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



## CAPITAL ONE FINANCIAL CORPORATION (COF) 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 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: Q4 2009-\$490.4 million, Q3 2009-\$517.0 million, Q2 2009-\$571.9 million, Q1 2009-\$544.4 million and Q4 2008-\$591.0 million.
(2) Includes the impact from the change in fair value of retained interests, including the interest-only strips, of increases of $\$ 55.3$ million in Q4 2009 and $\$ 37.3$ million in Q3 2009, and decreases of $\$ 114.5$ million in Q2 2009, $\$ 128.0$ million in Q1 2009 and $\$ 158.2$ million in Q4 2008.
(3) Includes core deposit intangible amortization expense of $\$ 53.8$ million in Q4 2009, $\$ 55.5$ million in Q3 2009, $\$ 57.2$ million in Q2 2009, $\$ 49.4$ million in Q1 2009 and $\$ 46.0$ million in Q4 2008, and integration costs of $\$ 22.1$ million in Q4 2009, $\$ 10.7$ million in Q3 2009, $\$ 8.8$ million in Q2 2009, $\$ 23.6$ million in Q1 2009 and $\$ 3.2$ million in Q4 2008.
(4) Allowance as a \% of Reported Loans Held for Investment, Net Charge-off Rate and 30+ Day Performing Delinquency Rate on both a Reported and Managed basis include period end loans held for investment and average loans held for investment acquired as part of the Chevy Chase Bank, FSB (CCB) acquisition. The reported and managed metrics excluding such loans are as follows. The net charge-off dollars were unchanged.

## CCB period end acquired loan portfolio (in millions)

 CCB average acquired loan portfolio (in millions) Allowance as a \% of reported loans held for investment Net charge-off rate (Reported)Net charge-off rate (Managed)
30+ day performing delinquency rate (Reported)
$30+$ day performing delinquency rate (Managed)

| Q4 2009 |  | Q3 2009 ${ }^{(14)}$ |  | Q2 2009 ${ }^{(14)}$ | Q1 $2009{ }^{(14)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 7,250.5 | \$ | 7,885.0 | \$ 8,643.5 | \$ | 8,858.9 |
| \$ | 7,511.9 | \$ | 8,028.8 | \$ 8,498.9 | \$ | 3,072.8 |
|  | 4.95\% |  | 5.08\% | 4.86\% |  | 4.84\% |
|  | 5.44\% |  | 4.94\% | 4.65\% |  | 4.54\% |
|  | 6.70\% |  | 6.36\% | 5.98\% |  | 5.53\% |
|  | 4.49\% |  | 4.48\% | 4.06\% |  | 3.99\% |
|  | 4.99\% |  | 4.82\% | 4.36\% |  | 4.36\% |

(5) In Q2 2009 the Company elected to convert and sell 404,508 shares of MasterCard class B common stock and recognized a gain of $\$ 65.5$ million in noninterest income from the transaction.
(6) The Q2 2009 TCE ratio reflects the issuance of $56,000,000$ common shares on May 14,2009 at $\$ 27.75$ per share.
(7) In Q4 2008 the Company recorded impairment of goodwill in its automobile business of $\$ 810.9$ million.
(8) Excludes the impact of the goodwill impairment of $\$ 810.9$ million.
(9)

Average equity includes the impact of the Company's participation in the U.S. Treasury's Capital Purchase Program. On November 14, 2008, the Company issued $3,555,199$ preferred shares and $12,657,960$ warrants to purchase common shares at $\$ 42.13$ per share, 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. On June 17 , 2009, the Company repurchased all 3,555,199 preferred shares issued in Q4 2008 for approximately $\$ 3.57$ billion, including accrued dividends. The warrants to purchase common shares were sold by the U.S. Treasury on December 11, 2009 at a price of $\$ 11.75$ per warrant.The sale by the US Treasury had no impact on the company's equity. The warrants remain outstanding and are included in paid-in capital on the balance sheet.
(10) 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.
(11) Includes the FDIC Special Assessment of $\$ 80.5$ million.
(12) Average equity includes the impact of the issuance of $56,000,000$ common shares on May 14,2009 at $\$ 27.75$ per share.
(13) The calculation of net income (loss) available to common shareholders includes the impact from dividends on preferred shares of $\$ 38.0$ million and from the accretion of the discount on preferred shares of $\$ 461.7$ million. With the repayment of the preferred shares to the U.S. Treasury, the remaining accretion was acelerated to Q2 2009 and treated as a dividend. Subsequent to this transaction thre is no difference between net income (loss) and net income (loss) available to common shareholders.
(14) Results and balances have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009. The following highlights the changes to key line items from what was previously disclosed.
(in millions)
Net income increase (decrease)

| Q3 2009 |  | Q2 2009 |  | Q1 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | (32.1) | \$ | (1.4) | \$ | 3.8 |
|  | (68.7) |  | (134.1) |  | (606.0) |
|  | 40.0 |  | 187.0 |  | 478.0 |
|  | 25.7 |  | 23.3 |  | 169.6 |

Goodwill increase
Other assets (including deferred taxes) increase

## 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 and is considered a non-GAAP measure. See accompanying schedule Reconciliation to GAAP Financial Measures for a reconciliation of tangible 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 and is considered a non-GAAP measure. See accompanying schedule Reconciliation To GAAP Financial Measures for a reconciliation of tangible common equity.
(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.
(H) Tangible Common Equity to Tangible Assets Ratio ("TCE Ratio") is considered a non-GAAP measure. See accompanying schedule Reconciliation To GAAP Financial Measures for a reconciliation of the TCE Ratio.

## CAPITAL ONE FINANCIAL CORPORATION

## Reconciliation to GAAP Financial Measures

## (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 offbalance 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 they originated. For this reason the Company believes the "managed" consolidated financial statements and related managed metrics to be useful to stakeholders

|  | For the Three Months Ended December 31, 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Reported |  | Adjustments ${ }^{(1)}$ |  | Total Managed ${ }^{(2)}$ |  |
| Income Statement Measures ${ }^{(3)}$ |  |  |  |  |  |  |
| Net interest income | \$ | 1,954,213 | \$ | 1,215,901 | \$ | 3,170,114 |
| Non-interest income |  | 1,411,752 |  | $(212,824)$ |  | 1,198,928 |
| Total revenue |  | 3,365,965 |  | 1,003,077 |  | 4,369,042 |
| Provision for loan and lease losses |  | 843,728 |  | 1,003,077 |  | 1,846,805 |
| Net charge-offs | \$ | 1,184,894 | \$ | 1,003,077 | \$ | 2,187,971 |
| Balance Sheet Measures |  |  |  |  |  |  |
| Loans held for investment | \$ | 90,618,999 | \$ | 46,183,903 | \$ | 136,802,902 |
| Total assets | \$ | 169,400,094 | \$ | 42,767,131 | \$ | 212,167,225 |
| Total liabilities | \$ | 142,810,684 | \$ | 42,767,131 | \$ | 185,577,815 |
| Average loans held for investment | \$ | 94,731,990 | \$ | 43,452,191 | \$ | 138,184,181 |
| Average earning assets | \$ | 143,682,608 | \$ | 40,236,099 | \$ | 183,918,707 |
| Average total assets | \$ | 169,885,959 | \$ | 40,568,925 | \$ | 210,454,884 |
| Average total liabilities | \$ | 143,368,047 | \$ | 40,568,925 |  | 183,936,972 |
| Delinquencies | \$ | 3,746,264 | \$ | 2,718,895 | \$ | 6,465,159 |

The table below presents a reconciliation of tangible common equity and tangible assets, which are the components used to calculate the tangible common equity "TCE" ratio. The Company believes the TCE ratio is an important financial measure of capital strength to our investors and readers even though it is considered to be a non-GAAP measure.

| (dollars in millions)(unaudited) | $\begin{gathered} 2009 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{aligned} & 2009 \\ & \text { Q3 }^{(5)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 2009 \\ & \text { Q2 }^{(5)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 2009 \\ & \text { Q1 }^{(5)} \\ & \hline \end{aligned}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity | \$ | 26,589 | \$ | 26,192 | \$ | 25,328 | \$ | 26,748 | \$ | 26,612 |
| Less: preferred stock |  | - |  | - |  | 38 |  | $(3,159)$ |  | $(3,120)$ |
| Less: intangible assets ${ }^{(4)}$ |  | $(14,106)$ |  | $(14,117)$ |  | $(14,166)$ |  | $(14,201)$ |  | $(12,503)$ |
| Tangible common equity | \$ | 12,483 | \$ | $\underline{\text { 12,075 }}$ | \$ | 11,200 | \$ | 9,388 | \$ | $\underline{10,989}$ |
| Total assets |  | 212,167 |  | 209,714 |  | 214,220 |  | 219,988 |  | 209,875 |
| Less: discontinued ops assets |  | (24) |  | (31) |  | (46) |  | (31) |  | (35) |
| Total assets- continuing ops |  | 212,143 |  | 209,683 |  | 214,174 |  | 219,957 |  | 209,840 |
| Less: intangible assets ${ }^{(4)}$ |  | $(14,106)$ |  | $(14,117)$ |  | $(14,166)$ |  | $(14,201)$ |  | $(12,503)$ |
| Tangible assets | \$ | $\underline{\text { 198,037 }}$ | \$ | 195,566 | \$ | 200,008 | \$ | 205,756 | \$ | 197,337 |
| TCE ratio |  | 6.30 |  | 6.17 |  | 5.60 |  | 4.56 |  | 5.57 |

${ }^{(1)}$ Income statement adjustments reclassify the net of finance charges of $\$ 1,320.8$ million, past-due fees of $\$ 193.5$ million, other interest income of $\$(50.7)$ million and interest expense of $\$ 247.7$ million; and net charge-offs of $\$ 1,003.1$ 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 or mortgage loans which have been sold in whole loan sale transactions or securitizations where the Company has retained servicing rights.
${ }^{(3)}$ Based on continuing operations.
${ }^{(4)}$ Includes impact from related deferred taxes.
${ }^{(5)}$ Amounts have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Balance Sheets

(in thousands)(unaudited)

|  | $\begin{gathered} \text { As of } \\ \text { December } 31 \\ 2009 \end{gathered}$ |  | As of September 30 $2009^{(1)}$ |  | $\begin{gathered} \text { As of } \\ \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |
| Cash and due from banks | \$ | 3,100,110 | \$ | 2,719,100 | \$ | 2,047,839 |
| Federal funds sold and resale agreements |  | 541,570 |  | 544,793 |  | 636,752 |
| Interest-bearing deposits at other banks |  | 5,042,944 |  | 863,310 |  | 4,806,752 |
| Cash and cash equivalents |  | 8,684,624 |  | 4,127,203 |  | 7,491,343 |
| Securities available for sale |  | 38,829,562 |  | 37,693,001 |  | 31,003,271 |
| Securities held to maturity |  | 80,577 |  | 83,608 |  | - |
| Loans held for sale |  | 268,307 |  | 141,158 |  | 68,462 |
| Loans held for investment |  | 90,618,999 |  | 96,714,341 |  | 101,017,771 |
| Less: Allowance for loan and lease losses |  | $(4,127,395)$ |  | $(4,513,493)$ |  | $(4,523,960)$ |
| Net loans held for investment |  | 86,491,604 |  | 92,200,848 |  | 96,493,811 |
| Accounts receivable from securitizations |  | 7,629,597 |  | 6,985,200 |  | 6,342,754 |
| Premises and equipment, net |  | 2,735,623 |  | 2,773,173 |  | 2,313,106 |
| Interest receivable |  | 936,146 |  | 910,642 |  | 827,909 |
| Goodwill |  | 13,596,368 |  | 13,564,807 |  | 11,964,487 |
| Other |  | 10,147,686 |  | 9,983,892 |  | 9,408,309 |
| Total assets | \$ | 169,400,094 | \$ | 168,463,532 | \$ | 165,913,452 |
|  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | \$ | 13,438,659 | \$ | 12,734,589 | \$ | 11,293,852 |
| Interest-bearing deposits |  | 102,370,437 |  | 101,768,522 |  | 97,326,937 |
| Senior and subordinated notes |  | 9,045,470 |  | 9,208,769 |  | 8,308,843 |
| Other borrowings |  | 11,968,461 |  | 12,126,181 |  | 14,869,648 |
| Interest payable |  | 509,105 |  | 582,969 |  | 676,398 |
| Other |  | 5,478,552 |  | 5,850,124 |  | 6,825,341 |
| Total liabilities |  | 142,810,684 |  | 142,271,154 |  | 139,301,019 |
| Stockholders' Equity: |  |  |  |  |  |  |
| Preferred stock |  | - |  | - |  | 3,096,466 |
| Common stock |  | 5,024 |  | 5,021 |  | 4,384 |
| Paid-in capital, net |  | 18,954,823 |  | 18,928,719 |  | 17,278,102 |
| Retained earnings and cumulative other comprehensive income |  | 10,810,022 |  | 10,431,005 |  | 9,399,368 |
| Less: Treasury stock, at cost |  | $(3,180,459)$ |  | $(3,172,367)$ |  | $(3,165,887)$ |
| Total stockholders' equity |  | 26,589,410 |  | 26,192,378 |  | 26,612,433 |
| Total liabilities and stockholders' equity | \$ | 169,400,094 | \$ | 168,463,532 | \$ | 165,913,452 |

${ }^{(1)}$ Amounts have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Statements of Income

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

## Interest Income:

Loans held for investment, including past-due fees Investment securities
Other
Total interest income

## Interest Expense:

Deposits
Senior and subordinated notes
Other borrowings
Total interest expense
Net interest income
Provision for loan and lease losses
Net interest income (loss) after provision for loan and lease losses

## Non-Interest Income:

Servicing and securitizations
Service charges and other customer-related fees
Mortgage servicing and other
Interchange
Net impairment losses recognized in earnings ${ }^{(1)}$
Other
Total non-interest income

## Non-Interest Expense:

Salaries and associate benefits
Marketing
Communications and data processing
Supplies and equipment
Occupancy
Restructuring expense
Goodwill impairment charge
Other
Total non-interest expense
Income from continuing operations before income taxes
Income taxes
Income from continuing operations, net of tax
Loss from discontinued operations, net of tax
Net income
Net income (loss) available to common shareholders

## 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

|  | Three Months Ended |  |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2009 \end{gathered}$ |  | September 30 $2009^{(2)}$ |  | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2008 \end{gathered}$ |
| \$ | 2,108,325 | \$ | 2,220,208 | \$ | 2,306,796 | \$ | 8,757,066 | \$ | 9,460,378 |
|  | 403,750 |  | 398,835 |  | 367,902 |  | 1,610,210 |  | 1,224,012 |
|  | 83,013 |  | 83,195 |  | 94,123 |  | 297,309 |  | 427,609 |
|  | 2,595,088 |  | 2,702,238 |  | 2,768,821 |  | 10,664,585 |  | 11,111,999 |
|  | 426,415 |  | 479,178 |  | 684,756 |  | 2,093,019 |  | 2,512,040 |
|  | 71,093 |  | 74,032 |  | 92,519 |  | 260,282 |  | 444,854 |
|  | 143,367 |  | 143,860 |  | 189,149 |  | 614,169 |  | 1,006,390 |
|  | 640,875 |  | 697,070 |  | 966,424 |  | 2,967,470 |  | 3,963,284 |
|  | 1,954,213 |  | 2,005,168 |  | 1,802,397 |  | 7,697,115 |  | 7,148,715 |
|  | 843,728 |  | 1,173,208 |  | 2,098,921 |  | 4,230,111 |  | 5,101,040 |
|  | 1,110,485 |  | 831,960 |  | $(296,524)$ |  | 3,467,004 |  | 2,047,675 |
|  | 743,075 |  | 720,698 |  | 590,948 |  | 2,279,826 |  | 3,384,468 |
|  | 502,721 |  | 496,392 |  | 557,331 |  | 1,997,013 |  | 2,232,363 |
|  | $(30,470)$ |  | 8,656 |  | 14,048 |  | 14,729 |  | 105,038 |
|  | 112,421 |  | 122,585 |  | 129,409 |  | 501,798 |  | 562,117 |
|  | $(10,384)$ |  | $(11,173)$ |  | $(4,808)$ |  | $(31,951)$ |  | $(10,916)$ |
|  | 94,389 |  | 215,210 |  | 81,358 |  | 524,737 |  | 470,901 |
|  | 1,411,752 |  | 1,552,368 |  | 1,368,286 |  | 5,286,152 |  | 6,743,971 |
|  | 641,225 |  | 648,180 |  | 574,199 |  | 2,477,655 |  | 2,335,737 |
|  | 187,958 |  | 103,698 |  | 264,943 |  | 588,338 |  | 1,118,208 |
|  | 171,286 |  | 175,575 |  | 196,924 |  | 740,543 |  | 755,989 |
|  | 129,422 |  | 122,777 |  | 130,038 |  | 499,582 |  | 519,687 |
|  | 121,822 |  | 113,913 |  | 112,492 |  | 450,871 |  | 377,192 |
|  | 32,037 |  | 26,357 |  | 52,839 |  | 119,395 |  | 134,464 |
|  | - |  | - |  | 810,876 |  | - |  | 810,876 |
|  | 664,243 |  | 611,558 |  | 615,632 |  | 2,540,670 |  | 2,157,874 |
|  | 1,947,993 |  | 1,802,058 |  | 2,757,943 |  | 7,417,054 |  | 8,210,027 |
|  | 574,244 |  | 582,270 |  | $(1,686,181)$ |  | 1,336,102 |  | 581,619 |
|  | 170,359 |  | 145,212 |  | $(289,856)$ |  | 349,485 |  | 497,102 |
|  | 403,885 |  | 437,058 |  | $(1,396,325)$ |  | 986,617 |  | 84,517 |
|  | $(28,293)$ |  | $(43,587)$ |  | $(25,221)$ |  | $(102,836)$ |  | $(130,515)$ |
| \$ | 375,592 | \$ | 393,471 | \$ | (1,421,546) | \$ | 883,781 | \$ | $(45,998)$ |
| \$ | 375,592 | \$ | 393,471 | \$ | (1,454,269) | \$ | 319,873 | \$ | $\underline{(78,721)}$ |


(1) For the three months and year ended December 31, 2009, the Company recorded other-than-temporary impairment losees of \$10.4 million and \$31.6 million, respectively. Total unrealized losess on these securities recognized in other comprehensive income as a component of stockholders' equity at December 31, 2009 was $\$ 181.3$ million.
(2) Amounts have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009.

## 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 |  |  |
| :--- | :--- | :--- |
| Average | Income/ | Yield/ |
| Balance | Expense | Rate |


| $\$$ | $94,731,990$ | $\$ 2,108,325$ | $8.90 \%$ |
| ---: | ---: | ---: | ---: |
|  | $38,486,624$ | 403,750 | $4.20 \%$ |
|  | $10,444,494$ | 83,013 | $3.18 \%$ |

\$ 143,663,108 \$ 2,595,088 $\quad$ 7.183\%

| Quarter Ended 09/30/09 |  |  |
| :---: | :---: | :---: |
| Average | Income/ | Yield/ |
| Balance | Expense | Rate |


| \$ | $99,354,028$ | \$ 2,220,208 | $8.94 \%$ |
| ---: | ---: | ---: | ---: |
|  | $37,376,895$ | 398,835 | $4.27 \%$ |
|  | $8,548,610$ | 83,195 | $3.89 \%$ |
| $\$$ | $145,279,533$ | $\$ 2,702,238$ | $7.44 \%$ |


| 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 | $3.96 \%$ |
|  | $137,798,918$ | $\$ 2,768,821$ | $8.04 \%$ |


| $10,587,851$ | 13,696 | $0.52 \%$ |  |
| ---: | ---: | ---: | ---: |
| $37,460,109$ | 96,583 | $1.03 \%$ |  |
| $15,416,242$ | 35,326 | $0.92 \%$ |  |
| $27,273,129$ | 200,499 | $2.94 \%$ |  |
| 753,764 | 2,201 | $1.17 \%$ |  |
| $8,633,998$ | 76,692 | $3.55 \%$ |  |
|  | $1,019,090$ | 1,418 | $0.56 \%$ |
| $\$ 101,144,183$ | $\$$ | 426,415 | $1.69 \%$ |
| $8,759,304$ |  | 71,093 | $3.25 \%$ |
|  | $14,156,503$ | 143,367 | $4.05 \%$ |
| $\$ 124,059,990$ | $\$$ | 640,875 | $2.07 \%$ |


| $10,418,557$ |  | 12,745 | $0.49 \%$ |
| ---: | ---: | ---: | ---: |
| $36,036,826$ | 96,477 | $1.07 \%$ |  |
| $12,266,254$ | 22,772 | $0.74 \%$ |  |
| $32,075,905$ | 248,272 | $3.10 \%$ |  |
| $1,061,134$ |  | 2,789 | $1.05 \%$ |
| $9,764,172$ |  | 92,681 | $3.80 \%$ |
| $1,482,519$ |  | 3,442 | $0.93 \%$ |
| $\$ 103,105,367$ | $\$$ | 479,178 | $1.86 \%$ |
| $9,553,950$ |  | 74,032 | $3.10 \%$ |
| $13,480,527$ |  | 143,860 | $4.27 \%$ |
| $\$ 126,139,844$ | $\$$ | 697,070 | $2.21 \%$ |


| $\$$ | $9,874,696$ | \$ | 28,460 | $1.15 \%$ |
| ---: | ---: | ---: | ---: | ---: |
|  | $28,556,264$ |  | 171,891 | $2.41 \%$ |
|  | $7,275,816$ |  | 11,774 | $0.65 \%$ |
|  | $33,712,504$ |  | 337,651 | $4.01 \%$ |
|  | $1,213,364$ |  | 7,323 | $2.41 \%$ |
|  | $9,508,463$ |  | 104,134 | $4.38 \%$ |
|  | $3,002,402$ | 23,523 | $3.13 \%$ |  |
| $\$$ | $93,143,509$ | $\$$ | 684,756 | $2.94 \%$ |
|  | $8,034,423$ |  | 92,519 | $4.61 \%$ |
|  | $16,428,096$ | 189,149 | $4.61 \%$ |  |
| $\$$ | $117,606,028$ | $\$$ | 966,424 | $3.29 \%$ |


| $5.23 \%$ |
| ---: |
| $7.44 \%$ |
| $1.92 \%$ |
| $5.52 \%$ |

4.75\%

| $5.16 \%$ |
| ---: |
| $7.23 \%$ |
| $1.78 \%$ |
| $5.44 \%$ |

(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.
(3) Amounts have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009.

## 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
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 12/31/09 |  |  |  |
| :---: | :---: | :---: | :---: |
| Average Balance |  | Income/ Expense | Yield/ Rate |
| \$ 138,184,181 | \$ | 3,638,071 | 10.53\% |
| 38,486,624 |  | 403,750 | 4.20\% |
| 7,228,402 |  | 16,832 | 0.93\% |
| \$ 183,899,207 | \$ | 4,058,653 | 8.83\% |


| Quarter Ended 09/30/09 ${ }^{(4)}$ |  |  |
| :---: | :---: | :---: |
| Average Balance | Income/ Expense | Yield/ Rate |
| \$ 143,539,902 | \$ 3,749,876 | 10.45\% |
| 37,376,895 | 398,835 | 4.27\% |
| 4,957,393 | 18,038 | 1.46\% |
| \$ 185,874,190 | \$ 4,166,749 | 8.97\% |


| Quarter Ended 12/31/08 |  |  |  |
| :---: | :---: | :---: | :---: |
| Average Balance |  | Income/ Expense | Yield/ 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\% |


| \$ 10,587,851 | \$ | 13,696 | 0.52\% | \$ | 10,418,557 | \$ | 12,745 | 0.49\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 37,460,109 |  | 96,583 | 1.03\% |  | 36,036,826 |  | 96,477 | 1.07\% |
| 15,416,242 |  | 35,326 | 0.92\% |  | 12,266,254 |  | 22,772 | 0.74\% |
| 27,273,129 |  | 200,499 | 2.94\% |  | 32,075,905 |  | 248,272 | 3.10\% |
| 753,764 |  | 2,201 | 1.17\% |  | 1,061,134 |  | 2,789 | 1.05\% |
| 8,633,998 |  | 76,692 | 3.55\% |  | 9,764,172 |  | 92,681 | 3.80\% |
| 1,019,090 |  | 1,418 | 0.56\% |  | 1,482,519 |  | 3,442 | 0.93\% |
| \$ 101,144,183 | \$ | 426,415 | 1.69\% |  | 103,105,367 | \$ | 479,178 | 1.86\% |
| 8,759,304 |  | 71,093 | 3.25\% |  | 9,553,950 |  | 74,032 | 3.10\% |
| 14,156,503 |  | 143,367 | 4.05\% |  | 13,480,527 |  | 143,860 | 4.27\% |
| 40,588,015 |  | 247,664 | 2.44\% |  | 41,251,788 |  | 257,642 | 2.50\% |
| \$ 164,648,005 | \$ | 888,539 | 2.16\% |  | 167,391,632 | \$ | 954,712 | 2.28\% |


| $\$$ | $9,874,696$ | $\$$ | 28,460 |
| ---: | ---: | ---: | ---: |
|  | $1.15 \%$ |  |  |
| $28,556,264$ |  | 171,891 | $2.41 \%$ |
| $7,275,816$ |  | 11,774 | $0.65 \%$ |
| $33,712,504$ |  | 337,651 | $4.01 \%$ |
| $1,213,364$ |  | 7,323 | $2.41 \%$ |
| $9,508,463$ |  | 104,134 | $4.38 \%$ |
| $3,002,402$ |  | 23,523 | $3.13 \%$ |
| $\$ 93,143,509$ | $\$$ | 684,756 | $2.94 \%$ |
| $8,034,423$ |  | 92,519 | $4.61 \%$ |
| $16,428,096$ |  | 189,149 | $4.61 \%$ |
| $45,610,272$ | 471,517 | $4.14 \%$ |  |
| $\$ 163,216,300$ | $\$ 1,437,941$ | $3.52 \%$ |  |


| $6.69 \%$ |
| ---: |
| $8.97 \%$ |
| $2.05 \%$ |
| $6.91 \%$ |

### 5.69\%

9.21\%
(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.
(4) Amounts have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009.

CAPITAL ONE FINANCIAL CORPORATION (COF)

## LENDING INFORMATION AND STATISTICS

MANAGED BASIS ${ }^{(1)(10)}$

|  |  | $\begin{gathered} 2009 \\ \text { Q4 } \end{gathered}$ |  | $\begin{array}{r} 2009 \\ \text { Q3 }^{(11)} \\ \hline \end{array}$ |  | $\begin{array}{r} 2009 \\ \text { Q2 }^{(11)} \\ \hline \end{array}$ |  | $\begin{gathered} 2009 \\ \text { Q1 }^{(7)(11)} \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end loans held for investment (in thousands) |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 60,299,827 | \$ | 61,891,573 | \$ | 64,760,128 | \$ | 67,015,166 | \$ | 70,944,581 |
| International credit card |  | 8,223,835 |  | 8,477,236 |  | 8,638,441 |  | 8,069,961 |  | 8,720,642 |
| Total Credit Card | \$ | 68,523,662 | \$ | 70,368,809 | \$ | 73,398,569 | \$ | 75,085,127 | \$ | 79,665,223 |
| Commercial and multi-family real estate | \$ | 13,843,158 | \$ | 13,977,873 | \$ | 14,224,950 | \$ | 13,522,154 | \$ | 13,303,081 |
| Middle market |  | 10,061,819 |  | 10,022,822 |  | 10,219,728 |  | 9,850,735 |  | 10,081,823 |
| Specialty lending |  | 3,554,563 |  | 3,399,432 |  | 3,227,772 |  | 3,489,813 |  | 3,547,287 |
| Total Commercial Lending | \$ | 27,459,540 | \$ | 27,400,127 | \$ | 27,672,450 | \$ | 26,862,702 | \$ | 26,932,191 |
| Small ticket commercial real estate |  | 2,153,510 |  | 2,412,400 |  | 2,503,035 |  | 2,568,395 |  | 2,609,123 |
| Total Commercial Banking | \$ | 29,613,050 | \$ | 29,812,527 | \$ | 30,175,485 | \$ | 29,431,097 | \$ | 29,541,314 |
| Automobile | \$ | 18,186,064 | \$ | 19,295,218 | \$ | 19,902,401 | \$ | 20,795,291 | \$ | 21,494,436 |
| Mortgages |  | 14,893,187 |  | 15,638,974 |  | 16,579,176 |  | 9,648,271 |  | 10,098,430 |
| Retail banking |  | 5,135,242 |  | 5,215,155 |  | 5,366,597 |  | 5,499,070 |  | 5,603,696 |
| Total Consumer Banking | \$ | 38,214,493 | \$ | 40,149,347 | \$ | 41,848,174 | \$ | 35,942,632 | \$ | 37,196,562 |
| Other loans ${ }^{(9)}$ | \$ | 451,697 | \$ | 659,008 | \$ | 694,750 | \$ | 9,270,663 | \$ | 533,655 |
| Total | \$ | 136,802,902 | \$ | 140,989,691 | \$ | 146,116,978 | \$ | 149,729,519 | \$ | 146,936,754 |
| Average loans held for investment (in thousands) |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 60,443,441 | \$ | 63,298,525 | \$ | 65,862,569 | \$ | 69,187,704 | \$ | 69,643,290 |
| International credit card |  | 8,299,895 |  | 8,609,235 |  | 8,327,859 |  | 8,382,679 |  | 9,440,972 |
| Total Credit Card | \$ | 68,743,336 | \$ | 71,907,760 | \$ | 74,190,428 | \$ | 77,570,383 | \$ | 79,084,262 |
| Commercial and multi-family real estate | \$ | 13,926,098 | \$ | 13,938,037 | \$ | 14,122,348 | \$ | 13,437,351 | \$ | 13,082,096 |
| Middle market |  | 10,052,406 |  | 9,911,314 |  | 10,428,398 |  | 10,003,213 |  | 10,093,083 |
| Specialty lending |  | 3,534,537 |  | 3,753,054 |  | 3,472,258 |  | 3,504,544 |  | 3,584,963 |
| Total Commercial Lending | \$ | 27,513,041 | \$ | 27,602,405 | \$ | 28,023,004 | \$ | 26,945,108 | \$ | 26,760,142 |
| Small ticket commercial real estate |  | 2,354,204 |  | 2,470,961 |  | 2,542,082 |  | 2,600,169 |  | 2,655,883 |
| Total Commercial Banking | \$ | 29,867,245 | \$ | 30,073,366 | \$ | 30,565,086 | \$ | 29,545,277 | \$ | 29,416,025 |
| Automobile | \$ | 18,767,555 | \$ | 19,635,979 | \$ | 20,303,296 | \$ | 21,123,000 | \$ | 21,967,154 |
| Mortgages |  | 15,345,635 |  | 15,926,662 |  | 16,715,061 |  | 9,897,086 |  | 10,201,024 |
| Retail banking |  | 5,000,933 |  | 5,513,230 |  | 5,703,274 |  | 5,523,011 |  | 5,366,737 |
| Total Consumer Banking | \$ | 39,114,123 | \$ | 41,075,871 | \$ | 42,721,631 | \$ | 36,543,097 | \$ | 37,534,915 |
| Other loans ${ }^{(9)}$ | \$ | 459,477 | \$ | 482,905 | \$ | 535,681 | \$ | 3,523,335 | \$ | 550,950 |
| Total | \$ | 138,184,181 | \$ | 143,539,902 | \$ | 148,012,826 | \$ | 147,182,092 | \$ | 146,586,152 |
| Net Charge-off Rates |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card |  | 9.59\% |  | 9.64\% |  | 9.23\% |  | 8.39\% |  | 7.08\% |
| International credit card |  | 9.52\% |  | 9.19\% |  | 9.32\% |  | 7.30\% |  | 5.84\% |
| Total Credit Card |  | 9.58\% |  | 9.59\% |  | 9.24\% |  | 8.27\% |  | 6.93\% |
| Commercial and multi-family real estate ${ }^{(5)}$ |  | 3.02\% |  | 1.37\% |  | 0.92\% |  | 0.63\% |  | 1.16\% |
| Middle market ${ }^{(5)}$ |  | 0.75\% |  | 0.56\% |  | 0.58\% |  | 0.07\% |  | 0.47\% |
| Specialty lending |  | 1.85\% |  | 1.39\% |  | 0.99\% |  | 0.86\% |  | 0.47\% |
| Total Commercial Lending ${ }^{(5)}$ |  | 2.04\% |  | 1.08\% |  | 0.80\% |  | 0.45\% |  | 0.81\% |
| Small ticket commercial real estate |  | $13.08 \%{ }^{(12)}$ |  | 5.19\% |  | 1.86\% |  | 1.74\% |  | 0.90\% |
| Total Commercial Banking ${ }^{(5)}$ |  | 2.91\% |  | 1.42\% |  | 0.89\% |  | 0.56\% |  | 0.82\% |
| Automobile |  | 4.55\% |  | 4.38\% |  | 3.65\% |  | 4.88\% |  | 5.67\% |
| Mortgages ${ }^{(5)}$ |  | 0.71\% |  | 0.69\% |  | 0.43\% |  | 0.45\% |  | 0.46\% |
| Retail banking ${ }^{(5)}$ |  | 3.03\% |  | 2.44\% |  | 2.42\% |  | 2.37\% |  | 2.15\% |
| Total Consumer Banking ${ }^{(5)}$ |  | 2.85\% |  | 2.69\% |  | 2.23\% |  | 3.30\% |  | 3.75\% |
| Other loans |  | 28.26\% |  | 28.53\% |  | 37.00\% |  | 4.47\% |  | 21.65\% |
| Total |  | $\underline{ }$ |  | $\underline{6.00 \%}$ |  | 5.64\% |  | 5.41\% |  | 4.98\% |
| 30+ day performing delinquency rate |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card |  | 5.78\% |  | 5.38\% |  | 4.77\% |  | 5.08\% |  | 4.78\% |
| International credit card |  | 6.55\% |  | 6.63\% |  | 6.69\% |  | 6.25\% |  | 5.51\% |
| Total Credit Card |  | 5.88\% |  | 5.53\% |  | 4.99\% |  | 5.20\% |  | 4.86\% |
| Automobile ${ }^{(8)}$ |  | 10.03\% |  | 9.52\% |  | 8.89\% |  | 7.48\% |  | 9.90\% |
| Mortgages ${ }^{(5)}$ |  | 1.26\% |  | 1.17\% |  | 0.97\% |  | 1.91\% |  | 1.57\% |
| Retail banking ${ }^{(5)}$ |  | 1.23\% |  | 1.26\% |  | 0.91\% |  | 1.16\% |  | 1.06\% |
| Total Consumer Banking ${ }^{(5)}$ |  | 5.43\% |  | 5.19\% |  | 4.73\% |  | 5.01\% |  | 6.31\% |
| Non Performing Asset Rates ${ }^{(2)(6)}$ |  |  |  |  |  |  |  |  |  |  |
| Commercial and multi-family real estate ${ }^{(5)}$ |  | 3.25\% |  | 2.66\% |  | 2.15\% |  | 2.00\% |  | 1.21\% |
| Middle market ${ }^{(5)}$ |  | 1.09\% |  | 1.25\% |  | 1.15\% |  | 0.57\% |  | 0.43\% |
| Specialty lending |  | 2.25\% |  | 2.12\% |  | 2.11\% |  | 1.16\% |  | 1.05\% |
| Total Commercial Lending ${ }^{(5)}$ |  | 2.33\% |  | 2.08\% |  | 1.78\% |  | 1.37\% |  | 0.89\% |
| Small ticket commercial real estate |  | 4.87\% ${ }^{(12)}$ |  | 11.39\% |  | 10.08\% |  | 8.00\% |  | 6.67\% |
| Total Commercial Banking ${ }^{(5)}$ |  | 2.52\% |  | 2.84\% |  | 2.47\% |  | 1.95\% |  | 1.41\% |
| Automobile ${ }^{(8)}$ |  | 0.92\% |  | 0.87\% |  | 0.78\% |  | 0.69\% |  | 1.06\% |
| Mortgages ${ }^{(5)}$ |  | 2.24\% |  | 1.83\% |  | 1.51\% |  | 1.89\% |  | 1.28\% |
| Retail banking ${ }^{(5)}$ |  | 2.11\% |  | 1.98\% |  | 1.88\% |  | 1.68\% |  | 1.51\% |
| Total Consumer Banking ${ }^{\text {(3) }}$ |  | 1.60\% |  | 1.39\% |  | 1.21\% |  | 1.16\% |  | 1.19\% |

# CAPITAL ONE FINANCIAL CORPORATION (COF) <br> CREDIT CARD SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)(10)}$ 

| (in thousands) |  | $\begin{gathered} 2009 \\ \text { Q4 } \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q3 } \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q2 } \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q1 } \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit Card: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 2,029,221 | \$ | 2,024,250 | \$ | 1,797,303 | \$ | 1,691,688 | \$ | 1,816,484 |
| Non-interest income |  | 897,006 |  | 966,862 |  | 897,440 |  | 985,481 |  | 1,138,220 |
| Total revenue | \$ | 2,926,227 | \$ | 2,991,112 | \$ | 2,694,743 | \$ | 2,677,169 | \$ | 2,954,704 |
| Provision for loan and lease losses |  | 1,204,693 |  | 1,643,721 |  | 1,520,292 |  | 1,682,786 |  | 2,164,529 |
| Non-interest expenses |  | 942,428 |  | 897,578 |  | 909,572 |  | 988,652 |  | 1,075,446 |
| Income (loss) before taxes |  | 779,106 |  | 449,813 |  | 264,879 |  | 5,731 |  | $(285,271)$ |
| Income taxes (benefit) |  | 269,182 |  | 158,074 |  | 92,251 |  | 2,402 |  | $(98,053)$ |
| Net income (loss) | \$ | 509,924 | \$ | 291,739 | \$ | 172,628 | \$ | 3,329 | \$ | $\underline{(187,218)}$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 68,523,662 | \$ | 70,368,809 | \$ | 73,398,569 | \$ | 75,085,127 | \$ | 79,665,223 |
| Average loans held for investment | \$ | 68,743,336 | \$ | 71,907,760 | \$ | 74,190,428 | \$ | 77,570,383 | \$ | 79,084,262 |
| Loans held for investment yield |  | 14.21\% |  | 13.75\% |  | 12.31\% |  | 11.51\% |  | 12.56\% |
| Revenue margin |  | 17.03\% |  | 16.64\% |  | 14.53\% |  | 13.81\% |  | 14.94\% |
| Net charge-off rate |  | 9.58\% |  | 9.59\% |  | 9.24\% |  | 8.27\% |  | 6.93\% |
| $30+$ day performing delinquency rate |  | 5.88\% |  | 5.53\% |  | 4.99\% |  | 5.20\% |  | 4.86\% |
| Purchase Volume ${ }^{(3)}$ | \$ | 26,865,498 | \$ | 25,982,259 | \$ | 25,746,799 | \$ | 23,473,560 | \$ | 27,564,750 |
| Domestic Card Sub-segment |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 1,781,573 | \$ | 1,797,173 | \$ | 1,586,686 | \$ | 1,504,695 | \$ | 1,608,705 |
| Non-interest income |  | 793,934 |  | 855,571 |  | 794,440 |  | 883,891 |  | 1,018,689 |
| Total revenue | \$ | 2,575,507 | \$ | 2,652,744 | \$ | 2,381,126 | \$ | 2,388,586 | \$ | 2,627,394 |
| Provision for loan and lease losses |  | 1,033,341 |  | 1,436,959 |  | 1,336,736 |  | 1,521,997 |  | 2,000,928 |
| Non-interest expenses |  | 832,878 |  | 769,995 |  | 787,624 |  | 865,460 |  | 897,687 |
| Income (loss) before taxes |  | 709,288 |  | 445,790 |  | 256,766 |  | 1,129 |  | $(271,221)$ |
| Income taxes (benefit) |  | 248,251 |  | 156,027 |  | 89,868 |  | 396 |  | $(94,928)$ |
| Net income (loss) | \$ | 461,037 | \$ | 289,763 | \$ | 166,898 | \$ | 733 | \$ | $(176,293)$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 60,299,827 | \$ | 61,891,573 | \$ | 64,760,128 | \$ | 67,015,166 | \$ | 70,944,581 |
| Average loans held for investment | \$ | 60,443,441 | \$ | 63,298,525 | \$ | 65,862,569 | \$ | 69,187,704 | \$ | 69,643,290 |
| Loans held for investment yield |  | 14.08\% |  | 13.74\% |  | 12.17\% |  | 11.40\% |  | 12.52\% |
| Revenue margin |  | 17.04\% |  | 16.76\% |  | 14.46\% |  | 13.81\% |  | 15.09\% |
| Net charge-off rate |  | 9.59\% |  | 9.64\% |  | 9.23\% |  | 8.39\% |  | 7.08\% |
| 30+ day performing delinquency rate |  | 5.78\% |  | 5.38\% |  | 4.77\% |  | 5.08\% |  | 4.78\% |
| Purchase Volume ${ }^{(3)}$ | \$ | 24,592,679 | \$ | 23,760,963 | \$ | 23,610,760 | \$ | 21,601,837 | \$ | 25,217,781 |
| International Card Sub-segment |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 247,648 | \$ | 227,077 | \$ | 210,617 | \$ | 186,993 | \$ | 207,779 |
| Non-interest income |  | 103,072 |  | 111,291 |  | 103,000 |  | 101,590 |  | 119,531 |
| Total revenue | \$ | 350,720 | \$ | 338,368 | \$ | 313,617 | \$ | 288,583 | \$ | 327,310 |
| Provision for loan and lease losses |  | 171,352 |  | 206,762 |  | 183,556 |  | 160,789 |  | 163,601 |
| Non-interest expenses |  | 109,550 |  | 127,583 |  | 121,948 |  | 123,192 |  | 177,759 |
| Income (loss) before taxes |  | 69,818 |  | 4,023 |  | 8,113 |  | 4,602 |  | $(14,050)$ |
| Income taxes (benefit) |  | 20,931 |  | 2,047 |  | 2,383 |  | 2,006 |  | $(3,125)$ |
| Net income (loss) | \$ | 48,887 | \$ | 1,976 | \$ | 5,730 | \$ | 2,596 | \$ | $\stackrel{(10,925)}{ }$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 8,223,835 | \$ | 8,477,236 | \$ | 8,638,441 | \$ | 8,069,961 | \$ | 8,720,642 |
| Average loans held for investment | \$ | 8,299,895 | \$ | 8,609,235 | \$ | 8,327,859 | \$ | 8,382,679 | \$ | 9,440,972 |
| Loans held for investment yield |  | 15.19\% |  | 13.81\% |  | 13.42\% |  | 12.41\% |  | 12.84\% |
| Revenue margin |  | 16.90\% |  | 15.72\% |  | 15.06\% |  | 13.77\% |  | 13.87\% |
| Net charge-off rate |  | 9.52\% |  | 9.19\% |  | 9.32\% |  | 7.30\% |  | 5.84\% |
| 30+ day performing delinquency rate |  | 6.55\% |  | 6.63\% |  | 6.69\% |  | 6.25\% |  | 5.51\% |
| Purchase Volume ${ }^{(3)}$ | \$ | 2,272,819 | \$ | 2,221,296 | \$ | 2,136,039 | \$ | 1,871,723 | \$ | 2,346,969 |

CAPITAL ONE FINANCIAL CORPORATION (COF)
COMMERCIAL BANKING SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)(10)}$

| (in thousands) |  | $\begin{gathered} 2009 \\ \text { Q4 } \\ \hline \end{gathered}$ | $\text { Q3 }{ }^{(11)}$ |  | $\mathrm{Q}^{(11)}$ |  | $\text { Q1 }{ }^{(11)}$ |  | Q4 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Banking: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 318,576 | \$ | 301,308 | \$ | 279,045 | \$ | 245,459 | \$ | 248,913 |
| Non-interest income |  | 37,992 |  | 43,299 |  | 49,043 |  | 41,214 |  | 42,803 |
| Total revenue | \$ | 356,568 | \$ | 344,607 | \$ | 328,088 | \$ | 286,673 | \$ | 291,716 |
| Provision for loan and lease losses |  | 368,493 |  | 375,095 |  | 122,497 |  | 117,304 |  | 133,154 |
| Non-interest expenses |  | 197,355 |  | 166,043 |  | 155,574 |  | 141,805 |  | 121,420 |
| Income (loss) before taxes |  | $(209,280)$ |  | $(196,531)$ |  | 50,017 |  | 27,564 |  | 37,142 |
| Income taxes (benefit) |  | $(73,248)$ |  | $(68,786)$ |  | 17,506 |  | 9,647 |  | 13,000 |
| Net income (loss) | \$ | $\underline{(136,032)}$ | \$ | $(127,745)$ | \$ | 32,511 | \$ | 17,917 | \$ | 24,142 |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 29,613,050 | \$ | 29,812,527 | \$ | 30,175,485 | \$ | 29,431,097 | \$ | 29,541,314 |
| Average loans held for investment | \$ | 29,867,245 | \$ | 30,073,366 | \$ | 30,565,086 | \$ | 29,545,277 | \$ | 29,416,025 |
| Loans held for investment yield |  | 5.11\% |  | 5.06\% |  | 5.01\% |  | 4.92\% |  | 5.72\% |
| Period end deposits | \$ | 20,480,297 | \$ | 18,617,112 | \$ | 16,897,441 | \$ | 15,691,679 | \$ | 16,483,361 |
| Average deposits | \$ | 19,420,005 | \$ | 17,760,860 | \$ | 17,020,998 | \$ | 16,045,943 | \$ | 15,103,199 |
| Deposit interest expense rate |  | 0.80\% |  | 0.75\% |  | 0.77\% |  | 0.92\% |  | 1.42\% |
| Core deposit intangible amortization | \$ | 13,847 | \$ | 9,664 | \$ | 9,959 | \$ | 9,092 | \$ | 9,353 |
| Net charge-off rate ${ }^{(5)}$ |  | 2.91\% |  | 1.42\% |  | 0.89\% |  | 0.56\% |  | 0.82\% |
| Non-performing loans as a percentage of loans held for investment ${ }^{(5)}$ |  | 2.37\% |  | 2.65\% |  | 2.33\% |  | 1.85\% |  | 1.31\% |
| Non-performing asset rate ${ }^{(5)}$ |  | 2.52\% |  | 2.84\% |  | 2.47\% |  | 1.95\% |  | 1.41\% |

CAPITAL ONE FINANCIAL CORPORATION (COF)
CONSUMER BANKING SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)(10)}$

| (in thousands) | $\begin{gathered} 2009 \\ \text { Q4 } \end{gathered}$ |  | $\begin{aligned} & 2009 \\ & \text { Q3 }{ }^{(11)} \\ & \hline \end{aligned}$ |  | $\begin{gathered} 2009 \\ \text { Q2 }^{(11)} \end{gathered}$ |  | $\begin{array}{r} 2009 \\ \text { Q1 }{ }^{(11)} \\ \hline \end{array}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Banking: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 833,369 | \$ | 847,651 | \$ | 825,923 | \$ | 723,654 | \$ | 759,716 |
| Non-interest income |  | 153,099 |  | 212,704 |  | 226,128 |  | 163,257 |  | 159,831 |
| Total revenue | \$ | 986,468 | \$ | 1,060,355 | \$ | 1,052,051 | \$ | 886,911 | \$ | 919,547 |
| Provision for loan and lease losses |  | 249,309 |  | 156,052 |  | 202,055 |  | 268,233 |  | 518,572 |
| Goodwill impairment ${ }^{(4)}$ |  | - |  | - |  | - |  | - |  | 810,876 |
| Non-interest expenses |  | 749,021 |  | 680,970 |  | 724,735 |  | 579,724 |  | 629,257 |
| Income (loss) before taxes |  | $(11,862)$ |  | 223,333 |  | 125,261 |  | 38,954 |  | $(1,039,158)$ |
| Income taxes (benefit) |  | $(4,152)$ |  | 78,166 |  | 43,842 |  | 13,634 |  | $(86,457)$ |
| Net income (loss) | \$ | $(7,710)$ | \$ | 145,167 | \$ | 81,419 | \$ | 25,320 | \$ | $(952,701)$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 38,214,493 | \$ | 40,149,347 | \$ | 41,848,174 | \$ | 35,942,632 | \$ | 37,196,562 |
| Average loans held for investment | \$ | 39,114,123 | \$ | 41,075,871 | \$ | 42,721,631 | \$ | 36,543,097 | \$ | 37,534,915 |
| Loans held for investment yield |  | 8.83\% |  | 8.89\% |  | 8.69\% |  | 9.02\% |  | 9.22\% |
| Auto loan originations |  | 1,018,125 |  | 1,512,707 |  | 1,341,583 |  | 1,463,402 |  | 1,476,136 |
| Period end deposits | \$ | 74,144,805 | \$ | 72,252,596 | \$ | 73,882,639 | \$ | 63,422,760 | \$ | 61,763,503 |
| Average deposits | \$ | 72,975,666 | \$ | 73,284,397 | \$ | 74,320,889 | \$ | 62,730,380 | \$ | 60,747,850 |
| Deposit interest expense rate |  | 1.41\% |  | 1.58\% |  | 1.76\% |  | 2.04\% |  | 2.45\% |
| Core deposit intangible amortization | \$ | 39,974 | \$ | 45,856 | \$ | 47,259 | \$ | 35,593 | \$ | 36,615 |
| Net charge-off rate ${ }^{(5)}$ |  | 2.85\% |  | 2.69\% |  | 2.23\% |  | 3.30\% |  | 3.75\% |
| Non-performing loans as a percentage of loans held for investment ${ }^{(5)}{ }^{(8)}$ |  | 1.45\% |  | 1.26\% |  | 1.08\% |  | 0.98\% |  | 0.93\% |
| Non-performing asset rate ${ }^{(5)(8)}$ |  | 1.60\% |  | 1.39\% |  | 1.21\% |  | 1.16\% |  | 1.19\% |
| $30+$ day performing delinquency rate ${ }^{(5)(8)}$ |  | 5.43\% |  | 5.19\% |  | 4.73\% |  | 5.01\% |  | 6.31\% |
| Period end loans serviced for others | \$ | 30,283,326 | \$ | 30,659,074 | \$ | 31,491,554 | \$ | 22,270,797 | \$ | 22,926,037 |

# CAPITAL ONE FINANCIAL CORPORATION (COF) <br> OTHER AND TOTAL SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS <br> MANAGED BASIS ${ }^{(1)(10)}$ 

| (in thousands) | $\begin{gathered} 2009 \\ \text { Q4 } \end{gathered}$ |  | $\begin{array}{r} 2009 \\ \text { Q3 }{ }^{(11)} \\ \hline \end{array}$ |  | $\begin{gathered} 2009 \\ \text { Q2 }^{(11)} \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q1 }{ }^{(7)(11)} \end{gathered}$ |  | $\begin{gathered} 2008 \\ \text { Q4 } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | $(11,051)$ | \$ | 38,828 | \$ | 55,083 | \$ | 89,189 | \$ | $(57,233)$ |
| Non-interest income |  | 110,829 |  | 149,802 |  | 16,905 |  | $(204,290)$ |  | $(157,674)$ |
| Total revenue | \$ | 99,778 | \$ | 188,630 | \$ | 71,988 | \$ | $(115,101)$ | \$ | $(214,907)$ |
| Provision for loan and lease losses |  | 24,309 |  | 25,508 |  | 59,129 |  | 63,634 |  | 63,043 |
| Restructuring expenses |  | 32,036 |  | 26,356 |  | 43,374 |  | 17,627 |  | 52,839 |
| Non-interest expenses |  | 27,152 |  | 31,111 |  | 88,457 |  | 17,481 |  | 68,105 |
| Income (loss) before taxes |  | 16,281 |  | 105,655 |  | $(118,972)$ |  | $(213,843)$ |  | $(398,894)$ |
| Income taxes (benefit) |  | $(21,423)$ |  | $(22,242)$ |  | $(61,194)$ |  | $(84,173)$ |  | $(118,346)$ |
| Net income (loss) | \$ | 37,704 | \$ | 127,897 | \$ | $(57,778)$ | \$ | $(129,670)$ | \$ | $(280,548)$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment ${ }^{(9)}$ | \$ | 451,697 | \$ | 659,008 | \$ | 694,750 | \$ | 9,270,663 | \$ | 533,655 |
| Average loans held for investment ${ }^{(9)}$ | \$ | 459,477 | \$ | 482,905 | \$ | 535,681 | \$ | 3,523,335 | \$ | 550,950 |
| Period end deposits | \$ | 21,183,994 | \$ | 23,633,403 | \$ | 25,944,110 | \$ | 42,001,885 | \$ | 30,373,925 |
| Average deposits | \$ | 22,201,746 | \$ | 24,837,483 | \$ | 28,262,122 | \$ | 33,360,422 | \$ | 28,242,075 |
| Total: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 3,170,115 | \$ | 3,212,037 | \$ | 2,957,354 | \$ | 2,749,990 | \$ | 2,767,880 |
| Non-interest income |  | 1,198,926 |  | 1,372,667 |  | 1,189,516 |  | 985,662 |  | 1,183,180 |
| Total revenue | \$ | 4,369,041 | \$ | 4,584,704 | \$ | 4,146,870 | \$ | 3,735,652 | \$ | 3,951,060 |
| Provision for loan and lease losses |  | 1,846,804 |  | 2,200,376 |  | 1,903,973 |  | 2,131,957 |  | 2,879,298 |
| Restructuring expenses |  | 32,036 |  | 26,356 |  | 43,374 |  | 17,627 |  | 52,839 |
| Goodwill impairment ${ }^{(4)}$ |  | - |  | - |  | - |  | - |  | 810,876 |
| Non-interest expenses |  | 1,915,956 |  | 1,775,702 |  | 1,878,338 |  | 1,727,662 |  | 1,894,228 |
| Income (loss) before taxes |  | 574,245 |  | 582,270 |  | 321,185 |  | $(141,594)$ |  | $(1,686,181)$ |
| Income taxes (benefit) |  | 170,359 |  | 145,212 |  | 92,405 |  | $(58,490)$ |  | $(289,856)$ |
| Net income (loss) | \$ | 403,886 | \$ | 437,058 | \$ | 228,780 | \$ | $(83,104)$ | \$ | $(1,396,325)$ |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 136,802,902 | \$ | 140,989,691 | \$ | 146,116,978 | \$ | 149,729,519 | \$ | 146,936,754 |
| Average loans held for investment | \$ | 138,184,181 | \$ | 143,539,902 | \$ | 148,012,826 | \$ | 147,182,092 | \$ | 146,586,152 |
| Period end deposits | \$ | 115,809,096 | \$ | 114,503,111 | \$ | 116,724,190 | \$ | 121,116,324 | \$ | 108,620,789 |
| Average deposits | \$ | 114,597,417 | \$ | 115,882,740 | \$ | 119,604,009 | \$ | 112,136,745 | \$ | 104,093,124 |

## CAPITAL ONE FINANCIAL CORPORATION (COF) <br> LOAN DISCLOSURES AND SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS NOTES

(1) The information in this report 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".
(2) Non performing assets is comprised of non performing loans and other real estate owned (OREO). The non performing asset rate equals non performing assets divided by the sum of loans held for investment and OREO.
(3) Includes all purchase transactions net of returns and excludes cash advance transactions.
(4) In the fourth quarter of 2008 the Company recorded impairment of goodwill in its automobile business of $\$ 810.9$ million.
(5) Net charge-off rates and $30+$ day performing delinquency rates include period end loans held for investment and average loans held for investment acquired as part of the Chev Chase Bank, FSB (CCB) acquisition. The period end and average loans held for investment and metrics excluding such loans are as follows. Net charge-off dollars were unchanged.

|  | Q4 2009 |  | Q3 2009 ${ }^{(11)}$ |  | Q2 2009 ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CCB period end acquired loan portfolio (in millions) | \$ | 7,250.5 | \$ | 7,885.0 | \$ | 8,643.5 |
| CCB average acquired loan portfolio (in millions) | \$ | 7,511.9 | \$ | 8,028.8 | \$ | 8,498.9 |
| Net charge-off rate |  |  |  |  |  |  |
| Commercial and Multi-Family Real Estate |  | 3.05\% |  | 1.38\% |  | 0.95\% |
| Middle Market |  | 0.75\% |  | 0.56\% |  | 0.61\% |
| Total Commercial Lending |  | 2.05\% |  | 1.08\% |  | 0.83\% |
| Total Commercial Banking |  | 2.93\% |  | 1.43\% |  | 0.92\% |
| Mortgage |  | 1.24\% |  | 1.24\% |  | 0.77\% |
| Retail Banking |  | 3.20\% |  | 2.57\% |  | 2.56\% |
| Total Consumer Banking |  | 3.45\% |  | 3.28\% |  | 2.72\% |
| $30+$ day performing delinquency rate |  |  |  |  |  |  |
| Mortgage |  | 2.18\% |  | 2.06\% |  | 1.76\% |
| Retail Banking |  | 1.30\% |  | 1.33\% |  | 0.96\% |
| Total Consumer Banking |  | 6.56\% |  | 6.27\% |  | 5.61\% |
| Non performing asset rate |  |  |  |  |  |  |
| Commercial and Multi-Family Real Estate |  | 3.34\% |  | 2.79\% |  | 2.25\% |
| Middle Market |  | 1.13\% |  | 1.30\% |  | 1.21\% |
| Total Commercial Lending |  | 2.39\% |  | 2.15\% |  | 1.85\% |
| Total Commercial Banking |  | 2.62\% |  | 2.95\% |  | 2.54\% |
| Mortgage |  | 3.88\% |  | 3.24\% |  | 2.73\% |
| Retail Banking |  | 2.23\% |  | 2.09\% |  | 1.88\% |
| Total Consumer Banking |  | 1.93\% |  | 1.68\% |  | 1.47\% |
| Non performing loans as a percentage of loans held for investment |  |  |  |  |  |  |
| Commercial Banking |  | 2.43\% |  | 2.73\% |  | 2.40\% |
| Consumer Banking |  | 1.75\% |  | 1.53\% |  | 1.32\% |

(6) The Company's policy is not to reclassify credit card loans as nonperforming loans. Credit card loans continue to accrue finance charges and fees until charged off. The amount of finance charges and fees considered uncollectible are suppressed and are not recognized in income.
(7) The impact and balances from the Chevy Chase Bank acquisition are included in the Other category for the first quarter of 2009.
(8) Includes non accrual consumer auto loans 90+ days past due.
(9) Other loans held for investment includes unamortized premiums and discounts on loans acquired in the North Fork and Hibernia acquisitions.
(10) During the third quarter of 2009, the Company realigned its business segment reporting structure to better reflect the manner in which the performance of the Company's operations are evaluated. The Company now reports the results of its business through three operating segments: Credit Card, Commercial Banking, and Consumer Banking. Segment and certain sub-segment results have been recasted for all periods presented. The three segments consist of the following:

- Credit Card includes the Company's domestic consumer and small business card lending, domestic national small business lending, national closed end installment lending and the international card lending businesses in Canada and the United Kingdom

Commercial Banking includes the Company's lending, deposit gathering and treasury management services to commercial real estate and middle market customers. The Commercial segment also includes the financial results of a national portfolio of small ticket commercial real estate loans that are in run-off mode.
-
Consumer Banking includes the Company's branch based lending and deposit gathering activities for small business customers as well as its branch-based consumer deposit gathering and lending activities, national deposit gathering, consumer mortgage lending and servicing activities and national automobile lending

The segment reorganization includes the allocation of Chevy Chase Bank to the appropriate segments. Chevy Chase Bank's operations are included in the Commercial Banking and Consumer Banking segments beginning in the second quarter 2009. Chevy Chase Bank's operations for the first quarter of 2009 remain in the Other category. Chevy Chase Bank's operations are impacted by the Company's analysis of the fair values and purchase price allocation of Chevy Chase Bank's assets and liabilities which was finalized during the fourth quarter of 2009.
(11) Results and balances have been recast to reflect the impact of purchase accounting adjustments from the Chevy Chase Bank acquisition as if those adjustments had been recorded at the acquisition date as the purchase accounting has been finalized during Q4 2009. The following highlights the changes to key line items from what was previously disclosed.
(in millions)
Net income increase (decrease)
Loans held for investment increase (decrease)

| Commercial Banking |  |  |  |  | Consumer Banking |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2009 | Q1 2009 |  | 2009 |  | 2009 | Q1 2009 |
| \$ | 2.5 | \$ | 2.7 | - | \$ | (39.4) | \$ | (8.3) | - |
| \$ | (49.8) | \$ | (141.9) | - | \$ | (330.4) | \$ | (335.5) | - |


| Other |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Q3 2009 | Q2 2009 |  | Q1 2009 |  |  |
| $\$$ | 4.8 | $\$$ | 4.2 | $\$$ | 3.8 |
| $\$$ | 311.5 | $\$$ | 343.3 | $\$$ | $(606.0)$ |

(12) During Q4 2009, the Company reclassified $\$ 127.5$ million of small ticket commercial real estate from loans held for investment to loans held for sale and recognized charge-offs of $\$ 79.5$ million.

