }^{(1)}$ |  | 2,160,197 |  | 620,192 |  | 275,950 |  | 369,001 |  | 594,057 |  | 300,997 |
| Total deposits |  | 1,155,860 |  | 552,876 |  | 244,725 |  | 294,733 |  | 38,074 |  | 25,452 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 896,983 | \$ | 238,851 | \$ | 139,039 | \$ | 323,687 | \$ | 73,208 | \$ | 122,198 |
| Total assets ${ }^{(1)}$ |  | 2,144,287 |  | 645,427 |  | 296,271 |  | 386,132 |  | 548,790 |  | 267,667 |
| Total deposits |  | 1,197,259 |  | 577,832 |  | 260,893 |  | 296,162 |  | 37,038 |  | 25,334 |

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

Consumer Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | First Quarter 2016 |  | Fourth Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 21,290 | \$ | 20,428 | \$ | 5,466 | \$ | 5,289 | \$ | 5,207 | \$ | 5,328 | \$ | 5,229 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 4,935 |  | 4,937 |  | 1,290 |  | 1,218 |  | 1,216 |  | 1,211 |  | 1,313 |
| Service charges |  | 4,142 |  | 4,101 |  | 1,062 |  | 1,072 |  | 1,011 |  | 997 |  | 1,045 |
| Mortgage banking income |  | 960 |  | 1,332 |  | 206 |  | 297 |  | 267 |  | 190 |  | 215 |
| All other income |  | 404 |  | 727 |  | 87 |  | 92 |  | 94 |  | 131 |  | 209 |
| Total noninterest income |  | 10,441 |  | 11,097 |  | 2,645 |  | 2,679 |  | 2,588 |  | 2,529 |  | 2,782 |
| Total revenue, net of interest expense (FTE basis) |  | 31,731 |  | 31,525 |  | 8,111 |  | 7,968 |  | 7,795 |  | 7,857 |  | 8,011 |
| Provision for credit losses |  | 2,715 |  | 2,346 |  | 760 |  | 698 |  | 726 |  | 531 |  | 684 |
| Noninterest expense |  | 17,653 |  | 18,716 |  | 4,328 |  | 4,371 |  | 4,415 |  | 4,539 |  | 4,636 |
| Income before income taxes (FTE basis) |  | 11,363 |  | 10,463 |  | 3,023 |  | 2,899 |  | 2,654 |  | 2,787 |  | 2,691 |
| Income tax expense (FTE basis) |  | 4,190 |  | 3,814 |  | 1,102 |  | 1,086 |  | 978 |  | 1,024 |  | 955 |
| Net income | \$ | 7,173 | \$ | 6,649 | \$ | 1,921 | \$ | 1,813 | \$ | 1,676 | \$ | 1,763 | \$ | 1,736 |
| Net interest yield (FTE basis) |  | 3.38\% |  | 3.52\% |  | 3.35\% |  | 3.30\% |  | 3.34\% |  | 3.53\% |  | 3.51\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 20 |  | 22 |  | 21 |  | 20 |  | 21 |  | 21 |
| Efficiency ratio (FTE basis) |  | 55.63 |  | 59.37 |  | 53.36 |  | 54.86 |  | 56.63 |  | 57.77 |  | 57.88 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 245,808 | \$ | 232,432 | \$ | 253,602 | \$ | 248,683 | \$ | 242,921 | \$ | 237,908 | \$ | 235,498 |
| Total earning assets ${ }^{(2)}$ |  | 629,990 |  | 580,095 |  | 648,305 |  | 636,838 |  | 627,231 |  | 607,308 |  | 591,330 |
| Total assets ${ }^{(2)}$ |  | 668,381 |  | 620,192 |  | 686,991 |  | 674,636 |  | 665,102 |  | 646,523 |  | 630,973 |
| Total deposits |  | 599,654 |  | 552,876 |  | 617,970 |  | 605,708 |  | 596,474 |  | 578,196 |  | 563,745 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 33,000 |  | 34,000 |  | 34,000 |  | 34,000 |  | 34,000 |  | 33,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 258,991 | \$ | 238,851 | \$ | 258,991 | \$ | 251,125 | \$ | 247,122 | \$ | 240,591 | \$ | 238,851 |
| Total earning assets ${ }^{(2)}$ |  | 662,704 |  | 605,012 |  | 662,704 |  | 648,978 |  | 630,454 |  | 626,941 |  | 605,012 |
| Total assets ${ }^{(2)}$ |  | 702,339 |  | 645,427 |  | 702,339 |  | 687,247 |  | 668,470 |  | 666,298 |  | 645,427 |
| Total deposits |  | 632,790 |  | 577,832 |  | 632,790 |  | 618,030 |  | 599,457 |  | 597,800 |  | 577,832 |

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

## Bank of America Corporation and Subsidiaries

## Consumer Banking Annual Results

(Dollars in millions)

|  | Year Ended December 31, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 21,290 | \$ | 10,701 | \$ | 10,589 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 4,935 |  | 9 |  | 4,926 |
| Service charges |  | 4,142 |  | 4,141 |  | 1 |
| Mortgage banking income |  | 960 |  | - |  | 960 |
| All other income |  | 404 |  | 403 |  | 1 |
| Total noninterest income |  | 10,441 |  | 4,553 |  | 5,888 |
| Total revenue, net of interest expense (FTE basis) |  | 31,731 |  | 15,254 |  | 16,477 |
| Provision for credit losses |  | 2,715 |  | 174 |  | 2,541 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 17,653 |  | 9,678 |  | 7,975 |
| Income before income taxes (FTE basis) |  | 11,363 |  | 5,402 |  | 5,961 |
| Income tax expense (FTE basis) |  | 4,190 |  | 1,992 |  | 2,198 |
| Net income | \$ | 7,173 | \$ | 3,410 | \$ | 3,763 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.38\% |  | 1.79\% |  | 4.37\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 28 |  | 17 |
| Efficiency ratio (FTE basis) |  | 55.63 |  | 63.44 |  | 48.41 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 245,808 | \$ | 4,809 | \$ | 240,999 |
| Total earning assets ${ }^{(2)}$ |  | 629,990 |  | 598,043 |  | 242,445 |
| Total assets ${ }^{(2)}$ |  | 668,381 |  | 624,592 |  | 254,287 |
| Total deposits |  | 599,654 |  | 592,417 |  | 7,237 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 258,991 | \$ | 4,938 | \$ | 254,053 |
| Total earning assets ${ }^{(2)}$ |  | 662,704 |  | 631,172 |  | 255,511 |
| Total assets ${ }^{(2)}$ |  | 702,339 |  | 658,316 |  | 268,002 |
| Total deposits |  | 632,790 |  | 625,727 |  | 7,063 |
|  | Year Ended December 31, 2015 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 20,428 | \$ | 9,635 | \$ | 10,793 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 4,937 |  | 11 |  | 4,926 |
| Service charges |  | 4,101 |  | 4,100 |  | 1 |
| Mortgage banking income |  | 1,332 |  | - |  | 1,332 |
| All other income |  | 727 |  | 483 |  | 244 |
| Total noninterest income |  | 11,097 |  | 4,594 |  | 6,503 |
| Total revenue, net of interest expense (FTE basis) |  | 31,525 |  | 14,229 |  | 17,296 |
| Provision for credit losses |  | 2,346 |  | 200 |  | 2,146 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 18,716 |  | 9,856 |  | 8,860 |
| Income before income taxes (FTE basis) |  | 10,463 |  | 4,173 |  | 6,290 |
| Income tax expense (FTE basis) |  | 3,814 |  | 1,521 |  | 2,293 |
| Net income | \$ | 6,649 | \$ | 2,652 | \$ | 3,997 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.52\% |  | 1.75\% |  | 4.70\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 20 |  | 22 |  | 19 |
| Efficiency ratio (FTE basis) |  | 59.37 |  | 69.27 |  | 51.23 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 232,432 | \$ | 4,713 | \$ | 227,719 |
| Total earning assets ${ }^{(2)}$ |  | 580,095 |  | 549,600 |  | 229,579 |
| Total assets ${ }^{(2)}$ |  | 620,192 |  | 576,569 |  | 242,707 |
| Total deposits |  | 552,876 |  | 544,685 |  | 8,191 |
| Allocated capital ${ }^{(1)}$ |  | 33,000 |  | 12,000 |  | 21,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 238,851 | \$ | 4,735 | \$ | 234,116 |
| Total earning assets ${ }^{(2)}$ |  | 605,012 |  | 576,108 |  | 235,496 |
| Total assets ${ }^{(2)}$ |  | 645,427 |  | 603,448 |  | 248,571 |
| Total deposits |  | 577,832 |  | 571,467 |  | 6,365 |

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

## Consumer Banking Quarterly Results

(Dollars in millions)

|  | Fourth Quarter 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,466 | \$ | 2,762 | \$ | 2,704 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,290 |  | 2 |  | 1,288 |
| Service charges |  | 1,062 |  | 1,061 |  | 1 |
| Mortgage banking income |  | 206 |  | - |  | 206 |
| All other income (loss) |  | 87 |  | 91 |  | (4) |
| Total noninterest income |  | 2,645 |  | 1,154 |  | 1,491 |
| Total revenue, net of interest expense (FTE basis) |  | 8,111 |  | 3,916 |  | 4,195 |
| Provision for credit losses |  | 760 |  | 42 |  | 718 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,328 |  | 2,449 |  | 1,879 |
| Income before income taxes (FTE basis) |  | 3,023 |  | 1,425 |  | 1,598 |
| Income tax expense (FTE basis) |  | 1,102 |  | 520 |  | 582 |
| Net income | \$ | 1,921 | \$ | 905 | \$ | 1,016 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.35\% |  | 1.78\% |  | 4.30\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 30 |  | 18 |
| Efficiency ratio (FTE basis) |  | 53.36 |  | 62.56 |  | 44.78 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 253,602 | \$ | 4,874 | \$ | 248,728 |
| Total earning assets ${ }^{(2)}$ |  | 648,305 |  | 616,297 |  | 250,115 |
| Total assets ${ }^{(2)}$ |  | 686,991 |  | 642,837 |  | 262,261 |
| Total deposits |  | 617,970 |  | 610,533 |  | 7,437 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 258,991 | \$ | 4,938 | \$ | 254,053 |
| Total earning assets ${ }^{(2)}$ |  | 662,704 |  | 631,172 |  | 255,511 |
| Total assets ${ }^{(2)}$ |  | 702,339 |  | 658,316 |  | 268,002 |
| Total deposits |  | 632,790 |  | 625,727 |  | 7,063 |
|  | Third Quarter 2016 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,289 | \$ | 2,629 | \$ | 2,660 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,218 |  | 2 |  | 1,216 |
| Service charges |  | 1,072 |  | 1,072 |  | - |
| Mortgage banking income |  | 297 |  | - |  | 297 |
| All other income (loss) |  | 92 |  | 98 |  | (6) |
| Total noninterest income |  | 2,679 |  | 1,172 |  | 1,507 |
| Total revenue, net of interest expense (FTE basis) |  | 7,968 |  | 3,801 |  | 4,167 |
| Provision for credit losses |  | 698 |  | 43 |  | 655 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,371 |  | 2,396 |  | 1,975 |
| Income before income taxes (FTE basis) |  | 2,899 |  | 1,362 |  | 1,537 |
| Income tax expense (FTE basis) |  | 1,086 |  | 510 |  | 576 |
| Net income | \$ | 1,813 | \$ | 852 | \$ | 961 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | $3.30 \%$ |  | 1.73\% |  | $4.31 \%$ |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 28 |  | 17 |
| Efficiency ratio (FTE basis) |  | 54.86 |  | 63.03 |  | 47.40 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 248,683 | \$ | 4,837 | \$ | 243,846 |
| Total earning assets ${ }^{(2)}$ |  | 636,838 |  | 604,223 |  | 245,540 |
| Total assets ${ }^{(2)}$ |  | 674,636 |  | 630,394 |  | 257,167 |
| Total deposits |  | 605,708 |  | 598,117 |  | 7,591 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 4,810 | \$ | 246,315 |
| Total earning assets ${ }^{(2)}$ |  | 648,978 |  | 616,853 |  | 248,233 |
| Total assets ${ }^{(2)}$ |  | 687,247 |  | 643,025 |  | 260,330 |
| Total deposits |  | 618,030 |  | 610,752 |  | 7,278 |

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

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

|  | Fourth Quarter 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,229 | \$ | 2,551 | \$ | 2,678 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,313 |  | 2 |  | 1,311 |
| Service charges |  | 1,045 |  | 1,045 |  | - |
| Mortgage banking income |  | 215 |  | - |  | 215 |
| All other income |  | 209 |  | 129 |  | 80 |
| Total noninterest income |  | 2,782 |  | 1,176 |  | 1,606 |
| Total revenue, net of interest expense (FTE basis) |  | 8,011 |  | 3,727 |  | 4,284 |
| Provision for credit losses |  | 684 |  | 55 |  | 629 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,636 |  | 2,502 |  | 2,134 |
| Income before income taxes (FTE basis) |  | 2,691 |  | 1,170 |  | 1,521 |
| Income tax expense (FTE basis) |  | 955 |  | 417 |  | 538 |
| Net income | \$ | 1,736 | \$ | 753 | \$ | 983 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.51\% |  | 1.80\% |  | 4.57\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 25 |  | 19 |
| Efficiency ratio (FTE basis) |  | 57.88 |  | 67.13 |  | 49.83 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 235,498 | \$ | 4,652 | \$ | 230,846 |
| Total earning assets ${ }^{(2)}$ |  | 591,330 |  | 561,149 |  | 232,245 |
| Total assets ${ }^{(2)}$ |  | 630,973 |  | 587,982 |  | 245,055 |
| Total deposits |  | 563,745 |  | 556,064 |  | 7,681 |
| Allocated capital ${ }^{(1)}$ |  | 33,000 |  | 12,000 |  | 21,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 238,851 | \$ | 4,735 | \$ | 234,116 |
| Total earning assets ${ }^{(2)}$ |  | 605,012 |  | 576,108 |  | 235,496 |
| Total assets ${ }^{(2)}$ |  | 645,427 |  | 603,448 |  | 248,571 |
| Total deposits |  | 577,832 |  | 571,467 |  | 6,365 |

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

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

Consumer Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | ThirdQuarter2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 295,372 |  | 266,639 |  | 306,602 | \$ | 299,149 | \$ | 293,427 | \$ | 282,146 | \$ | 273,900 |
| Savings |  | 47,882 |  | 44,878 |  | 48,549 |  | 48,273 |  | 48,472 |  | 46,221 |  | 44,518 |
| MMS |  | 209,638 |  | 188,536 |  | 217,394 |  | 212,096 |  | 207,333 |  | 201,616 |  | 195,756 |
| CDs and IRAs |  | 43,955 |  | 50,085 |  | 42,592 |  | 43,420 |  | 44,378 |  | 45,451 |  | 46,791 |
| Non-U.S. and other |  | 2,807 |  | 2,738 |  | 2,833 |  | 2,770 |  | 2,864 |  | 2,762 |  | 2,780 |
| Total average deposit balances |  | \$ 599,654 | \$ | 552,876 |  | \$ 617,970 | \$ | 605,708 | \$ | 596,474 | \$ | 578,196 | \$ | 563,745 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 1.95\% |  | 1.99\% |  | 1.92\% |  | 1.94\% |  | 1.97\% |  | 1.98\% |  | 1.98\% |
| Savings |  | 2.25 |  | 2.30 |  | 2.21 |  | 2.24 |  | 2.26 |  | 2.28 |  | 2.29 |
| MMS |  | 1.24 |  | 1.23 |  | 1.22 |  | 1.23 |  | 1.24 |  | 1.24 |  | 1.24 |
| CDs and IRAs |  | 0.98 |  | 0.60 |  | 1.17 |  | 1.03 |  | 0.92 |  | 0.81 |  | 0.69 |
| Non-U.S. and other |  | 0.83 |  | 0.47 |  | 1.00 |  | 0.87 |  | 0.80 |  | 0.67 |  | 0.54 |
| Total deposit spreads |  | 1.65 |  | 1.62 |  | 1.64 |  | 1.64 |  | 1.66 |  | 1.65 |  | 1.63 |
| Client brokerage assets |  | 144,696 | \$ | 122,721 |  | \$ 144,696 | \$ | 137,985 | \$ | 131,698 | \$ | 126,921 | \$ | 122,721 |
| Online banking active accounts (units in thousands) |  | 33,811 |  | 31,674 |  | 33,811 |  | 33,722 |  | 33,022 |  | 32,647 |  | 31,674 |
| Mobile banking active users (units in thousands) |  | 21,648 |  | 18,705 |  | 21,648 |  | 21,305 |  | 20,227 |  | 19,595 |  | 18,705 |
| Financial centers |  | 4,579 |  | 4,726 |  | 4,579 |  | 4,629 |  | 4,681 |  | 4,689 |  | 4,726 |
| ATMs |  | 15,928 |  | 16,038 |  | 15,928 |  | 15,959 |  | 15,998 |  | 16,003 |  | 16,038 |
| Total U.S. credit card ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average credit card outstandings | \$ | S 87,905 | \$ | 88,244 | \$ | S 89,521 | \$ | 88,210 | \$ | 86,705 | \$ | 87,163 | \$ | 88,623 |
| Ending credit card outstandings |  | 92,278 |  | 89,602 |  | 92,278 |  | 88,789 |  | 88,103 |  | 86,403 |  | 89,602 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | S 2,269 | \$ | 2,314 | \$ | \$ 566 | \$ | 543 | \$ | 573 | \$ | 587 | \$ | 563 |
|  |  | 2.58\% |  | 2.62\% |  | 2.52\% |  | 2.45\% |  | 2.66\% |  | 2.71\% |  | 2.52\% |
| $30+$ delinquency | \$ | ¢ 1,595 | \$ | 1,575 | \$ | \$ 1,595 | \$ | 1,459 | \$ | 1,388 | \$ | 1,448 | \$ | 1,575 |
|  |  | 1.73\% |  | 1.76\% |  | 1.73\% |  | 1.64\% |  | 1.58\% |  | 1.68\% |  | 1.76\% |
| $90+$ delinquency | \$ | ¢ 782 | \$ | 789 | \$ | \$ 782 | \$ | 702 | \$ | 693 | \$ | 743 | \$ | 789 |
|  |  | 0.85\% |  | 0.88\% |  | 0.85\% |  | 0.79\% |  | 0.79\% |  | 0.86\% |  | 0.88\% |
| Other Total U.S. credit card indicators ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 9.29\% |  | 9.16\% |  | 9.35\% |  | 9.30\% |  | 9.20\% |  | 9.32\% |  | 9.15\% |
| Risk adjusted margin |  | 9.04 |  | 9.31 |  | 9.20 |  | 9.11 |  | 8.79 |  | 9.05 |  | 9.79 |
| New accounts (in thousands) |  | 4,979 |  | 4,973 |  | 1,134 |  | 1,324 |  | 1,313 |  | 1,208 |  | 1,260 |
| Purchase volumes |  | \$226,432 | \$ | 221,378 | \$ | S 61,020 | \$ | 57,591 | \$ | 56,667 | \$ | 51,154 | \$ | 58,752 |
| Debit card data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volumes |  | \$ 285,612 | \$ | 277,695 |  | \$ 73,296 | \$ | 71,049 | \$ | 72,120 | \$ | 69,147 | \$ | 70,755 |

For footnotes see page 23.

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

## Bank of America Corporation and Subsidiaries

Consumer Banking Key Indicators (continued)


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

## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 5,759 | \$ | 5,527 | \$ | 1,449 | \$ | 1,394 | \$ | 1,403 | \$ | 1,513 | \$ | 1,446 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 10,316 |  | 10,792 |  | 2,597 |  | 2,585 |  | 2,598 |  | 2,536 |  | 2,639 |
| All other income |  | 1,575 |  | 1,715 |  | 331 |  | 400 |  | 424 |  | 420 |  | 393 |
| Total noninterest income |  | 11,891 |  | 12,507 |  | 2,928 |  | 2,985 |  | 3,022 |  | 2,956 |  | 3,032 |
| Total revenue, net of interest expense (FTE basis) |  | 17,650 |  | 18,034 |  | 4,377 |  | 4,379 |  | 4,425 |  | 4,469 |  | 4,478 |
| Provision for credit losses |  | 68 |  | 51 |  | 22 |  | 7 |  | 14 |  | 25 |  | 15 |
| Noninterest expense |  | 13,182 |  | 13,943 |  | 3,360 |  | 3,256 |  | 3,289 |  | 3,277 |  | 3,498 |
| Income before income taxes (FTE basis) |  | 4,400 |  | 4,040 |  | 995 |  | 1,116 |  | 1,122 |  | 1,167 |  | 965 |
| Income tax expense (FTE basis) |  | 1,629 |  | 1,473 |  | 361 |  | 419 |  | 420 |  | 429 |  | 342 |
| Net income | \$ | 2,771 | \$ | 2,567 | \$ | 634 | \$ | 697 | \$ | 702 | \$ | 738 | \$ | 623 |
| Net interest yield (FTE basis) |  | 2.09\% |  | 2.13\% |  | 2.09\% |  | 2.03\% |  | 2.06\% |  | 2.18\% |  | 2.13\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 21 |  | 19 |  | 21 |  | 22 |  | 23 |  | 21 |
| Efficiency ratio (FTE basis) |  | 74.68 |  | 77.32 |  | 76.74 |  | 74.36 |  | 74.32 |  | 73.33 |  | 78.13 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 142,429 | \$ | 132,499 | \$ | 146,180 | \$ | 143,207 | \$ | 141,181 | \$ | 139,099 | \$ | 137,022 |
| Total earning assets ${ }^{(2)}$ |  | 275,800 |  | 259,020 |  | 276,173 |  | 273,568 |  | 273,874 |  | 279,606 |  | 269,250 |
| Total assets ${ }^{(2)}$ |  | 291,479 |  | 275,950 |  | 291,762 |  | 288,821 |  | 289,646 |  | 295,711 |  | 285,329 |
| Total deposits |  | 256,425 |  | 244,725 |  | 256,629 |  | 253,812 |  | 254,804 |  | 260,482 |  | 251,306 |
| Allocated capital ${ }^{(1)}$ |  | 13,000 |  | 12,000 |  | 13,000 |  | 13,000 |  | 13,000 |  | 13,000 |  | 12,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 148,179 | \$ | 139,039 | \$ | 148,179 | \$ | 144,980 | \$ | 142,633 | \$ | 139,690 | \$ | 139,039 |
| Total earning assets ${ }^{(2)}$ |  | 283,152 |  | 279,597 |  | 283,152 |  | 274,289 |  | 270,974 |  | 280,118 |  | 279,597 |
| Total assets ${ }^{(2)}$ |  | 298,932 |  | 296,271 |  | 298,932 |  | 289,795 |  | 286,846 |  | 296,200 |  | 296,271 |
| Total deposits |  | 262,530 |  | 260,893 |  | 262,530 |  | 252,962 |  | 250,976 |  | 260,565 |  | 260,893 |

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

## Bank of America Corporation and Subsidiaries

## Global Wealth \& Investment Management Key Indicators

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 14,486 | \$ | 14,926 | \$ | 3,600 | \$ | 3,617 | \$ | 3,602 | \$ | 3,667 | \$ | 3,692 |
| U.S. Trust |  | 3,075 |  | 3,032 |  | 775 |  | 761 |  | 762 |  | 777 |  | 763 |
| Other ${ }^{(1)}$ |  | 89 |  | 76 |  | 2 |  | 1 |  | 61 |  | 25 |  | 23 |
| Total revenue, net of interest expense (FTE basis) | \$ | 17,650 | \$ | 18,034 | \$ | 4,377 | \$ | 4,379 | \$ | 4,425 | \$ | 4,469 | \$ | 4,478 |
| Client Balances by Business, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | S | 2,102,176 | \$ | 1,986,502 | \$ | 2,102,176 | \$ | 2,089,683 | \$ | 2,026,392 | \$ | 1,998,145 |  | 1,986,502 |
| U.S. Trust |  | 406,386 |  | 388,604 |  | 406,386 |  | 400,538 |  | 393,089 |  | 390,262 |  | 388,604 |
| Other ${ }^{(1)}$ |  | - |  | 82,929 |  | - |  | - |  | - |  | 77,751 |  | 82,929 |
| Total client balances | \$ | 2,508,562 | \$ | 2,458,035 | \$ | 2,508,562 | \$ | 2,490,221 | \$ | 2,419,481 | \$ | 2,466,158 | \$ | 2,458,035 |
| Client Balances by Type, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Long-term assets under management ${ }^{(2)}$ | \$ | 886,148 | \$ | 817,938 | \$ | 886,148 | \$ | 871,026 | \$ | 832,394 | \$ | 812,916 | \$ | 817,938 |
| Liquidity assets under management ${ }^{(1,3)}$ |  | - |  | 82,925 |  | - |  | - |  | - |  | 77,747 |  | 82,925 |
| Assets under management |  | 886,148 |  | 900,863 |  | 886,148 |  | 871,026 |  | 832,394 |  | 890,663 |  | 900,863 |
| Brokerage assets |  | 1,085,826 |  | 1,040,938 |  | 1,085,826 |  | 1,095,635 |  | 1,070,014 |  | 1,056,752 |  | 1,040,938 |
| Assets in custody |  | 123,066 |  | 113,239 |  | 123,066 |  | 122,804 |  | 120,505 |  | 115,537 |  | 113,239 |
| Deposits |  | 262,530 |  | 260,893 |  | 262,530 |  | 252,962 |  | 250,976 |  | 260,565 |  | 260,893 |
| Loans and leases ${ }^{(4)}$ |  | 150,992 |  | 142,102 |  | 150,992 |  | 147,794 |  | 145,592 |  | 142,641 |  | 142,102 |
| Total client balances | \$ | 2,508,562 | \$ | 2,458,035 | \$ | 2,508,562 | \$ | 2,490,221 | \$ | 2,419,481 | \$ | 2,466,158 | \$ | 2,458,035 |
| Assets Under Management Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management, beginning balance | \$ | 900,863 | \$ | 902,872 | \$ | 871,026 | \$ | 832,394 | \$ | 890,663 | \$ | 900,863 | \$ | 876,993 |
| Net long-term client flows |  | 38,572 |  | 34,441 |  | 18,934 |  | 10,182 |  | 10,055 |  | $(599)$ |  | 6,746 |
| Net liquidity client flows |  | $(7,990)$ |  | 6,133 |  | - |  | - |  | $(4,170)$ |  | $(3,820)$ |  | 4,813 |
| Market valuation/other ${ }^{(1)}$ |  | $(45,297)$ |  | $(42,583)$ |  | $(3,812)$ |  | 28,450 |  | $(64,154)$ |  | $(5,781)$ |  | 12,311 |
| Total assets under management, ending balance | \$ | 886,148 | \$ | 900,863 | \$ | 886,148 | \$ | 871,026 | \$ | 832,394 | \$ | 890,663 | \$ | 900,863 |
| $\text { Associates, at period end }^{(5,6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of financial advisors |  | 16,830 |  | 16,687 |  | 16,830 |  | 16,731 |  | 16,665 |  | 16,671 |  | 16,687 |
| Total wealth advisors, including financial advisors |  | 18,688 |  | 18,515 |  | 18,688 |  | 18,585 |  | 18,503 |  | 18,486 |  | 18,515 |
| Total primary sales professionals, including financial advisors and wealth advisors |  | 19,676 |  | 19,462 |  | 19,676 |  | 19,477 |  | 19,378 |  | 19,410 |  | 19,462 |
| Merrill Lynch Global Wealth Management Metric ${ }^{(\boldsymbol{6})}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial advisor productivity ${ }^{(7)}$ (in thousands) | \$ | 979 | \$ | 1,024 | \$ | 964 | \$ | 983 | \$ | 984 | \$ | 984 | \$ | 996 |
| U.S. Trust Metric, at period end ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Primary sales professionals |  | 1,678 |  | 1,595 |  | 1,678 |  | 1,657 |  | 1,642 |  | 1,595 |  | 1,595 |

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

Global Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 9,942 | \$ | 9,244 | \$ | 2,502 | \$ | 2,470 | \$ | 2,425 | \$ | 2,545 | \$ | 2,456 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 3,094 |  | 2,914 |  | 810 |  | 780 |  | 759 |  | 745 |  | 730 |
| Investment banking fees |  | 2,884 |  | 3,110 |  | 653 |  | 796 |  | 799 |  | 636 |  | 729 |
| All other income |  | 2,510 |  | 2,353 |  | 569 |  | 702 |  | 711 |  | 528 |  | 646 |
| Total noninterest income |  | 8,488 |  | 8,377 |  | 2,032 |  | 2,278 |  | 2,269 |  | 1,909 |  | 2,105 |
| Total revenue, net of interest expense (FTE basis) |  | 18,430 |  | 17,621 |  | 4,534 |  | 4,748 |  | 4,694 |  | 4,454 |  | 4,561 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 883 |  | 686 |  | 13 |  | 118 |  | 199 |  | 553 |  | 232 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 8,486 |  | 8,481 |  | 2,037 |  | 2,151 |  | 2,126 |  | 2,172 |  | 2,085 |
| Income before income taxes (FTE basis) |  | 9,061 |  | 8,454 |  | 2,484 |  | 2,479 |  | 2,369 |  | 1,729 |  | 2,244 |
| Income tax expense (FTE basis) |  | 3,341 |  | 3,114 |  | 906 |  | 926 |  | 873 |  | 636 |  | 828 |
| Net income | \$ | 5,720 | \$ | 5,340 | \$ | 1,578 | \$ | 1,553 | \$ | 1,496 | \$ | 1,093 | \$ | 1,416 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 2.86\% |  | 2.90\% |  | 2.81\% |  | 2.83\% |  | 2.81\% |  | 3.00\% |  | 2.93\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 15 |  | 15 |  | 17 |  | 17 |  | 16 |  | 12 |  | 16 |
| Efficiency ratio (FTE basis) |  | 46.04 |  | 48.13 |  | 44.91 |  | 45.30 |  | 45.29 |  | 48.77 |  | 45.72 |
| $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 333,820 | \$ | 303,907 | \$ | 337,827 | \$ | 334,363 | \$ | 334,396 | \$ | 328,643 | \$ | 318,699 |
| Total earning assets ${ }^{(2)}$ |  | 347,489 |  | 318,977 |  | 353,693 |  | 347,462 |  | 347,347 |  | 341,386 |  | 332,022 |
| Total assets ${ }^{(2)}$ |  | 396,705 |  | 369,001 |  | 403,564 |  | 395,423 |  | 395,997 |  | 391,774 |  | 381,887 |
| Total deposits |  | 304,101 |  | 294,733 |  | 314,133 |  | 306,198 |  | 298,805 |  | 297,134 |  | 307,806 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 35,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 35,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 339,271 | \$ | 323,687 | \$ | 339,271 | \$ | 334,120 | \$ | 334,838 | \$ | 333,604 | \$ | 323,687 |
| Total earning assets ${ }^{(2)}$ |  | 356,241 |  | 334,766 |  | 356,241 |  | 349,993 |  | 348,935 |  | 345,355 |  | 334,766 |
| Total assets ${ }^{(2)}$ |  | 408,268 |  | 386,132 |  | 408,268 |  | 397,795 |  | 397,566 |  | 394,736 |  | 386,132 |
| Total deposits |  | 306,430 |  | 296,162 |  | 306,430 |  | 301,061 |  | 304,577 |  | 298,072 |  | 296,162 |

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

## Bank of America Corporation and Subsidiaries

Global Banking Key Indicators

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

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

Investment Banking Product Rankings

|  | Year Ended December 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 3 | 6.0\% | 3 | 8.8\% |
| Announced mergers and acquisitions | 4 | 19.1 | 4 | 26.1 |
| Equity capital markets | 5 | 4.7 | 3 | 9.7 |
| Debt capital markets | 3 | 5.8 | 2 | 9.7 |
| High-yield corporate debt | 2 | 8.3 | 2 | 9.4 |
| Leveraged loans | 1 | 8.8 | 1 | 11.2 |
| Mortgage-backed securities | 2 | 10.3 | 4 | 11.8 |
| Asset-backed securities | 3 | 8.1 | 3 | 12.3 |
| Convertible debt | 5 | 5.6 | 4 | 8.3 |
| Common stock underwriting | 5 | 4.6 | 3 | 9.9 |
| Investment-grade corporate debt | 2 | 5.7 | 2 | 11.1 |
| Syndicated loans | 2 | 9.4 | 2 | 12.7 |

Source: Dealogic data as of January 1, 2017. Figures above include self-led transactions.

- Rankings based on deal volumes except for net investment banking revenue rankings which reflect fees.
- Debt capital markets excludes loans but includes agencies.
- Mergers and acquisitions fees included in investment banking revenues 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: | Investment-grade corporate debt |
| :--- | :--- |
| High-yield corporate debt | Syndicated loans |
| Leveraged loans | Debt capital markets |
| Mortgage-backed securities |  |
| Asset-backed securities |  |
| U.S. $\boldsymbol{\text { top } 3 \text { rankings } \boldsymbol { i n } \text { : }}$ | Investment-grade corporate debt |
| High-yield corporate debt | Syndicated loans |
| Leveraged loans | Equity capital markets |
| Asset-backed securities | Debt capital markets |
| Common stock underwriting |  |

## Top 3 rankings excluding self-led deals:

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

## Bank of America Corporation and Subsidiaries

Global Markets Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 4,558 | \$ | 4,191 | \$ | 1,167 | \$ | 1,119 | \$ | 1,088 | \$ | 1,184 | \$ | 1,132 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 2,102 |  | 2,221 |  | 519 |  | 490 |  | 525 |  | 568 |  | 518 |
| Investment banking fees |  | 2,296 |  | 2,401 |  | 554 |  | 645 |  | 603 |  | 494 |  | 532 |
| Trading account profits |  | 6,550 |  | 6,109 |  | 1,149 |  | 1,934 |  | 1,872 |  | 1,595 |  | 797 |
| All other income (loss) |  | 584 |  | 91 |  | 83 |  | 170 |  | 221 |  | 110 |  | 138 |
| Total noninterest income |  | 11,532 |  | 10,822 |  | 2,305 |  | 3,239 |  | 3,221 |  | 2,767 |  | 1,985 |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ |  | 16,090 |  | 15,013 |  | 3,472 |  | 4,358 |  | 4,309 |  | 3,951 |  | 3,117 |
| Provision for credit losses |  | 31 |  | 99 |  | 8 |  | 19 |  | (5) |  | 9 |  | 30 |
| Noninterest expense |  | 10,170 |  | 11,374 |  | 2,480 |  | 2,656 |  | 2,583 |  | 2,451 |  | 2,767 |
| Income before income taxes (FTE basis) |  | 5,889 |  | 3,540 |  | 984 |  | 1,683 |  | 1,731 |  | 1,491 |  | 320 |
| Income tax expense (FTE basis) |  | 2,072 |  | 1,117 |  | 326 |  | 609 |  | 618 |  | 519 |  | 149 |
| Net income | \$ | 3,817 | \$ | 2,423 | \$ | 658 | \$ | 1,074 | \$ | 1,113 | \$ | 972 | \$ | 171 |
| Return on average allocated capital ${ }^{(2)}$ |  | 10\% |  | 7\% |  | 7\% |  | 12\% |  | 12\% |  | 11\% |  | 2\% |
| Efficiency ratio (FTE basis) |  | 63.21 |  | 75.75 |  | 71.45 |  | 60.94 |  | 59.95 |  | 62.02 |  | 88.76\% |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 412,905 | \$ | 433,169 | \$ | 417,184 | \$ | 415,417 | \$ | 411,285 | \$ | 407,661 | \$ | 415,856 |
| Total loans and leases |  | 69,641 |  | 63,443 |  | 70,615 |  | 69,043 |  | 69,620 |  | 69,283 |  | 68,835 |
| Total earning assets ${ }^{(3)}$ |  | 423,579 |  | 430,468 |  | 430,601 |  | 422,636 |  | 422,815 |  | 418,198 |  | 419,977 |
| Total assets |  | 585,342 |  | 594,057 |  | 595,276 |  | 584,069 |  | 580,701 |  | 581,226 |  | 586,606 |
| Total deposits |  | 34,250 |  | 38,074 |  | 33,775 |  | 32,840 |  | 34,518 |  | 35,886 |  | 37,175 |
| Allocated capital ${ }^{(2)}$ |  | 37,000 |  | 35,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 35,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 380,562 | \$ | 373,926 | \$ | 380,562 | \$ | 417,517 | \$ | 405,037 | \$ | 408,223 | \$ | 373,926 |
| Total loans and leases |  | 72,743 |  | 73,208 |  | 72,743 |  | 72,144 |  | 70,766 |  | 73,446 |  | 73,208 |
| Total earning assets ${ }^{(3)}$ |  | 397,023 |  | 384,046 |  | 397,023 |  | 435,112 |  | 416,325 |  | 422,268 |  | 384,046 |
| Total assets |  | 566,060 |  | 548,790 |  | 566,060 |  | 595,165 |  | 577,428 |  | 581,150 |  | 548,790 |
| Total deposits |  | 34,927 |  | 37,038 |  | 34,927 |  | 31,692 |  | 33,506 |  | 34,403 |  | 37,038 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 185,135 | \$ | 195,650 | \$ | 188,729 | \$ | 185,785 | \$ | 178,047 | \$ | 187,931 | \$ | 195,275 |
| Reverse repurchases |  | 89,715 |  | 103,506 |  | 91,198 |  | 89,435 |  | 92,805 |  | 85,411 |  | 86,553 |
| Securities borrowed |  | 87,286 |  | 79,494 |  | 90,643 |  | 87,872 |  | 89,779 |  | 80,807 |  | 82,385 |
| Derivative assets |  | 50,769 |  | 54,519 |  | 46,614 |  | 52,325 |  | 50,654 |  | 53,512 |  | 51,643 |
| Total trading-related assets ${ }^{(3)}$ | \$ | 412,905 | \$ | 433,169 | \$ | 417,184 | \$ | 415,417 | \$ | 411,285 | \$ | 407,661 | \$ | 415,856 |

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

## Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2016 \end{aligned}$ |  | Fourth Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 9,373 | \$ | 7,869 | \$ | 1,866 | \$ | 2,646 | \$ | 2,456 | \$ | 2,405 | \$ | 1,561 |
| Equities |  | 4,017 |  | 4,335 |  | 945 |  | 954 |  | 1,081 |  | 1,037 |  | 874 |
| Total sales and trading revenue | \$ | 13,390 | \$ | 12,204 | \$ | 2,811 | \$ | 3,600 | \$ | 3,537 | \$ | 3,442 | \$ | 2,435 |
| Sales and trading revenue, excluding debit valuation adjustment ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 9,611 | \$ | 8,632 | \$ | 1,964 | \$ | 2,767 | \$ | 2,615 | \$ | 2,265 | \$ | 1,751 |
| Equities |  | 4,017 |  | 4,358 |  | 948 |  | 960 |  | 1,086 |  | 1,023 |  | 882 |
| Total sales and trading revenue, excluding debit valuation adjustment | \$ | 13,628 | \$ | 12,990 | \$ | 2,912 | \$ | 3,727 | \$ | 3,701 | \$ | 3,288 | \$ | 2,633 |
| Sales and trading revenue breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 4,155 | \$ | 3,816 | \$ | 1,061 | \$ | 1,024 | \$ | 991 | \$ | 1,079 | \$ | 1,030 |
| Commissions |  | 2,071 |  | 2,196 |  | 510 |  | 485 |  | 517 |  | 559 |  | 510 |
| Trading |  | 6,547 |  | 6,106 |  | 1,147 |  | 1,934 |  | 1,871 |  | 1,595 |  | 796 |
| Other |  | 617 |  | 86 |  | 93 |  | 157 |  | 158 |  | 209 |  | 99 |
| Total sales and trading revenue | \$ | 13,390 | \$ | 12,204 | \$ | 2,811 | \$ | 3,600 | \$ | 3,537 | \$ | 3,442 | \$ | 2,435 |

${ }^{(1)}$ Includes Global Banking sales and trading revenue of $\$ 406$ million and $\$ 424$ million for the years ended December 31, 2016 and 2015; $\$ 69$ million, $\$ 57$ million, $\$ 120$ million and $\$ 160$ million for the fourth, third, second and first quarters of 2016, respectively, and $\$ 127$ million for the fourth quarter of 2015.
${ }^{(2)}$ For this presentation, sales and trading revenue excludes net debit valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities for all periods. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 447 | \$ | 457 | \$ | (58) | \$ | 157 | \$ | 218 | \$ | 130 | \$ | (352) |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 189 |  | 260 |  | 45 |  | 46 |  | 54 |  | 44 |  | 61 |
| Mortgage banking income |  | 889 |  | 1,022 |  | 311 |  | 292 |  | 44 |  | 242 |  | 44 |
| Gains (loss) on sales of debt securities |  | 490 |  | 1,126 |  | - |  | 51 |  | 249 |  | 190 |  | 251 |
| All other loss |  | $(1,315)$ |  | $(1,204)$ |  | (568) |  | (136) |  | (279) |  | (332) |  | (364) |
| Total noninterest income |  | 253 |  | 1,204 |  | (212) |  | 253 |  | 68 |  | 144 |  | (8) |
| Total revenue, net of interest expense (FTE basis) |  | 700 |  | 1,661 |  | (270) |  | 410 |  | 286 |  | 274 |  | (360) |
| Provision for credit losses |  | (100) |  | (21) |  | (29) |  | 8 |  | 42 |  | (121) |  | (151) |
| Noninterest expense |  | 5,460 |  | 5,220 |  | 956 |  | 1,047 |  | 1,080 |  | 2,377 |  | 1,024 |
| Loss before income taxes (FTE basis) |  | $(4,660)$ |  | $(3,538)$ |  | $(1,197)$ |  | (645) |  | (836) |  | $(1,982)$ |  | $(1,233)$ |
| Income tax benefit (FTE basis) |  | $(3,085)$ |  | $(2,395)$ |  | $(1,102)$ |  | (463) |  | (632) |  | (888) |  | (571) |
| Net income (loss) | \$ | $(1,575)$ | \$ | $(1,143)$ | \$ | (95) | \$ | (182) | \$ | (204) | \$ | $(1,094)$ | \$ | (662) |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 108,735 | \$ | 144,506 | \$ | 100,172 | \$ | 105,298 | \$ | 111,552 | \$ | 118,051 | \$ | 126,102 |
| Total assets ${ }^{(2)}$ |  | 248,064 |  | 300,997 |  | 230,446 |  | 246,541 |  | 256,795 |  | 258,688 |  | 295,712 |
| Total deposits |  | 28,131 |  | 25,452 |  | 28,441 |  | 28,628 |  | 28,690 |  | 26,757 |  | 26,019 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(3)}$ | \$ | 96,713 | \$ | 122,198 | \$ | 96,713 | \$ | 102,639 | \$ | 107,794 | \$ | 113,782 | \$ | 122,198 |
| Total assets ${ }^{(4)}$ |  | 212,103 |  | 267,667 |  | 212,103 |  | 225,312 |  | 256,656 |  | 247,342 |  | 267,667 |
| Total deposits |  | 24,257 |  | 25,334 |  | 24,257 |  | 29,150 |  | 27,575 |  | 26,421 |  | 25,334 |

All Other consists of ALM activities, equity investments, the non-U.S. consumer credit card business, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments. On December 20, 2016, the Corporation signed an agreement to sell its non-U.S. consumer credit card business to a third party. Subject to regulatory approval, this transaction is expected to close by mid-2017.
${ }^{(2)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 500.0$ billion and $\$ 463.4$ billion for the years ended December 31 , 2016 and 2015; $\$ 506.5$ billion, $\$ 500.4$ billion, $\$ 499.5$ billion, $\$ 493.5$ billion and $\$ 474.1$ billion for the fourth, third, second and first quarters of 2016, respectively, and the fourth quarter of 2015.
${ }^{(3)}$ Includes $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.
${ }^{(4)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 518.7$ billion, $\$ 508.5$ billion, $\$ 492.3$ billion, $\$ 510.0$ billion and $\$ 489.0$ billion at December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015, respectively.

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

## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases


 pay option loans.

 $\$ 564$ million and other consumer loans of $\$ 1.1$ billion, $\$ 1.1$ billion and $\$ 1.0$ billion at December 31, 2016, September 30 , 2016 and December 31 , 2015 , respectively.
 million and $\$ 146$ million at December 31, 2016, September 30, 2016 and December 31, 2015, respectively.


 respectively.
 2015, respectively.
 2016, September 30, 2016 and December 31, 2015, respectively.
${ }^{(7)}$ Includes non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.


|  | Fourth Quarter 2015 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total <br> Corporation |  | Consumer <br> Banking |  | GWIM |  | Global Banking |  | Global <br> Markets |  | All Other |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 189,650 | \$ | 39,591 | \$ | 56,640 | \$ | 5 | \$ | - | \$ | 93,414 |
| Home equity |  | 77,109 |  | 48,973 |  | 5,647 |  | 4 |  | 235 |  | 22,250 |
| U.S. credit card |  | 88,623 |  | 85,602 |  | 3,020 |  | - |  | - |  | 1 |
| Non-U.S. credit card |  | 10,155 |  | - |  | - |  | - |  | - |  | 10,155 |
| Direct/Indirect consumer |  | 87,858 |  | 43,129 |  | 44,147 |  | 4 |  | - |  | 578 |
| Other consumer |  | 2,039 |  | 1,452 |  | 6 |  | 2 |  | - |  | 579 |
| Total consumer |  | 455,434 |  | 218,747 |  | 109,460 |  | 15 |  | 235 |  | 126,977 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 261,727 |  | 16,729 |  | 25,114 |  | 179,224 |  | 40,326 |  | 334 |
| Commercial real estate |  | 56,126 |  | 23 |  | 2,222 |  | 48,521 |  | 5,228 |  | 132 |
| Commercial lease financing |  | 20,422 |  | - |  | 3 |  | 21,467 |  | 297 |  | $(1,345)$ |
| Non-U.S. commercial |  | 92,447 |  | (1) |  | 223 |  | 69,472 |  | 22,749 |  | 4 |
| Total commercial |  | 430,722 |  | 16,751 |  | 27,562 |  | 318,684 |  | 68,600 |  | (875) |
| Total loans and leases | \$ | 886,156 | \$ | 235,498 | \$ | 137,022 | \$ | 318,699 | \$ | 68,835 | \$ | 126,102 |

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2015 \end{gathered}$ |  |
| Diversified financials | \$ | 81,156 | \$ | 76,639 | \$ | 79,496 | \$ | 124,535 | \$ | 122,795 | \$ | 128,436 |
| Real estate ${ }^{(5)}$ |  | 61,203 |  | 61,522 |  | 61,759 |  | 83,658 |  | 84,057 |  | 87,650 |
| Retailing |  | 41,630 |  | 40,633 |  | 37,675 |  | 68,507 |  | 63,782 |  | 63,975 |
| Healthcare equipment and services |  | 37,656 |  | 37,553 |  | 35,134 |  | 64,663 |  | 65,780 |  | 57,901 |
| Capital goods |  | 34,278 |  | 34,364 |  | 30,790 |  | 64,202 |  | 63,478 |  | 58,583 |
| Government and public education |  | 45,694 |  | 45,244 |  | 44,835 |  | 54,626 |  | 54,600 |  | 53,133 |
| Banking |  | 39,877 |  | 39,533 |  | 45,952 |  | 47,799 |  | 46,644 |  | 53,825 |
| Materials |  | 22,578 |  | 23,135 |  | 24,012 |  | 44,357 |  | 44,508 |  | 46,013 |
| Consumer services |  | 27,413 |  | 26,778 |  | 24,084 |  | 42,523 |  | 41,982 |  | 37,058 |
| Energy |  | 19,686 |  | 19,741 |  | 21,257 |  | 39,231 |  | 38,746 |  | 43,811 |
| Food, beverage and tobacco |  | 19,669 |  | 19,771 |  | 18,316 |  | 37,145 |  | 39,181 |  | 43,164 |
| Commercial services and supplies |  | 21,241 |  | 23,830 |  | 19,552 |  | 35,360 |  | 38,202 |  | 32,045 |
| Transportation |  | 19,805 |  | 20,428 |  | 19,369 |  | 27,483 |  | 27,760 |  | 27,371 |
| Utilities |  | 11,349 |  | 12,408 |  | 11,396 |  | 27,140 |  | 28,154 |  | 27,849 |
| Media |  | 13,419 |  | 13,171 |  | 12,833 |  | 27,116 |  | 25,587 |  | 24,194 |
| Individuals and trusts |  | 16,364 |  | 16,775 |  | 17,992 |  | 21,764 |  | 22,341 |  | 23,176 |
| Software and services |  | 7,991 |  | 8,193 |  | 6,617 |  | 19,790 |  | 18,344 |  | 18,362 |
| Pharmaceuticals and biotechnology |  | 5,539 |  | 6,037 |  | 6,302 |  | 18,910 |  | 25,162 |  | 16,472 |
| Technology hardware and equipment |  | 7,793 |  | 8,564 |  | 6,337 |  | 18,429 |  | 19,965 |  | 24,734 |
| Telecommunication services |  | 6,317 |  | 5,952 |  | 4,717 |  | 16,925 |  | 11,372 |  | 10,645 |
| Insurance, including monolines |  | 7,406 |  | 6,041 |  | 5,095 |  | 13,936 |  | 12,250 |  | 10,728 |
| Automobiles and components |  | 5,459 |  | 5,252 |  | 4,804 |  | 12,969 |  | 12,897 |  | 11,329 |
| Consumer durables and apparel |  | 6,042 |  | 5,804 |  | 6,053 |  | 11,460 |  | 10,965 |  | 11,165 |
| Food and staples retailing |  | 4,795 |  | 4,899 |  | 4,351 |  | 8,869 |  | 8,848 |  | 9,439 |
| Religious and social organizations |  | 4,423 |  | 4,662 |  | 4,526 |  | 6,252 |  | 6,429 |  | 5,929 |
| Other |  | 6,109 |  | 5,886 |  | 6,309 |  | 13,432 |  | 13,093 |  | 15,510 |
| Total commercial credit exposure by industry | \$ | 574,892 | \$ | 572,815 | \$ | 559,563 | \$ | 951,081 | \$ | 946,922 | \$ | 942,497 |
| Net credit default protection purchased on total commitments ${ }^{(6)}$ |  |  |  |  |  |  | \$ | $(3,477)$ | \$ | $(4,586)$ | \$ | $(6,677)$ |

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

Bank of America Corporation and Subsidiaries
Net Credit Default Protection by Maturity ${ }^{(1)}$

|  | $\begin{gathered} \hline \text { December } 31 \\ 2016 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 56\% | 53\% |
| Greater than one year and less than or equal to five years | 41 | 44 |
| Greater than five years | 3 | 3 |
| 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 in this table.

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

(Dollars in millions)

| Ratings ${ }^{(2,3)}$ | December 31, 2016 |  |  | September 30, 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Notional ${ }^{(4)}$ |  | Percent of Total | Net Notional ${ }^{(4)}$ |  | Percent of Total |
| A | \$ | (135) | 3.9\% | \$ | (393) | 8.6\% |
| BBB |  | $(1,884)$ | 54.2 |  | $(2,401)$ | 52.4 |
| BB |  | (871) | 25.1 |  | $(1,105)$ | 24.1 |
| B |  | (477) | 13.7 |  | (632) | 13.8 |
| CCC and below |  | (81) | 2.3 |  | (24) | 0.5 |
| NR ${ }^{(5)}$ |  | (29) | 0.8 |  | (31) | 0.6 |
| Total net credit default protection | \$ | $(3,477)$ | 100.0\% | \$ | $(4,586)$ | 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.
${ }^{(5)}$ NR is comprised of index positions held and any names that have not been rated.

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

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Funded Loans and Loan Equivalents ${ }^{(1)}$ |  | Unfunded Loan Commitments |  | Net <br> Counterparty Exposure ${ }^{(2)}$ |  | Securities/ Other Investments ${ }^{(3)}$ |  | Country <br> Exposure at December 31 2016 |  | Hedges and Credit Default Protection ${ }^{(4)}$ |  | Net Country Exposure at December 31 $2016{ }^{(5)}$ |  | Increase <br> (Decrease) from September 30 2016 |  |
| United Kingdom | \$ | 29,329 | \$ | 13,105 | \$ | 6,145 | \$ | 3,823 | \$ | 52,402 | \$ | $(4,669)$ | \$ | 47,733 | \$ | $(4,680)$ |
| Germany |  | 13,202 |  | 8,648 |  | 1,979 |  | 2,579 |  | 26,408 |  | $(4,030)$ |  | 22,378 |  | $(6,608)$ |
| Canada |  | 6,722 |  | 7,159 |  | 2,023 |  | 3,803 |  | 19,707 |  | (933) |  | 18,774 |  | 329 |
| Japan |  | 12,065 |  | 652 |  | 2,448 |  | 1,597 |  | 16,762 |  | $(1,751)$ |  | 15,011 |  | (966) |
| Brazil |  | 9,118 |  | 389 |  | 780 |  | 3,646 |  | 13,933 |  | (267) |  | 13,666 |  | (669) |
| China |  | 9,230 |  | 722 |  | 714 |  | 949 |  | 11,615 |  | (730) |  | 10,885 |  | (654) |
| France |  | 3,112 |  | 4,823 |  | 1,899 |  | 5,325 |  | 15,159 |  | $(4,465)$ |  | 10,694 |  | $(2,233)$ |
| Switzerland |  | 4,050 |  | 5,999 |  | 499 |  | 507 |  | 11,055 |  | $(1,409)$ |  | 9,646 |  | 2,947 |
| India |  | 6,671 |  | 288 |  | 353 |  | 2,086 |  | 9,398 |  | (170) |  | 9,228 |  | 289 |
| Australia |  | 4,792 |  | 2,685 |  | 559 |  | 1,249 |  | 9,285 |  | (362) |  | 8,923 |  | 495 |
| Hong Kong |  | 6,425 |  | 156 |  | 441 |  | 520 |  | 7,542 |  | (63) |  | 7,479 |  | (318) |
| Netherlands |  | 3,537 |  | 2,496 |  | 559 |  | 2,296 |  | 8,888 |  | $(1,490)$ |  | 7,398 |  | (272) |
| South Korea |  | 4,175 |  | 838 |  | 864 |  | 829 |  | 6,706 |  | (600) |  | 6,106 |  | (482) |
| Singapore |  | 2,633 |  | 199 |  | 699 |  | 1,937 |  | 5,468 |  | (50) |  | 5,418 |  | 481 |
| Mexico |  | 2,817 |  | 1,391 |  | 187 |  | 430 |  | 4,825 |  | (341) |  | 4,484 |  | (456) |
| Italy |  | 2,329 |  | 1,036 |  | 577 |  | 1,246 |  | 5,188 |  | $(1,101)$ |  | 4,087 |  | (975) |
| United Arab Emirates |  | 2,104 |  | 139 |  | 570 |  | 27 |  | 2,840 |  | (97) |  | 2,743 |  | (299) |
| Turkey |  | 2,695 |  | 50 |  | 69 |  | 58 |  | 2,872 |  | (182) |  | 2,690 |  | (288) |
| Spain |  | 1,818 |  | 614 |  | 173 |  | 894 |  | 3,499 |  | (953) |  | 2,546 |  | (2) |
| Taiwan |  | 1,417 |  | 33 |  | 341 |  | 317 |  | 2,108 |  | (27) |  | 2,081 |  | 79 |
| Total top 20 non-U.S. countries exposure | \$ | 128,241 | \$ | 51,422 | \$ | 21,879 | \$ | 34,118 | \$ | 235,660 | \$ | $(23,690)$ | \$ | 211,970 | \$ | $(14,282)$ |

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


 default protection.
 tranched credit default swaps.

 payable.
${ }^{(5)}$ Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

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

## Nonperforming Loans, Leases and Foreclosed Properties


 $\$ 1.3$ billion, $\$ 1.4$ billion and $\$ 1.4$ billion at December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015 , respectively.
 long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
 and accrete interest income over the remaining life of the loan.

| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 264 | \$ | 274 | \$ | 223 | \$ | 265 | \$ | 227 |
| Nonperforming loans accounted for under the fair value option |  | 132 |  | 293 |  | 302 |  | 312 |  | 306 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 27 |  | 27 |  | 38 |  | 36 |  | 38 |

${ }^{(5)}$ Includes $\$ 130$ million of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.
${ }^{(6)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 261$ million, $\$ 18$ million, $\$ 13$ million, $\$ 3$ million and $\$ 24$ million at December 31 , 2016, September 30 , 2016, June 30, 2016, March 31, 2016 and December 31, 2015, respectively, and loans held-for-sale past due 90 days or more and still accruing of $\$ 182$ million at December 31, 2016, and $\$ 0$ for other periods presented. At December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015, there were $\$ 38$ million, $\$ 115$ million, $\$ 117$ million, $\$ 120$ million and $\$ 127$ million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.
${ }^{(7)}$ These balances are excluded from total nonperforming loans, leases and foreclosed properties.
${ }^{(8)}$ Includes $\$ 66$ million of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.
${ }^{(9)}$ Total assets and total loans and leases do not include loans accounted for under the fair value option of $\$ 7.1$ billion, $\$ 8.1$ billion, $\$ 8.7$ billion, $\$ 8.2$ billion and $\$ 6.9$ billion at December 31,2016 , September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015, respectively.
${ }^{(10)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2016 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2016 \end{aligned}$ |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 6,350 | \$ | 6,705 | \$ | 7,247 | \$ | 8,165 | \$ | 8,697 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 911 |  | 831 |  | 799 |  | 951 |  | 1,027 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (190) |  | (220) |  | (252) |  | (133) |  | (214) |
| Sales |  | (273) |  | (237) |  | (271) |  | (823) |  | (314) |
| Returns to performing status ${ }^{(2)}$ |  | (408) |  | (383) |  | (396) |  | (441) |  | (490) |
| Charge-offs ${ }^{(3)}$ |  | (269) |  | (279) |  | (334) |  | (395) |  | (450) |
| Transfers to foreclosed properties |  | (62) |  | (67) |  | (88) |  | (77) |  | (91) |
| Transfers to loans held-for-sale |  | (55) |  | - |  | - |  | - |  | - |
| Total net reductions to nonperforming loans and leases |  | (346) |  | (355) |  | (542) |  | (918) |  | (532) |
| Total nonperforming consumer loans and leases, end of period |  | 6,004 |  | 6,350 |  | 6,705 |  | 7,247 |  | 8,165 |
| Foreclosed properties |  | 363 |  | 372 |  | 416 |  | 421 |  | 444 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 6,367 | \$ | 6,722 | \$ | 7,121 | \$ | 7,668 | \$ | 8,609 |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,999 | \$ | 1,659 | \$ | 1,603 | \$ | 1,212 | \$ | 1,102 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 254 |  | 890 |  | 489 |  | 697 |  | 456 |
| Advances |  | 4 |  | 2 |  | 2 |  | 9 |  | 8 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (226) |  | (267) |  | (211) |  | (120) |  | (133) |
| Sales |  | (152) |  | (73) |  | (87) |  | (6) |  | (27) |
| Return to performing status ${ }^{(5)}$ |  | (90) |  | (101) |  | (29) |  | (47) |  | (32) |
| Charge-offs |  | (84) |  | (102) |  | (106) |  | (142) |  | (162) |
| Transfers to foreclosed properties |  | (2) |  | - |  | (2) |  | - |  | - |
| Transfers to loans held-for-sale |  | - |  | (9) |  | - |  | - |  | - |
| Total net additions (reductions) to nonperforming loans and leases |  | (296) |  | 340 |  | 56 |  | 391 |  | 110 |
| Total nonperforming commercial loans and leases, end of period |  | 1,703 |  | 1,999 |  | 1,659 |  | 1,603 |  | 1,212 |
| Foreclosed properties |  | 14 |  | 16 |  | 19 |  | 10 |  | 15 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,717 | \$ | 2,015 | \$ | 1,678 | \$ | 1,613 | \$ | 1,227 |

[^25]Quarterly Net Charge-offs and Net Charge-off Ratios ${ }^{(1,2)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2016 |  |  | Third Quarter 2016 |  |  | Second Quarter 2016 |  |  | FirstQuarter2016 |  |  | Fourth Quarter 2015 |  |  |
| Net Charge-offs | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | 2 | -\% | \$ | 4 | 0.01\% | \$ | 34 | 0.07\% | \$ | 91 | 0.20\% | \$ | 73 | 0.15\% |
| Home equity |  | 70 | 0.41 |  | 97 | 0.55 |  | 126 | 0.70 |  | 112 | 0.60 |  | 193 | 0.99 |
| U.S. credit card |  | 566 | 2.52 |  | 543 | 2.45 |  | 573 | 2.66 |  | 587 | 2.71 |  | 563 | 2.52 |
| Non-U.S. credit card ${ }^{(4)}$ |  | 41 | 1.80 |  | 43 | 1.83 |  | 46 | 1.85 |  | 45 | 1.85 |  | 46 | 1.78 |
| Direct/Indirect consumer |  | 43 | 0.19 |  | 34 | 0.14 |  | 23 | 0.10 |  | 34 | 0.15 |  | 29 | 0.13 |
| Other consumer |  | 53 | 8.57 |  | 57 | 9.74 |  | 47 | 8.40 |  | 48 | 9.07 |  | 54 | 10.63 |
| Total consumer |  | 775 | 0.68 |  | 778 | 0.69 |  | 849 | 0.76 |  | 917 | 0.82 |  | 958 | 0.84 |
| U.S. commercial ${ }^{(5)}$ |  | 29 | 0.04 |  | 62 | 0.10 |  | 28 | 0.04 |  | 65 | 0.10 |  | 81 | 0.13 |
| Commercial real estate |  | - | - |  | (23) | (0.16) |  | (2) | (0.01) |  | (6) | (0.04) |  | 4 | 0.03 |
| Commercial lease financing |  | 2 | 0.05 |  | 6 | 0.11 |  | 15 | 0.30 |  | (2) | (0.05) |  | 1 | 0.02 |
| Non-U.S. commercial |  | 23 | 0.10 |  | 10 | 0.04 |  | 45 | 0.20 |  | 42 | 0.19 |  | 45 | 0.20 |
|  |  | 54 | 0.05 |  | 55 | 0.05 |  | 86 | 0.08 |  | 99 | 0.09 |  | 131 | 0.13 |
| U.S. small business commercial |  | 51 | 1.55 |  | 55 | 1.67 |  | 50 | 1.55 |  | 52 | 1.64 |  | 55 | 1.68 |
| Total commercial |  | 105 | 0.09 |  | 110 | 0.10 |  | 136 | 0.12 |  | 151 | 0.14 |  | 186 | 0.17 |
| Total net charge-offs | \$ | 880 | 0.39 | \$ | 888 | 0.40 | \$ | 985 | 0.44 | \$ | 1,068 | 0.48 | \$ | 1,144 | 0.52 |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 732 | 1.15\% | \$ | 710 | 1.14\% | \$ | 715 | 1.18\% | \$ | 739 | 1.25\% | \$ | 736 | 1.24\% |
| Global Wealth \& Investment Management |  | 17 | 0.05 |  | 12 | 0.03 |  | 14 | 0.04 |  | 5 | 0.01 |  | 20 | 0.06 |
| Global Banking |  | 50 | 0.06 |  | 57 | 0.07 |  | 80 | 0.10 |  | 104 | 0.13 |  | 137 | 0.17 |
| Global Markets |  | - | - |  | 4 | 0.02 |  | 5 | 0.03 |  | - | - |  | - | - |
| All Other ${ }^{(4)}$ |  | 81 | 0.33 |  | 105 | 0.41 |  | 171 | 0.63 |  | 220 | 0.76 |  | 251 | 0.80 |
| Total net charge-offs | \$ | 880 | 0.39 | \$ | 888 | 0.40 | \$ | 985 | 0.44 | \$ | 1,068 | 0.48 | \$ | 1,144 | 0.52 |

[^26][^27]
## Bank of America Corporation and Subsidiaries

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

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

${ }^{(1)}$ Net charge-off ratios are calculated as 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 net charge-offs as a percentage of total average loans and leases outstanding were 0.44 and 0.51 for the years ended December 31, 2016 and 2015.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 340$ million and $\$ 808$ million for the years ended December 31, 2016 and 2015. Including the write-offs of purchased credit-impaired loans, total net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.47 and 0.59 for the years ended December 31 , 2016 and 2015.
${ }^{(3)}$ Includes nonperforming loan sales charge-offs (recoveries) of $\$ 26$ million and $\$(127)$ million for the years ended December 31, 2016 and 2015.
${ }^{(4)}$ Represents net charge-offs of non-U.S. credit card loans recorded in All Other, which are included in assets of business held for sale on the Consolidated Balance Sheet at December 31, 2016.
${ }^{(5)}$ Excludes U.S. small business commercial loans.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2016 |  |  |  | September 30, 2016 |  |  |  | December 31, 2015 |  |  |  |
| Allowance for loan and lease losses | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of <br> Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount |  | Percent of Total | Percent of <br> Loans and Leases <br> Outstanding ${ }^{(1,2)}$ | Amount |  | Percent <br> of <br> Total <br> $12.26 \%$ | Percent of <br> Loans and Leases Outstanding ${ }^{(1,2)}$ |
| Residential mortgage | \$ | 1,012 | 8.82\% | 0.53\% | \$ | 1,088 | 9.31\% | 0.58\% | \$ | 1,500 |  | 0.80\% |
| Home equity |  | 1,738 | 15.14 | 2.62 |  | 1,901 | 16.26 | 2.75 |  | 2,414 | 19.73 | 3.18 |
| U.S. credit card |  | 2,934 | 25.56 | 3.18 |  | 2,857 | 24.44 | 3.22 |  | 2,927 | 23.93 | 3.27 |
| Non-U.S.credit card |  | 243 | 2.12 | 2.64 |  | 258 | 2.21 | 2.79 |  | 274 | 2.24 | 2.75 |
| Direct/Indirect consumer |  | 244 | 2.13 | 0.26 |  | 227 | 1.94 | 0.24 |  | 223 | 1.82 | 0.25 |
| Other consumer |  | 51 | 0.44 | 2.01 |  | 48 | 0.39 | 2.01 |  | 47 | 0.38 | 2.27 |
| Total consumer |  | 6,222 | 54.21 | 1.36 |  | 6,379 | 54.55 | 1.42 |  | 7,385 | 60.36 | 1.63 |
| U.S. commercial ${ }^{(3)}$ |  | 3,326 | 28.97 | 1.17 |  | 3,427 | 29.31 | 1.22 |  | 2,964 | 24.23 | 1.12 |
| Commercial real estate |  | 920 | 8.01 | 1.60 |  | 915 | 7.83 | 1.60 |  | 967 | 7.90 | 1.69 |
| Commercial lease financing |  | 138 | 1.20 | 0.62 |  | 141 | 1.21 | 0.66 |  | 164 | 1.34 | 0.77 |
| Non-U.S.commercial |  | 874 | 7.61 | 0.98 |  | 830 | 7.10 | 0.95 |  | 754 | 6.17 | 0.82 |
| Total commercial ${ }^{(4)}$ |  | 5,258 | 45.79 | 1.16 |  | 5,313 | 45.45 | 1.19 |  | 4,849 | 39.64 | 1.11 |
| Allowance for loan and lease losses |  | 11,480 | 100.00\% | 1.26 |  | 11,692 | 100.00\% | 1.30 |  | 12,234 | 100.00\% | 1.37 |
| Less: Allowance included in assets of business held for sale ${ }^{(5)}$ |  | (243) |  |  |  | - |  |  |  | - |  |  |
| Adjusted Allowance for loan and lease losses |  | 11,237 |  |  |  | 11,692 |  |  |  | 12,234 |  |  |
| Reserve for unfunded lending commitments |  | 762 |  |  |  | 767 |  |  |  | 646 |  |  |
| Allowance for credit losses |  | 11,999 |  |  |  | 12,459 |  |  | \$ | 12,880 |  |  |

## Asset Quality Indicators ${ }^{(5)}$

| Allowance for loan and lease losses/Total loans and leases ${ }^{(2)}$ | 1.26\% | 1.30\% | 1.37\% |
| :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total loans and leases (excluding purchased credit-impaired loans) ${ }^{(2,6)}$ | 1.24 | 1.27 | 1.31 |
| Allowance for loan and lease losses/Total nonperforming loans and leases ${ }^{(7)}$ | 149 | 140 | 130 |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total nonperforming loans and leases ${ }^{(6)}$ | 144 | 135 | 122 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs ${ }^{(8)}$ | 3.28 | 3.31 | 2.70 |
| Ratio of the allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Annualized net charge-offs ${ }^{(6,8)}$ | 3.16 | 3.18 | 2.52 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs and purchased credit-impaired write-offs | 3.04 | 3.03 | 2.52 |

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

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

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

See the tables below and on page 43 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the years ended December 31, 2016 and 2015, and the three months ended December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 41,096 | \$ | 38,958 | \$ | 10,292 | \$ | 10,201 | \$ | 10,118 | \$ | 10,485 | \$ | 9,686 |
| Fully taxable-equivalent adjustment |  | 900 |  | 889 |  | 234 |  | 228 |  | 223 |  | 215 |  | 225 |
| Net interest income on a fully taxable-equivalent basis | \$ | 41,996 | \$ | 39,847 | \$ | 10,526 | \$ | 10,429 | \$ | 10,341 | \$ | 10,700 | \$ | 9,911 |

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 | \$ | 83,701 | \$ | 82,965 | \$ | 19,990 | \$ | 21,635 | \$ | 21,286 | \$ | 20,790 | \$ | 19,582 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 900 |  | 889 |  | 234 |  | 228 |  | 223 |  | 215 |  | 225 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 84,601 | \$ | 83,854 | \$ | 20,224 | \$ | 21,863 | \$ | 21,509 | \$ | 21,005 | \$ | 19,807 |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense | \$ | 7,247 | \$ | 6,234 | \$ | 1,359 | \$ | 2,349 | \$ | 2,034 | \$ | 1,505 | \$ | 1,478 |
| Fully taxable-equivalent adjustment |  | 900 |  | 889 |  | 234 |  | 228 |  | 223 |  | 215 |  | 225 |
| Income tax expense on a fully taxable-equivalent basis | \$ | 8,147 | \$ | 7,123 | \$ | 1,593 | \$ | 2,577 | \$ | 2,257 | \$ | 1,720 | \$ | 1,703 |

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

| Common shareholders' equity | \$ | 241,621 | \$ | 230,173 | \$ | 245,139 | \$ | 243,679 | \$ | 240,376 | \$ | 237,229 | \$ | 234,800 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,750)$ |  | $(69,772)$ |  | $(69,745)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,761)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,382)$ |  | $(4,201)$ |  | $(3,091)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(3,687)$ |  | $(3,888)$ |
| Related deferred tax liabilities |  | 1,644 |  | 1,852 |  | 1,580 |  | 1,628 |  | 1,662 |  | 1,707 |  | 1,753 |
| Tangible common shareholders' equity | \$ | 170,133 | \$ | 158,052 | \$ | 173,883 | \$ | 172,287 | \$ | 168,807 | \$ | 165,488 | \$ | 162,904 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 266,277 | \$ | 251,981 | \$ | 270,360 | \$ | 268,899 | \$ | 265,354 | \$ | 260,423 | \$ | 257,074 |
| Goodwill |  | $(69,750)$ |  | $(69,772)$ |  | $(69,745)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,761)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,382)$ |  | $(4,201)$ |  | $(3,091)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(3,687)$ |  | $(3,888)$ |
| Related deferred tax liabilities |  | 1,644 |  | 1,852 |  | 1,580 |  | 1,628 |  | 1,662 |  | 1,707 |  | 1,753 |
| Tangible shareholders' equity | \$ | 194,789 | \$ | 179,860 | \$ | 199,104 | \$ | 197,507 | \$ | 193,785 | \$ | 188,682 | \$ | 185,178 |

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) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  | Fourth Quarter 2016 | Third Quarter 2016 | Second Quarter 2016 | First Quarter 2016 | Fourth Quarter 2015 |
|  | 2016 | 2015 |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ 241,620 | \$ 233,903 | \$ 241,620 | \$ 244,863 | \$ 242,206 | \$ 238,662 | \$ 233,903 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(2,989)$ | $(3,768)$ | $(2,989)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ |
| Related deferred tax liabilities | 1,545 | 1,716 | 1,545 | 1,588 | 1,637 | 1,667 | 1,716 |
| Tangible common shareholders' equity | \$ 170,432 | \$ 162,090 | \$ 170,432 | \$ 173,539 | \$ 170,747 | \$ 166,990 | \$ 162,090 |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |  |
| Shareholders' equity | \$ 266,840 | \$ 256,176 | \$ 266,840 | \$ 270,083 | \$ 267,426 | \$ 263,004 | \$ 256,176 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(2,989)$ | $(3,768)$ | $(2,989)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ |
| Related deferred tax liabilities | 1,545 | 1,716 | 1,545 | 1,588 | 1,637 | 1,667 | 1,716 |
| Tangible shareholders' equity | \$ 195,652 | \$ 184,363 | \$ 195,652 | \$ 198,759 | \$ 195,967 | \$ 191,332 | \$ 184,363 |
| $\underline{\text { Reconciliation of period-end assets to period-end tangible assets }}$ |  |  |  |  |  |  |  |
| Assets | \$2,187,702 | \$2,144,287 | \$2,187,702 | \$2,195,314 | \$2,186,966 | \$2,185,726 | \$2,144,287 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(2,989)$ | $(3,768)$ | $(2,989)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ |
| Related deferred tax liabilities | 1,545 | 1,716 | 1,545 | 1,588 | 1,637 | 1,667 | 1,716 |
| Tangible assets | \$2,116,514 | \$2,072,474 | \$2,116,514 | \$2,123,990 | \$2,115,507 | \$2,114,054 | \$2,072,474 |

[^29]
[^0]:    For footnotes see page 13.

[^1]:    ${ }^{11}$ 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. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. See Reconciliations to GAAP Financial Measures on pages 17-18.

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

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

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

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

[^6]:    ${ }^{(1)}$ Regulatory capital ratios are preliminary and reflect the transition provisions of Basel 3.
    
    
     exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
    
    
     on pages 42-43.)

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

[^8]:    (1) Regulatory capital ratios are preliminary.
    ${ }^{(2)}$ As an Advanced approaches institution, we are required to report regulatory capital risk-weighted assets and ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is to be used to assess capital adequacy, which is Advanced approaches for the periods presented.
    ${ }^{(3)}$ Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.
    ${ }^{(4)}$ Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of December 31, 2016, the Corporation did not have regulatory approval for the IMM model.

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

[^10]:    ${ }^{1}$ Total assets include asset allocations to match liabilities (i.e., deposits).
    ${ }^{(2)}$ Includes $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.

[^11]:    Total assets include asset allocations to match liabilities (i.e., deposits).
    ${ }^{(2)}$ Includes $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.

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

[^13]:     Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

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

[^15]:    (1) In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWIM.
    ${ }^{(2)}$ The above loan production amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.
    ${ }^{(3)}$ In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.
    ${ }^{(4)}$ Represents the net change in fair value of the MSR asset due to the recognition of modeled cash flows.
    ${ }^{(5)}$ These amounts reflect the changes in modeled MSR fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow assumptions.
    ${ }^{(6)}$ Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in Global Markets.
    ${ }^{(7)}$ Includes changes in fair value of MSRs due to changes in input and assumptions, net of risk management activities, and gains (losses) on sales of MSRs.
    ${ }^{(8)}$ Amounts for other mortgage banking income are included in this Consumer Banking table to show the components of consolidated mortgage banking income.
    ${ }^{(9)}$ Consists primarily of revenue from sales of repurchased loans that had returned to performing status.
    ${ }^{(10)}$ Includes the effect of transfers of mortgage loans from Consumer Banking to the ALM portfolio included in All Other and net gains or losses on intercompany trades related to MSR risk management.

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

[^17]:    Includes the results of BofA Global Capital Management, the cash management division of Bank of America, and certain administrative items. Also includes the transfer to a third party of approximately $\$ 80$ billion of BofA Global Capital Management's AUM during the three months ended June 30, 2016.
    ${ }^{(2)}$ Defined as assets under advisory and discretion of GWIM in which the duration of the investment strategy is longer than one year.
    ${ }^{(3)}$ Defined as assets under advisory and discretion of GWIM in which the investment strategy seeks current income, while maintaining liquidity and capital preservation. The duration of these strategies is primarily less than one year.
    ${ }^{(4)}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
    ${ }^{(5)}$ Includes financial advisors in the Consumer Banking segment of 2,201, 2,179, 2,248, 2,259 and 2,187 at December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31, 2015, respectively.
    ${ }^{(6)}$ Headcount computation is based upon full-time equivalents.
    ${ }^{(7)}$ Financial advisor productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain ALM activities, divided by the total number of financial advisors (excluding financial advisors in the Consumer Banking segment).

[^18]:    ${ }^{1)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^19]:    ${ }^{(1)}$ Investment banking fees represent total investment banking fees for Global Banking inclusive of self-led deals and fees included within Business Lending.
    ${ }^{(2)}$ Advisory includes fees on debt and equity advisory and mergers and acquisitions.
    ${ }^{(3)}$ Investment banking fees represent only the fee component in Global Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.
    ${ }^{(4)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.
    ${ }^{(5)}$ Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

[^20]:    Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue information, see page 30 .
    ${ }^{(2)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(3)}$ Trading-related assets include derivative assets, which are considered non-earning assets.

[^21]:    ${ }^{(1)}$ Includes $\$ 9.1$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.

[^22]:    ${ }^{(1)}$ Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of $\$ 43.3$ billion, $\$ 46.5$ billion and $\$ 41.9$ billion at December 31, 2016, September 30, 2016 and December 31, 2015, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of $\$ 22.9$ billion, $\$ 25.3$ billion and $\$ 23.3$ billion which consists primarily of other marketable securities at December 31, 2016, September 30, 2016 and December 31, 2015, respectively.
    ${ }^{(2)}$ Total utilized and total committed exposure includes loans of $\$ 6.0$ billion, $\$ 6.3$ billion and $\$ 5.1$ billion and issued letters of credit with a notional amount of $\$ 284$ million, $\$ 279$ million and $\$ 290$ million accounted for under the fair value option at December 31, 2016, September 30, 2016 and December 31, 2015, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of $\$ 6.7$ billion, $\$ 7.4$ billion and $\$ 10.6$ billion at December 31, 2016, September 30, 2016 and December 31 , 2015, respectively.
    ${ }^{(3)}$ Includes U.S. small business commercial exposure.
    ${ }^{(4)}$ Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial institutions.
    ${ }^{(5)}$ Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.
    ${ }^{(6)}$ Represents net notional credit protection purchased.

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

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

[^25]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 37.
    ${ }^{(2)}$ 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.

[^26]:    
     $0.39,0.40,0.45,0.49$ and 0.53 for the three months ended December 31, 2016, September 30, 2016, June 30, 2016, March 31, 2016 and December 31 , 2015 , respectively.
    
    
     June 30, 2016, March 31, 2016 and December 31, 2015, respectively.
     June 30, 2016, March 31, 2016 and December 31, 2015, respectively.
    
    ${ }^{(5)}$ Excludes U.S. small business commercial loans.

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

[^28]:    ${ }^{(1)}$ Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of $\$ 710$ million, $\$ 1.4$ billion and $\$ 1.6$ billion and home equity loans of $\$ 341$ million, $\$ 340$ million and $\$ 250$ million at December 31, 2016, September 30, 2016 and December 31, 2015, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of $\$ 2.9$ billion, $\$ 2.6$ billion and $\$ 2.3$ billion and non-U.S. commercial loans of $\$ 3.1$ billion, $\$ 3.7$ billion and $\$ 2.8$ billion at December 31, 2016, September 30, 2016 and December 31 , 2015 , respectively.
    ${ }^{(2)}$ Total loans and leases do not include loans accounted for under the fair value option of $\$ 7.1$ billion, $\$ 8.1$ billion and $\$ 6.9$ billion at December 31, 2016, September 30, 2016 and December 31, 2015, respectively.
    ${ }^{(3)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans of $\$ 416$ million, $\$ 444$ million and $\$ 507$ million at December 31, 2016, September 30, 2016 and December 31, 2015, respectively
    ${ }^{(4)}$ Includes allowance for loan and lease losses for impaired commercial loans of $\$ 273$ million, $\$ 258$ million and $\$ 217$ million at December 31, 2016, September 30, 2016 and December 31, 2015, respectively.
    ${ }^{(5)}$ Indicators include $\$ 243$ million of non-U.S. credit card allowance and $\$ 9.2$ billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet at December 31, 2016.
    ${ }^{(6)}$ Excludes valuation allowance on purchased credit-impaired loans of $\$ 419$ million, $\$ 453$ million and $\$ 804$ million at December 31, 2016, September 30, 2016 and December 31, 2015, respectively
    ${ }^{(7)}$ Allowance for loan and lease losses includes $\$ 4.0$ billion, $\$ 4.1$ billion and $\$ 4.5$ billion allocated to products (primarily the Consumer Lending portfolios within Consumer Banking and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at December 31, 2016, September 30, 2016 and December 31, 2015, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 98 percent, 91 percent and 82 percent at December 31, 2016, September 30, 2016 and December 31, 2015, respectively.
    ${ }^{(8)}$ Net charge-offs exclude $\$ 70$ million, $\$ 83$ million and $\$ 82$ million of write-offs in the purchased credit-impaired loan portfolio for the three months ended December 31, 2016, September 30, 2016 and December 31, 2015, respectively.

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

