## CAPITAL ONE FINANCIAL CORPORATION (COF) FINANCIAL \& STATISTICAL SUMMARY REPORTED BASIS



## CAPITAL ONE FINANCIAL CORPORATION (COF) <br> FINANCIAL \& STATISTICAL SUMMARY MANAGED BASIS (*)


(*) The information in this statistical summary reflects the adjustment to add back the effect of securitization transactions qualifying as sales $_{\text {a }}$ under generally accepted accounting principles. See accompanying schedule - "Reconciliation to GAAP Financial Measures".

## CAPITAL ONE FINANCIAL CORPORATION (COF) FINANCIAL \& STATISTICAL SUMMARY NOTES

(1) In accordance with the Company's finance charge and fee revenue recognition policy, the amounts billed to customers but not recognized as revenue were as follows: Q1 2009- $\$ 540.0$ million, Q4 2008-\$591.0 million, Q3 2008-\$445.7 million, Q2 2008-\$476.0 million, and Q1 2008 - $\$ 407.6$ million.
(2) Includes the impact from the decrease in fair value of the interest-only strips of $\$ 118.7$ million in Q1 2009, $\$ 131.0$ million in Q4 2008 , $\$ 66.7$ million in Q3 2008 and $\$ 71.0$ million in Q2 2008. In Q1 2008 the Company recorded an increase of $\$ 42.8$ million to its interest-only strips.
(3) Includes core deposit intangible amortization expense of $\$ 49.2$ million in Q1 2009, $\$ 46.0$ million in Q4 2008, $\$ 47.3$ million in Q3 2008 , $\$ 48.5$ million in Q2 2008 , and $\$ 49.8$ million in Q1 2008 and integration costs of $\$ 23.6$ million in Q1 2009, $\$ 3.2$ million in Q4 2008, $\$ 10.3$ million in Q3 2008, $\$ 27.4$ million in Q2 2008 , and $\$ 28.9$ million in Q1 2008.
(4) In Q4 2007, the Company recognized a pre-tax charge of approximately $\$ 140$ million for liabilities in connection with the Visa antitrust lawsuit settlement with American Express and estimated possible damages in connection with other pending Visa litigation. In Q1 2008, the Company, in connection with the Visa initial public offering (IPO), reversed approximately $\$ 91$ million of these legal liabilities.
(5) Excludes the impact from the Chevy Chase Bank, FSB acquired loan portfolio.
(6) In Q1 2008 the Company recorded a gain of $\$ 109.0$ million in non-interest income from the redemption of 2.5 million shares related to the Visa IPO.
(7) In Q1 2008 the Company repurchased approximately $\$ 1.0$ billion of certain senior unsecured debt, recognizing a gain of $\$ 52.0$ million in non-interest income. The Company initiated the repurchases to take advantage of the rate environment and replaced the borrowings with lower-rate unsecured funding.
(8) In Q1 2008 the Company recorded a pre-tax expense of $\$ 104.2$ million in discontinued operations to cover expected future claims made under representations and warranties provided by the Company on loans previously sold to third parties by GreenPoint's mortgage origination operation.
(9) In Q2 2008 the Company elected to convert and sell 154,991 shares of MasterCard class B common stock. The Company recognized gains of $\$ 44.9$ million in non-interest income from this transaction.
(10) The Q3 2008 TCE ratio reflects the issuance of $15,527,000$ shares on September 30, 2008 at $\$ 49$ per share.
(11) In Q4 2008 the Company recorded impairment of goodwill in its Auto Finance sub-segment of $\$ 810.9$ million.
(12) Excludes the impact of the goodwill impairment of $\$ 810.9$ million.
(13) Average equity includes the impact of the Company's participation in the U.S. Treasury's Capital Purchase Program. The Company issued $3,555,199$ preferred shares and $12,657,960$ warrants to purchase common shares, while receiving proceeds of $\$ 3.56$ billion. The allocated fair value for the preferred shares and the warrants to purchase common shares was $\$ 3.06$ billion and $\$ 491.5$ million, respectively. The warrants to purchase common shares are included in paid-in capital on the balance sheet.
(14) Effective February 27, 2009 the Company acquired Chevy Chase Bank, FSB for $\$ 475.9$ million, which included $\$ 9.8$ billion in loans and $\$ 13.6$ billion in deposits. The Company paid cash of $\$ 445.0$ million and issued 2.6 million shares valued at $\$ 30.9$ million. See schedule titled"Impact of Chevy Chase Bank, FSB (CCB) Acquisition" for impact on certain balances, statistics and metrics.

## STATISTICS / METRIC DEFINITIONS

(A) Based on continuing operations. Average equity and return on equity are based on the Company's stockholders' equity.
(B) Risk adjusted margin equals total revenue less net charge-offs as a percentage of average earning assets.
(C) Efficiency ratio equals non-interest expense less restructuring expense divided by total revenue.
(D) Tangible assets include managed assets less intangible assets.
(E) Includes stockholders' equity less preferred shares less intangible assets and related deferred tax liabilities. Tangible Common Equity on a reported and managed basis is the same.
(F) Net income (loss) available to common shareholders equals net income (loss) less dividends on preferred shares.
(G) Earnings per share is based on net income (loss) available to common shareholders.

## CAPITAL ONE FINANCIAL CORPORATION (COF) IMPACT OF CHEVY CHASE BANK, FSB (CCB) ACQUISITION

| (in millions, except per share data and as noted) | Q1 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | COF |  | CCB ${ }^{(3)}$ |  | $\begin{gathered} \text { COF wlout } \\ \text { ССВ } \\ \hline \end{gathered}$ |  |
| Earnings (Reported Basis) |  |  |  |  |  |  |
| Total Revenue | \$ | 2,877.1 | \$ | 35.9 | \$ | 2,841.2 |
| Provision for Loan Losses |  | 1,279.1 |  | 0.4 |  | 1,278.7 |
| Marketing Expenses |  | 162.7 |  | 0.5 |  | 162.2 |
| Restructuring Expenses |  | 17.6 |  | - |  | 17.6 |
| Operating Expenses |  | 1,564.8 |  | 75.0 |  | 1,489.8 |
| Income (Loss) From Continuing Operations, Net of Tax |  | (86.9) |  | (23.2) |  | (63.7) |
| Loss From Discontinued Operations, Net of Tax |  | (25.0) |  | - |  | (25.0) |
| Net Income (Loss) | \$ | (111.9) | \$ | (23.2) | \$ | (88.7) |
| Net Income (Loss) Available to Common Shareholders | \$ | (176.1) | \$ | (23.2) | \$ | (152.9) |
| Common Share Statistics |  |  |  |  |  |  |
| Diluted EPS | \$ | (0.45) |  |  | \$ | (0.39) |
| Shares Used to Compute Diluted EPS |  | 390.5 |  |  |  | 389.6 |
| Reported Balance Sheet Statistics (period end) ${ }^{(4)}$ |  |  |  |  |  |  |
| Investment Securities | \$ | 36,418 | \$ | 1,304 | \$ | 35,114 |
| Loans ${ }^{(1)}$ | \$ | 105,800 | \$ | 9,701 | \$ | 96,099 |
| Less: Allowance for Loan and Lease Losses | \$ | $(4,648)$ | \$ | - | \$ | $(4,648)$ |
| Net Loans | \$ | 101,152 | \$ | 9,701 | \$ | 91,451 |
| Goodwill | \$ | 13,077 | \$ | 1,114 | \$ | 11,963 |
| Core Deposit Intangible | \$ | 1,005 | \$ | 227 | \$ | 778 |
| Total Assets | \$ | 177,357 | \$ | 15,994 | \$ | 161,363 |
| Total Deposits | \$ | 121,119 | \$ | 14,045 | \$ | 107,074 |
| Borrowings | \$ | 22,868 | \$ | 1,097 | \$ | 21,772 |
| Return on Average Assets (ROA) (period average) ${ }^{(4)}$ |  |  |  |  |  |  |
| ROA (Reported) |  | (0.21) |  |  |  | (0.19) \% |
| ROA (Managed) |  | (0.17) |  |  |  | (0.15) \% |
| Managed Balance Sheet Statistics (period end) ${ }^{(4)}$ |  |  |  |  |  |  |
| Loans ${ }^{(1)}$ | \$ | 150,608 | \$ | 9,701 | \$ | 140,907 |
| Tangible Assets | \$ | 206,161 |  |  | \$ | 191,552 |
| Tangible Common Equity | \$ | 9,862 |  |  | \$ | 11,133 |
| Tangible Common Equity to Tangible Assets Ratio |  | 4.78 |  |  |  | 5.81 \% |
| Revenue \& Expense Statistics |  |  |  |  |  |  |
| Revenue Margin (Reported) |  | 7.97 |  |  |  | 8.12 \% |
| Revenue Margin (Managed) |  | 8.03 |  |  |  | 8.15 \% |
| Acquired Loan Portfolio ${ }^{(2)}$ |  |  |  |  |  |  |
| Balance at 2/27/09 before fair value adjustments |  |  | \$ | 11,684 |  |  |
| Fair value adjustments: |  |  |  |  |  |  |
| Credit Mark |  |  | \$ | $(2,206)$ |  |  |
| Yield Mark |  |  | \$ | 364 |  |  |
| Balance at 2/27/09 after fair value adjustments |  |  | \$ | 9,842 |  |  |
| Charge-offs applied to credit mark |  |  | \$ | 42 |  |  |
| Acquired loans delinquency (30+ days) balance |  |  | \$ | 924 |  |  |
| Delinquency rate (30+ days) |  |  |  | 9.77 |  |  |

(1) Loans are loans held for investment and loans held for sale and include the acquired loan portfolio.
(2) Includes loans accounted for under SFAS 141R and SOP 03-3. Charge-offs incurred on the acquired portfolio are applied against the credit mark. The yield mark is amortized against the loan yield over the expected life of the loans.
(3) Includes activity for CCB since acquisition date of February 27, 2009 and costs incurred directly by COF as a result of the acquistion.
(4) Based on continuing operations.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)}$

| (in thousands) |  | $\begin{gathered} 2009 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q1 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Local Banking ${ }^{(6)}$ : |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 1,324,980 | \$ | 1,512,139 | \$ | 1,519,217 | \$ | 1,489,612 | \$ | 1,575,325 |
| Interest Expense |  | 725,951 |  | 869,723 |  | 895,481 |  | 899,907 |  | 1,008,371 |
| Net interest income | \$ | 599,029 | \$ | 642,416 | \$ | 623,736 | \$ | 589,705 | \$ | 566,954 |
| Non-interest income |  | 184,510 |  | 189,814 |  | 215,701 |  | 192,758 |  | 215,469 |
| Provision for loan losses |  | 219,369 |  | 214,154 |  | 81,052 |  | 92,043 |  | 60,394 |
| Other non-interest expenses |  | 619,854 |  | 628,110 |  | 622,697 |  | 587,211 |  | 605,351 |
| Income tax provision |  | $(19,490)$ |  | $(3,512)$ |  | 47,491 |  | 36,123 |  | 40,837 |
| Net income (loss) | \$ | $(36,194)$ | \$ | $(6,522)$ | \$ | 88,197 | \$ | 67,086 | \$ | 75,841 |
| Loans Held for Investment | \$ | 44,458,675 | \$ | 45,082,981 | \$ | 44,662,818 | \$ | 44,270,734 | \$ | 44,197,085 |
| Average Loans Held for Investment | \$ | 44,836,954 | \$ | 44,810,117 | \$ | 44,319,475 | \$ | 44,250,451 | \$ | 43,887,387 |
| Core Deposits ${ }^{(2)}$ | \$ | 67,848,575 | \$ | 67,546,102 | \$ | 64,386,336 | \$ | 63,407,571 | \$ | 62,811,696 |
| Total Deposits | \$ | 79,114,684 | \$ | 78,938,391 | \$ | 75,045,812 | \$ | 74,245,677 | \$ | 73,387,227 |
| Loans Held for Investment Yield |  | 5.43\% |  | 6.08\% |  | 6.25\% |  | 6.35\% |  | 6.75\% |
| Net Interest Margin - Loans ${ }^{(3)}$ |  | 2.28\% |  | 2.11\% |  | 1.98\% |  | 1.99\% |  | 1.92\% |
| Net Interest Margin - Deposits ${ }^{(4)}$ |  | 1.89\% |  | 2.12\% |  | 2.18\% |  | 2.04\% |  | 1.93\% |
| Efficiency Ratio ${ }^{(5)}$ |  | 79.11\% |  | 75.47\% |  | 74.18\% |  | 75.05\% |  | 77.37\% |
| Net charge-off rate |  | 0.76\% |  | 0.90\% |  | 0.46\% |  | 0.34\% |  | 0.31\% |
| Non Performing Loans | \$ | 785,279 | \$ | 565,791 | \$ | 430,211 | \$ | 359,017 | \$ | 249,055 |
| Foreclosed Assets |  | 63,173 |  | 63,970 |  | 41,290 |  | 29,607 |  | 24,790 |
| Non Performing Assets ${ }^{(9)}$ | \$ | 848,452 | \$ | 629,761 | \$ | 471,501 | \$ | 388,624 | \$ | 273,845 |
| Non Performing Loans as a \% of Loans Held for Investment |  | 1.77\% |  | 1.25\% |  | 0.96\% |  | 0.81\% |  | 0.56\% |
| Non Performing Asset Rate ${ }^{(9)}$ |  | 1.91\% |  | 1.39\% |  | 1.05\% |  | 0.88\% |  | 0.62\% |
| Non-Interest Expenses as a \% of Average Loans Held for Investment |  | 5.53\% |  | 5.61\% |  | 5.62\% |  | 5.31\% |  | 5.52\% |
| Number of Active ATMs |  | 1,338 ${ }^{(12)}$ |  | 1,311 |  | 1,310 |  | 1,303 |  | 1,297 |
| Number of Locations |  | $744{ }^{(12)}$ |  | 738 |  | 739 |  | 740 |  | 745 |
| National Lending ${ }^{(8)}$ : |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 2,837,945 | \$ | 3,104,769 | \$ | 3,251,446 | \$ | 3,181,773 | \$ | 3,530,017 |
| Interest Expense |  | 776,254 |  | 921,542 |  | 1,019,911 |  | 1,014,244 |  | 1,121,434 |
| Net interest income | \$ | 2,061,691 | \$ | 2,183,227 | \$ | 2,231,535 | \$ | 2,167,529 | \$ | 2,408,583 |
| Non-interest income |  | 1,005,446 |  | 1,151,066 |  | 1,195,622 |  | 1,164,810 |  | 1,226,114 |
| Provision for loan losses |  | 1,848,955 |  | 2,602,101 |  | 1,678,513 |  | 1,470,642 |  | 1,677,220 |
| Goodwill impairment charge |  | - |  | 810,876 ${ }^{(10)}$ |  | - |  | - |  | - |
| Other non-interest expenses |  | 1,100,770 |  | 1,201,764 |  | 1,176,396 |  | 1,236,567 |  | 1,279,171 |
| Income tax provision |  | 41,532 |  | $(169,060)$ |  | 200,626 |  | 217,496 |  | 236,203 |
| Net income (loss) | \$ | 75,880 | \$ | (1,111,388) | \$ | 371,622 | \$ | 407,634 | \$ | 442,103 |
| Loans Held for Investment | \$ | 95,753,037 | \$ | 101,147,134 | \$ | 101,922,850 | \$ | 102,201,802 | \$ | 103,003,402 |
| Average Loans Held for Investment | \$ | 98,680,911 | \$ | 101,038,849 | \$ | 102,142,752 | \$ | 102,629,246 | \$ | 104,973,633 |
| Core Deposits ${ }^{(2)}$ | \$ | 478 | \$ | 2,219 | \$ | 2,171 | \$ | 1,954 | \$ | 2,171 |
| Total Deposits | \$ | 1,279,562 | \$ | 1,459,131 | \$ | 1,650,507 | \$ | 1,644,241 | \$ | 1,774,690 |
| Loans Held for Investment Yield |  | 11.50\% |  | 12.29\% |  | 12.73\% |  | 12.40\% |  | 13.45\% |
| Net Interest Margin |  | 8.36\% |  | 8.64\% |  | 8.74\% |  | 8.45\% |  | 9.18\% |
| Revenue Margin |  | 12.43\% |  | 13.20\% |  | 13.42\% |  | 12.99\% |  | 13.85\% |
| Risk Adjusted Margin |  | 4.88\% |  | 6.54\% |  | 7.57\% |  | 7.31\% |  | 8.51\% |
| Non-Interest Expenses as a \% of Average Loans Held for Investment |  | 4.46\% |  | 4.76\% ${ }^{(11)}$ |  | 4.61\% |  | 4.82\% |  | 4.87\% |
| Efficiency Ratio ${ }^{(5)}$ |  | 35.89\% |  | 36.04\% ${ }^{(11)}$ |  | 34.33\% |  | 37.11\% |  | 35.19\% |
| Net charge-off rate |  | 7.55\% |  | 6.66\% |  | 5.85\% |  | 5.67\% |  | 5.34\% |
| Delinquency Rate (30+ days) |  | 5.70\% |  | 5.93\% |  | 5.43\% |  | 4.87\% |  | 4.73\% |
| Number of Loan Accounts (000s) |  | 42,549 |  | 44,816 |  | 45,314 |  | 45,812 |  | 48,065 |
| Other ${ }^{(6)}$ : |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 83,033 | \$ | $(57,763)$ | \$ | 34,059 | \$ | 30,761 | \$ | 1,313 |
| Non-interest income |  | $(203,804)$ |  | $(157,700)$ |  | $(85,764)$ |  | $(55,594)$ |  | 165,102 |
| Provision for loan losses |  | 63,633 |  | 63,043 |  | 45,705 |  | 6,342 |  | 56,598 |
| Restructuring expenses |  | 17,627 |  | 52,839 |  | 15,306 |  | 13,560 |  | 52,759 |
| Other non-interest expenses |  | 6,841 |  | 64,354 |  | $(4,193)$ |  | $(17,737)$ |  | $(115,004)$ |
| Income tax provision (benefit) |  | $(82,265)$ |  | $(117,284)$ |  | $(34,493)$ |  | $(14,776)$ |  | 57,451 |
| Net income (loss) | \$ | $(126,607)$ | \$ | $(278,415)$ | \$ | $(74,030)$ | \$ | $(12,222)$ | \$ | 114,611 |
| Loans Held for Investment | \$ | 10,123,282 | \$ | 706,639 | \$ | 760,078 | \$ | 774,724 | \$ | 836,041 |
| Core Deposits ${ }^{(2)}$ | \$ | 37,853,289 | \$ | 27,067,784 | \$ | 20,800,890 | \$ | 14,800,701 | \$ | 10,729,004 |
| Total Deposits | \$ | 40,724,652 | \$ | 28,223,267 | \$ | 22,216,655 | \$ | 16,517,143 | \$ | 12,533,025 |
| Total: |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 3,888,885 | \$ | 4,205,821 | \$ | 4,346,261 | \$ | 4,270,572 | \$ | 4,628,257 |
| Interest Expense |  | 1,145,132 |  | 1,437,941 |  | 1,456,931 |  | 1,482,577 |  | 1,651,407 |
| Net interest income | \$ | 2,743,753 | \$ | 2,767,880 | \$ | 2,889,330 | \$ | 2,787,995 | \$ | 2,976,850 |
| Non-interest income |  | 986,152 |  | 1,183,180 |  | 1,325,559 |  | 1,301,974 |  | 1,606,685 |
| Provision for loan losses |  | 2,131,957 |  | 2,879,298 |  | 1,805,270 |  | 1,569,027 |  | 1,794,212 |
| Restructuring expenses |  | 17,627 |  | 52,839 |  | 15,306 |  | 13,560 |  | 52,759 |
| Goodwill impairment charge |  | - |  | 810,876 |  | - |  | - |  | - |
| Other non-interest expenses |  | 1,727,465 |  | 1,894,228 |  | 1,794,900 |  | 1,806,041 |  | 1,769,518 |
| Income tax provision |  | $(60,223)$ |  | $(289,856)$ |  | 213,624 |  | 238,843 |  | 334,491 |
| Net income (loss) | \$ | $(86,921)$ | \$ | $(1,396,325)$ | \$ | 385,789 | \$ | 462,498 | \$ | 632,555 |
| Loans Held for Investment | \$ | 150,334,994 | \$ | 146,936,754 | \$ | 147,345,746 | \$ | 147,247,260 | \$ | 148,036,528 |
| Core Deposits ${ }^{(2)}$ | \$ | 105,702,342 | \$ | 94,616,105 | \$ | 85,189,397 | \$ | 78,210,226 | \$ | 73,542,871 |
| Total Deposits | \$ | 121,118,898 | \$ | 108,620,789 | \$ | 98,912,974 | \$ | 92,407,061 | \$ | 87,694,942 |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## LOCAL BANKING SEGMENT FINANCIAL \& STATISTICAL INFORMATION

|  | 2009 | 2008 | 2008 | 2008 | 2008 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (in thousands) | Q1 | Q4 | Q3 | Q2 |  |


| Commercial Lending |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Multi-Family Real Estate | \$ | 13,619,009 | \$ | 13,382,909 | \$ | 13,043,369 | \$ | 12,948,037 | \$ | 12,655,900 |
| Middle Market |  | 9,850,735 |  | 10,081,823 |  | 9,768,420 |  | 8,923,233 |  | 8,695,171 |
| Specialty Lending |  | 3,489,813 |  | 3,547,287 |  | 3,634,212 |  | 3,693,532 |  | 3,546,200 |
| Total Commercial Lending | \$ | 26,959,557 | \$ | 27,012,019 | \$ | 26,446,001 | \$ | 25,564,802 | \$ | 24,897,271 |
| Small Ticket Commercial Real Estate | \$ | 2,568,395 | \$ | 2,609,123 | \$ | 2,695,570 | \$ | 2,746,931 | \$ | 2,840,594 |
| Small Business Lending | \$ | 4,729,266 | \$ | 4,747,783 | \$ | 4,580,299 | \$ | 4,555,432 | \$ | 4,588,500 |
| Consumer Lending |  |  |  |  |  |  |  |  |  |  |
| Mortgages | \$ | 6,831,471 | \$ | 7,187,805 | \$ | 7,402,290 | \$ | 7,803,032 | \$ | 8,214,624 |
| Branch Based Home Equity \& Other Consumer |  | 3,593,638 |  | 3,773,397 |  | 3,782,342 |  | 3,887,936 |  | 3,938,849 |
| Total Consumer Lending | \$ | 10,425,109 | \$ | 10,961,202 | \$ | 11,184,632 | \$ | 11,690,968 | \$ | 12,153,473 |
| Other | \$ | $(223,652)$ | \$ | $(247,146)$ | \$ | $(243,684)$ | \$ | $(287,399)$ | \$ | $(282,753)$ |
| Total Loans Held for Investment | \$ | 44,458,675 | \$ | 45,082,981 | \$ | 44,662,818 | \$ | 44,270,734 | \$ | 44,197,085 |

## Non Performing Asset Rates ${ }^{(9)}$

| Commercial Lending |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Multi-Family Real Estate | 1.98\% | 1.20\% | 1.06\% | 0.87\% | 0.46\% |
| Middle Market | 0.57\% | 0.43\% | 0.26\% | 0.31\% | 0.42\% |
| Specialty Lending | 1.16\% | 1.05\% | 0.38\% | 0.25\% | 0.18\% |
| Total Commercial Lending | 1.36\% | 0.89\% | 0.67\% | 0.58\% | 0.41\% |
| Small Ticket Commercial Real Estate | 8.00\% | 6.67\% | 4.49\% | 2.74\% | 1.62\% |
| Small Business Lending | 1.95\% | 1.79\% | 1.14\% | 1.17\% | 1.00\% |
| Consumer Lending |  |  |  |  |  |
| Mortgages | 2.36\% | 1.55\% | 1.41\% | 1.22\% | 0.81\% |
| Branch Based Home Equity \& Other Consumer | 0.58\% | 0.46\% | 0.40\% | 0.39\% | 0.35\% |
| Total Consumer Lending | 1.75\% | 1.18\% | 1.07\% | 0.95\% | 0.66\% |
| Total Non Performing Asset Rate | 1.91\% | 1.39\% | 1.05\% | 0.88\% | 0.62\% |

## Net Charge Off Rates:

Commercial Lending
Commercial and Multi-Family Real Estate
Middle Market
Specialty Lending
Total Commercial Lending
Small Ticket Commercial Real Estate
Small Business Lending
Consumer Lending
Mortgages
Branch Based Home Equity \& Other Consumer
Total Consumer Lending
Total Net Charge Off Rate

| $0.62 \%$ | $1.15 \%$ | $0.14 \%$ | $0.10 \%$ | $0.02 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $0.07 \%$ | $0.48 \%$ | $0.15 \%$ | $0.05 \%$ | $0.15 \%$ |
| $0.85 \%$ | $0.47 \%$ | $0.26 \%$ | $0.16 \%$ | $0.05 \%$ |
| $0.45 \%$ | $0.81 \%$ | $0.16 \%$ | $0.09 \%$ |  |
|  |  |  | $(0.03) \%$ | $0.30 \%$ |
| $1.75 \%$ | $0.90 \%$ | $0.10 \%$ | $0.91 \%$ | $0.97 \%$ |
|  |  | $1.17 \%$ |  | $0.11 \%$ |
| $1.55 \%$ | $1.12 \%$ |  | $0.50 \%$ | $1.35 \%$ |
| $0.46 \%$ | $0.48 \%$ | $1.34 \%$ | $0.67 \%$ | $0.57 \%$ |
| $1.42 \%$ | $0.78 \%$ | $0.46 \%$ | $0.34 \%$ | $0.46 \%$ |
| $0.79 \%$ | $0.90 \%$ |  |  | $0.31 \%$ |
| 0 |  |  |  |  |

## CAPITAL ONE FINANCIAL CORPORATION (COF) NATIONAL LENDING SUB-SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1),(8)}$

| (in thousands) |  | Q1 |  | $\begin{gathered} 2008 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | Q3 |  | Q2 |  | $\begin{gathered} 2008 \\ \text { Q1 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US Card: |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 1,971,389 | \$ | 2,179,456 | \$ | 2,240,896 | \$ | 2,132,284 | \$ | 2,433,665 |
| Interest Expense |  | 466,694 |  | 570,751 |  | 624,858 |  | 608,655 |  | 689,951 |
| Net interest income | \$ | 1,504,695 | \$ | 1,608,705 | \$ | 1,616,038 | \$ | 1,523,629 | \$ | 1,743,714 |
| Non-interest income |  | 883,891 |  | 1,018,689 |  | 1,027,918 |  | 1,010,177 |  | 1,070,831 |
| Provision for loan losses |  | 1,521,997 |  | 2,000,928 |  | 1,240,580 |  | 1,099,453 |  | 1,120,025 |
| Non-interest expenses |  | 862,915 |  | 896,572 |  | 872,588 |  | 910,619 |  | 938,860 |
| Income tax provision |  | 1,286 |  | $(94,537)$ |  | 185,775 |  | 183,307 |  | 264,481 |
| Net income (loss) | \$ | 2,388 | \$ | $(175,569)$ | \$ | 345,013 | \$ | 340,427 | \$ | 491,179 |
| Loans Held for Investment | \$ | 67,015,166 | \$ | 70,944,581 | \$ | 69,361,743 | \$ | 68,059,998 | \$ | 67,382,004 |
| Average Loans Held for Investment | \$ | 69,187,704 | \$ | 69,643,290 | \$ | 68,581,983 | \$ | 67,762,384 | \$ | 68,544,190 |
| Loans Held for Investment Yield |  | 11.40\% |  | 12.52\% |  | 13.07\% |  | 12.59\% |  | 14.20\% |
| Net Interest Margin |  | 8.70\% |  | 9.24\% |  | 9.43\% |  | 8.99\% |  | 10.18\% |
| Revenue Margin |  | 13.81\% |  | 15.09\% |  | 15.42\% |  | 14.96\% |  | 16.42\% |
| Risk Adjusted Margin |  | 5.42\% |  | 8.01\% |  | 9.29\% |  | 8.70\% |  | 10.58\% |
| Non-Interest Expenses as a \% of Average Loans Held for Investment |  | 4.99\% |  | 5.15\% |  | 5.09\% |  | 5.38\% |  | 5.48\% |
| Efficiency Ratio ${ }^{(5)}$ |  | 36.13\% |  | 34.12\% |  | 33.00\% |  | 35.94\% |  | 33.36\% |
| Net charge-off rate |  | 8.39\% |  | 7.08\% |  | 6.13\% |  | 6.26\% |  | 5.85\% |
| Delinquency Rate (30+ days) |  | 5.08\% |  | 4.78\% |  | 4.20\% |  | 3.85\% |  | 4.04\% |
| Purchase Volume ${ }^{(7)}$ | \$ | 21,601,837 | \$ | 25,217,781 | \$ | 26,536,070 | \$ | 26,738,213 | \$ | 24,543,082 |
| Number of Loan Accounts (000s) |  | 35,273 |  | 37,436 |  | 37,916 |  | 38,415 |  | 40,611 |
| Auto Finance: |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 606,392 | \$ | 622,244 | \$ | 635,305 | \$ | 666,499 | \$ | 690,919 |
| Interest Expense |  | 236,389 |  | 255,501 |  | 265,804 |  | 276,911 |  | 289,357 |
| Net interest income | \$ | 370,003 | \$ | 366,743 | \$ | 369,501 | \$ | 389,588 | \$ | 401,562 |
| Non-interest income |  | 19,965 |  | 12,846 |  | 14,607 |  | 15,672 |  | 16,110 |
| Provision for loan losses |  | 166,169 |  | 437,572 |  | 244,078 |  | 230,614 |  | 408,251 |
| Goodwill impairment charge |  | - |  | 810,876 ${ }^{(10)}$ |  | - |  | - |  | - |
| Non-interest expenses |  | 113,884 |  | 127,075 |  | 117,677 |  | 123,021 |  | 136,169 |
| Income tax (benefit) provision |  | 38,470 |  | $(71,290)$ |  | 7,824 |  | 18,069 |  | $(44,362)$ |
| Net income (loss) | \$ | 71,445 | \$ | $(924,644)$ | \$ | 14,529 | \$ | 33,556 | \$ | $(82,386)$ |
| Loans Held for Investment | \$ | 20,667,910 | \$ | 21,481,911 | \$ | 22,306,394 | \$ | 23,401,160 | \$ | 24,633,665 |
| Average Loans Held for Investment | \$ | 21,110,528 | \$ | 21,954,587 | \$ | 22,857,540 | \$ | 24,098,881 | \$ | 25,047,501 |
| Loans Held for Investment Yield |  | 11.49\% |  | 11.34\% |  | 11.12\% |  | 11.06\% |  | 11.03\% |
| Net Interest Margin |  | 7.01\% |  | 6.68\% |  | 6.47\% |  | 6.47\% |  | 6.41\% |
| Revenue Margin |  | 7.39\% |  | 6.92\% |  | 6.72\% |  | 6.73\% |  | 6.67\% |
| Risk Adjusted Margin |  | 2.51\% |  | 1.24\% |  | 1.73\% |  | 2.88\% |  | 2.69\% |
| Non-Interest Expenses as a \% of Average Loans Held for Investment |  | 2.16\% |  | 2.32\% ${ }^{(11)}$ |  | 2.06\% |  | 2.04\% |  | 2.17\% |
| Efficiency Ratio ${ }^{(5)}$ |  | 29.20\% |  | 33.48\% ${ }^{(11)}$ |  | 30.64\% |  | 30.36\% |  | 32.60\% |
| Net charge-off rate |  | 4.88\% |  | 5.67\% |  | 5.00\% |  | 3.84\% |  | 3.98\% |
| Delinquency Rate (30+ days) |  | 7.52\% |  | 9.91\% |  | 9.32\% |  | 7.62\% |  | 6.42\% |
| Auto Loan Originations | \$ | 1,463,402 | \$ | 1,476,136 | \$ | 1,444,291 | \$ | 1,513,686 | \$ | 2,440,227 |
| Number of Loan Accounts (000s) |  | 1,610 |  | 1,634 |  | 1,665 |  | 1,710 |  | 1,763 |
| International: |  |  |  |  |  |  |  |  |  |  |
| Interest Income | \$ | 260,164 | \$ | 303,069 | \$ | 375,245 | \$ | 382,990 | \$ | 405,433 |
| Interest Expense |  | 73,171 |  | 95,290 |  | 129,249 |  | 128,678 |  | 142,126 |
| Net interest income | \$ | 186,993 | \$ | 207,779 | \$ | 245,996 | \$ | 254,312 | \$ | 263,307 |
| Non-interest income |  | 101,590 |  | 119,531 |  | 153,097 |  | 138,961 |  | 139,173 |
| Provision for loan losses |  | 160,789 |  | 163,601 |  | 193,855 |  | 140,575 |  | 148,944 |
| Non-interest expenses |  | 123,971 |  | 178,117 |  | 186,131 |  | 202,927 |  | 204,142 |
| Income tax provision |  | 1,776 |  | $(3,233)$ |  | 7,027 |  | 16,120 |  | 16,084 |
| Net income (loss) | \$ | 2,047 | \$ | $(11,175)$ | \$ | 12,080 | \$ | 33,651 | \$ | 33,310 |
| Loans Held for Investment | \$ | 8,069,961 | \$ | 8,720,642 | \$ | 10,254,713 | \$ | 10,740,644 | \$ | 10,987,733 |
| Average Loans Held for Investment | \$ | 8,382,679 | \$ | 9,440,972 | \$ | 10,703,229 | \$ | 10,767,981 | \$ | 11,381,942 |
| Loans Held for Investment Yield |  | 12.41\% |  | 12.84\% |  | 14.02\% |  | 14.23\% |  | 14.25\% |
| Net Interest Margin |  | 8.92\% |  | 8.80\% |  | 9.19\% |  | 9.45\% |  | 9.25\% |
| Revenue Margin |  | 13.77\% |  | 13.87\% |  | 14.91\% |  | 14.61\% |  | 14.14\% |
| Risk Adjusted Margin |  | 6.47\% |  | 8.02\% |  | 9.01\% |  | 8.54\% |  | 8.84\% |
| Non-Interest Expenses as a \% of Average Loans Held for Investment |  | 5.92\% |  | 7.55\% |  | 6.96\% |  | 7.54\% |  | 7.17\% |
| Efficiency Ratio ${ }^{(5)}$ |  | 42.96\% |  | 54.42\% |  | 46.64\% |  | 51.60\% |  | 50.72\% |
| Net charge-off rate |  | 7.30\% |  | 5.84\% |  | 5.90\% |  | 6.07\% |  | 5.30\% |
| Delinquency Rate (30+ days) |  | 6.25\% |  | 5.51\% |  | 5.24\% |  | 5.35\% |  | 5.12\% |
| Purchase Volume ${ }^{(7)}$ | \$ | 1,871,723 | \$ | 2,346,969 | \$ | 2,857,975 | \$ | 2,879,223 | \$ | 2,716,060 |
| Number of Loan Accounts (000s) |  | 5,666 |  | 5,747 |  | 5,733 |  | 5,687 |  | 5,691 |

## CAPITAL ONE FINANCIAL CORPORATION (COF) SEGMENT AND NATIONAL LENDING SUB-SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS NOTES

(1) The information in this financial and statistical summary reflects the adjustment to add back the effect of securitization transactions qualifying as sales under generally accepted accounting principles. See accompanying schedule - "Reconciliation to GAAP Financial Measures." In Q3 2007, the Company shutdown the mortgage origination operations of its wholesale mortgage banking unit, GreenPoint Mortgage. The results of the mortgage origination operation of GreenPoint have been accounted for as a discontinued operation and have been removed from the Company's results of continuing operations for all periods presented. The results of GreenPoint's mortgage servicing business are reported in continuing operations for all periods presented. Effective Q4 2007, GreenPoint's held for investment commercial and consumer loan portfolio results are included in continuing operations.
(2) Includes domestic non-interest bearing deposits, NOW accounts, money market deposit accounts, savings accounts, certificates of deposit of less than $\$ 100,000$ and other consumer time deposits.
(3) Net Interest Margin - Loans equals net interest income earned on loans divided by average managed loans.
(4) Net Interest Margin - Deposits equals net interest income earned on deposits divided by average deposits.
(5) Efficiency Ratio equals non-interest expenses divided by total managed revenue.
(6) The balances and results of Chevy Chase Bank, FSB are included in the Other segment for Q1 2009.
(7) Includes all purchase transactions net of returns and excludes cash advance transactions.
(8) In Q1 2008 the Company reorganized its National Lending sub-segments from U.S. Card, Auto Finance and Global Financial Services to U.S. Card and Other National Lending. The U.S. Card sub-segment contains the results of the Company's domestic credit card business, small business lending and the installment loan business. The Other National Lending subsegment contains the results of the Company's auto finance business and the Company's international lending businesses. Components of the Other National Lending sub-segment are separately disclosed. Segment and sub-segment results have been restated for all periods presented.
(9) Non performing assets is comprised of non performing loans and foreclosed assets. The non performing asset rate equals non performing assets divided by the sum of loans held for investment plus foreclosed assets.
(10) In Q4 2008 the Company recorded impairment of goodwill in its Auto Finance sub-segment of $\$ 810.9$ million.
(11) Excludes the impact of the goodwill impairment of $\$ 810.9$ million recorded in the Auto Finance component of National Lending.
(12) Excludes acquired Chevy Chase Bank, FSB branches of 250 and ATM locations of 907.

## CAPITAL ONE FINANCIAL CORPORATION

## Reconciliation to GAAP Financial Measures

## For the Three Months Ended March 31, 2009

(dollars in thousands)(unaudited)
The Company's consolidated financial statements prepared in accordance with generally accepted accounting principles ("GAAP") are referred to as its "reported" financial statements. Loans included in securitization transactions which qualified as sales under GAAP have been removed from the Company's "reported" balance sheet. However, servicing fees, finance charges, and other fees, net of charge-offs, and interest paid to investors of securitizations are recognized as servicing and securitizations income on the "reported" income statement.

The Company's "managed" consolidated financial statements reflect adjustments made related to effects of securitization transactions qualifying as sales under GAAP. The Company generates earnings from its "managed" loan portfolio which includes both the on-balance sheet loans and off-balance sheet loans. The Company's "managed" income statement takes the components of the servicing and securitizations income generated from the securitized portfolio and distributes the revenue and expense to appropriate income statement line items from which it originated. For this reason the Company believes the "managed" consolidated financial statements and related managed metrics to be useful to stakeholders.

|  | Total Reported |  | Adjustments ${ }^{(1)}$ |  | Total Managed ${ }^{(2)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement Measures ${ }^{(3)}$ |  |  |  |  |  |  |
| Net interest income | \$ | 1,786,751 | \$ | 957,002 | \$ | 2,743,753 |
| Non-interest income |  | 1,090,334 |  | $(104,182)$ |  | 986,152 |
| Total revenue |  | 2,877,085 |  | 852,820 |  | 3,729,905 |
| Provision for loan and lease losses |  | 1,279,137 |  | 852,820 |  | 2,131,957 |
| Net charge-offs | \$ | 1,137,787 | \$ | 852,820 | \$ | 1,990,607 |
| Balance Sheet Measures |  |  |  |  |  |  |
| Loans held for investment | \$ | 105,526,911 | \$ | 44,808,083 | \$ | 150,334,994 |
| Total assets | \$ | 177,387,459 | \$ | 42,526,347 | \$ | 219,913,806 |
| Average loans held for investment | \$ | 103,445,130 | \$ | 43,939,686 | \$ | 147,384,816 |
| Average earning assets | \$ | 144,475,107 | \$ | 41,442,153 | \$ | 185,917,260 |
| Average total assets | \$ | 168,475,773 | \$ | 41,679,299 | \$ | 210,155,072 |
| Delinquencies | \$ | 4,758,370 | \$ | 2,311,450 | \$ | 7,069,820 |

${ }^{(1)}$ Income statement adjustments reclassify the net of finance charges of $\$ 1,072.8$ million, past-due fees of $\$ 201.6$ million, other interest income of $\$(33.7)$ million and interest expense of $\$ 283.7$ million; and net charge-offs of $\$ 852.8$ million from non-interest income to net interest income and provision for loan and lease losses, respectively.
${ }^{(2)}$ The managed loan portfolio does not include auto loans which have been sold in whole loan sale transactions where the Company has retained servicing rights.
${ }^{(3)}$ Based on continuing operations.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Balance Sheets

(in thousands)(unaudited)

## Assets:

Cash and due from banks
Federal funds sold and resale agreements
Interest-bearing deposits at other banks
Cash and cash equivalents
Securities available for sale
Securities held to maturity
Mortgage loans held for sale
Loans held for investment
Less: Allowance for loan and lease losses
Net loans held for investment
Accounts receivable from securitizations
Premises and equipment, net
Interest receivable
Goodwill
Other
Total assets

| As of Mar 31 2009 |  | As of Dec 31 2008 |  | As of Mar 31 2008 |
| :---: | :---: | :---: | :---: | :---: |
| \$ 3,076,926 | \$ | 2,047,839 | \$ | 2,324,079 |
| 663,721 |  | 636,752 |  | 1,842,775 |
| 4,013,678 |  | 4,806,752 |  | 663,838 |
| 7,754,325 |  | 7,491,343 |  | 4,830,692 |
| 36,326,951 |  | 31,003,271 |  | 22,190,051 |
| 90,990 |  | - |  | - |
| 289,337 |  | 68,462 |  | 192,584 |
| 105,526,911 |  | 101,017,771 |  | 98,356,088 |
| (4,648,031) |  | $(4,523,960)$ |  | $(3,273,355)$ |
| 100,878,880 |  | 96,493,811 |  | 95,082,733 |
| 4,850,508 |  | 6,342,754 |  | 5,396,943 |
| 2,790,733 |  | 2,313,106 |  | 2,316,233 |
| 815,738 |  | 827,909 |  | 750,319 |
| 13,076,754 |  | 11,964,487 |  | 12,826,419 |
| 10,513,243 |  | 9,408,309 |  | 7,022,553 |
| \$ 177,387,459 | \$ | 165,913,452 | \$ | 150,608,527 |

## Liabilities:

Non-interest-bearing deposits
Interest-bearing deposits
Senior and subordinated notes
Other borrowings
Interest payable
Other
Total liabilities

## Stockholders' Equity:

Preferred stock
Common stock
Paid-in capital, net
Retained earnings and cumulative other comprehensive income Less: Treasury stock, at cost
Total stockholders' equity
Total liabilities and stockholders' equity


| $\$ \quad 11,293,852$ |
| ---: |
| $97,326,937$ |
| $8,308,843$ |
| $14,869,648$ |
| 676,398 |
| $6,825,341$ |
| $139,301,019$ |


| $\$ \quad 11,071,116$ |
| ---: |
| $76,623,826$ |
| $9,834,392$ |
| $21,673,670$ |
| 509,278 |
| $6,276,718$ |
| $125,989,000$ |

125,989,000


## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Statements of Income

(in thousands, except per share data)(unaudited)

|  |  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Mar } 31 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Dec } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar } 31 \\ 2008 \\ \hline \end{gathered}$ |  |
| Interest Income: |  |  |  |  |  |  |
| Loans held for investment, including past-due fees | \$ | 2,190,331 | \$ | 2,306,796 | \$ | 2,508,393 |
| Investment securities |  | 394,780 |  | 367,902 |  | 257,741 |
| Other |  | 63,117 |  | 94,123 |  | 113,391 |
| Total interest income |  | 2,648,228 |  | 2,768,821 |  | 2,879,525 |
| Interest Expense: |  |  |  |  |  |  |
| Deposits |  | 631,848 |  | 684,756 |  | 610,389 |
| Senior and subordinated notes |  | 58,044 |  | 92,519 |  | 140,970 |
| Other borrowings |  | 171,585 |  | 189,149 |  | 316,249 |
| Total interest expense |  | 861,477 |  | 966,424 |  | 1,067,608 |
| Net interest income |  | 1,786,751 |  | 1,802,397 |  | 1,811,917 |
| Provision for loan and lease losses |  | 1,279,137 |  | 2,098,921 |  | 1,079,072 |
| Net interest income (loss) after provision for loan and lease losse |  | 507,614 |  | $(296,524)$ |  | 732,845 |
| Non-Interest Income: |  |  |  |  |  |  |
| Servicing and securitizations |  | 453,637 |  | 590,948 |  | 1,083,062 |
| Service charges and other customer-related fees |  | 506,125 |  | 557,331 |  | 574,061 |
| Mortgage servicing and other |  | 23,380 |  | 14,048 |  | 35,255 |
| Interchange |  | 140,091 |  | 129,409 |  | 151,902 |
| Other |  | $(32,899)$ |  | 76,550 |  | 212,198 |
| Total non-interest income |  | 1,090,334 |  | 1,368,286 |  | 2,056,478 |
| Non-Interest Expense: |  |  |  |  |  |  |
| Salaries and associate benefits |  | 554,431 |  | 574,199 |  | 611,280 |
| Marketing |  | 162,712 |  | 264,943 |  | 297,793 |
| Communications and data processing |  | 199,104 |  | 196,924 |  | 187,243 |
| Supplies and equipment |  | 118,900 |  | 130,038 |  | 130,931 |
| Occupancy |  | 100,251 |  | 112,492 |  | 88,080 |
| Restructuring expense |  | 17,627 |  | 52,839 |  | 52,759 |
| Goodwill impairment charge |  | - |  | 810,876 |  | - |
| Other |  | 592,067 |  | 615,632 |  | 454,191 |
| Total non-interest expense |  | 1,745,092 |  | 2,757,943 |  | 1,822,277 |
| Income (loss) from continuing operations before Income taxes |  | $(147,144)$ |  | $(1,686,181)$ |  | 967,046 |
| Income taxes |  | $(60,223)$ |  | $(289,856)$ |  | 334,491 |
| Income (loss) from continuing operations, net of tax |  | $(86,921)$ |  | $(1,396,325)$ |  | 632,555 |
| Loss from discontinued operations, net of tax |  | $(24,958)$ |  | $(25,221)$ |  | $(84,051)$ |
| Net income (loss) | \$ | $(111,879)$ | \$ | $(1,421,546)$ | \$ | 548,504 |
| Net income (loss) available to common shareholders | \$ | $(176,069)$ | \$ | (1,454,269) | \$ | 548,504 |

## Basic earnings per common share

Income (loss) from continuing operations Loss from discontinued operations Net Income (loss) per common share

Diluted earnings per common share
Income (loss) from continuing operations
Loss from discontinued operations
Net Income (loss) per common share
Dividends paid per common share


## CAPITAL ONE FINANCIAL CORPORATION

Statements of Average Balances, Income and Expense, Yields and Rates ${ }^{(1)}$
(dollars in thousands)(unaudited)

## Reported

## Earning assets:

Loans held for investment
Investment Securities ${ }^{(2)}$
Other
Total earning assets

## Interest-bearing liabilities

Interest-bearing deposits
NOW accounts
Money market deposit accounts
Savings accounts
Other consumer time deposits
Public fund CD's of $\$ 100,000$ or more
CD's of \$100,000 or more
Foreign time deposits
Total interest-bearing deposits
Senior and subordinated notes
Other borrowings
Total interest-bearing liabilities
Net interest spread
Interest income to average earning assets Interest expense to average earning assets Net interest margin

| Quarter |  |  | Ended 03/31/09 |
| ---: | ---: | ---: | ---: |
| Average | Income/ | Yield/ |  |
| Balance | Expense | Rate |  |
|  |  |  |  |
|  |  |  |  |
| $\$ 103,445,130$ | $\$ 2,190,331$ | $8.47 \%$ |  |
| $34,209,102$ | 394,780 | $4.62 \%$ |  |
| $6,802,386$ | 63,117 | $3.71 \%$ |  |


| Quarter Ended 12/31/08 |  |  |  |
| ---: | ---: | ---: | ---: |
|  | Average | Income/ | Yield/ |
| Balance | Expense | Rate |  |
|  |  |  |  |
| $\$$ | $99,334,890$ | $\$ 2,306,796$ | $9.29 \%$ |
|  | $28,961,247$ | 367,902 | $5.08 \%$ |
| $9,502,781$ | 94,123 | $3.96 \%$ |  |



| Quarter Ended 03/31/08 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Average | Income/ | Yield/ |  |
|  | Balance |  | Expense | Rate |
|  |  |  |  |  |
| $\$$ | $99,818,867$ | $\$$ | $2,508,393$ | $10.05 \%$ |
|  | $21,210,882$ |  | 257,741 | $4.86 \%$ |
|  | $6,790,011$ |  | 113,391 | $6.68 \%$ |
| $\$$ | $127,819,760$ | $\$$ | $2,879,525$ | $9.01 \%$ |

(1) Average balances, income and expenses, yields and rates are based on continuing operations
(2) Includes securities available for sale and securities held to maturity.

## CAPITAL ONE FINANCIAL CORPORATION

## Statements of Average Balances, Income and Expense, Yields and Rates ${ }^{(2)}$

(dollars in thousands)(unaudited)

## Managed ${ }^{(1)}$

## Earning assets:

Loans held for investment
Investment Securities ${ }^{(3)}$
Other

Other
Total earning assets

## Interest-bearing liabilities:

Interest-bearing deposits
NOW accounts
Money market deposit accounts

Savings accounts
Other consumer time deposits
Public fund CD's of \$100,000 or more
CD's of $\$ 100,000$ or more
Foreign time deposits
Total interest-bearing deposits
Senior and subordinated notes
Other borrowings
Securitization liability
Total interest-bearing liabilities

Net interest spread

Interest income to average earning assets
Interest expense to average earning assets Net interest margin

| Quarter Ended 03/31/09 |  |  |  |
| ---: | ---: | ---: | :---: |
| Average <br> Balance | Income/ <br> Expense | Yield/ <br> Rate |  |
|  |  |  |  |
|  |  |  |  |
| 147,384,816 | $\$ 3,478,362$ | $9.44 \%$ |  |
| $34,209,102$ | 394,780 | $4.62 \%$ |  |
| $4,304,853$ | 15,743 | $1.46 \%$ |  |


| Quarter Ended 12/31/08 |  |  |
| ---: | ---: | ---: |
| Average | Income/ | Yield/ |
| Balance | Expense | Rate |
|  |  |  |
|  |  |  |
| $\$ 146,586,152$ | $\$ 3,808,363$ | $10.39 \%$ |
| $28,961,247$ | 367,902 | $5.08 \%$ |
| $7,112,807$ | 29,558 | $1.66 \%$ |
| 182,660,206 | $\$ 4,205,823$ | $9.21 \%$ |


| \$ 149,719,498 | \$ $4,316,294$ | $11.53 \%$ |
| ---: | ---: | ---: |
| $21,210,882$ | 257,741 | $4.86 \%$ |
| $4,778,178$ | 54,221 | $4.54 \%$ |
| $\$ 175,708,558$ | $\$ 4,628,256$ | $10.54 \%$ |


10.54\%

| $3.76 \%$ |
| ---: |
| $6.78 \%$ |

(1) The information in this table reflects the adjustment to add back the effect of securitized loans.
(2) Average balances, income and expenses, yields and rates are based on continuing operations
(3) Includes securities available for sale and securities held to maturity.

