

First Quarter 2024 Results

April 25, 2024

Forward-Looking Statements



This presentation and related communications should be read in conjunction with the financial statements, notes, and other information contained in Capital One's Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. Please note that the following materials containing information regarding Capital One's financial performance is preliminary and based on Capital One's data available at the time of the earnings presentation. It speaks only as of the particular date or dates indicated in these materials. Capital One does not undertake any obligation to update or revise any of the information contained herein whether as a result of new information, and future events or otherwise.

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Forward-looking statements often use words such as "will," "anticipate," "target," "expect," "think," "estimate," "intend," "goal," "believe," "forecast," "outlook" or other words of similar meaning. Numerous factors could cause Capital One's actual results to differ materially from those described in such forward-looking statements, including, among other things: risks relating to the pending acquisition of Discover Financial Services by Capital One (the "Transaction"), including the risk that the cost savings and any revenue synergies and other anticipated benefits from the Transaction may not be fully realized or may take longer than anticipated to be realized; disruption to Capital One's business and to Discover's business as a result of the announcement and pendency of the Transaction; the risk that the integration of Discover's business and operations into Capital One's, including into Capital One's compliance management program, will be materially delayed or will be more costly or difficult than expected, or that Capital One is otherwise unable to successfully integrate Discover's business into Capital One's, including as a result of unexpected factors or events; the possibility that the requisite regulatory, stockholder or other approvals are not received or other conditions to the closing are not satisfied on a timely basis or at all, or are obtained subject to conditions that are not anticipated (and the risk that requisite regulatory approvals may result in the imposition of conditions that could adversely affect Capital One or the expected benefits of the Transaction following the closing of the Transaction); reputational risk and the reaction of customers, suppliers, employees or other business partners of Capital One or of Discover to the Transaction; the failure of the closing conditions in the merger agreement to be satisfied, or any unexpected delay in completing the Transaction or the occurrence of any event, change or other circumstances that could give rise to the termination of the merger agreement; the dilution caused by Capital One's issuance of additional shares of its common stock in connection with the Transaction; the possibility that the Transaction may be more expensive to complete than anticipated, including as a result of unexpected factors or events; risks related to management and oversight of Capital One's expanded business and operations following the Transaction due to the increased size and complexity of its business; the possibility of increased scrutiny by, and/or additional regulatory requirements of, governmental authorities as a result of the Transaction or the size, scope and complexity of Capital One's business operations following the Transaction; the outcome of any legal or regulatory proceedings that may be currently pending or later instituted against Capital One (before or after the Transaction) or against Discover; the risk that expectations regarding the timing, completion and accounting and tax treatments of the Transaction are not met; the risk that any announcements relating to the Transaction could have adverse effects on the market price of Capital One's common stock; certain restrictions during the pendency of the Transaction; the diversion of management's attention from ongoing business operations and opportunities; the risk that revenues following the Transaction may be lower than expected and/or the risk that certain expenses, such as the provision for credit losses, of Discover or the surviving entity may be greater than expected; Capital One's and Discover's success in executing their respective business plans and strategies and managing the risks involved in the foregoing; effects of the announcement, pendency or completion of the Transaction on Capital One's or Discover's ability to retain customers and retain and hire key personnel and maintain relationships with Capital One's and Discover's suppliers and other business partners, and on Capital One's and Discover's operating results and businesses generally; and other factors that may affect Capital One's future results or the future results of Discover; changes and instability in the macroeconomic environment, resulting from factors that include, but are not limited to monetary policy actions, geopolitical conflicts or instability, such as the war between Ukraine and Russia and the war between Israel and Hamas, labor shortages, government shutdowns, inflation and deflation, potential recessions, lower demand for credit, changes in deposit practices and payment patterns; increases or fluctuations in credit losses and delinquencies and the impact of incorrectly estimated expected losses, which could result in inadequate reserves; compliance with new and existing domestic and foreign laws, regulations and regulatory expectations; limitations on Capital One's ability to receive dividends from its subsidiaries; Capital One's ability to maintain adequate capital or liquidity levels or to comply with revised capital or liquidity requirements, which could have a negative impact on its financial results and its ability to return capital to its stockholders; the extensive use, reliability, and accuracy of the models, artificial intelligence, and data on which Capital One relies; increased costs, reductions in revenue, reputational damage, legal exposure and business disruptions that can result from a cyber-attack or other security incident on Capital One or third parties (including their supply chains) with which Capital One conduct business, including an incident that results in the theft, loss, manipulation or misuse of information, or the disabling of systems and access to information critical to business operations; developments, changes or actions relating to any litigation, governmental investigation or regulatory enforcement action or matter involving Capital One; the amount and rate of deposit growth and changes in deposit costs; Capital One's ability to execute on its strategic initiatives and operational plans; Capital One's response to competitive pressures; Capital One's business, financial condition and results of operations may be adversely affected by merchants' efforts to reduce the fees charged by credit and debit card networks to facilitate card transactions, and by legislation and regulation impacting such fees; Capital One's success in integrating acquired businesses and loan portfolios, and its ability to realize anticipated benefits from announced transactions and strategic partnerships; Capital One's ability to develop, operate, and adapt its operational, technology and organizational infrastructure suitable for the nature of its business; the success of Capital One's marketing efforts in attracting and retaining customers; Capital One's risk management strategies; changes in the reputation of, or expectations regarding, Capital One or the financial services industry with respect to practices, products, services or financial condition; fluctuations in interest rates or volatility in the capital markets; Capital One's ability to attract, develop, retain and motivate key senior leaders and skilled employees; climate change manifesting as physical or transition risks; Capital One's assumptions or estimates in its financial statements; the soundness of other financial institutions and other third parties, actual or perceived; Capital One's ability to invest successfully in and introduce digital and other technological developments across all its businesses; a downgrade in Capital One's credit ratings; Capital One's ability to manage risks from catastrophic events; compliance with applicable laws and regulations related to privacy, data protection and data security, in addition to compliance with Capital One's own privacy policies and contractual obligations to third parties; Capital One's ability to protect its intellectual property; and other risk factors identified from time to time in Capital One's public disclosures, including in the reports that it files with the U.S. Securities and Exchange Commission (the "SEC").

You should carefully consider the factors referred to above in evaluating these forward-looking statements. All information in these slides is based on the consolidated results of Capital One, unless otherwise noted. This presentation includes certain non-GAAP financial measures as defined by SEC rules. These non-GAAP financial measures may be useful to investors but should not be viewed in isolation from, or as a substitute for, GAAP results, nor are they necessarily comparably to non-GAAP measures that may be presented by other companies. A reconciliation of any non-GAAP financial measures included in this presentation to the comparative GAAP measure can be found in Capital One's Current Report on Form 8-K filed with the SEC on April 25, 2024, available on its website at www.capitalone.com under "Investors."

Q1 2024 Company Highlights



- Net income of \$1.3 billion, or \$3.13 per diluted common share
 - Adjusted net income per diluted common share⁽¹⁾ of \$3.21
- Pre-provision earnings⁽¹⁾ increased 13% to \$4.3 billion
- Provision for credit losses of \$2.7 billion
- Efficiency ratio of 54.64%
 - Adjusted efficiency ratio⁽¹⁾ of 54.19%
- Operating efficiency ratio of 43.89%
 - Adjusted operating efficiency ratio⁽¹⁾ of 43.45%
- The quarter included the following adjusting item:

(Dollars in millions, except per share data)	Pre-Tax Impact	After-Tax Diluted EPS Impact
FDIC special assessment	\$ 42	\$ 0.08

- Common equity Tier 1 capital ratio under Basel III Standardized Approach of 13.1% at March 31, 2024
- Tangible book value per share⁽¹⁾ decreased 1% to \$98.67
- Period-end loans held for investment decreased 2% or \$5.3 billion to \$315.2 billion
- Average loans held for investment decreased \$1.3 billion, or less than 1 percent, to \$314.6 billion
- Period-end total deposits increased \$2.6 billion to \$351.0 billion
 - Period-end insured deposits of \$288.6 billion, 82% of total deposits
- Average total deposits increased \$329 million, or less than 1 percent, to \$345.7 billion

Note: All comparisons are for the first quarter of 2024 compared with the fourth quarter of 2023 unless otherwise noted. Regulatory capital metrics and capital ratios as of March 31, 2024 are preliminary and therefore subject to change.

⁽¹⁾ This is a non-GAAP measure. See appendix slides for the reconciliation of non-GAAP measures to our reported results.

Allowance for Credit Losses



(Dollars in millions)	Credit Card		Consumer Banking	Commercial Banking	Total
Allowance for credit losses:					
Balance as of December 31, 2023	\$ 11,709	\$	2,042	\$ 1,545	\$ 15,296
Charge-offs	(2,574)		(660)	(39)	(3,273)
Recoveries	367		280	10	657
Net charge-offs	(2,207)		(380)	(29)	(2,616)
Provision for credit losses ⁽¹⁾	2,259		426	22	2,707
Allowance build (release) for credit losses	52		46	(7)	91
Other changes ⁽²⁾	(7)		_	_	(7)
Balance as of March 31, 2024	\$ 11,754	\$	2,088	\$ 1,538	\$ 15,380
Allowance coverage ratio as of March 31, 2024	7.81%		2.78%	1.72%	4.88%

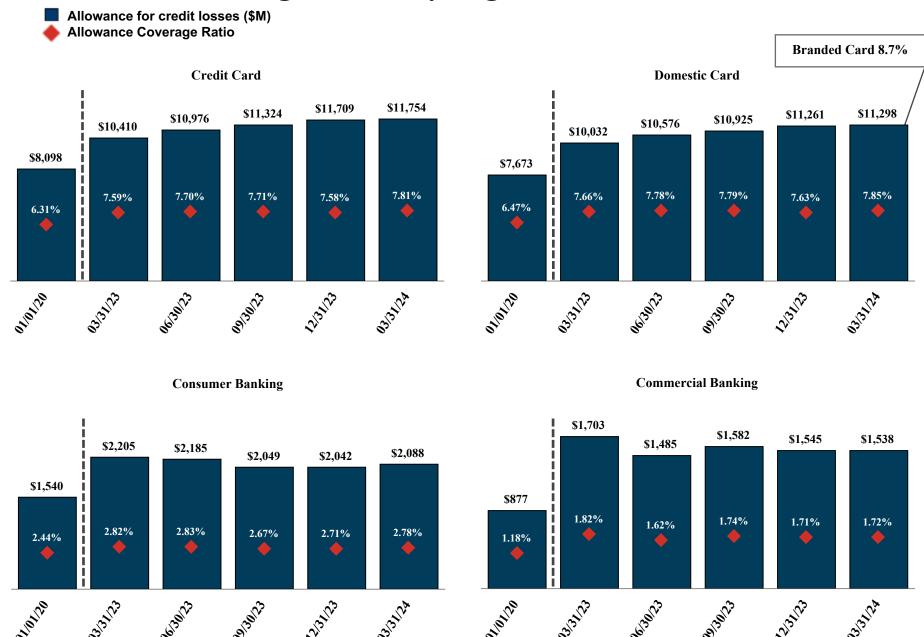
- Allowance build of \$91 million primarily driven by builds in Auto and Domestic Card
- Allowance coverage ratio of 4.88% at March 31, 2024, compared to 4.77% at December 31, 2023

⁽¹⁾ Does not include \$(24) million of provision (benefit) related to unfunded lending commitments that is recorded in other liabilities in Commercial Banking.

⁽²⁾ Primarily represents foreign currency translation adjustments.

Allowance Coverage Ratios by Segment

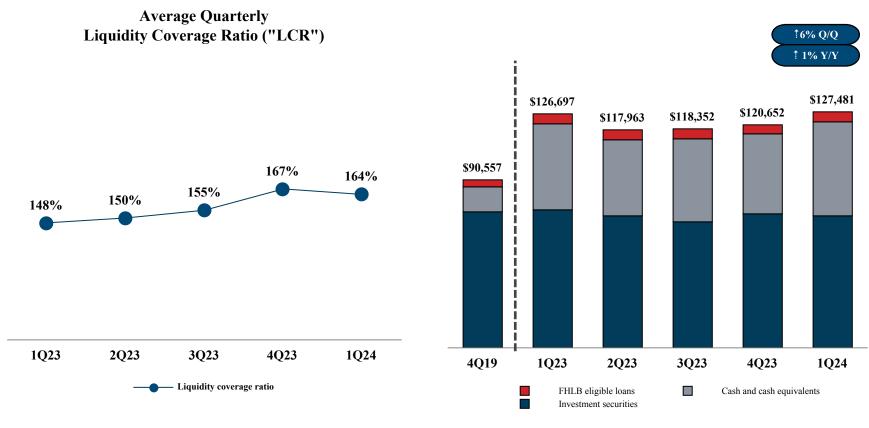




Liquidity



Total Liquidity Reserves (\$M)⁽¹⁾



First Quarter 2024 Highlights

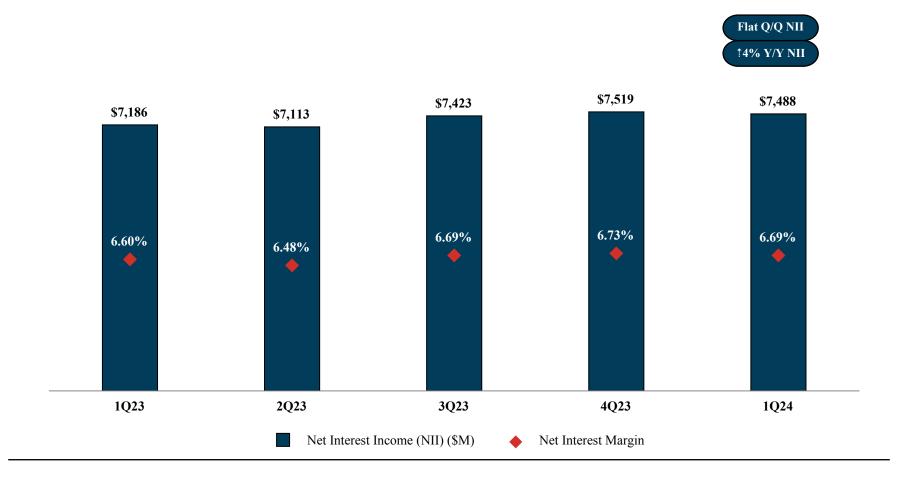
- Average quarterly Liquidity Coverage Ratio of 164%
- Total liquidity reserves of \$127.5 billion as of March 31, 2024
 - \$51.0 billion in cash and cash equivalents

Note: The Q1'24 LCR is preliminary and therefore subject to change.

⁽¹⁾ Amount above represents unencumbered liquidity reserves. Securities pledged and eligible to secure FHLB borrowing capacity are presented within investment securities above.

Net Interest Income and Net Interest Margin





- Net interest margin decreased 4 basis points quarter-over-quarter driven by lower day count
- Net interest margin increased 9 basis points year-over-year driven by higher asset yields and growth in our credit card loan portfolio, partially offset by higher rates paid on interest-bearing liabilities

Capital



(Dollars in millions)	Amount	Ratio
Common equity Tier 1 ("CET1") as of December 31, 2023	\$ 47,615	12.9%
Q1 2024 Net income	1,280	35 bps
CECL Transition Provisions	(599)	(16)bp
Common & Preferred Stock Dividends ⁽¹⁾	(295)	(8)bps
Share Repurchases	(103)	(3)bps
Other quarterly activities ⁽²⁾	109	3 bps
Risk Weighted Assets changes	N/A	11 bps
CET1 as of March 31, 2024	\$ 48,007	13.1%

First Quarter 2024 Highlights

- Well-capitalized with CET1 capital ratio of 13.1% as of March 31, 2024
- Repurchased 763 thousand common shares for \$103 million in the first quarter of 2024

Note: Regulatory capital metrics and capital ratios as of March 31, 2024 are preliminary and therefore subject to change.

⁽¹⁾ Includes cash dividends of \$285 million and \$10 million of dividend-equivalents associated with employee stock awards.

⁽²⁾ Primarily represents net issuances of employee stock, AOCI included in our capital ratios, partially offset by deductions for goodwill and intangibles, net of deferred taxes.

Financial Summary—Business Segment Results



	Three Months Ended March 31, 2024														
(Dollars in millions)	Credit Card		Credit Card		Consumer Banking		Commercia Banking		Ot	Other		Total			
Net interest income (loss)	\$	5,272	\$	2,011	\$	599	\$	(394)	\$	7,488					
Non-interest income (loss)		1,476		159		281		(2)		1,914					
Total net revenue (loss)		6,748		2,170		880		(396)		9,402					
Provision (benefit) for credit losses		2,259		426		(2)		_		2,683					
Non-interest expense		3,229		1,246		515		147		5,137					
Income (loss) from continuing operations before income taxes		1,260		498		367		(543)		1,582					
Income tax provision (benefit)		299		117		87		(201)		302					
Income (loss) from continuing operations, net of tax	\$	961	\$	381	\$	280	\$	(342)	\$	1,280					

Credit Card



				2024 Q	1
	2024	2023	2023	2023	2023
Dollars in millions, except as noted)	Q1	Q4	Q1	Q4	Q1
Earnings:					
Net interest income	\$ 5,272	\$ 5,231	\$ 4,657	1%	13%
Non-interest income	1,476	1,565	1,363	(6)	8
Total net revenue	6,748	6,796	6,020	(1)	12
Provision for credit losses	2,259	2,353	2,261	(4)	_
Non-interest expense	3,229	3,417	3,038	(6)	6
Pre-tax income	1,260	1,026	721	23	75
Selected performance metrics:					
Period-end loans held for investment	\$150,594	\$ 154,547	\$ 137,142	(3)%	10%
Average loans held for investment	149,645	148,627	134,670	1	11
Total net revenue margin	17.99%	18.24%	17.88%	(25)bps	11 bps
Net charge-off rate	5.90	5.33	4.06	57	184
Purchase volume	\$150,171	\$ 162,055	\$ 141,658	(7)%	6%

- Ending loans held for investment up \$13.5 billion, or 10%, year-over-year; average loans held for investment up \$15.0 billion, or 11%, year-over-year
- Purchase volume up 6% year-over-year
- Revenue up \$728 million, or 12%, yearover-year
- Revenue margin of 17.99%
- Non-interest expense up \$191 million or 6% year-over-year
- Provision for credit losses down \$2 million year-over-year
- Net charge-off rate of 5.90%

Domestic Card



				2024 Q	1
	2024	2023	2023	2023	2023
(Dollars in millions, except as noted)	Q1	Q4	Q1	Q4	Q1
Earnings:					
Net interest income	\$ 4,972	\$ 4,940	\$ 4,390	1%	13%
Non-interest income	1,411	1,498	1,298	(6)	9
Total net revenue	6,383	6,438	5,688	(1)	12
Provision for credit losses	2,157	2,238	2,174	(4)	(1)
Non-interest expense	3,025	3,186	2,847	(5)	6
Pre-tax income	1,201	1,014	667	18	80
Selected performance metrics:					
Period-end loans held for investment	\$143,861	\$ 147,666	\$ 130,980	(3)%	10%
Average loans held for investment	142,887	142,112	128,562	1	11
Total net revenue margin	17.82%	18.07%	17.70%	(25)bps	12 bps
Net charge-off rate	5.94	5.35	4.04	59	190
30+ day performing delinquency rate	4.48	4.61	3.66	(13)	82
Purchase volume	\$146,696	\$ 158,290	\$ 138,310	(7)%	6%

- Ending loans held for investment up \$12.9 billion, or 10%, year-over-year; average loans held for investment up \$14.3 billion, or 11%, year-over-year
- Purchase volume up 6% year-over-year
- Revenue up \$695 million, or 12%, yearover-year
- Revenue margin of 17.82%
- Non-interest expense up \$178 million, or 6%, year-over-year
- Provision for credit losses down \$17 million year-over-year
- Net charge-off rate of 5.94%

Consumer Banking



2024				1
	2023	2023	2023	2023
Q1	Q4	Q1	Q4	Q1
\$ 2,011	\$ 1,951	\$ 2,360	3%	(15)%
159	163	135	(2)	18
2,170	2,114	2,495	3	(13)
426	422	275	1	55
1,246	1,402	1,283	(11)	(3)
498	290	937	72	(47)
\$ 75,099	\$ 75,437	\$ 78,151	_	(4)%
75,092	76,238	78,994	(2)%	(5)
7,522	6,157	6,211	22	21
300,806	296,171	291,163	2	3
294,448	291,486	278,772	1	6
3.15%	3.06%	1.96%	9 bps	119 bps
2.03	2.25	1.56	(22)	47
	\$ 2,011 159 2,170 426 1,246 498 \$ 75,099 75,092 7,522 300,806 294,448 3.15%	\$ 2,011 \$ 1,951 159 163 2,170 2,114 426 422 1,246 1,402 498 290 \$ 75,099 \$ 75,437 75,092 76,238 7,522 6,157 300,806 296,171 294,448 291,486 3.15% 3.06%	\$ 2,011 \$ 1,951 \$ 2,360 159 163 135 2,170 2,114 2,495 426 422 275 1,246 1,402 1,283 498 290 937 \$ 75,099 \$ 75,437 \$ 78,151 75,092 76,238 78,994 7,522 6,157 6,211 300,806 296,171 291,163 294,448 291,486 278,772 3.15% 3.06% 1.96%	\$ 2,011 \$ 1,951 \$ 2,360 3% 159 163 135 (2) 2,170 2,114 2,495 3 426 422 275 1 1,246 1,402 1,283 (11) 498 290 937 72 \$ 75,099 \$ 75,437 \$ 78,151 — 75,092 76,238 78,994 (2)% 7,522 6,157 6,211 22 300,806 296,171 291,163 2 294,448 291,486 278,772 1 3.15% 3.06% 1.96% 9 bps

- Ending loans held for investment down \$3.1 billion, or 4%, year-over-year; average loans held for investment down \$3.9 billion, or 5%, year-over-year
- Ending deposits up \$9.6 billion, or 3%, year-over-year
- Auto loan originations up \$1.3 billion, or 21%, year-over-year
- Revenue down \$325 million, or 13%, year-over-year
- Non-interest expense down \$37 million, or 3%, year-over-year
- Provision for credit losses up \$151 million year-over-year
- Average deposits interest rate of 3.15%
- Net charge-off rate of 2.03%

Commercial Banking



				2024 Q	1
	2024	2023	2023	2023	2023
(Dollars in millions, except as noted)	Q1	Q4	Q1	Q4	Q1
Earnings:					
Net interest income	\$ 599	\$ 617	\$ 648	(3)%	(8)%
Non-interest income	281	245	212	15	33
Total net revenue	880	862	860	2	2
Provision (benefit) for credit losses	(2)	84	259	**	**
Non-interest expense	515	487	530	6	(3)
Pre-tax income	367	291	71	26	*
Selected performance metrics:					
Period-end loans held for investment	\$ 89,461	\$ 90,488	\$ 93,543	(1)%	(4)%
Average loans held for investment	89,877	91,025	94,092	(1)	(4)
Period-end deposits	31,082	32,712	38,380	(5)	(19)
Average deposits	31,844	34,525	39,941	(8)	(20)
Average deposits interest rate	2.65%	2.79%	2.34%	(14)bps	31 bp
Net charge-off rate	0.13	0.53	0.09	(40)	4
Risk category as a percentage of periodend loans held for investment: ⁽¹⁾					
Criticized performing	8.39%	8.81%	7.31%	(42)bps	108 bp
Criticized nonperforming	1.28	0.84	0.79	44	49

- Ending loans held for investment down \$1.0 billion, or 1%, quarter-over-quarter; average loans held for investment down \$1.1 billion, or 1%, quarter-over-quarter
- Ending deposits down \$1.6 billion, or 5%, quarter-over-quarter; average deposits down \$2.7 billion, or 8%, quarter-over-quarter
- Revenue up \$18 million, or 2%, quarterover-quarter
- Non-interest expense up \$28 million, or 6%, quarter-over-quarter
- Provision for credit losses down \$86 million quarter-over-quarter
- Net charge-off rate of 0.13%
- Criticized performing loan rate of 8.39% and criticized nonperforming loan rate of 1.28%

Appendix

Reconciliation of Non-GAAP Measures



The following non-GAAP measures consist of our adjusted results that we believe help investors and users of our financial information understand the effect of adjusting items on our selected reported results, however, they may not be comparable to similarly-titled measures reported by other companies. These adjusted results provide alternate measurements of our operating performance, both for the current period and trends across multiple periods. The following tables present reconciliations of these non-GAAP measures to the applicable amounts measured in accordance with GAAP.

	2024			2023		2023	2023		2023
(Dollars in millions, except per share data and as noted)		Q1		Q4		Q3	 Q2		Q1
Adjusted diluted earnings per share ("EPS"):									
Net income available to common stockholders (GAAP)	\$	1,200	\$	639	\$	1,705	\$ 1,351	\$	887
FDIC special assessment		42		289		_	_		_
Adjusted net income available to common stockholders before income tax impacts (non-GAAP)		1,242		928		1,705	1,351		887
Income tax impacts		(10)		(70)		_	_		_
Adjusted net income available to common stockholders (non-GAAP)	\$	1,232	\$	858	\$	1,705	\$ 1,351	\$	887
Diluted weighted-average common shares outstanding (in millions) (GAAP)		383.4		382.8		383.3	383.7		383.8
Diluted EPS (GAAP)	\$	3.13	\$	1.67	\$	4.45	\$ 3.52	\$	2.31
Impact of adjustments noted above		0.08		0.57			 		
Adjusted diluted EPS (non-GAAP)	\$	3.21	\$	2.24	\$	4.45	\$ 3.52	\$	2.31
Adjusted efficiency ratio:									
Non-interest expense (GAAP)	\$	5,137	\$	5,717	\$	4,860	\$ 4,794	\$	4,945
FDIC special assessment		(42)		(289)					
Adjusted non-interest expense (non-GAAP)	\$	5,095	\$	5,428	\$	4,860	\$ 4,794	\$	4,945
Total net revenue (GAAP)	\$	9,402	\$	9,506	\$	9,366	\$ 9,012	\$	8,903
Efficiency ratio (GAAP)		54.64%		60.14%		51.89%	53.20%		55.54%
Impact of adjustments noted above	_	(45)bps		(304)bps					
Adjusted efficiency ratio (non-GAAP)		54.19%		57.10%		51.89%	53.20%		55.54%

Reconciliation of Non-GAAP Measures



	2024		2023			2023		2023	2023
(Dollars in millions)		Q1		Q4	Q3		Q2		Q1
Adjusted operating efficiency ratio:									
Operating expense (GAAP)	\$	4,127	\$	4,463	\$	3,888	\$	3,908	\$ 4,048
FDIC special assessment		(42)		(289)		_			_
Adjusted operating expense (non-GAAP)	\$	4,085	\$	4,174	\$	3,888	\$	3,908	\$ 4,048
Total net revenue (GAAP)	\$	9,402	\$	9,506	\$	9,366	\$	9,012	\$ 8,903
Operating efficiency ratio (GAAP)		43.89%		46.95%		41.51%		43.36%	45.47%
Impact of adjustments noted above		(44)bps		(304)bps		_		_	_
Adjusted operating efficiency ratio (non-GAAP)		43.45%		43.91%		41.51%	43.36%		45.47%

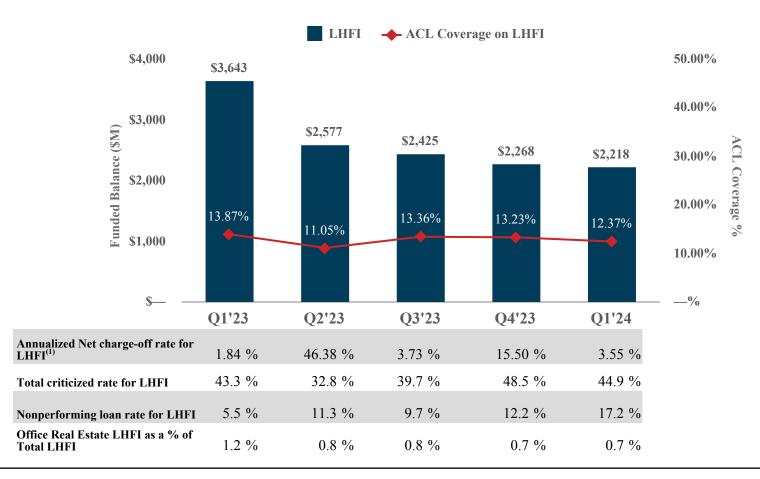
The following summarizes our non-GAAP measures. While these non-GAAP measures are widely used by investors, analysts and bank regulatory agencies to assess the operating performance and capital position of financial services companies, they may not be comparable to similarly-titled measures reported by other companies. The following table presents reconciliations of these non-GAAP measures to the applicable amounts measured in accordance with GAAP.

	2024 2023		2023	3 2023		2023		2023	
(Dollars in millions)		Q1 Q4		Q4		Q3		Q2	Q1
Pre- Provision Earnings									
Total net revenue	\$	9,402	\$	9,506	\$	9,366	\$	9,012	\$ 8,903
Non-interest expense		(5,137)		(5,717)		(4,860)		(4,794)	(4,945)
Pre-provision earnings ⁽¹⁾	\$	4,265	\$	3,789	\$	4,506	\$	4,218	\$ 3,958
Tangible Book Value per Common Share									
Tangible common equity (Period-end)	\$	37,699	\$	37,955	\$	33,515	\$	34,358	\$ 34,710
Outstanding Common Shares		382.1		380.4		381.0		381.4	382.0
Tangible book value per common share ⁽²⁾	\$	98.67	\$	99.78	\$	87.97	\$	90.07	\$ 90.86

⁽¹⁾ Management believes that this financial metric is useful in assessing the ability of a lending institution to generate income in excess of its provision for credit losses. (2) Management believes that this financial metric is useful in assessing capital adequacy and the level of returns generated.

Commercial Office Real Estate





First Quarter 2024 Highlights

- Office Real Estate represented 2.5% of our Commercial Banking LHFI portfolio and 0.7% of total LHFI
- The allowance coverage ratio decreased from 13.23% in Q4'23 to 12.37% in Q1'24, while the annualized net charge-off rate decreased from 15.50% to 3.55%.

Note: Excludes loans in our Healthcare Real Estate business secured by Medical Office properties and loans to office real estate investment trusts (REIT) and real estate investment funds (REIF).

¹⁾ 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.