## Capital One Financial Corporation <br> Financial Supplement ${ }^{(1)(2)}$ <br> Second Quarter 2017 <br> Table of Contents

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## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 1: Financial Summary-Consolidated

| (Dollars in millions, except per share data and as noted) | $2017$ |  | $2017$ |  | 2016 |  | $2016$ |  | 2016 |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  | 2017 | 2016 |  | $\begin{gathered} 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 5,473 |  |  | \$ | 5,474 |  |  | \$ | 5,447 | \$ | 5,277 | \$ | 5,093 | - | 7\% | \$ | 10,947 | \$ | 10,149 | 8\% |
| Non-interest income |  | 1,231 |  | 1,061 |  | 1,119 |  | 1,184 |  |  |  | 1,161 | 16\% | 6 |  | 2,292 |  | 2,325 | (1) |
| Total net revenue ${ }^{(1)}$ |  | 6,704 |  | 6,535 |  | 6,566 |  | 6,461 |  | 6,254 | 3 | 7 |  | 13,239 |  | 12,474 | 6 |
| Provision for credit losses |  | 1,800 |  | 1,992 |  | 1,752 |  | 1,588 |  | 1,592 | (10) | 13 |  | 3,792 |  | 3,119 | 22 |
| Non-interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Marketing |  | 435 |  | 396 |  | 575 |  | 393 |  | 415 | 10 | 5 |  | 831 |  | 843 | (1) |
| Amortization of intangibles |  | 61 |  | 62 |  | 101 |  | 89 |  | 95 | (2) | (36) |  | 123 |  | 196 | (37) |
| Operating expenses |  | 2,918 |  | 2,976 |  | 3,003 |  | 2,879 |  | 2,785 | (2) | 5 |  | 5,894 |  | 5,479 | 8 |
| Total non-interest expense |  | 3,414 |  | 3,434 |  | 3,679 |  | 3,361 |  | 3,295 | (1) | 4 |  | 6,848 |  | 6,518 | 5 |
| Income from continuing operations before income taxes |  | 1,490 |  | 1,109 |  | 1,135 |  | 1,512 |  | 1,367 | 34 | 9 |  | 2,599 |  | 2,837 | (8) |
| Income tax provision |  | 443 |  | 314 |  | 342 |  | 496 |  | 424 | 41 | 4 |  | 757 |  | 876 | (14) |
| Income from continuing operations, net of tax |  | 1,047 |  | 795 |  | 793 |  | 1,016 |  | 943 | 32 | 11 |  | 1,842 |  | 1,961 | (6) |
| Income (loss) from discontinued operations, net of tax ${ }^{(2)}$ |  | (11) |  | 15 |  | (2) |  | (11) |  | (1) | ** | ** |  | 4 |  | (6) | ** |
| Net income |  | 1,036 |  | 810 |  | 791 |  | 1,005 |  | 942 | 28 | 10 |  | 1,846 |  | 1,955 | (6) |
| Dividends and undistributed earnings allocated to participating securities ${ }^{(3)}$ |  | (8) |  | (5) |  | (6) |  | (6) |  | (6) | 60 | 33 |  | (13) |  | (12) | 8 |
| Preferred stock dividends |  | (80) |  | (53) |  | (75) |  | (37) |  | (65) | 51 | 23 |  | (133) |  | (102) | 30 |
| Net income available to common stockholders | \$ | 948 | \$ | 752 | \$ | 710 | \$ | 962 | \$ | 871 | 26 | 9 | \$ | 1,700 | \$ | 1,841 | (8) |
| Common Share Statistics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings per common share: ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | \$ | 1.98 | \$ | 1.53 | \$ | 1.47 | \$ | 1.94 | \$ | 1.70 | 29\% | 16\% | \$ | 3.51 | \$ | 3.57 | (2)\% |
| Income (loss) from discontinued operations |  | (0.02) |  | 0.03 |  | - |  | (0.02) |  | - | ** | ** |  | 0.01 |  | (0.01) | ** |
| Net income per basic common share | \$ | 1.96 | \$ | 1.56 | \$ | 1.47 | \$ | 1.92 | \$ | 1.70 | 26 | 15 | \$ | 3.52 | \$ | 3.56 | (1) |
| Diluted earnings per common share: ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | \$ | 1.96 | \$ | 1.51 | \$ | 1.45 | \$ | 1.92 | \$ | 1.69 | 30 | 16 | \$ | 3.48 | \$ | 3.53 | (1) |
| Income (loss) from discontinued operations |  | (0.02) |  | 0.03 |  | - |  | (0.02) |  | - | ** | ** |  | 0.01 |  | (0.01) | ** |
| Net income per diluted common share | \$ | 1.94 | \$ | 1.54 | \$ | 1.45 | \$ | 1.90 | \$ | 1.69 | 26 | 15 | \$ | 3.49 | \$ | 3.52 | (1) |
| Weighted-average common shares outstanding (in millions): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 484.0 |  | 482.3 |  | 483.5 |  | 501.1 |  | 511.7 | - | (5) |  | 483.1 |  | 517.6 | (7) |
| Diluted |  | 488.1 |  | 487.9 |  | 489.2 |  | 505.9 |  | 516.5 | - | (5) |  | 487.7 |  | 522.3 | (7) |
| Common shares outstanding (period-end, in millions) |  | 483.7 |  | 482.8 |  | 480.2 |  | 489.2 |  | 505.9 | - | (4) |  | 483.7 |  | 505.9 | (4) |
| Dividends paid per common share | \$ | 0.40 | \$ | 0.40 | \$ | 0.40 | \$ | 0.40 | \$ | 0.40 | - | - | \$ | 0.80 | \$ | 0.80 | - |
| Tangible book value per common share (period-end) ${ }^{(4)}$ |  | 60.94 |  | 58.66 |  | 57.76 |  | 59.00 |  | 57.84 | 4 | 5 |  | 60.94 |  | 57.84 | 5 |


|  | $\begin{gathered} 2017 \\ \mathbf{O 2} \end{gathered}$ |  | $2017$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  | 2017 |  |  |  | 2016 | $\begin{gathered} \hline 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Balance Sheet (Period-End) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans held for investment ${ }^{(5)}$ | \$ | 244,302 |  |  | \$ | 240,588 |  |  | \$ | 245,586 | \$ | 238,019 | \$ | 234,603 | 2\% | 4\% | \$ | 244,302 | \$ | 234,603 | 4\% |
| Interest-earning assets |  | 319,286 |  | 316,712 |  | 321,807 |  | 313,431 |  | 307,163 | 1 | 4 |  | 319,286 |  | 307,163 | 4 |
| Total assets |  | 350,593 |  | 348,549 |  | 357,033 |  | 345,061 |  | 339,117 | 1 | 3 |  | 350,593 |  | 339,117 | 3 |
| Interest-bearing deposits |  | 213,810 |  | 214,818 |  | 211,266 |  | 200,416 |  | 195,635 | - | 9 |  | 213,810 |  | 195,635 | 9 |
| Total deposits |  | 239,763 |  | 241,182 |  | 236,768 |  | 225,981 |  | 221,059 | (1) | 8 |  | 239,763 |  | 221,059 | 8 |
| Borrowings |  | 49,954 |  | 48,439 |  | 60,460 |  | 59,820 |  | 59,181 | 3 | (16) |  | 49,954 |  | 59,181 | (16) |
| Common equity |  | 44,777 |  | 43,680 |  | 43,154 |  | 44,336 |  | 44,813 | 3 | - |  | 44,777 |  | 44,813 | - |
| Total stockholders' equity |  | 49,137 |  | 48,040 |  | 47,514 |  | 48,213 |  | 48,108 | 2 | 2 |  | 49,137 |  | 48,108 | 2 |
| Balance Sheet (Average Balances) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans held for investment ${ }^{(5)}$ | \$ | 242,241 | \$ | 241,505 | \$ | 240,027 |  | 235,843 | \$ | 230,379 | - | 5\% | \$ | 241,875 | \$ | 228,557 | 6\% |
| Interest-earning assets |  | 318,078 |  | 318,358 |  | 317,853 |  | 310,987 |  | 302,764 | - | 5 |  | 318,215 |  | 301,106 | 6 |
| Total assets |  | 349,891 |  | 351,641 |  | 350,225 |  | 343,153 |  | 334,479 | - | 5 |  | 350,761 |  | 333,197 | 5 |
| Interest-bearing deposits |  | 214,412 |  | 212,973 |  | 206,464 |  | 196,913 |  | 195,641 | 1\% | 10 |  | 213,696 |  | 194,883 | 10 |
| Total deposits |  | 240,550 |  | 238,550 |  | 232,204 |  | 222,251 |  | 221,146 | 1 | 9 |  | 239,555 |  | 220,163 | 9 |
| Borrowings |  | 48,838 |  | 53,357 |  | 58,624 |  | 60,708 |  | 54,359 | (8) | (10) |  | 51,085 |  | 54,060 | (6) |
| Common equity |  | 44,645 |  | 43,833 |  | 43,921 |  | 45,314 |  | 45,640 | 2 | (2) |  | 44,241 |  | 45,711 | (3) |
| Total stockholders' equity |  | 49,005 |  | 48,193 |  | 47,972 |  | 49,033 |  | 48,934 | 2 | - |  | 48,602 |  | 49,007 | (1) |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 2: Selected Metrics-Consolidated

| (Dollars in millions, except as noted) | $2017$ |  | 2017 |  | $2016$ |  | 2016 |  | $2016$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $2017$ | $2016$ |  |  |  | 2017 |  |  |  | 2016 | $2017 \text { vs. }$ <br> 2016 |
| Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income growth (period over period) |  | - |  |  |  | - |  |  |  | 3\% |  | 4\% |  | 1\% | ** | ** |  | 8\% |  | 11\% | ** |
| Non-interest income growth (period over period) |  | 16\% |  | (5)\% |  | (5) |  | 2 |  | - | ** | ** |  | (1) |  | 5 | ** |
| Total net revenue growth (period over period) |  | 3 |  | - |  | 2 |  | 3 |  | 1 | ** | ** |  | 6 |  | 10 | ** |
| Total net revenue margin ${ }^{(6)}$ |  | 8.43 |  | 8.21 |  | 8.26 |  | 8.31 |  | 8.26 | 22 bps | 17bps |  | 8.32 |  | 8.29 | 3bps |
| Net interest margin ${ }^{(7)}$ |  | 6.88 |  | 6.88 |  | 6.85 |  | 6.79 |  | 6.73 | - | 15 |  | 6.88 |  | 6.74 | 14 |
| Return on average assets |  | 1.20 |  | 0.90 |  | 0.91 |  | 1.18 |  | 1.13 | 30 | 7 |  | 1.05 |  | 1.18 | (13) |
| Return on average tangible assets ${ }^{(8)}$ |  | 1.25 |  | 0.95 |  | 0.95 |  | 1.24 |  | 1.18 | 30 | 7 |  | 1.10 |  | 1.24 | (14) |
| Return on average common equity ${ }^{(9)}$ |  | 8.59 |  | 6.73 |  | 6.48 |  | 8.59 |  | 7.64 | 186 | 95 |  | 7.67 |  | 8.08 | (41) |
| Return on average tangible common equity ${ }^{(10)}$ |  | 13.09 |  | 10.37 |  | 10.00 |  | 13.06 |  | 11.61 | 272 | 148 |  | 11.75 |  | 12.28 | (53) |
| Non-interest expense as a percentage of average loans held for investment |  | 5.64 |  | 5.69 |  | 6.13 |  | 5.70 |  | 5.72 | (5) | (8) |  | 5.66 |  | 5.70 | (4) |
| Efficiency ratio ${ }^{(11)}$ |  | 50.92 |  | 52.55 |  | 56.03 |  | 52.02 |  | 52.69 | (163) | (177) |  | 51.73 |  | 52.25 | (52) |
| Effective income tax rate for continuing operations |  | 29.7 |  | 28.3 |  | 30.1 |  | 32.8 |  | 31.0 | 140 | (130) |  | 29.1 |  | 30.9 | (180) |
| Employees (in thousands), period-end |  | 49.9 |  | 48.4 |  | 47.3 |  | 46.5 |  | 46.1 | 3\% | 8\% |  | 49.9 |  | 46.1 | 8\% |
| Credit Quality Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan and lease losses | \$ | 7,170 | \$ | 6,984 | \$ | 6,503 | \$ | 6,258 | \$ | 5,881 | 3\% | 22\% | \$ | 7,170 | \$ | 5,881 | 22\% |
| Allowance as a percentage of loans held for investment |  | 2.93\% |  | 2.90\% |  | 2.65\% |  | 2.63\% |  | 2.51\% | 3 bps | 42bps |  | 2.93\% |  | 2.51\% | 42bps |
| Net charge-offs | \$ | 1,618 | \$ | 1,510 | \$ | 1,489 | \$ | 1,240 | \$ | 1,155 | 7\% | 40\% | \$ | 3,128 | \$ | 2,333 | 34\% |
| Net charge-off rate ${ }^{(12)}$ |  | 2.67\% |  | 2.50\% |  | 2.48\% |  | 2.10\% |  | 2.01\% | 17 bps | 66bps |  | 2.59\% |  | 2.04\% | 55bps |
| $30+$ day performing delinquency rate |  | 2.69 |  | 2.61 |  | 2.93 |  | 2.71 |  | 2.47 | 8 | 22 |  | 2.69 |  | 2.47 | 22 |
| $30+$ day delinquency rate |  | 2.99 |  | 2.92 |  | 3.27 |  | 3.04 |  | 2.79 | 7 | 20 |  | 2.99 |  | 2.79 | 20 |
| Capital Ratios ${ }^{(13)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity Tier 1 capital |  | 10.7\% |  | 10.4\% |  | 10.1\% |  | 10.6\% |  | 10.9\% | 30bps | (20)bps |  | 10.7\% |  | 10.9\% | (20) bps |
| Tier 1 capital |  | 12.2 |  | 12.0 |  | 11.6 |  | 12.0 |  | 12.2 | 20 | - |  | 12.2 |  | 12.2 | - |
| Total capital |  | 14.9 |  | 14.7 |  | 14.3 |  | 14.7 |  | 14.4 | 20 | 50 |  | 14.9 |  | 14.4 | 50 |
| Tier 1 leverage |  | 10.3 |  | 9.9 |  | 9.9 |  | 10.1 |  | 10.2 | 40 | 10 |  | 10.3 |  | 10.2 | 10 |
| Tangible common equity ("TCE") ${ }^{(14)}$ |  | 8.8 |  | 8.5 |  | 8.1 |  | 8.8 |  | 9.0 | 30 | (20) |  | 8.8 |  | 9.0 | (20) |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 3: Consolidated Statements of Income

|  | $2017$ |  | $2017$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions, except per share data and as noted) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |  | 2017 |  |  |  | 2016 | $\begin{gathered} 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Interest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans, including loans held for sale | \$ | 5,669 |  |  | \$ | 5,626 |  |  | \$ | 5,587 | \$ | 5,383 | \$ | 5,148 | 1\% | 10\% | \$ 11,295 |  | 10,233 | 10\% |
| Investment securities |  | 433 |  | 416 |  | 393 |  | 386 |  | 405 | 4 | 7 | 849 |  | 820 | 4 |
| Other |  | 26 |  | 28 |  | 29 |  | 25 |  | 18 | (7) | 44 | 54 |  | 35 | 54 |
| Total interest income |  | 6,128 |  | 6,070 |  | 6,009 |  | 5,794 |  | 5,571 | 1 | 10 | 12,198 |  | 11,088 | 10 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 382 |  | 353 |  | 332 |  | 306 |  | 292 | 8 | 31 | 735 |  | 575 | 28 |
| Securitized debt obligations |  | 82 |  | 69 |  | 65 |  | 56 |  | 47 | 19 | 74 | 151 |  | 95 | 59 |
| Senior and subordinated notes |  | 179 |  | 149 |  | 138 |  | 121 |  | 111 | 20 | 61 | 328 |  | 217 | 51 |
| Other borrowings |  | 12 |  | 25 |  | 27 |  | 34 |  | 28 | (52) | (57) | 37 |  | 52 | (29) |
| Total interest expense |  | 655 |  | 596 |  | 562 |  | 517 |  | 478 | 10 | 37 | 1,251 |  | 939 | 33 |
| Net interest income |  | 5,473 |  | 5,474 |  | 5,447 |  | 5,277 |  | 5,093 | - | 7 | 10,947 |  | 10,149 | 8 |
| Provision for credit losses |  | 1,800 |  | 1,992 |  | 1,752 |  | 1,588 |  | 1,592 | (10) | 13 | 3,792 |  | 3,119 | 22 |
| Net interest income after provision for credit losses |  | 3,673 |  | 3,482 |  | 3,695 |  | 3,689 |  | 3,501 | 5 | 5 | 7,155 |  | 7,030 | 2 |
| Non-interest income: ${ }^{(15)(16)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges and other customer-related fees |  | 418 |  | 371 |  | 412 |  | 417 |  | 393 | 13 | 6 | 789 |  | 816 | (3) |
| Interchange fees, net |  | 676 |  | 570 |  | 624 |  | 603 |  | 621 | 19 | 9 | 1,246 |  | 1,225 | 2 |
| Net securities gains (losses) |  | (4) |  | - |  | (4) |  | 1 |  | - | ** | ** | (4) |  | (8) | (50) |
| Other |  | 141 |  | 120 |  | 87 |  | 163 |  | 147 | 18 | (4) | 261 |  | 292 | (11) |
| Total non-interest income |  | 1,231 |  | 1,061 |  | 1,119 |  | 1,184 |  | 1,161 | 16 | 6 | 2,292 |  | 2,325 | (1) |
| Non-interest expense: ${ }^{(15)(16)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and associate benefits |  | 1,383 |  | 1,471 |  | 1,336 |  | 1,317 |  | 1,279 | (6) | 8 | 2,854 |  | 2,549 | 12 |
| Occupancy and equipment |  | 474 |  | 471 |  | 522 |  | 499 |  | 465 | 1 | 2 | 945 |  | 923 | 2 |
| Marketing |  | 435 |  | 396 |  | 575 |  | 393 |  | 415 | 10 | 5 | 831 |  | 843 | (1) |
| Professional services |  | 279 |  | 247 |  | 312 |  | 257 |  | 264 | 13 | 6 | 526 |  | 505 | 4 |
| Communications and data processing |  | 289 |  | 288 |  | 297 |  | 291 |  | 302 | - | (4) | 577 |  | 582 | (1) |
| Amortization of intangibles |  | 61 |  | 62 |  | 101 |  | 89 |  | 95 | (2) | (36) | 123 |  | 196 | (37) |
| Other |  | 493 |  | 499 |  | 536 |  | 515 |  | 475 | (1) | 4 | 992 |  | 920 | 8 |
| Total non-interest expense |  | 3,414 |  | 3,434 |  | 3,679 |  | 3,361 |  | 3,295 | (1) | 4 | 6,848 |  | 6,518 | 5 |
| Income from continuing operations before income taxes |  | 1,490 |  | 1,109 |  | 1,135 |  | 1,512 |  | 1,367 | 34 | 9 | 2,599 |  | 2,837 | (8) |
| Income tax provision |  | 443 |  | 314 |  | 342 |  | 496 |  | 424 | 41 | 4 | 757 |  | 876 | (14) |
| Income from continuing operations, net of tax |  | 1,047 |  | 795 |  | 793 |  | 1,016 |  | 943 | 32 | 11 | 1,842 |  | 1,961 | (6) |
| Income (loss) from discontinued operations, net of tax ${ }^{(2)}$ |  | (11) |  | 15 |  | (2) |  | (11) |  | (1) | ** | ** | 4 |  | (6) | ** |
| Net income |  | 1,036 |  | 810 |  | 791 |  | 1,005 |  | 942 | 28 | 10 | 1,846 |  | 1,955 | (6) |
| Dividends and undistributed earnings allocated to participating securities ${ }^{(3)}$ |  | (8) |  | (5) |  | (6) |  | (6) |  | (6) | 60 | 33 | (13) |  | (12) | 8 |
| Preferred stock dividends |  | (80) |  | (53) |  | (75) |  | (37) |  | (65) | 51 | 23 | (133) |  | (102) | 30 |
| Net income available to common stockholders | \$ | 948 | \$ | 752 | \$ | 710 | \$ | 962 | \$ | 871 | 26 | 9 | \$ 1,700 |  | \$ 1,841 | (8) |



## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Table 4: Consolidated Balance Sheets

|  | $2017$ |  | 2017 |  | $2016$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  | 2017 Q2 vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  |  |  |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents: |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 3,352 |  |  | \$ | 3,489 | \$ | 4,185 | \$ | 3,350 | \$ | 3,253 | (4)\% | 3\% |
| Interest-bearing deposits and other short-term investments |  | 3,363 |  | 5,826 |  | 5,791 |  | 5,744 |  | 3,896 | (42) | (14) |
| Total cash and cash equivalents |  | 6,715 |  | 9,315 |  | 9,976 |  | 9,094 |  | 7,149 | (28) | (6) |
| Restricted cash for securitization investors |  | 300 |  | 486 |  | 2,517 |  | 287 |  | 265 | (38) | 13 |
| Securities available for sale, at fair value |  | 41,120 |  | 41,260 |  | 40,737 |  | 41,511 |  | 39,960 | - | 3 |
| Securities held to maturity, at carrying value |  | 27,720 |  | 26,170 |  | 25,712 |  | 25,019 |  | 25,120 | 6 | 10 |
| Loans held for investment: ${ }^{(5)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Unsecuritized loans held for investment |  | 214,864 |  | 211,038 |  | 213,824 |  | 206,763 |  | 202,778 | 2 | 6 |
| Loans held in consolidated trusts |  | 29,438 |  | 29,550 |  | 31,762 |  | 31,256 |  | 31,825 | - | (8) |
| Total loans held for investment |  | 244,302 |  | 240,588 |  | 245,586 |  | 238,019 |  | 234,603 | 2 | 4 |
| Allowance for loan and lease losses |  | $(7,170)$ |  | $(6,984)$ |  | $(6,503)$ |  | $(6,258)$ |  | $(5,881)$ | 3 | 22 |
| Net loans held for investment |  | 237,132 |  | 233,604 |  | 239,083 |  | 231,761 |  | 228,722 | 2 | 4 |
| Loans held for sale, at lower of cost or fair value |  | 777 |  | 735 |  | 1,043 |  | 994 |  | 1,220 | 6 | (36) |
| Premises and equipment, net |  | 3,825 |  | 3,727 |  | 3,675 |  | 3,561 |  | 3,556 | 3 | 8 |
| Interest receivable |  | 1,346 |  | 1,368 |  | 1,351 |  | 1,251 |  | 1,236 | (2) | 9 |
| Goodwill |  | 14,524 |  | 14,521 |  | 14,519 |  | 14,493 |  | 14,495 | - | - |
| Other assets |  | 17,134 |  | 17,363 |  | 18,420 |  | 17,090 |  | 17,394 | (1) | (1) |
| Total assets | \$ | 350,593 | \$ | 348,549 | \$ | 357,033 | \$ | 345,061 | \$ | 339,117 | 1 | 3 |


| (Dollars in millions) | 2017 |  | 2017 |  | 2016 |  | $2016$ |  | $2016$ |  | 2017 Q2 vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest payable | \$ | 376 |  |  | \$ | 260 | \$ | 327 | \$ | 237 | \$ | 301 | 45\% | 25\% |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposits |  | 25,953 |  | 26,364 |  | 25,502 |  | 25,565 |  | 25,424 | (2) | 2 |
| Interest-bearing deposits |  | 213,810 |  | 214,818 |  | 211,266 |  | 200,416 |  | 195,635 | - | 9 |
| Total deposits |  | 239,763 |  | 241,182 |  | 236,768 |  | 225,981 |  | 221,059 | (1) | 8 |
| Securitized debt obligations |  | 18,358 |  | 18,528 |  | 18,826 |  | 18,411 |  | 16,130 | (1) | 14 |
| Other debt: |  |  |  |  |  |  |  |  |  |  |  |  |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 958 |  | 1,046 |  | 992 |  | 1,079 |  | 999 | (8) | (4) |
| Senior and subordinated notes |  | 28,478 |  | 26,405 |  | 23,431 |  | 24,001 |  | 21,872 | 8 | 30 |
| Other borrowings |  | 2,160 |  | 2,460 |  | 17,211 |  | 16,329 |  | 20,180 | (12) | (89) |
| Total other debt |  | 31,596 |  | 29,911 |  | 41,634 |  | 41,409 |  | 43,051 | 6 | (27) |
| Other liabilities |  | 11,363 |  | 10,628 |  | 11,964 |  | 10,810 |  | 10,468 | 7 | 9 |
| Total liabilities |  | 301,456 |  | 300,509 |  | 309,519 |  | 296,848 |  | 291,009 | - | 4 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | - | - |
| Common stock |  | 7 |  | 7 |  | 7 |  | 7 |  | 7 | - | - |
| Additional paid-in capital, net |  | 31,413 |  | 31,326 |  | 31,157 |  | 30,439 |  | 29,786 | - | 5 |
| Retained earnings |  | 31,086 |  | 30,326 |  | 29,766 |  | 29,245 |  | 28,479 | 3 | 9 |
| Accumulated other comprehensive income (loss) |  | (683) |  | (934) |  | (949) |  | 121 |  | 241 | (27) | ** |
| Treasury stock, at cost |  | $(12,686)$ |  | $(12,685)$ |  | $(12,467)$ |  | $(11,599)$ |  | $(10,405)$ | - | 22 |
| Total stockholders' equity |  | 49,137 |  | 48,040 |  | 47,514 |  | 48,213 |  | 48,108 | 2 | 2 |
| Total liabilities and stockholders' equity | \$ | 350,593 | \$ | 348,549 | \$ | 357,033 | \$ | 345,061 | \$ | 339,117 | 1 | 3 |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Table 5: Notes to Financial Summary, Selected Metrics and Consolidated Financial Statements (Tables 1-4)

 finance charges and fees and related losses.
${ }^{(2)}$ The provision (benefit) for mortgage representation and warranty losses included the following activity:

| (Dollars in millions) | Q2 |  |  | Q1 |  | Q4 | Q3 |  |  | Q2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision (benefit) for mortgage representation and warranty losses before income taxes: |  |  |  |  |  |  |  |  |  |  |
| Recorded in continuing operations | \$ | - | \$ | (25) | \$ | - | \$ | - | \$ | (1) |
| Recorded in discontinued operations |  | 6 |  | (67) |  | (2) |  | 18 |  | 2 |
| Total provision (benefit) for mortgage representation and warranty losses before income taxes | \$ | 6 | \$ | (92) | \$ | (2) | \$ | 18 | \$ | 1 |

The mortgage representation and warranty reserve was $\$ 521$ million as of June 30, 2017, $\$ 516$ million as of March 31, 2017, $\$ 630$ million as of December 31, 2016 , $\$ 632$ million as of September 30 , 2016 and $\$ 614$ million as of June 30, 2016.
 year-to-date total. We also provide adjusted diluted earnings per share, which is a non-GAAP measure. See "Table 15: Calculation of Regulatory Capital Measures and Reconciliation of Non-GAAP Measures" for additional information on our non-GAAP measures.
 and Reconciliation of Non-GAAP Measures" for additional information on non-GAAP measures.
 over the life of the loans (under the accounting standard formerly known as "SOP 03-3," or Accounting Standards Codification 310-30). These include certain of our consumer and commercial loans that were acquired through business combinations. The table below presents amounts related to PCI loans:

| (Dollars in millions) | $\begin{gathered} 2017 \\ \text { Q2 } \\ \hline \end{gathered}$ | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q4 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q3 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PCI loans: |  |  |  |  |  |
| Period-end unpaid principal balance | \$ 13,599 | \$ 14,838 | \$ 15,896 | \$ 17,011 | \$ 18,256 |
| Period-end loans held for investment | 12,895 | 14,102 | 15,071 | 16,149 | 17,358 |
| Average loans held for investment | 13,305 | 14,433 | 15,443 | 16,529 | 17,783 |

${ }^{(6)}$ Total net revenue margin is calculated based on annualized total net revenue for the period divided by average interest-earning assets for the period.
(7) Net interest margin is calculated based on annualized net interest income for the period divided by average interest-earning assets for the period.
 15: Calculation of Regulatory Capital Measures and Reconciliation of Non-GAAP Measures" for additional information on non-GAAP measures.
 preferred stock dividends, for the period, divided by average common equity for the period. Our calculation of return on average common equity may not be comparable to similarly-titled measures reported by other companies
 allocated to participating securities; (iii) less preferred stock dividends, for the period, divided by average tangible common equity for the period. Our calculation of ROTCE may not be comparable to similarlytitled measures reported by other companies. See "Table 15: Calculation of Regulatory Capital Measures and Reconciliation of Non-GAAP Measures" for additional information on non-GAAP measures.
 15: Calculation of Regulatory Capital Measures and Reconciliation of Non-GAAP Measures" for additional information on our non-GAAP measures.
${ }^{(12)}$ Net charge-off rate is calculated based on annualized net charge-offs for the period divided by average loans held for investment for the period.
 the calculation of each of these ratios.
 information on non-GAAP measures.
 Other to Service charges and other customer-related fees within Non-interest income, and a reclassification of certain system processing costs from Professional services to Communications and data processing

 current period presentation.

 data processing expense of $\$ 40$ million and $\$ 77$ million, respectively, with corresponding decreases to Professional services.
** Not meaningful.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 6: Average Balances, Net Interest Income and Net Interest Margin

|  | 2017 Q2 |  |  |  |  | 2017 Q1 |  |  |  |  | 2016 Q2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions, except as noted) | Average Balance |  | Interest Income/ Expense ${ }^{(1)}$ |  | $\begin{aligned} & \text { Yield/ } / \\ & \text { Rate }^{(1)} \end{aligned}$ | Average Balance |  | InterestIncome/Expense ${ }^{(1)}$ |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate }^{(1)} \end{aligned}$ | Average Balance |  | Interest Income/ Expense ${ }^{(1)}$ |  | $\begin{aligned} & \text { Yield/ } /{ }^{\text {Rate }^{(1)}} \end{aligned}$ |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans, including loans held for sale | \$ | 242,967 | \$ | 5,669 | 9.33\% | , | 242,249 | \$ | 5,626 | 9.29\% | \$ | 231,496 | \$ | 5,148 | 8.90\% |
| Investment securities |  | 68,857 |  | 433 | 2.52 |  | 68,418 |  | 416 | 2.43 |  | 65,754 |  | 405 | 2.46 |
| Cash equivalents and other |  | 6,254 |  | 26 | 1.66 |  | 7,691 |  | 28 | 1.46 |  | 5,514 |  | 18 | 1.31 |
| Total interest-earning assets | \$ | 318,078 | \$ | 6,128 | 7.71 | \$ | 318,358 | \$ | 6,070 | 7.63 | \$ | 302,764 | \$ | 5,571 | 7.36 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ | 214,412 | \$ | 382 | 0.71 | \$ | 212,973 | \$ | 353 | 0.66 | \$ | 195,641 | \$ | 292 | 0.60 |
| Securitized debt obligations |  | 18,400 |  | 82 | 1.78 |  | 17,176 |  | 69 | 1.61 |  | 15,226 |  | 47 | 1.23 |
| Senior and subordinated notes |  | 27,821 |  | 179 | 2.57 |  | 24,804 |  | 149 | 2.40 |  | 21,717 |  | 111 | 2.04 |
| Other borrowings and liabilities |  | 3,656 |  | 12 | 1.31 |  | 12,356 |  | 25 | 0.81 |  | 18,255 |  | 28 | 0.61 |
| Total interest-bearing liabilities | \$ | 264,289 | \$ | 655 | 0.99 | \$ | 267,309 | \$ | 596 | 0.89 | \$ | 250,839 | \$ | 478 | 0.76 |
| Net interest income/spread |  |  | \$ | 5,473 | 6.72 |  |  | \$ | 5,474 | 6.74 |  |  | \$ | 5,093 | 6.60 |
| Impact of non-interest-bearing funding |  |  |  |  | 0.16 |  |  |  |  | 0.14 |  |  |  |  | 0.13 |
| Net interest margin |  |  |  |  | 6.88\% |  |  |  |  | 6.88\% |  |  |  |  | 6.73\% |


| (Dollars in millions, except as noted) | Six Months Ended June 30, |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  | 2016 |  |  |  |  |
|  | Average Balance | Interest Income/ Expense ${ }^{(1)}$ |  | $\begin{aligned} & \text { Yield/ } /\left(\begin{array}{l} \text { Rate } \end{array}{ }^{(1)}\right. \end{aligned}$ | Average Balance |  | InterestIncome/Expense ${ }^{(1)}$ |  | $\begin{aligned} & \text { Yield/ } /{ }_{\text {Rate }}{ }^{(1)} \end{aligned}$ |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |
| Loans, including loans held for sale | \$ 242,610 | \$ | 11,295 | 9.31\% | \$ | 229,534 | \$ | 10,233 | 8.92\% |
| Investment securities | 68,637 |  | 849 | 2.47 |  | 65,455 |  | 820 | 2.51 |
| Cash equivalents and other | 6,968 |  | 54 | 1.55 |  | 6,117 |  | 35 | 1.14 |
| Total interest-earning assets | \$ 318,215 | \$ | 12,198 | 7.67 |  | 301,106 | \$ | 11,088 | 7.36 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ 213,696 | \$ | 735 | 0.69 | \$ | 194,883 | \$ | 575 | 0.59 |
| Securitized debt obligations | 17,791 |  | 151 | 1.70 |  | 15,293 |  | 95 | 1.24 |
| Senior and subordinated notes | 26,321 |  | 328 | 2.49 |  | 21,855 |  | 217 | 1.99 |
| Other borrowings and liabilities | 7,981 |  | 37 | 0.93 |  | 17,716 |  | 52 | 0.59 |
| Total interest-bearing liabilities | \$ 265,789 | \$ | 1,251 | 0.94 | \$ | 249,747 | \$ | 939 | 0.75 |
| Net interest income/spread |  | \$ | 10,947 | 6.73 |  |  | \$ | 10,149 | 6.61 |
| Impact of non-interest-bearing funding |  |  |  | 0.15 |  |  |  |  | 0.13 |
| Net interest margin |  |  |  | 6.88\% |  |  |  |  | 6.74\% |

[^1]CAPITAL ONE FINANCIAL CORPORATION (COF) Table 7: Loan Information and Performance Statistics

| (Dollars in millions, except as noted) | $\begin{gathered} 2017 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  | 2017 | 2016 |  | $\begin{gathered} \hline 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Loans Held For Investment (Period-End) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 92,866 |  |  | \$ | \$ 91,092 |  |  | \$ | 97,120 | \$ | 90,955 | \$ | 88,581 | 2\% | 5\% | \$ | 92,866 | \$ | 88,581 | 5\% |
| International card businesses |  | 8,724 |  | 8,121 |  | 8,432 |  | 8,246 |  |  |  | 8,323 | 7 | 5 |  | 8,724 |  | 8,323 | 5 |
| Total credit card |  | 101,590 |  | 99,213 |  | 105,552 |  | 99,201 |  | 96,904 | 2 | 5 |  | 101,590 |  | 96,904 | 5 |
| Consumer banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto |  | 51,765 |  | 49,771 |  | 47,916 |  | 46,311 |  | 44,502 | 4 | 16 |  | 51,765 |  | 44,502 | 16 |
| Home loan |  | 19,724 |  | 20,738 |  | 21,584 |  | 22,448 |  | 23,358 | (5) | (16) |  | 19,724 |  | 23,358 | (16) |
| Retail banking |  | 3,484 |  | 3,473 |  | 3,554 |  | 3,526 |  | 3,555 | - | (2) |  | 3,484 |  | 3,555 | (2) |
| Total consumer banking |  | 74,973 |  | 73,982 |  | 73,054 |  | 72,285 |  | 71,415 | 1 | 5 |  | 74,973 |  | 71,415 | 5 |
| Commercial banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and multifamily real estate |  | 27,428 |  | 27,218 |  | 26,609 |  | 26,507 |  | 26,341 | 1 | 4 |  | 27,428 |  | 26,341 | 4 |
| Commercial and industrial |  | 39,801 |  | 39,638 |  | 39,824 |  | 39,432 |  | 39,313 | - | 1 |  | 39,801 |  | 39,313 | 1 |
| Total commercial lending |  | 67,229 |  | 66,856 |  | 66,433 |  | 65,939 |  | 65,654 | 1 | 2 |  | 67,229 |  | 65,654 | 2 |
| Small-ticket commercial real estate |  | 443 |  | 464 |  | 483 |  | 518 |  | 548 | (5) | (19) |  | 443 |  | 548 | (19) |
| Total commercial banking |  | 67,672 |  | 67,320 |  | 66,916 |  | 66,457 |  | 66,202 | 1 | 2 |  | 67,672 |  | 66,202 | 2 |
| Other loans |  | 67 |  | 73 |  | 64 |  | 76 |  | 82 | (8) | (18) |  | 67 |  | 82 | (18) |
| Total loans held for investment | \$ | 244,302 |  | 240,588 | \$ | 245,586 | \$ | 238,019 | \$ | 234,603 | 2 | 4 | \$ | 244,302 | \$ | 234,603 | 4 |
| Loans Held For Investment (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 91,769 | \$ | - 93,034 | \$ | 92,623 | \$ | 89,763 | \$ | 85,981 | (1)\% | 7\% | \$ | 92,398 | \$ | 85,564 | 8\% |
| International card businesses |  | 8,274 |  | 8,135 |  | 8,168 |  | 8,253 |  | 8,401 | 2 | (2) |  | 8,205 |  | 8,120 | 1 |
| Total credit card |  | 100,043 |  | 101,169 |  | 100,791 |  | 98,016 |  | 94,382 | (1) | 6 |  | 100,603 |  | 93,684 | 7 |
| Consumer banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto |  | 50,803 |  | 48,673 |  | 47,126 |  | 45,355 |  | 43,605 | 4 | 17 |  | 49,743 |  | 42,784 | 16 |
| Home loan |  | 20,203 |  | 21,149 |  | 21,984 |  | 22,852 |  | 23,835 | (4) | (15) |  | 20,674 |  | 24,308 | (15) |
| Retail banking |  | 3,463 |  | 3,509 |  | 3,549 |  | 3,520 |  | 3,548 | (1) | (2) |  | 3,486 |  | 3,550 | (2) |
| Total consumer banking |  | 74,469 |  | 73,331 |  | 72,659 |  | 71,727 |  | 70,988 | 2 | 5 |  | 73,903 |  | 70,642 | 5 |
| Commercial banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and multifamily real estate |  | 27,401 |  | 26,587 |  | 26,445 |  | 26,154 |  | 25,661 | 3 | 7 |  | 26,997 |  | 25,338 | 7 |
| Commercial and industrial |  | 39,815 |  | 39,877 |  | 39,573 |  | 39,346 |  | 38,713 | - | 3 |  | 39,845 |  | 38,237 | 4 |
| Total commercial lending |  | 67,216 |  | 66,464 |  | 66,018 |  | 65,500 |  | 64,374 | 1 | 4 |  | 66,842 |  | 63,575 | 5 |
| Small-ticket commercial real estate |  | 453 |  | 474 |  | 497 |  | 534 |  | 564 | (4) | (20) |  | 463 |  | 581 | (20) |
| Total commercial banking |  | 67,669 |  | 66,938 |  | 66,515 |  | 66,034 |  | 64,938 | 1 | 4 |  | 67,305 |  | 64,156 | 5 |
| Other loans |  | 60 |  | 67 |  | 62 |  | 66 |  | 71 | (10) | (15) |  | 64 |  | 75 | (15) |
| Total average loans held for investment | \$ | 242,241 |  | 241,505 | \$ | 240,027 | \$ | 235,843 | \$ | 230,379 | - | 5 | \$ | 241,875 | \$ | 228,557 | 6 |


|  | $\begin{gathered} 2017 \\ \text { Q2 } \end{gathered}$ | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q4 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ | 2017 | 2016 | $\begin{gathered} \hline 2017 \text { vs. } \\ 2016 \\ \hline \end{gathered}$ |
| Net Charge-Off (Recovery) Rates |  |  |  |  |  |  |  |  |  |  |
| Credit card: |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | 5.11\% | 5.14\% | 4.66\% | 3.74\% | 4.07\% | (3)bps | 104bps | 5.12\% | 4.12\% | 100bps |
| International card businesses | 4.08 | 3.69 | 3.35 | 3.18 | 3.54 | 39 | 54 | 3.88 | 3.39 | 49 |
| Total credit card | 5.02 | 5.02 | 4.56 | 3.70 | 4.02 | - | 100 | 5.02 | 4.05 | 97 |
| Consumer banking: |  |  |  |  |  |  |  |  |  |  |
| Auto ${ }^{(1)}$ | 1.70 | 1.64 | 2.07 | 1.85 | 1.20 | 6 | 50 | 1.67 | 1.39 | 28 |
| Home loan | 0.04 | 0.03 | 0.08 | 0.03 | 0.09 | 1 | (5) | 0.03 | 0.07 | (4) |
| Retail banking | 1.71 | 1.92 | 1.73 | 1.75 | 1.26 | (21) | 45 | 1.81 | 1.31 | 50 |
| Total consumer banking ${ }^{(1)}$ | 1.25 | 1.19 | 1.45 | 1.26 | 0.83 | 6 | 42 | 1.22 | 0.93 | 29 |
| Commercial banking: |  |  |  |  |  |  |  |  |  |  |
| Commercial and multifamily real estate | 0.03 | - | (0.02) | 0.01 | (0.02) | ** | ** | 0.02 | (0.02) | ** |
| Commercial and industrial | 1.34 | 0.22 | 0.80 | 1.09 | 0.62 | 112 | 72 | 0.78 | 0.56 | 22 |
| Total commercial lending | 0.81 | 0.13 | 0.47 | 0.66 | 0.37 | 68 | 44 | 0.47 | 0.33 | 14 |
| Small-ticket commercial real estate | (0.22) | 1.05 | (0.02) | 0.74 | 0.33 | ** | ** | 0.43 | 0.23 | 20 |
| Total commercial banking | 0.80 | 0.14 | 0.47 | 0.66 | 0.37 | 66 | 43 | 0.47 | 0.33 | 14 |
| Total net charge-offs | 2.67 | 2.50 | 2.48 | 2.10 | 2.01 | 17 | 66 | 2.59 | 2.04 | 55 |
| 30+ Day Performing Delinquency Rates |  |  |  |  |  |  |  |  |  |  |
| Credit card: |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | 3.63\% | 3.71\% | 3.95\% | 3.68\% | 3.14\% | (8)bps | 49bps | 3.63\% | 3.14\% | 49bps |
| International card businesses | 3.28 | 3.39 | 3.36 | 3.33 | 3.24 | (11) | 4 | 3.28 | 3.24 | 4 |
| Total credit card | 3.60 | 3.68 | 3.91 | 3.65 | 3.15 | (8) | 45 | 3.60 | 3.15 | 45 |
| Consumer banking: |  |  |  |  |  |  |  |  |  |  |
| Auto | 5.40 | 5.03 | 6.12 | 5.67 | 5.59 | 37 | (19) | 5.40 | 5.59 | (19) |
| Home loan | 0.14 | 0.15 | 0.20 | 0.19 | 0.14 | (1) | - | 0.14 | 0.14 | - |
| Retail banking | 0.54 | 0.59 | 0.70 | 0.59 | 0.62 | (5) | (8) | 0.54 | 0.62 | (8) |
| Total consumer banking | 3.79 | 3.45 | 4.10 | 3.72 | 3.56 | 34 | 23 | 3.79 | 3.56 | 23 |
| Nonperforming Loans and Nonperforming Assets Rates ${ }^{(2)(3)}$ |  |  |  |  |  |  |  |  |  |  |
| Credit card: |  |  |  |  |  |  |  |  |  |  |
| International card businesses | 0.37\% | 0.47\% | 0.50\% | 0.53\% | 0.53\% | (10) bps | (16)bps | 0.37\% | 0.53\% | (16)bps |
| Total credit card | 0.03 | 0.04 | 0.04 | 0.04 | 0.05 | (1) | (2) | 0.03 | 0.05 | (2) |
| Consumer banking: |  |  |  |  |  |  |  |  |  |  |
| Auto | 0.53 | 0.36 | 0.47 | 0.43 | 0.38 | 17 | 15 | 0.53 | 0.38 | 15 |
| Home loan | 1.31 | 1.27 | 1.26 | 1.23 | 1.24 | 4 | 7 | 1.31 | 1.24 | 7 |
| Retail banking | 0.96 | 0.82 | 0.86 | 1.05 | 0.89 | 14 | 7 | 0.96 | 0.89 | 7 |
| Total consumer banking | 0.75 | 0.64 | 0.72 | 0.71 | 0.69 | 11 | 6 | 0.75 | 0.69 | 6 |
| Commercial banking: |  |  |  |  |  |  |  |  |  |  |
| Commercial and multifamily real estate | 0.13 | 0.13 | 0.11 | 0.08 | 0.10 | - | 3 | 0.13 | 0.10 | 3 |
| Commercial and industrial | 1.62 | 2.02 | 2.48 | 2.44 | 2.58 | (40) | (96) | 1.62 | 2.58 | (96) |
| Total commercial lending | 1.01 | 1.25 | 1.53 | 1.49 | 1.59 | (24) | (58) | 1.01 | 1.59 | (58) |
| Small-ticket commercial real estate | 1.89 | 1.65 | 0.85 | 2.13 | 1.59 | 24 | 30 | 1.89 | 1.59 | 30 |
| Total commercial banking | 1.01 | 1.25 | 1.53 | 1.50 | 1.59 | (24) | (58) | 1.01 | 1.59 | (58) |
| Total nonperforming loans | 0.53 | 0.57 | 0.65 | 0.66 | 0.68 | (4) | (15) | 0.53 | 0.68 | (15) |
| Total nonperforming assets | 0.60 | 0.66 | 0.76 | 0.77 | 0.80 | (6) | (20) | 0.60 | 0.80 | (20) |
|  |  | 12 |  |  |  |  |  |  |  |  |

CAPITAL ONE FINANCIAL CORPORATION (COF)
Table 8: Allowance for Loan and Lease Losses and Reserve for Unfunded Lending Commitments Activity

| (Dollars in millions) | Three Months Ended June 30, 2017 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credit Card |  |  |  |  | Consumer Banking |  |  |  |  |  |  |  | CommercialBanking |  | Other ${ }^{(4)}$ |  | Total |
|  | $\begin{aligned} & \text { Domestic } \\ & \text { Card } \end{aligned}$ | International Card Businesses |  | Total Credit Card |  | Auto |  | Home Loan |  | Retail Banking |  | TotalConsumerBanking |  |  |  |  |  |  |
| Allowance for loan and lease losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of March 31, 2017 | \$ 4,670 | \$ | 388 |  | 5,058 | \$ | 1,028 | \$ | 60 | \$ | 75 | \$ | 1,163 | \$ | 761 | \$ | 2 | \$ 6,984 |
| Charge-offs | $(1,454)$ |  | (118) |  | $(1,572)$ |  | (369) |  | (3) |  | (18) |  | (390) |  | (140) |  | - | $(2,102)$ |
| Recoveries | 282 |  | 34 |  | 316 |  | 154 |  | 1 |  | 3 |  | 158 |  | 4 |  | 6 | 484 |
| Net charge-offs | $(1,172)$ |  | (84) |  | $(1,256)$ |  | (215) |  | (2) |  | (15) |  | (232) |  | (136) |  | 6 | $(1,618)$ |
| Provision (benefit) for loan and lease losses | 1,327 |  | 70 |  | 1,397 |  | 253 |  | 1 |  | 14 |  | 268 |  | 141 |  | (5) | 1,801 |
| Allowance build (release) for loan and lease losses | 155 |  | (14) |  | 141 |  | 38 |  | (1) |  | (1) |  | 36 |  | 5 |  | 1 | 183 |
| Other changes ${ }^{(5)}$ | - |  | 11 |  | 11 |  | - |  | - |  | - |  | - |  | (8) |  | - | 3 |
| Balance as of June 30, 2017 | 4,825 |  | 385 |  | 5,210 |  | 1,066 |  | 59 |  | 74 |  | 1,199 |  | 758 |  | 3 | 7,170 |
| Reserve for unfunded lending commitments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of March 31, 2017 | - |  | - |  | - |  | - |  | - |  | 7 |  | 7 |  | 133 |  | - | 140 |
| Benefit for losses on unfunded lending commitments | - |  | - |  | - |  | - |  | - |  | - |  | - |  | (1) |  | - | (1) |
| Balance as of June 30, 2017 | - |  | - |  | - |  | - |  | - |  | 7 |  | 7 |  | 132 |  | - | 139 |
| Combined allowance and reserve as of June 30, 2017 | \$ 4,825 | \$ | 385 | \$ | 5,210 | \$ | 1,066 | \$ | 59 | \$ | 81 | \$ | 1,206 | \$ | 890 | \$ | 3 | \$ 7,309 |
|  | Six Months Ended June 30, 2017 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Credit Card |  |  |  |  | Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| (Dollars in millions) | $\begin{gathered} \text { Domestic } \\ \text { Card } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { tional } \\ & \text { rd } \\ & \text { esses } \\ & \hline \end{aligned}$ |  | Total Credit Card |  | Auto |  |  |  |  |  | otal sumer nking |  | ercial <br> ing |  |  | Total |
| Allowance for loan and lease losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2016 | \$ 4,229 | \$ | 377 |  | 4,606 | \$ | 957 | \$ | 65 | \$ | 80 | \$ | 1,102 | \$ | 793 | \$ | 2 | \$ 6,503 |
| Charge-offs | $(2,938)$ |  | (235) |  | $(3,173)$ |  | (708) |  | (7) |  | (39) |  | (754) |  | (166) |  | - | $(4,093)$ |
| Recoveries | 570 |  | 76 |  | 646 |  | 294 |  | 3 |  | 7 |  | 304 |  | 7 |  | 8 | 965 |
| Net charge-offs | $(2,368)$ |  | (159) |  | $(2,527)$ |  | (414) |  | (4) |  | (32) |  | (450) |  | (159) |  | 8 | $(3,128)$ |
| Provision (benefit) for loan and lease losses | 2,964 |  | 150 |  | 3,114 |  | 523 |  | (2) |  | 26 |  | 547 |  | 135 |  | (7) | 3,789 |
| Allowance build (release) for loan and lease losses | 596 |  | (9) |  | 587 |  | 109 |  | (6) |  | (6) |  | 97 |  | (24) |  | 1 | 661 |
| Other changes ${ }^{(5)}$ | - |  | 17 |  | 17 |  | - |  | - |  | - |  | - |  | (11) |  | - | 6 |
| Balance as of June 30, 2017 | 4,825 |  | 385 |  | 5,210 |  | 1,066 |  | 59 |  | 74 |  | 1,199 |  | 758 |  | 3 | 7,170 |
| Reserve for unfunded lending commitments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance as of December 31, 2016 | - |  | - |  | - |  | - |  | - |  | 7 |  | 7 |  | 129 |  | - | 136 |
| Provision for losses on unfunded lending commitments | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 3 |  | - | 3 |
| Balance as of June 30, 2017 | - |  | - |  | - |  | - |  | - |  | 7 |  | 7 |  | 132 |  | - | 139 |
| Combined allowance and reserve as of June 30, 2017 | \$ 4,825 | \$ | 385 |  | 5,210 | \$ | 1,066 | \$ | 59 | \$ | 81 | \$ | 1,206 | \$ | 890 | \$ | 3 | \$ 7,309 |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Table 9: Financial Summary-Business Segment Results

| (Dollars in millions) | Three Months Ended June 30, 2017 |  |  |  |  |  |  |  |  |  | Months Ended June 30, 2017 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credit <br> Card |  | Consumer Banking |  | Commercial Banking |  | Other |  | Total |  | Credit <br> Card |  | Consumer Banking |  | Commercial Banking |  | Other |  | Total |  |
| Net interest income | \$ | 3,294 | \$ | 1,578 | \$ | 569 | \$ | 32 | \$ | 5,473 | \$ | 6,640 | \$ | 3,095 | \$ | 1,135 | \$ | 77 | \$ | 10,947 |
| Non-interest income |  | 875 |  | 183 |  | 183 |  | (10) |  | 1,231 |  | 1,613 |  | 378 |  | 341 |  | (40) |  | 2,292 |
| Total net revenue ${ }^{(6)}$ |  | 4,169 |  | 1,761 |  | 752 |  | 22 |  | 6,704 |  | 8,253 |  | 3,473 |  | 1,476 |  | 37 |  | 13,239 |
| Provision (benefit) for credit losses |  | 1,397 |  | 268 |  | 140 |  | (5) |  | 1,800 |  | 3,114 |  | 547 |  | 138 |  | (7) |  | 3,792 |
| Non-interest expense |  | 1,918 |  | 1,059 |  | 381 |  | 56 |  | 3,414 |  | 3,847 |  | 2,101 |  | 772 |  | 128 |  | 6,848 |
| Income (loss) from continuing operations before income taxes |  | 854 |  | 434 |  | 231 |  | (29) |  | 1,490 |  | 1,292 |  | 825 |  | 566 |  | (84) |  | 2,599 |
| Income tax provision (benefit) |  | 301 |  | 158 |  | 85 |  | (101) |  | 443 |  | 468 |  | 301 |  | 207 |  | (219) |  | 757 |
| Income from continuing operations, net of tax | \$ | 553 | \$ | 276 | \$ | 146 | \$ | 72 | \$ | 1,047 | \$ | 824 | \$ | 524 | \$ | 359 | \$ | 135 | \$ | 1,842 |


| (Dollars in millions) | Three Months Ended March 31, 2017 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credit Card |  | Consumer Banking |  | Commercial Banking |  | Other |  | Total |  |
| Net interest income | \$ | 3,346 | \$ | 1,517 | \$ | 566 | \$ | 45 | \$ | 5,474 |
| Non-interest income |  | 738 |  | 195 |  | 158 |  | (30) |  | 1,061 |
| Total net revenue ${ }^{(6)}$ |  | 4,084 |  | 1,712 |  | 724 |  | 15 |  | 6,535 |
| Provision (benefit) for credit losses |  | 1,717 |  | 279 |  | (2) |  | (2) |  | 1,992 |
| Non-interest expense |  | 1,929 |  | 1,042 |  | 391 |  | 72 |  | 3,434 |
| Income (loss) from continuing operations before income taxes |  | 438 |  | 391 |  | 335 |  | (55) |  | 1,109 |
| Income tax provision (benefit) |  | 167 |  | 143 |  | 122 |  | (118) |  | 314 |
| Income from continuing operations, net of tax | \$ | 271 | \$ | 248 | \$ | 213 | \$ | 63 | \$ | 795 |


| (Dollars in millions) | Three Months Ended June 30, 2016 |  |  |  |  |  |  |  |  |  | Six Months Ended June 30, 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credit Card |  | Consumer Banking |  | $\begin{gathered} \text { Commercial } \\ \text { Banking } \\ \hline \end{gathered}$ |  | Other |  | Total |  | Credit Card |  | Consumer Banking |  | $\begin{gathered} \text { Commercial } \\ \text { Banking } \\ \hline \end{gathered}$ |  | Other |  | Total |  |
| Net interest income | \$ | 3,045 | \$ | 1,439 | \$ | 559 | \$ | 50 | \$ | 5,093 | \$ | 6,078 | \$ | 2,859 | \$ | 1,096 | \$ | 116 | \$ | 10,149 |
| Non-interest income |  | 859 |  | 175 |  | 129 |  | (2) |  | 1,161 |  | 1,706 |  | 366 |  | 247 |  | 6 |  | 2,325 |
| Total net revenue ${ }^{(6)}$ |  | 3,904 |  | 1,614 |  | 688 |  | 48 |  | 6,254 |  | 7,784 |  | 3,225 |  | 1,343 |  | 122 |  | 12,474 |
| Provision (benefit) for credit losses |  | 1,261 |  | 204 |  | 128 |  | (1) |  | 1,592 |  | 2,332 |  | 434 |  | 356 |  | (3) |  | 3,119 |
| Non-interest expense |  | 1,883 |  | 1,006 |  | 343 |  | 63 |  | 3,295 |  | 3,746 |  | 1,996 |  | 665 |  | 111 |  | 6,518 |
| Income (loss) from continuing operations before income taxes |  | 760 |  | 404 |  | 217 |  | (14) |  | 1,367 |  | 1,706 |  | 795 |  | 322 |  | 14 |  | 2,837 |
| Income tax provision (benefit) |  | 276 |  | 147 |  | 79 |  | (78) |  | 424 |  | 613 |  | 289 |  | 117 |  | (143) |  | 876 |
| Income from continuing operations, net of tax | \$ | 484 | \$ | 257 | \$ | 138 | \$ | 64 | \$ | 943 | \$ | 1,093 | \$ | 506 | \$ | 205 | \$ | 157 | \$ | 1,961 |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 10: Financial \& Statistical Summary-Credit Card Business

|  | $\begin{gathered} 2017 \\ \text { Q2 } \end{gathered}$ |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions, except as noted) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |  | 2017 | 2016 |  | $\begin{gathered} 2017 \text { vs. } \\ 2016 \\ \hline \end{gathered}$ |
| Credit Card |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 3,294 |  |  | \$ | 3,346 |  |  | \$ | 3,353 | \$ | 3,204 | \$ | 3,045 | (2)\% | 8\% | \$ | 6,640 | \$ | 6,078 | 9\% |
| Non-interest income |  | 875 |  | 738 |  | 849 |  | 825 |  |  |  | 859 | 19 | 2 |  | 1,613 |  | 1,706 | (5) |
| Total net revenue |  | 4,169 |  | 4,084 |  | 4,202 |  | 4,029 |  | 3,904 | 2 | 7 |  | 8,253 |  | 7,784 | 6 |
| Provision for credit losses |  | 1,397 |  | 1,717 |  | 1,322 |  | 1,272 |  | 1,261 | (19) | 11 |  | 3,114 |  | 2,332 | 34 |
| Non-interest expense |  | 1,918 |  | 1,929 |  | 2,073 |  | 1,884 |  | 1,883 | (1) | 2 |  | 3,847 |  | 3,746 | 3 |
| Income from continuing operations before income taxes |  | 854 |  | 438 |  | 807 |  | 873 |  | 760 | 95 | 12 |  | 1,292 |  | 1,706 | (24) |
| Income tax provision |  | 301 |  | 167 |  | 295 |  | 318 |  | 276 | 80 | 9 |  | 468 |  | 613 | (24) |
| Income from continuing operations, net of tax | \$ | 553 | \$ | 271 | \$ | \$ 512 | \$ | 555 | \$ | 484 | 104 | 14 | \$ | 824 | \$ | 1,093 | (25) |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end loans held for investment |  | 01,590 |  | 99,213 |  | \$105,552 |  | 99,201 |  | 96,904 | 2 | 5 |  | 101,590 | \$ | 96,904 | 5 |
| Average loans held for investment |  | 100,043 |  | 101,169 |  | 100,791 |  | 98,016 |  | 94,382 | (1) | 6 |  | 100,603 |  | 93,684 | 7 |
| Average yield on loans held for investment ${ }^{(7)}$ |  | 15.14\% |  | 14.99\% |  | 14.93\% |  | 14.68\% |  | 14.49\% | 15bps | 65 bps |  | 15.06\% |  | 14.55\% | 51 bps |
| Total net revenue margin ${ }^{(8)}$ |  | 16.67 |  | 16.14 |  | 16.68 |  | 16.44 |  | 16.55 | 53 | 12 |  | 16.41 |  | 16.62 | (21) |
| Net charge-off rate |  | 5.02 |  | 5.02 |  | 4.56 |  | 3.70 |  | 4.02 | - | 100 |  | 5.02 |  | 4.05 | 97 |
| $30+$ day performing delinquency rate |  | 3.60 |  | 3.68 |  | 3.91 |  | 3.65 |  | 3.15 | (8) | 45 |  | 3.60 |  | 3.15 | 45 |
| $30+$ day delinquency rate |  | 3.62 |  | 3.71 |  | 3.94 |  | 3.69 |  | 3.18 | (9) | 44 |  | 3.62 |  | 3.18 | 44 |
| Nonperforming loan rate ${ }^{(2)}$ |  | 0.03 |  | 0.04 |  | 0.04 |  | 0.04 |  | 0.05 | (1) | (2) |  | 0.03 |  | 0.05 | (2) |
| PCCR intangible amortization | \$ | 44 | \$ | 44 | \$ | \$ 58 | \$ | 62 | \$ | 67 | - | (34)\% | \$ | 88 | \$ | 137 | (36)\% |
| Purchase volume ${ }^{(9)}$ |  | 83,079 |  | 73,197 |  | 82,824 |  | 78,106 |  | 78,019 | 14\% | 6 |  | 156,276 |  | 146,208 | 7 |



## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 11: Financial \& Statistical Summary-Consumer Banking Business

| (Dollars in millions, except as noted) | $\begin{gathered} 2017 \\ \text { Q2 } \end{gathered}$ |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  | 2017 |  |  |  | 2016 | $\begin{gathered} 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 1,578 |  |  | \$ | 1,517 |  |  | \$ | 1,498 | \$ | 1,472 | \$ | 1,439 | 4\% | 10\% | \$ | 3,095 | \$ | 2,859 | 8\% |
| Non-interest income |  | 183 |  | 195 |  | 166 |  | 201 |  | 175 | (6) | 5 |  | 378 |  | 366 | 3 |
| Total net revenue |  | 1,761 |  | 1,712 |  | 1,664 |  | 1,673 |  | 1,614 | 3 | 9 |  | 3,473 |  | 3,225 | 8 |
| Provision for credit losses |  | 268 |  | 279 |  | 365 |  | 256 |  | 204 | (4) | 31 |  | 547 |  | 434 | 26 |
| Non-interest expense |  | 1,059 |  | 1,042 |  | 1,109 |  | 1,034 |  | 1,006 | 2 | 5 |  | 2,101 |  | 1,996 | 5 |
| Income from continuing operations before income taxes |  | 434 |  | 391 |  | 190 |  | 383 |  | 404 | 11 | 7 |  | 825 |  | 795 | 4 |
| Income tax provision |  | 158 |  | 143 |  | 70 |  | 139 |  | 147 | 10 | 7 |  | 301 |  | 289 | 4 |
| Income from continuing operations, net of tax | \$ | 276 | \$ | 248 | \$ | 120 | \$ | 244 | \$ | 257 | 11 | 7 | \$ | 524 | \$ | 506 | 4 |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end loans held for investment | \$ | 74,973 | \$ | 73,982 | \$ | 73,054 | \$ | 72,285 |  | 71,415 | 1 | 5 | \$ | 74,973 | \$ | 71,415 | 5 |
| Average loans held for investment |  | 74,469 |  | 73,331 |  | 72,659 |  | 71,727 |  | 70,988 | 2 | 5 |  | 73,903 |  | 70,642 | 5 |
| Average yield on loans held for investment ${ }^{(7)}$ |  | 6.56\% |  | 6.48\% |  | 6.50\% |  | 6.41\% |  | 6.28\% | 8bps | 28bps |  | 6.52\% |  | 6.23\% | 29bps |
| Auto loan originations | \$ | 7,453 | \$ | 7,025 | \$ | 6,542 | \$ | 6,804 |  | 6,529 | 6\% | 14\% | \$ | 14,478 | \$ | 12,373 | 17\% |
| Period-end deposits |  | 186,607 |  | 188,216 |  | 181,917 |  | 178,793 |  | 176,340 | (1) | 6 |  | 186,607 |  | 176,340 | 6 |
| Average deposits |  | 186,989 |  | 183,936 |  | 180,019 |  | 177,402 |  | 176,808 | 2 | 6 |  | 185,471 |  | 175,531 | 6 |
| Average deposits interest rate |  | 0.59\% |  | 0.57\% |  | 0.57\% |  | 0.56\% |  | 0.55\% | 2 bps | 4bps |  | 0.58\% |  | 0.54\% | 4 bps |
| Net charge-off rate ${ }^{(1)}$ |  | 1.25 |  | 1.19 |  | 1.45 |  | 1.26 |  | 0.83 | 6 | 42 |  | 1.22 |  | 0.93 | 29 |
| $30+$ day performing delinquency rate |  | 3.79 |  | 3.45 |  | 4.10 |  | 3.72 |  | 3.56 | 34 | 23 |  | 3.79 |  | 3.56 | 23 |
| $30+$ day delinquency rate |  | 4.33 |  | 3.93 |  | 4.67 |  | 4.26 |  | 4.07 | 40 | 26 |  | 4.33 |  | 4.07 | 26 |
| Nonperforming loan rate ${ }^{(2)}$ |  | 0.75 |  | 0.64 |  | 0.72 |  | 0.71 |  | 0.69 | 11 | 6 |  | 0.75 |  | 0.69 | 6 |
| Nonperforming asset rate ${ }^{(3)}$ |  | 0.96 |  | 0.92 |  | 1.09 |  | 0.98 |  | 0.96 | 4 | - |  | 0.96 |  | 0.96 | - |
| Auto-At origination FICO scores: ${ }^{(11)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Greater than 660 |  | 51\% |  | 51\% |  | 52\% |  | 51\% |  | 51\% | - | - |  | 51\% |  | 51\% | - |
| 621-660 |  | 18 |  | 18 |  | 17 |  | 17 |  | 17 | - | 1\% |  | 18 |  | 17 | 1\% |
| 620 or below |  | 31 |  | 31 |  | 31 |  | 32 |  | 32 | - | (1) |  | 31 |  | 32 | (1) |
| Total |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  |  |  | 100\% |  | 100\% |  |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

Table 12: Financial \& Statistical Summary-Commercial Banking Business

|  | $2017$ |  | $2017$ |  | $2016$ |  | $2016$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions, except as noted) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  | 2017 |  |  |  | 2016 | $\begin{gathered} 2017 \text { vs. } \\ 2016 \end{gathered}$ |
| Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 569 |  |  | \$ | 566 |  |  | \$ | 565 | \$ | 555 | \$ | 559 | 1\% | 2\% | \$ | 1,135 | \$ | 1,096 | 4\% |
| Non-interest income |  | 183 |  | 158 |  | 175 |  | 156 |  | 129 | 16 | 42 |  | 341 |  | 247 | 38 |
| Total net revenue ${ }^{(6)}$ |  | 752 |  | 724 |  | 740 |  | 711 |  | 688 | 4 | 9 |  | 1,476 |  | 1,343 | 10 |
| Provision (benefit) for credit losses |  | 140 |  | (2) |  | 66 |  | 61 |  | 128 | ** | 9 |  | 138 |  | 356 | (61) |
| Non-interest expense |  | 381 |  | 391 |  | 393 |  | 349 |  | 343 | (3) | 11 |  | 772 |  | 665 | 16 |
| Income from continuing operations before income taxes |  | 231 |  | 335 |  | 281 |  | 301 |  | 217 | (31) | 6 |  | 566 |  | 322 | 76 |
| Income tax provision |  | 85 |  | 122 |  | 102 |  | 110 |  | 79 | (30) | 8 |  | 207 |  | 117 | 77 |
| Income from continuing operations, net of tax | \$ | 146 | \$ | 213 | \$ | 179 | \$ | 191 | \$ | 138 | (31) | 6 | \$ | 359 | \$ | 205 | 75 |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end loans held for investment |  | 67,672 | \$ | 67,320 | \$ | 66,916 |  | 66,457 | \$ | 66,202 | 1 | 2 |  | 67,672 | \$ | 66,202 | 2 |
| Average loans held for investment |  | 67,669 |  | 66,938 |  | 66,515 |  | 66,034 |  | 64,938 | 1 | 4 |  | 67,305 |  | 64,156 | 5 |
| Average yield on loans held for investment ${ }^{(6)(7)}$ |  | 3.81\% |  | 3.65\% |  | 3.55\% |  | 3.50\% |  | 3.45\% | 16bps | 36bps |  | 3.73\% |  | 3.42\% | 31 bps |
| Period-end deposits |  | 33,153 | \$ | 33,735 | \$ | 33,866 |  | 33,611 | \$ | 34,281 | (2)\% | (3)\% |  | 33,153 | \$ | 34,281 | (3)\% |
| Average deposits |  | 34,263 |  | 34,219 |  | 34,029 |  | 33,498 |  | 33,764 | - | 1 |  | 34,241 |  | 33,920 | 1 |
| Average deposits interest rate |  | 0.36\% |  | 0.31\% |  | 0.30\% |  | 0.30\% |  | 0.27\% | 5bps | 9 bps |  | 0.34\% |  | 0.27\% | 7bps |
| Net charge-off rate |  | 0.80 |  | 0.14 |  | 0.47 |  | 0.66 |  | 0.37 | 66 | 43 |  | 0.47 |  | 0.33 | 14 |
| Nonperforming loan rate ${ }^{(2)}$ |  | 1.01 |  | 1.25 |  | 1.53 |  | 1.50 |  | 1.59 | (24) | (58) |  | 1.01 |  | 1.59 | (58) |
| Nonperforming asset rate ${ }^{(3)}$ |  | 1.04 |  | 1.27 |  | 1.54 |  | 1.51 |  | 1.60 | (23) | (56) |  | 1.04 |  | 1.60 | (56) |
| Risk category ${ }^{(12)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noncriticized |  | 63,802 | \$ | 63,390 | \$ | 62,828 |  | 62,336 | \$ | 61,926 | 1\% | 3\% |  | 63,802 | \$ | 61,926 | 3\% |
| Criticized performing |  | 2,660 |  | 2,492 |  | 2,453 |  | 2,473 |  | 2,456 | 7 | 8 |  | 2,660 |  | 2,456 | 8 |
| Criticized nonperforming |  | 686 |  | 844 |  | 1,022 |  | 994 |  | 1,050 | (19) | (35) |  | 686 |  | 1,050 | (35) |
| PCI loans |  | 524 |  | 594 |  | 613 |  | 654 |  | 770 | (12) | (32) |  | 524 |  | 770 | (32) |
| Total commercial loans |  | 67,672 | \$ | 67,320 | \$ | 66,916 |  | 66,457 | \$ | 66,202 | 1 | 2 |  | 67,672 | \$ | 66,202 | 2 |
| Risk category as a percentage of period-end loans held for investment: ${ }^{(12)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noncriticized |  | 94.3\% |  | 94.2\% |  | 93.9\% |  | 93.8\% |  | 93.5\% | 10bps | 80bps |  | 94.3\% |  | 93.5\% | 80bps |
| Criticized performing |  | 3.9 |  | 3.7 |  | 3.7 |  | 3.7 |  | 3.7 | 20 | 20 |  | 3.9 |  | 3.7 | 20 |
| Criticized nonperforming |  | 1.0 |  | 1.2 |  | 1.5 |  | 1.5 |  | 1.6 | (20) | (60) |  | 1.0 |  | 1.6 | (60) |
| PCI loans |  | 0.8 |  | 0.9 |  | 0.9 |  | 1.0 |  | 1.2 | (10) | (40) |  | 0.8 |  | 1.2 | (40) |
| Total commercial loans |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  |  |  | 100.0\% |  | 100.0\% |  |

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## Table 13: Financial \& Statistical Summary-Other and Total

|  | $\begin{gathered} 2017 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | 2017 Q2 vs. |  | Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) |  |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ | $\begin{gathered} 2016 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |  |  | 2017 |  |  |  | 2016 | $\begin{gathered} \hline 2017 \text { vs. } \\ 2016 \\ \hline \end{gathered}$ |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 32 |  |  | \$ | \$ 45 |  |  | \$ | 31 | \$ | 46 | \$ | 50 | (29)\% | (36)\% | \$ | 77 | \$ | 116 | (34)\% |
| Non-interest income |  | (10) |  | (30) |  | (71) |  | 2 |  | (2) | (67) | ** |  | (40) |  | 6 | ** |
| Total net revenue (loss) ${ }^{(6)}$ |  | 22 |  | 15 |  | (40) |  | 48 |  | 48 | 47 | (54) |  | 37 |  | 122 | (70) |
| Benefit for credit losses |  | (5) |  | (2) |  | (1) |  | (1) |  | (1) | 150 | ** |  | (7) |  | (3) | 133 |
| Non-interest expense |  | 56 |  | 72 |  | 104 |  | 94 |  | 63 | (22) | (11) |  | 128 |  | 111 | 15 |
| Income (loss) from continuing operations before income taxes |  | (29) |  | (55) |  | (143) |  | (45) |  | (14) | (47) | 107 |  | (84) |  | 14 | ** |
| Income tax benefit |  | (101) |  | (118) |  | (125) |  | (71) |  | (78) | (14) | 29 |  | (219) |  | (143) | 53 |
| Income (loss) from continuing operations, net of tax | \$ | 72 | \$ | \$ 63 | \$ | (18) | \$ | 26 | \$ | 64 | 14 | 13 | \$ | 135 | \$ | 157 | (14) |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end loans held for investment | \$ | 67 | \$ | \$ 73 | \$ | 64 | \$ | 76 | \$ | 82 | (8) | (18) | \$ | 67 | \$ | 82 | (18) |
| Average loans held for investment |  | 60 |  | 67 |  | 62 |  | 66 |  | 71 | (10) | (15) |  | 64 |  | 75 | (15) |
| Period-end deposits |  | 20,003 |  | 19,231 |  | 20,985 |  | 13,577 |  | 10,438 | 4 | 92 |  | 20,003 |  | 10,438 | 92 |
| Average deposits |  | 19,298 |  | 20,395 |  | 18,156 |  | 11,351 |  | 10,574 | (5) | 83 |  | 19,843 |  | 10,712 | 85 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 5,473 | \$ | 5,474 |  | 5,447 | \$ | 5,277 |  | 5,093 | - | 7\% | \$ | 10,947 | \$ | 10,149 | 8\% |
| Non-interest income |  | 1,231 |  | 1,061 |  | 1,119 |  | 1,184 |  | 1,161 | 16\% | 6 |  | 2,292 |  | 2,325 | (1) |
| Total net revenue |  | 6,704 |  | 6,535 |  | 6,566 |  | 6,461 |  | 6,254 | 3 | 7 |  | 13,239 |  | 12,474 | 6 |
| Provision for credit losses |  | 1,800 |  | 1,992 |  | 1,752 |  | 1,588 |  | 1,592 | (10) | 13 |  | 3,792 |  | 3,119 | 22 |
| Non-interest expense |  | 3,414 |  | 3,434 |  | 3,679 |  | 3,361 |  | 3,295 | (1) | 4 |  | 6,848 |  | 6,518 | 5 |
| Income from continuing operations before income taxes |  | 1,490 |  | 1,109 |  | 1,135 |  | 1,512 |  | 1,367 | 34 | 9 |  | 2,599 |  | 2,837 | (8) |
| Income tax provision |  | 443 |  | 314 |  | 342 |  | 496 |  | 424 | 41 | 4 |  | 757 |  | 876 | (14) |
| Income from continuing operations, net of tax | \$ | 1,047 | \$ | \$ 795 | \$ | 793 | \$ | 1,016 | \$ | 943 | 32 | 11 | \$ | 1,842 | \$ | 1,961 | (6) |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end loans held for investment |  | 244,302 |  | 240,588 |  | 245,586 |  | 238,019 |  | 234,603 | 2 | 4 |  | 244,302 |  | 34,603 | 4 |
| Average loans held for investment |  | 242,241 |  | 241,505 |  | 240,027 |  | 235,843 |  | 230,379 | - | 5 |  | 241,875 |  | 28,557 | 6 |
| Period-end deposits |  | 239,763 |  | 241,182 |  | 236,768 |  | 225,981 |  | 221,059 | (1) | 8 |  | 239,763 |  | 21,059 | 8 |
| Average deposits |  | 240,550 |  | 238,550 |  | 232,204 |  | 222,251 |  | 221,146 | 1 | 9 |  | 239,555 |  | 20,163 | 9 |

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Table 14: Notes to Loan, Allowance and Business Segment Disclosures (Tables 7—13)

${ }^{(1)}$ In Q2 2017, we implemented changes in our charge-off practices for certain consumer banking loans. The Q2 2017 Auto net charge-offs amount includes approximately $\$ 48$ million associated with implementing these changes, with an impact to the net charge-off rate of 38 basis points and 19 basis points for the three and six months ended June 30, 2017, respectively. Excluding this impact, the Auto net charge-off rate in those periods would have been $1.32 \%$ and $1.48 \%$, respectively. The impact to the Consumer Banking net charge-off rate was 26 basis points and 13 basis points for the three and six months ended June 30,2017 , respectively. Excluding this impact, the Consumer Banking net charge-off rate in those periods would have been $0.99 \%$ and $1.09 \%$, respectively
(ther ("REO") and other foreclosed assets. The total nonperforming asset rate is calculated based on total nonperforming assets divided by the combined period-end total loans held for investment, REO and other foreclosed assets. Prior to Q4 2016, the nonperforming asset rate for our Consumer Banking business excluded the impact of REOs related to our acquired home loan portfolio which, if included, would increase the nonperforming asset rate by approximately 10 basis points in each of the prior periods presented
Primarily consists of the legacy loan portfolio of our discontinued GreenPoint mortgage operations.
(5) Represents foreign currency translation adjustments and the net impact of loan transfers and sales.
 and yields on a taxable-equivalent basis, calculated assuming an effective tax rate approximately equal to our federal statutory tax rate of $35 \%$ with offsetting reclassifications to the Other category.
 interest income is computed based on the effective yield of the respective loan category and does not include any allocations, such as funds transfer pricing.
${ }^{(8)}$ Total net revenue margin is calculated based on annualized total net revenue for the period divided by average loans held for investment during the period for the respective loan category.
${ }^{(9)}$ Includes purchase transactions, net of returns, for the period for loans both classified as held for investment and held for sale. Excludes cash advance and balance transfer transactions.
 bureaus at origination and are refreshed monthly thereafter. We approximate non-FICO credit scores to comparable FICO scores for consistency purposes. Balances for which no credit score is available or the credit score is invalid are included in the 660 or below category.
 and are not refreshed thereafter. Balances for which no credit score is available or the credit score is invalid are included in the 620 or below category.
(12) Criticized exposures correspond to the "Special Mention," "Substandard" and "Doubtful" asset categories defined by bank regulatory authorities.
** Not meaningful.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Table 15: Calculation of Regulatory Capital Measures and Reconciliation of Non-GAAP Measures ${ }^{(1)}$

| (Dollars in millions, except as noted) | Basel III Standardized Approach |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 317, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2016 \end{gathered}$ |  |
| Regulatory Capital Metrics |  |  |  |  |  |  |  |  |  |  |
| Common equity excluding AOCI | \$ | 45,459 | \$ | 44,614 | \$ | 44,103 | \$ | 44,214 | \$ | 44,572 |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| AOCI ${ }^{(2)(3)}$ |  | (593) |  | (807) |  | (674) |  | 199 |  | 332 |
| Goodwill, net of related deferred tax liabilities |  | $(14,299)$ |  | $(14,302)$ |  | $(14,307)$ |  | $(14,288)$ |  | $(14,296)$ |
| Intangible assets, net of related deferred tax liabilities ${ }^{(3)}$ |  | (418) |  | (465) |  | (384) |  | (435) |  | (483) |
| Other |  | 77 |  | 121 |  | 65 |  | (498) |  | (639) |
| Common equity Tier 1 capital | \$ | 30,226 | \$ | 29,161 | \$ | 28,803 | \$ | 29,192 | \$ | 29,486 |
| Tier 1 capital | \$ | 34,585 | \$ | 33,519 | \$ | 33,162 | \$ | 33,069 | \$ | 32,780 |
| Total capital ${ }^{(4)}$ |  | 42,101 |  | 40,979 |  | 40,817 |  | 40,564 |  | 38,767 |
| Risk-weighted assets |  | 283,231 |  | 279,302 |  | 285,756 |  | 275,198 |  | 269,667 |
| Adjusted average assets ${ }^{(5)}$ |  | 335,248 |  | 336,990 |  | 335,835 |  | 328,627 |  | 319,968 |
| Capital Ratios |  |  |  |  |  |  |  |  |  |  |
| Common equity Tier 1 capital ${ }^{(6)}$ |  | 10.7\% |  | 10.4\% |  | 10.1\% |  | 10.6\% |  | 10.9\% |
| Tier 1 capital ${ }^{(7)}$ |  | 12.2 |  | 12.0 |  | 11.6 |  | 12.0 |  | 12.2 |
| Total capital ${ }^{(8)}$ |  | 14.9 |  | 14.7 |  | 14.3 |  | 14.7 |  | 14.4 |
| Tier 1 leverage ${ }^{(5)}$ |  | 10.3 |  | 9.9 |  | 9.9 |  | 10.1 |  | 10.2 |
| Tangible common equity ("TCE") ${ }^{(9)}$ |  | 8.8 |  | 8.5 |  | 8.1 |  | 8.8 |  | 9.0 |

## Reconciliation of Non-GAAP Measures

We report certain non-GAAP measures that management uses in assessing its capital adequacy and the level of return generated. The following non-GAAP measures consist of selected adjusted results, tangible common equity ("TCE"), tangible assets and metrics computed using these amounts, which include tangible book value per common share, return on average tangible assets, return on average TCE and TCE ratio. We consider these metrics key financial performance measures. While our non-GAAP measures are widely used by investors, analysts and bank regulatory agencies to assess the capital position of financial services companies, they may not be comparable to similarly-titled measures reported by other companies. The following tables present reconciliations of these non-GAAP measures to the applicable amounts measured in accordance with GAAP.

| (Dollars in millions, except per share data and as noted) |  | Q2 |  | 2017 |  |  |  | Six Months Ended June 30, 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Results | Adj. ${ }^{(10)}$ | Adjusted Results | Reported Results | Adj. ${ }^{(10)}$ |  | Adjusted Results | Reported Results |  | Adj. ${ }^{(10)}$ | Adjusted Results |
| Selected income statement data: |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ 5,473 | - | \$ 5,473 | \$ 5,474 | \$ 33 | \$ | 5,507 | \$10,947 |  | 33 | \$10,980 |
| Non-interest income | 1,231 | - | 1,231 | 1,061 | 37 |  | 1,098 | 2,292 |  | 37 | 2,329 |
| Total net revenue | 6,704 | - | 6,704 | 6,535 | 70 |  | 6,605 | 13,239 |  | 70 | 13,309 |
| Provision for credit losses | 1,800 | - | 1,800 | 1,992 | - |  | 1,992 | 3,792 |  | - | 3,792 |
| Non-interest expense | 3,414 | \$ (12) | 3,402 | 3,434 | (29) |  | 3,405 | 6,848 |  | (41) | 6,807 |
| Income from continuing operations before income taxes | 1,490 | 12 | 1,502 | 1,109 | 99 |  | 1,208 | 2,599 |  | 111 | 2,710 |
| Income tax provision (benefit) | 443 | 4 | 447 | 314 | (1) |  | 313 | 757 |  | 3 | 760 |
| Income from continuing operations, net of tax | 1,047 | 8 | 1,055 | 795 | 100 |  | 895 | 1,842 |  | 108 | 1,950 |
| Income (loss) from discontinued operations, net of tax | (11) | - | (11) | 15 | - |  | 15 | 4 |  | - | 4 |
| Net income | 1,036 | 8 | 1,044 | 810 | 100 |  | 910 | 1,846 |  | 108 | 1,954 |
| Net income available to common stockholders | 948 | 8 | 956 | 752 | 100 |  | 852 | 1,700 |  | 108 | 1,808 |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS ${ }^{(12)}$ | \$ 1.94 | \$0.02 | \$ 1.96 | \$ 1.54 | \$0.21 | \$ | 1.75 | \$ 3.49 |  | \$0.22 | \$ 3.71 |
| Efficiency ratio | 50.92\% | (17)bps | 50.75\% | 52.55\% | (100)bps |  | 51.55\% | 51.73\% |  | (58)bps | 51.15\% |


| (Dollars in millions, except per share data and as noted) | $\begin{gathered} 2016 \\ \text { Q4 } \end{gathered}$ |  |  |  |  |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  |  |  |  |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |  |  |  | Year Ended <br> December 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | eported Results |  | Adj. ${ }^{(11)}$ |  | Adjusted Results |  | Reported Results |  | Adj. ${ }^{(11)}$ |  | Adjusted Results |  | Reported Results | Adj. ${ }^{(11)}$ |  | Adjusted Results | $\begin{aligned} & \text { Reported } \\ & \text { Results } \end{aligned}$ |  | Adj. ${ }^{(11)}$ | Adjusted Results |
| Selected income statement data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 5,447 | \$ | 13 |  | 5,460 |  | \$ 5,277 | \$ | 34 |  | 5,311 | \$ | 5,093 | \$ 7 |  | 5,100 | \$ 20,873 |  | 54 | \$ 20,927 |
| Non-interest income |  | 1,119 |  | 14 |  | 1,133 |  | 1,184 |  | 13 |  | 1,197 |  | 1,161 | 8 |  | 1,169 | 4,628 |  | 35 | 4,663 |
| Total net revenue |  | 6,566 |  | 27 |  | 6,593 |  | 6,461 |  | 47 |  | 6,508 |  | 6,254 | 15 |  | 6,269 | 25,501 |  | 89 | 25,590 |
| Provision for credit losses |  | 1,752 |  | - |  | 1,752 |  | 1,588 |  | - |  | 1,588 |  | 1,592 | - |  | 1,592 | 6,459 |  | - | 6,459 |
| Non-interest expense |  | 3,679 |  | (45) |  | 3,634 |  | 3,361 |  | (16) |  | 3,345 |  | 3,295 | (15) |  | 3,280 | 13,558 |  | (76) | 13,482 |
| Income from continuing operations before income taxes |  | 1,135 |  | 72 |  | 1,207 |  | 1,512 |  | 63 |  | 1,575 |  | 1,367 | 30 |  | 1,397 | 5,484 |  | 165 | 5,649 |
| Income tax provision (benefit) |  | 342 |  | 10 |  | 352 |  | 496 |  | - |  | 496 |  | 424 | (7) |  | 417 | 1,714 |  | 3 | 1,717 |
| Income from continuing operations, net of tax |  | 793 |  | 62 |  | 855 |  | 1,016 |  | 63 |  | 1,079 |  | 943 | 37 |  | 980 | 3,770 |  | 162 | 3,932 |
| Income (loss) from discontinued operations, net of tax |  | (2) |  | - |  | (2) |  | (11) |  | - |  | (11) |  | (1) | - |  | (1) | (19) |  | - | (19) |
| Net income |  | 791 |  | 62 |  | 853 |  | 1,005 |  | 63 |  | 1,068 |  | 942 | 37 |  | 979 | 3,751 |  | 162 | 3,913 |
| Net income available to common stockholders |  | 710 |  | 62 |  | 772 |  | 962 |  | 63 |  | 1,025 |  | 871 | 37 |  | 908 | 3,513 |  | 162 | 3,675 |
| Selected performance metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS ${ }^{(12)}$ | \$ | 1.45 |  | \$0.13 | \$ | 1.58 |  | \$ 1.90 |  | \$0.13 | \$ | 2.03 | \$ | 1.69 | \$0.07 | \$ | 1.76 | \$ 6.89 |  | \$0.32 | \$ 7.21 |
| Efficiency ratio |  | 56.03\% |  | (91) bps |  | 55.12\% |  | 52.02\% |  | (62)bps |  | 51.40\% |  | 52.69\% | (37)bps |  | 52.32\% | 53.17\% |  | (49)bps | 52.68\% |


| (Dollars in millions) | $2017$ |  | $\begin{gathered} 2017 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2016 \\ \text { Q2 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Common Equity (Period-End) |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity | \$ | 49,137 | \$ | 48,040 | \$ | 47,514 | \$ | 48,213 | \$ | 48,108 |
| Goodwill and intangible assets ${ }^{(13)}$ |  | $(15,301)$ |  | $(15,360)$ |  | $(15,420)$ |  | $(15,475)$ |  | $(15,553)$ |
| Noncumulative perpetual preferred stock |  | $(4,360)$ |  | $(4,360)$ |  | $(4,360)$ |  | $(3,877)$ |  | $(3,294)$ |
| Tangible common equity | \$ | 29,476 | \$ | 28,320 | \$ | 27,734 | \$ | 28,861 | \$ | 29,261 |
| Tangible Common Equity (Average) |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity | \$ | 49,005 | \$ | 48,193 | \$ | 47,972 | \$ | 49,033 | \$ | 48,934 |
| Goodwill and intangible assets ${ }^{(13)}$ |  | $(15,336)$ |  | $(15,395)$ |  | $(15,455)$ |  | $(15,507)$ |  | $(15,585)$ |
| Noncumulative perpetual preferred stock |  | $(4,360)$ |  | $(4,360)$ |  | $(4,051)$ |  | $(3,719)$ |  | $(3,294)$ |
| Tangible common equity | \$ | 29,309 | \$ | 28,438 | \$ | 28,466 | \$ | 29,807 | \$ | 30,055 |
| Tangible Assets (Period-End) |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ | 350,593 | \$ | 348,549 | \$ | 357,033 | \$ | 345,061 | \$ | 339,117 |
| Goodwill and intangible assets ${ }^{(13)}$ |  | $(15,301)$ |  | $(15,360)$ |  | $(15,420)$ |  | $(15,475)$ |  | $(15,553)$ |
| Tangible assets | \$ | 335,292 | \$ | 333,189 | \$ | 341,613 | \$ | 329,586 | \$ | 323,564 |
| Tangible Assets (Average) |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ | 349,891 | \$ | 351,641 | \$ | 350,225 | \$ | 343,153 | \$ | 334,479 |
| Goodwill and intangible assets ${ }^{(13)}$ |  | $(15,336)$ |  | $(15,395)$ |  | $(15,455)$ |  | $(15,507)$ |  | $(15,585)$ |
| Tangible assets | \$ | 334,555 | \$ | 336,246 | \$ | 334,770 | \$ | 327,646 | \$ | 318,894 |

(1) Regulatory capital metrics and capital ratios as of June 30, 2017 are preliminary and therefore subject to change.
(2) Amounts presented are net of tax.
(3) Amounts based on transition provisions for regulatory capital deductions and adjustments of $60 \%$ for 2016 and $80 \%$ for 2017 .
(4) Total capital equals the sum of Tier 1 capital and Tier 2 capital.
 Tier 1 leverage ratio is a regulatory capital measure calculated based on Tier 1 capital divided by adjusted average assets.
Common equity Tier 1 capital ratio is a regulatory capital measure calculated based on common equity Tier 1 capital divided by risk-weighted assets.
Tier 1 capital ratio is a regulatory capital measure calculated based on Tier 1 capital divided by risk-weighted assets.
Total capital ratio is a regulatory capital measure calculated based on total capital divided by risk-weighted assets.
TCE ratio is a non-GAAP measure calculated based on TCE divided by tangible assets.
 Insurance customer refund reserve ("U.K. PPI Reserve") of $\$ 99$ million.



(12) Earnings per share is computed independently for each period. Accordingly, the sum of each quarter amount may not agree to the year-to-date total.
(13) Includes impact of related deferred taxes.


[^0]:    ${ }^{(1)}$ The information contained in this Financial Supplement is preliminary and based on data available at the time of the earnings presentation. Investors should refer to our Quarterly Report on Form 10-Q for the period ended June 30, 2017 once it is filed with the Securities and Exchange Commission.
    (2) This Financial Supplement includes non-GAAP measures. We believe these non-GAAP measures are useful to investors and users of our financial information as they provide an alternate measurement of our performance and assist in assessing our capital adequacy and the level of return generated. These non-GAAP measures should not be viewed as a substitute for reported results determined in accordance with generally accepted accounting principles in the U.S. ("GAAP"), nor are they necessarily comparable to non-GAAP measures that may be presented by other companies.

[^1]:    ${ }^{(1)}$ Interest income and interest expense and the calculation of average yields on interest-earning assets and average rates on interest-bearing liabilities include the impact of hedge accounting,

