

# Morgan Stanley US Financials, Payments, & CRE Conference

Tim Spence President and Chief Executive Officer June 14, 2023

### **Cautionary statement**



This presentation contains statements that we believe are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Rule 175 promulgated thereunder, and Section 21E of the Securities Exchange Act of 1934, as amended, and Rule 3b-6 promulgated thereunder. All statements of historical fact are forward-looking statements. These statements relate to our financial condition, results of operations, plans, objectives, future performance, capital actions or business. They usually can be identified by the use of forward-looking language such as "will likely result," "may," "are expected to," "is anticipated," "potential," "estimate," "forecast," "projected," "intends to," or may include other similar words or phrases such as "believes," "plans," "trend," "objective," "continue," "remain," or similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "might," "can," or similar verbs. You should not place undue reliance on these statements, as they are subject to risks and uncertainties, including but not limited to the risk factors set forth in our most recent Annual Report on Form 10-K as updated by our filings with the U.S. Securities and Exchange Commission ("SEC").

There are a number of important factors that could cause future results to differ materially from historical performance and these forward-looking statements. Factors that might cause such a difference include, but are not limited to: (1) effects of the global COVID-19 pandemic; (2) deteriorating credit quality; (3) loan concentration by location or industry of borrowers or collateral; (4) problems encountered by other financial institutions; (5) inadequate sources of funding or liquidity; (6) unfavorable actions of rating agencies; (7) inability to maintain or grow deposits; (8) limitations on the ability to receive dividends from subsidiaries; (9) cyber-security risks; (10) Fifth Third's ability to secure confidential information and deliver products and services through the use of computer systems and telecommunications networks; (11) failures by third-party service providers; (12) inability to manage strategic initiatives and/or organizational changes; (13) inability to implement technology system enhancements; (14) failure of internal controls and other risk management systems; (15) losses related to fraud, theft, misappropriation or violence; (16) inability to attract and retain skilled personnel; (17) adverse impacts of government regulation; (18) governmental or regulatory objections to Fifth Third's capital plan; (21) regulation of Fifth Third's derivatives activities; (22) deposit insurance premiums; (23) sessessments for the orderly liquidation fund; (24) replacement of LIBOR; (25) weakness in the national or local economies; (26) global political and economic uncertainty or negative actions; (27) changes in interest rates and the effects of inflation; (28) changes and trends in capital markets; (29) fluctuation of Fifth Third's stock price; (30) volatility in mortgage banking revenue; (31) litigation, investigations, and enforcement proceedings by governmental authorities; (32) breaches of contractual covenants, representations and warranties; (35) competition and changes in the financial services i

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Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

In this presentation, we may sometimes provide non-GAAP financial information. Please note that although non-GAAP financial measures provide useful insight to analysts, investors and regulators, they should not be considered in isolation or relied upon as a substitute for analysis using GAAP measures. We provide a discussion of non-GAAP measures and reconciliations to the most directly comparable GAAP measures in later slides in this presentation, as well as on pages 26 through 28 of our 1023 earnings release.

Management does not provide a reconciliation for forward-looking non-GAAP financial measures where it is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the occurrence and the financial impact of various items that have not yet occurred, are out of the Bancorp's control or cannot be reasonably predicted. For the same reasons, Bancorp's management is unable to address the probable significance of the unavailable information. Forward-looking non-GAAP financial measures provided without the most directly comparable GAAP financial measures may vary materially from the corresponding GAAP financial measures.

This presentation incorporates the following peers: CFG, CMA, FCNCA (where applicable), FHN, HBAN, KEY, MTB, PNC, RF, TFC, USB, & ZION.

### Why Fifth Third



### Positioned to perform the best in the most difficult times

**Stability** 

Through the cycle discipline throughout the bank - liquidity/deposits, credit, rates, expenses, and capital management

**Profitability** 

Focused on consistently generating **top quartile profitability** among peers

Growth

**Continually investing** for long-term outperformance regardless of the environment

Consistent and disciplined management, with a long-term focus throughout the company

### We have grown our high-quality deposit franchise through multiyear investments



#### **Select investments**

### Branch network

- Consistent investments in high-growth, mid-sized metro markets primarily in the Southeast
- Added 80+ branches since 2017 (#2 among U.S. banks within footprint)
- Customer-centric "NextGen" branch design

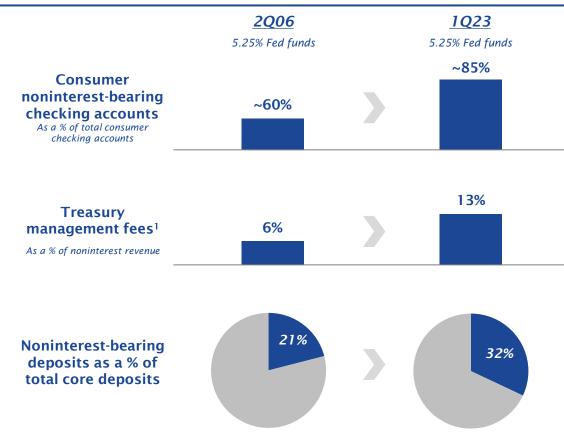
### **Products**

- Momentum checking with best-in-class features and a continuous improvement philosophy
- Peer leading Treasury Management with balance among legacy, managed services, and embedded payments

# Data driven insights

- Award-winning geospatial capabilities leveraged for selecting branch locations
- 75+ AI/ML models running proprietary MyDay portal / customer recommendation engine, informing direct marketing campaigns, and other deposit initiatives
- Analytically driven market research informing new product development

### Significantly better product offerings less focused on rate are helping improve the noninterest-bearing mix of deposits



Expect investments throughout deposit franchise to result in durable competitive advantages and improved noninterest-bearing mix compared to last time the Fed funds was at 5.25%<sup>2</sup>

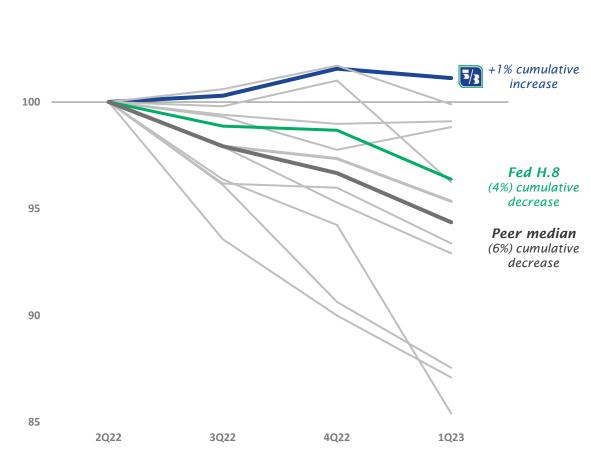
### Our deposit franchise stands out favorably among peers



### Only bank among peers to increase deposits since 2Q22

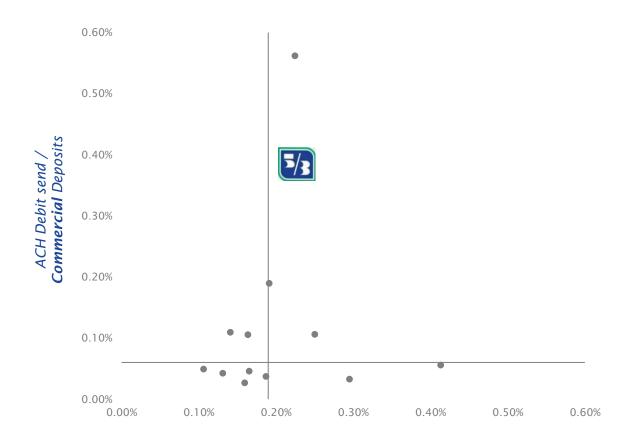
Period-end total deposits; indexed to 100

105



### High percentage of operating deposit relationships in both commercial and consumer

2022 ACH data from NACHA; deposit balances as of 4Q22



ACH Credit receive / Consumer Deposits

## Consistent and focused investments in the Consumer deposit franchise



#### **Presence**

#4 in deposit share | #2 in FITB Midwest MSAs | #6 in FITB Southeast MSAs |

- 90%+ of branches added since 2017 are in the Southeast
- NextGen design in >95% of new builds

### Significant market share gains in high-growth Southeast MSAs of focus<sup>1</sup>

Locational share rank			
	<u>2018</u>	<u>2022</u>	2025E <sup>2</sup>
Nashville, TN	#6	#3	#2
Raleigh-Durham, NC	#15	#8	#4
Charlotte, NC	#5	#4	#4
Sarasota, FL	#5	#5	#5
Orlando, FL	#7	#7	#6
Tampa, FL	#6	#6	#6
Jacksonville, FL	#9	#8	#7
Greenville, SC	#31	#25	#10

#### **Products**

#### **Example: Momentum Banking**

- ~1.2 million Fifth Third Momentum households (~50% of total consumer)
- · Not just a front book product
- Noninterest bearing checking product, given the other valuable services provided
- Higher primacy and higher retention than previous new-to-bank customers
- Median age of 36, and a ~\$9,000 avg. deposit balance



Fifth Third Momentum Bankina

#### **Process**

#### **Example: Customer recommendation engine**

- Leveraging AI/ML capabilities to personalize 100+ recommendations
- Gives retail bankers 20-25 personalized, incentive-based offers to support strategic objectives with increased effectiveness
- ~1 billion targeted annual engagement opportunities

### Retail Banker MyDay dashboard helping improve productivity ~25%:



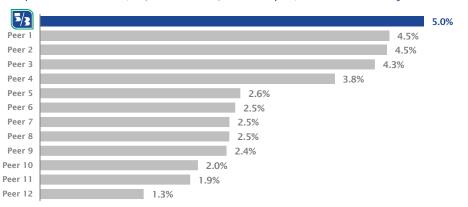
Consistent focus has led to 3% annualized organic household growth over the past 5 years

# Commercial deposit franchise led by peer-leading treasury management business



### Peer-leading Treasury Management revenue performance

Total deposit fees less consumer (OD, maintenance, and ATM fees) relative to total adjusted revenue; 1Q23 LTM<sup>1</sup>



### Top 10 Ranking in 2022 EY Cash Management Survey<sup>3</sup>

#2 of 38 in Coin and currency revenue
#4 of 39 in Wholesale lockbox remittances
#8 of 30 in Controlled disbursement
#4 of 43 in Total check clearing
#6 of 30 in Purchasing cards
#3 of 45 in Total ACH originations
#10 of 33 in Demand deposit accounts

**#5** of 35 in Account reconciliations

#### **Commercial deposit franchise highlights**

- 88% of commercial balances represented by relationships that utilize Treasury Management services (including 73% of uninsured)
- Balanced-weighted relationship age of 24 years
- Median relationship deposit balance of \$375K
- 26% FDIC insured<sup>2</sup>
- Launched Newline™ to accelerate embedded payments capabilities which will add to commercial deposit growth

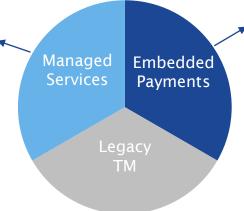


### Expect balanced future state TM business revenue contributions<sup>4</sup>

### Led by Expert AP, Expert AR, and Cash Logistics

- Digitize and automate manual "order-to-cash" and "procure-to-pay" processes for clients
- Expect mid-to-high single digits annual growth, reflecting acquisition of BD Healthcare





Expect legacy TM growth to be consistent with nominal GDP

#### Launch of Newline™ to accelerate embedded payments business

 Expect growth to accelerate in 2024 and beyond, reflecting acquisition of Rize Money



### Rize acquisition accelerates long standing embedded payments capabilities



Combining over a decade of embedded payments expertise with acquisition of Rize Money to form Newline™ by Fifth Third

2022



**Rize Money** acquisition (2023) newline

- Modern, innovative, and highly-scalable embedded payments product platform
- Large scale suite of payment types (debit, credit, ACH, RTP, wire, FedNow, etc.)
- Allows clients to customize 20 APIs with functionality for 70+ product features
- Differentiated capabilities with a focus on AML/BSA compliance; not just BaaS

Launch of Newline<sup>TM</sup> (2023) to deliver innovative solutions and further accelerate growth of new quality relationships

### Client list includes a broad range of category leaders

2019

**Post MB Financial** 

acquisition

### **Payroll**

cquirer BIN (ban

2009

Post FTPS (Vantiv)

spinoff



Relationship with leading SMB human capital management firm

### **Consumer Payments**

blackbaud mazooma.

Issuing relationship with one of the top 3 core providers in the US

### **Business Payments**

BREX



#### Merchant acquiring

Primary relationship with top 3 domestic provider and 2 of top 4 non-bank acquirers

### Embedded payments at-a-glance<sup>1</sup>:

- Expect FY23 revenue of ~\$130MM (incorporated into April 2023 guide)
- Expect FY23 deposit growth of ~40% (expect 4Q23 balances of ~\$2B) **Total Revenue**



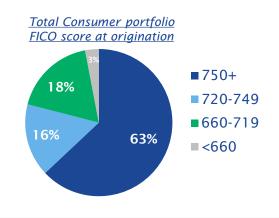
2019 2023E

# Conservative consumer loan portfolio highly concentrated in super prime borrowers and homeowners



#### **Positive selection characteristics**

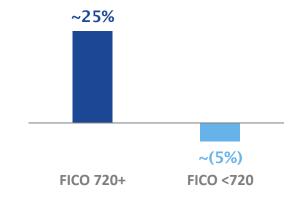
# Prime and Super Prime Focus



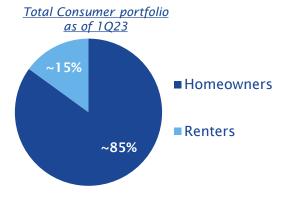
#### **Additional information:**

- Total consumer WA FICO at origination of 765
- ~80% of Consumer portfolio has a 720+ FICO
- Minimized impact of stimulus-related FICO score warping (0 to 20 points; average 5) by underwriting to trended scores, using internal models, and tightening underwriting standards

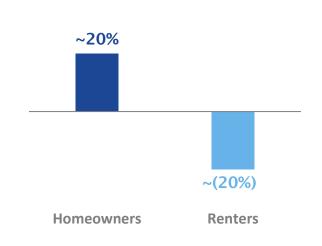








- ~85% of total consumer portfolio balances represented by homeowners (U.S. homeownership rate of ~66%)
- ~75% of Auto and Card balances represented by homeowners
- <u>Thesis:</u> consumers who largely locked in historically low fixed-rate mortgage payments will be better able to offset inflationary pressures



# Disciplined client selection and well-diversified commercial portfolio to achieve strong credit results through the cycle



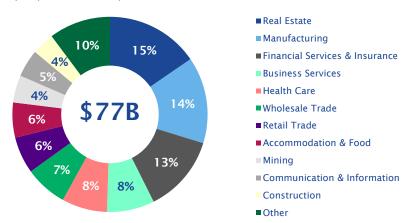
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### Disciplined client selection throughout commercial

- Underwriting standards have been tightened since early 2020 with lower exceptions; 90% of total commercial portfolio has been underwritten (or re-underwritten) since Jan 2020
  - Credits stressed on a +200 bps rate scenario vs. the forward curve (was +100 bps in 2021)
- Focused corporate banking coverage on targeted industry verticals with specialized coverage, underwriting, and risk support
- Criticized asset ratio stable over past several quarters

### Well diversified commercial portfolio

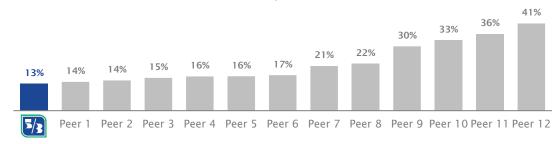
Commercial portfolio balances by NAICS code



### Have maintained lowest CRE concentration among peers; office had already been de-emphasized for several years

• ~70% of mortgage CRE is amortizing

#### CRE as a % of total loans1



### Minimal non-owner-occupied office CRE with strong credit quality

- Office CRE of \$1.6B represents 1.3% of total loans
- LTV range of 55 60% at origination; focus on disciplined regional and national clients with longstanding relationships
- Average commit of \$9.5MM; conservative underwriting limiting amount of credit extended
- 0.01% delinguency rate; net recovery of (0.01%) over the LTM ended 1Q23
- Currently not pursuing new Office CRE originations

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1 Source: Regulatory filings

# Current expectations 2Q23 compared to 1Q23



	As of 4/20/23	As of 6/13/23
Avg. loans & leases (including HFS)	stable to up 1%	stable
Avg. total deposits	stable to up 1%	stable
Total revenue <sup>1</sup> (1Q23 baseline: \$2.249BN; Includes securities g/l)	stable	down 2 - 3%
Net interest income <sup>1</sup> (1Q23 baseline: \$1.522BN)	down ~1% assumes a 25 basis point rate hike in May 2023	down 4 – 5% assumes stable Fed funds through the remainder of the quarter
Noninterest income <sup>1</sup> (1Q23 baseline: \$723MM)	up 2 - 3%	up 2 - 3%
Noninterest expense <sup>1</sup> (1Q23 baseline: \$1.319BN)	down 8 - 9%	down 8 - 9%
Net charge-off ratio	25 – 35 bps	25 – 35 bps
Allowance for credit losses	expect ~\$100MM build	expect ~\$100MM build  Assuming no change to Moody's economic scenario

Expect FY23 NII growth of 3 - 5%

(FY22 baseline: \$5.625BN)

### **Appendix**



### Sustainability priorities and metrics





### Addressing climate change

~\$30BN in sustainable financing towards \$100BN goal<sup>1</sup>

285 due diligence reviews for sensitive sectors in compliance with E&S Risk Management Framework<sup>4</sup>

50% reduction in Scope 1 and 2 GHG emissions since 2014

**100% renewable energy** purchased since 2019

Achieved carbon neutrality in our operations since 2020<sup>6</sup>

**\$500MM** inaugural Green Bond issued in October 2021<sup>7</sup>



### Promoting inclusion and diversity

**\$2.9BN** in lending, investments, financial accessibility and philanthropy towards \$2.8BN AREEI initiative<sup>1,2</sup>

**36%** board diversity<sup>5</sup>

**58**% women; **28**% persons of color in workforce

>99% pay equity for women and minorities<sup>8</sup>

**\$120MM** Tier 1 diverse supplier spend, 11% of net addressable spend

~1K members in employee Sustainability Business Resource Group as of May 2023



### Keeping the customer at the center

12MM customer outreach calls, continuing our heightened connection to the customer

**3.1% YoY** consumer household growth compared to 1Q22

Low reliance on punitive consumer fees, with \$13MM in NSF fees eliminated and \$39MM in overdraft fees avoided with Extra Time®

\$27BN deposited up to 2 days early with Early Pay®

**\$26MM** in consumer cash back rewards with 5/3 Cash/Back cards



### Demonstrating our commitment to employees

**\$20/hour minimum wage** with over 40% of workforce receiving mid-year compensation increase

**Up to 7%** 401(k) employer contribution with **80%** participation

~776K hours of training (40 hours average / FTE)

Decrease in overall turnover from 21.2% in 2021, to 21.0% in 2022

New flexible PTO policy including volunteer paid time away for full-time (8 hours) and part-time (4 hours) employees



### Strengthening our communities

\$165MM in lending, investments, and philanthropy towards Empowering Black Futures Neighborhood Investment Program<sup>3</sup>

\$1.4BN provided in community development lending and investment in 2022

~\$39MM in charitable donations to support communities

~118K hours of community service

"Outstanding" rating on most recent Community Reinvestment Act performance examination from the Office of the Comptroller of Currency

### Fifth Third is committed to supporting customers, communities and employees

### A recognized leader in sustainability among peers



### **Actions Demonstrating Leadership**

### \$500,000 donated for hurricane relief in Florida

Through Fifth Third Foundation in addition to other assistance programs

### Published 3rd ESG report

Available on ir.53.com

### Announced 10-year \$100BN Environmental & Social Finance Target

Expansion of the original \$8BN renewable energy goal achieved in June 2022

#### Aligned executive compensation to sustainability priorities

Sustainability & Stewardship Assessment modifier in 2023 Variable Compensation Plan

### **Established sustainability office**

Leading comprehensive environmental, social and governance strategy, which includes the Bank's climate strategy and sustainable finance initiatives

### **Acquisition of Dividend Finance**

A leading fintech point-of-sale (POS) lender, providing financing solutions for residential renewable energy and sustainability-focused home improvement

### \$20 minimum wage per hour

Effective July 2022, increase from \$18 per hour since 2019

### **Expanded operational sustainability goals**

Announced six new operational sustainability targets to be achieved by 2030, including Scope 1 and 2 GHG emissions reduction of 75%

#### **MSCI**

ESG Rating January 2023

A

**Upgraded 3 notches** 

#### **S&P Global**

ESG Score

Corporate Sustainability Assessment

88<sup>rd</sup> percentile
Top among peers<sup>1</sup>

### ESG Risk Rating<sup>2</sup> January 2023

Low Risk

Top quartile among peers1

### **Third-party recognitions**

### "OUTSTANDING"

Received highest overall rating possible on most recent Community Reinvestment Act performance examination from the Office of the Comptroller of Currency, including each of the three tests: Lending, Investment, Service.





















Perfect 100% Score

Human Rights Campaign Corporate Equity index for seventh consecutive year

#### **CSRHub**

ESG Ranking January 2023

90<sup>th</sup> percentile
Top among peers<sup>1</sup>

#### SSGA

R-Factor Score
May 2023

### Outperformer

Top 10-30% among Commercial Banks

### Refinitiv

ESG Combined Score January 2023

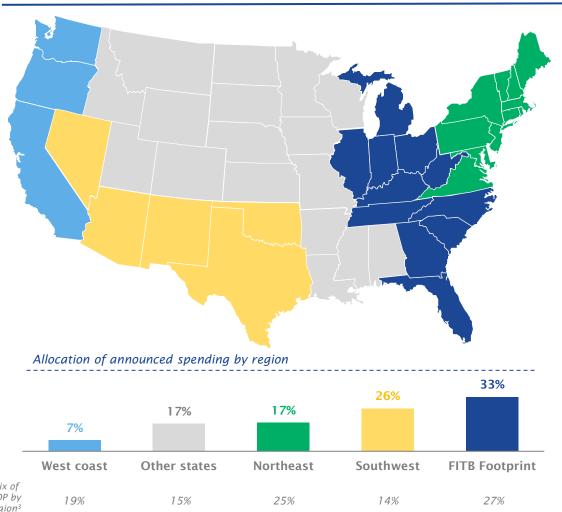
A- (79/100)

Top among peers<sup>1</sup>

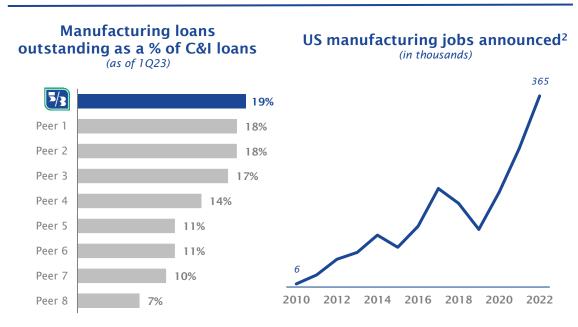
# Footprint is well positioned to benefit from the resurgence of domestic manufacturing and infrastructure spending



Total announced spending as part of American Rescue Plan, Bipartisan Infrastructure Law, CHIPS and Science Act, and Inflation Reduction Act<sup>1</sup>



### Poised to extend leadership position

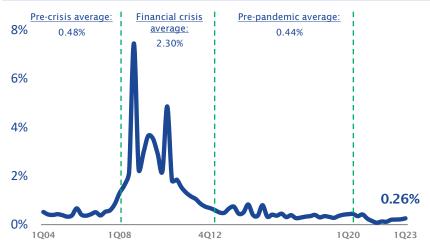


- Footprint is uniquely positioned to disproportionately benefit from resurgence of domestic manufacturing
- ~60% of the jobs recently announced related to US manufacturing initiatives are concentrated in Fifth Third's footprint (compared to Fifth Third's footprint representing ~27% of US GDP)

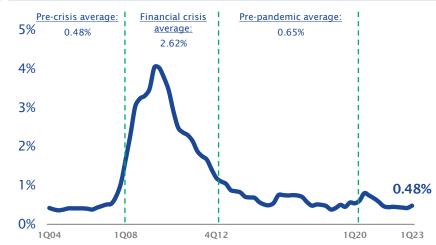
### Significantly improved credit profile



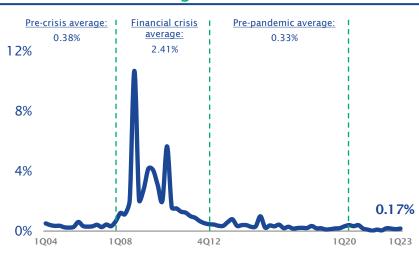
### Total Net Charge-Offs<sup>2</sup>



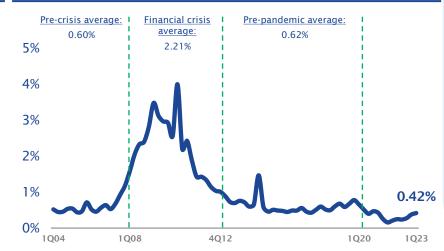
#### Non-Performing Loans<sup>1</sup>



### Commercial Net Charge-Offs<sup>2</sup>



### Consumer Net Charge-Offs<sup>2</sup>



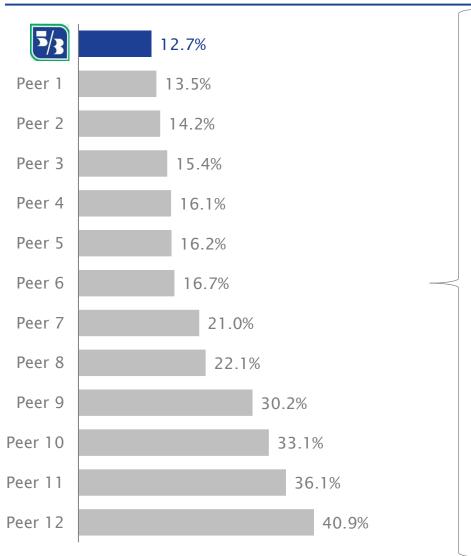
### Select actions taken since the financial crisis:

- Centralized credit underwriting, with strict industry and geography concentration limits
- Exited certain CRE segments and have maintained lowest CRE concentration among peers
- Improved client selection discipline around borrowers with demonstrated character, experience and access to capital
- Focused corporate banking coverage on targeted industry verticals with specialized coverage, underwriting, and risk support
- Established a special assets group to manage higher risk assets
- Exited \$5B in commercial loans given through-the-cycle risk/return requirements
- Halted national indirect commercial lease originations (~\$2B)
- Exited commodity trader lending
- Sold residential mortgage TDR portfolio
- Changed credit card strategy, focusing on infootprint prime and super prime transactors

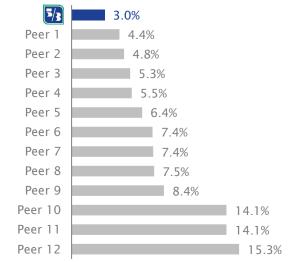
### Lowest CRE concentration relative to peers



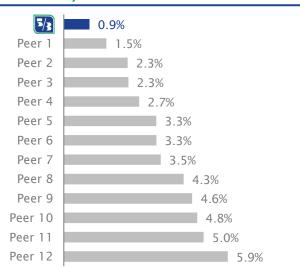
### CRE as a % of total loans<sup>1</sup>



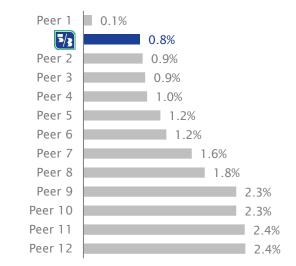
#### Other CRE as a % of total loans<sup>1</sup>



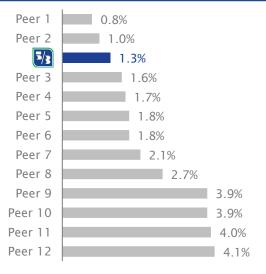
#### Multifamily as a % of total loans1



#### HVCRE as a % of total loans<sup>1</sup>



#### Office CRE as a percentage of total loans<sup>2</sup>

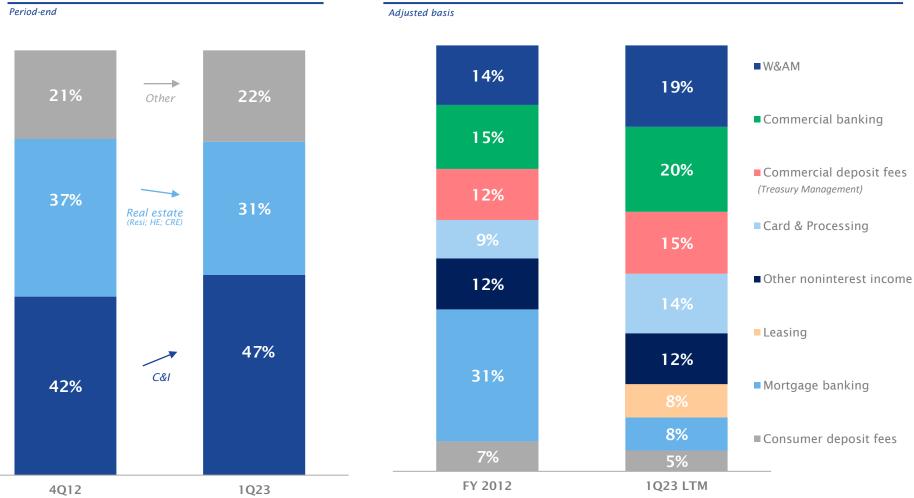


# Intentionally diversifying our balance sheet and fee revenue to perform well in any environment



#### 2012 to 1Q23 change in loan mix

### 2012 to 1Q23 LTM change in noninterest income

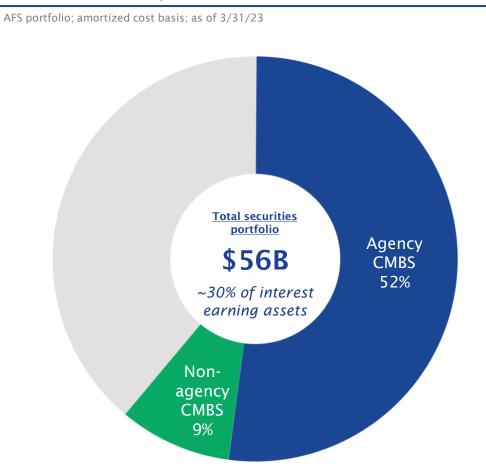


- Focused on diversified revenue to lessen cyclical impacts, with success in Wealth & Asset Management, Commercial Banking, Treasury Management, and Card & Processing
- Total adjusted fee revenue accounted for ~33% of total adjusted revenue for LTM 1Q23
- Lowest reliance on punitive consumer fees among peers with consumer banking franchises; eliminated \$52MM in NSF fees and overdraft fees in 2022
- Continue to assess other opportunities to further improve fee diversification

### Investment portfolio composition as of 3/31/23



### Total securities portfolio



### **CMBS** portfolio is AAA-rated

### **Agency CMBS**

- \$29BN portfolio
- ~85% in Fannie/Freddie deals risk weighted at 20% and remaining
   ~15% are GNMA and risk weighted at 0%
- Same financial backing as a GSE plain MBS deal that us and peers are invested in; unconditional government guarantee for GNMA and conditional government guarantee for Fannie and Freddie

### **Non-agency CMBS**

- \$5BN portfolio
- All positions are super-senior AAA rated with 38% WA credit enhancements
- · Securities are 20% risk-weighted and are pledgeable to the FHLB
- Underlying loans in our structures have a WA LTV of ~60%
- · Our credit risk team analyzes transactions at the underlying propertylevel, similar to what we do for all our CRE loan commitments
  - Leverage analytical tools with over 40+ years of historical data to stress the securities at an individual property level on a recurring basis, including significant market distress in real estate valuations.

# Taking advantage of fintech disruption in healthcare managed services to support our broader strategic growth



### Acquisition of Big Data Healthcare to support strategic growth

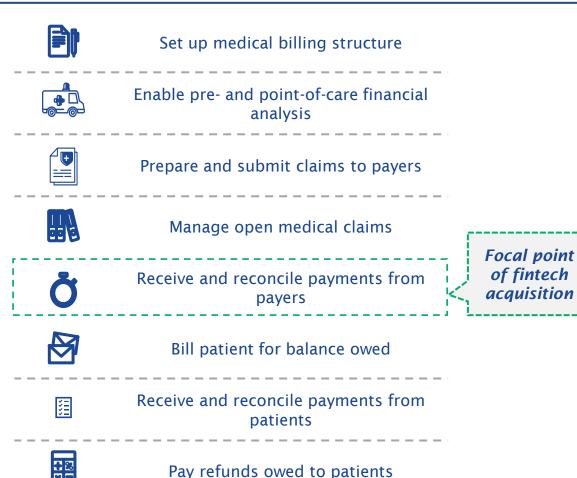
- Big Data Healthcare Fintech focused on automated payment reconciliation solutions through intelligent data automation for healthcare providers
- Further advances Fifth Third's digital payments and managed services offerings
- Industry leading, scalable platform replaces the need for highly manual labor and accelerates the revenue value chain for our healthcare clients
- Catalyst to deepening treasury management relationships in our Healthcare vertical
- Expected to be a driver for enhanced fee revenue and operational deposit generation



### Fifth Third Healthcare vertical at-a-glance

- Fifth Third Healthcare was stood up in 2008 and is the longest tenured and most mature commercial vertical
- ~\$4.4BN¹ in loans as of 3/31/23
- · Best in class M&A advisory capabilities
- Consistently improved profitability through lending offerings as well as an increased focus on fee revenue

### Healthcare provider revenue cycle management value chain

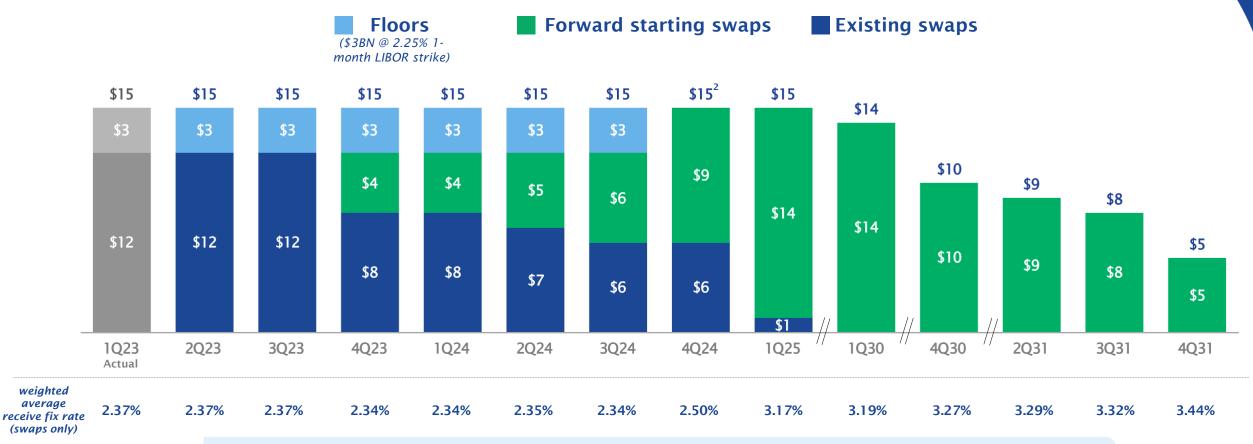


### Cash flow hedges



### Cash flow hedges continue to protect NIM<sup>1</sup>

EOP notional value of cash flow hedges (\$ in billions)



Swap protection extends through 2031 ~\$125MM uplift starting in 2025 regardless of rate environment

### Balance sheet positioning as of 3/31/23



#### Commercial loans<sup>1,2,3</sup>

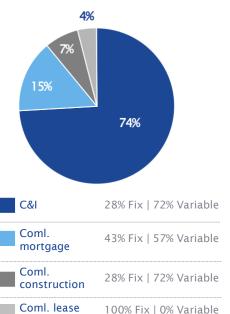
\$25.0BN fixed <sup>3</sup> | \$52.2BN variable <sup>1,2</sup>

1M based: 44% <sup>7,12</sup>
 3M based: 7% <sup>7,12</sup>

• Prime & O/N based: 15% 7,12

· Other based: 2% 7,10,12

· Weighted avg. life: 1.9 years 1,3



#### Consumer loans<sup>1</sup>

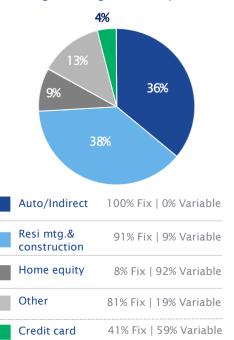
\$38.3BN fixed | \$7.3BN variable 1

1M based: 1% <sup>8,12</sup>
12M based: 1% <sup>8,12</sup>

• Prime: 12% 8

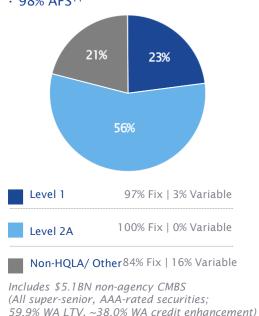
• Other based: 2% 8,12,13

· Weighted avg. life: 3.8 years1



### **Investment portfolio**

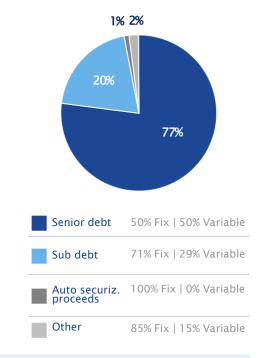
- 65% allocation to bullet/ lockedout cash flow securities
- AFS yield: 3.04% <sup>5</sup>
- Effective duration of 5.36
- Net unrealized pre-tax loss: \$5.2BN
- · 98% AFS<sup>11</sup>



### Long-term debt<sup>4</sup>

\$7.1BN fixed | \$5.8BN variable4

- 1M based: 0%9
  3M based: 0%9
  SOFR based: 45%
- · Weighted avg. life: 4.6 years



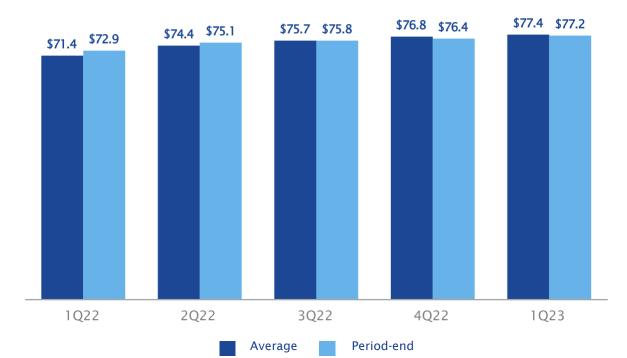
- The information above incorporates the impact of \$12BN in active cash flow hedges (\$8BN in C&I receive-fixed swaps and \$4BN in CRE receive-fixed swaps) and \$6.0BN fair value hedges associated with long-term debt (receive-fixed swaps).
- · The impacts of PPP loans (given the expected temporary nature) are excluded

### Total commercial portfolio overview



### **Portfolio loans**

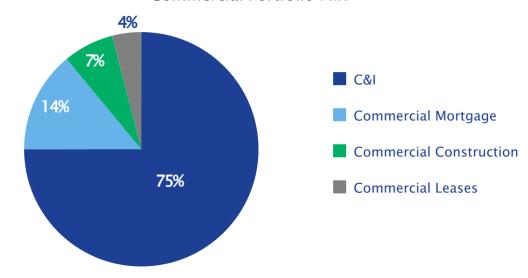
\$ in billions	Ave	erage QoQ chang	e	
4.7%	4.2%	1.9%	1.4%	0.8%
	Peri	od-end QoQ chan	nge .	
3.8%	2.9%	1.0%	0.8%	1.1%



### **Key statistics**

	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	0.05%	0.13%	0.17%
30-89 Delinquencies	0.15%	0.14%	0.15%
90+ Delinquencies	0.02%	0.02%	0.02%
Nonperforming Loans <sup>2</sup>	0.44%	0.34%	0.43%

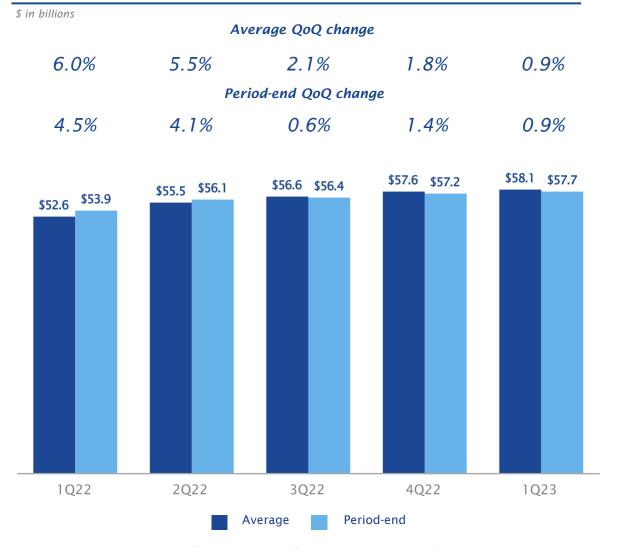
#### Commercial Portfolio Mix



### **Commercial & industrial overview**



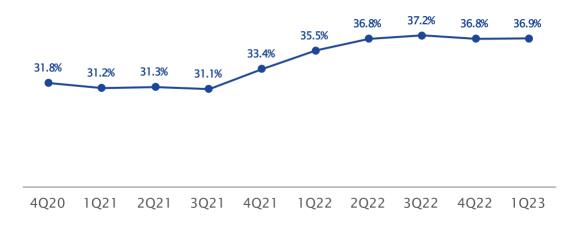
#### **Portfolio loans**



### **Key statistics**

	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	0.07%	0.14%	0.21%
30-89 Delinquencies	0.16%	0.14%	0.17%
90+ Delinquencies	0.02%	0.02%	0.03%
Nonperforming Loans <sup>2</sup>	0.50%	0.38%	0.49%

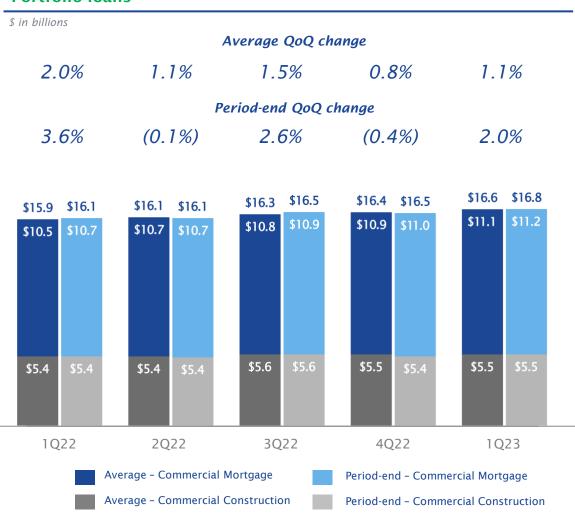
#### Revolving Line Utilization Trend<sup>3</sup>



### Commercial real estate overview

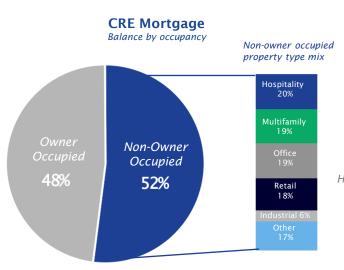


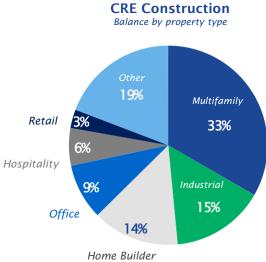
#### **Portfolio loans**



### **Key statistics**

	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	(0.03%)	0.00%	0.04%
30-89 Delinquencies	0.12%	0.16%	0.04%
90+ Delinquencies	0.01%	0.00%	0.00%
Nonperforming Loans <sup>2</sup>	0.30%	0.29%	0.29%

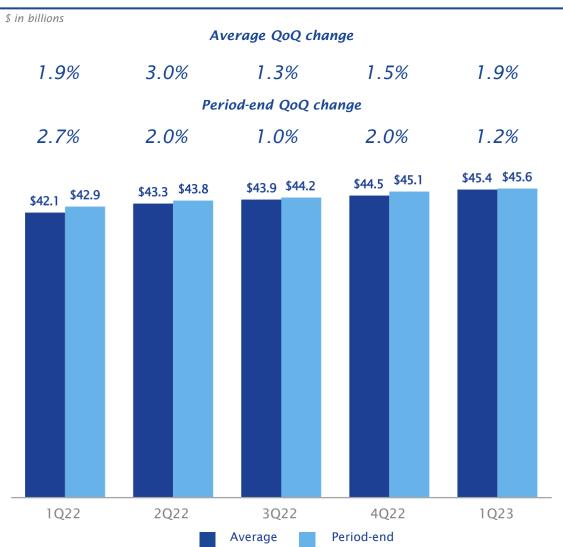




### Total consumer portfolio overview

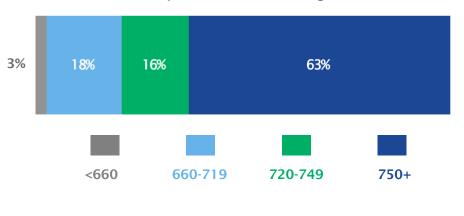


#### **Portfolio loans**



### **Key statistics**

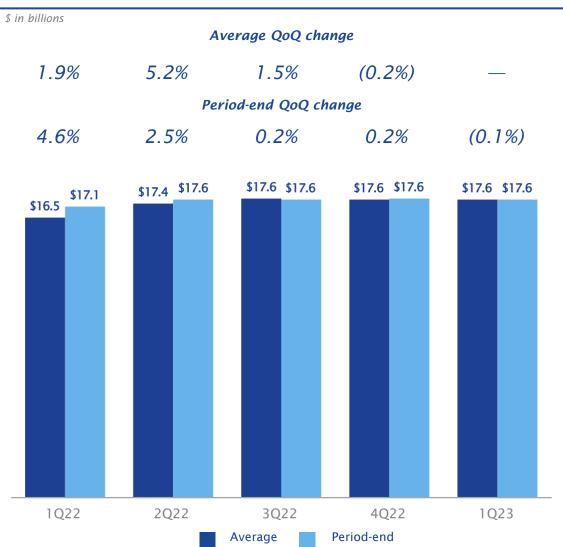
	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	0.25%	0.38%	0.42%
30-89 Delinquencies	0.41%	0.57%	0.44%
90+ Delinquencies	0.09%	0.06%	0.06%
Nonperforming Loans <sup>2</sup>	0.49%	0.56%	0.57%
Weighted average FICO at origination <sup>3</sup>	765	765	765
Weighted average LTV at origination	77%	78%	78%



### Residential Mortgage overview

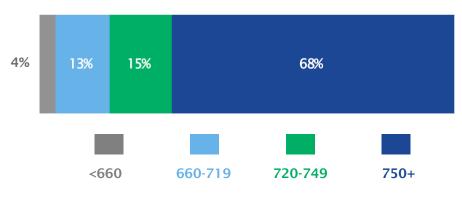


### **Portfolio loans**



### **Key statistics**

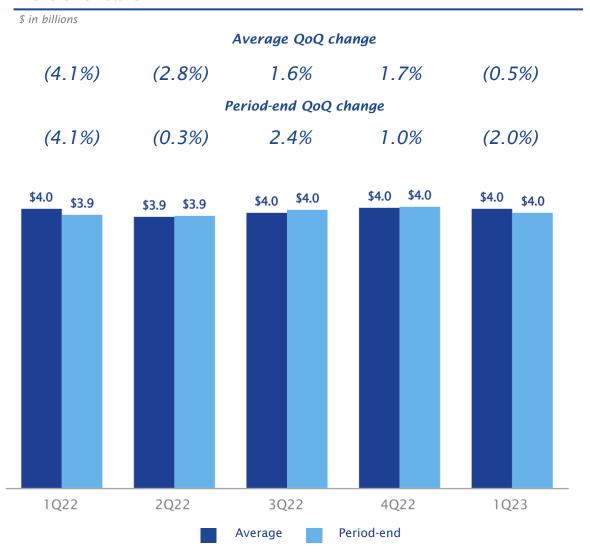
	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	(0.02%)	0.01%	0.00%
30-89 Delinquencies	0.09%	0.17%	0.10%
90+ Delinquencies	0.08%	0.04%	0.05%
Nonperforming Loans <sup>2</sup>	0.51%	0.70%	0.73%
Weighted average FICO at origination <sup>3</sup>	767	765	764
Weighted average LTV at origination	70%	71%	71%



### Home equity overview

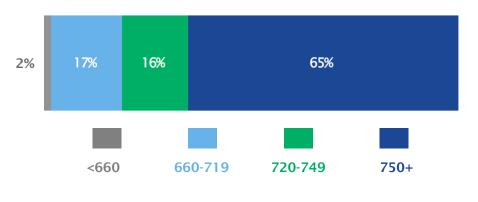


### **Portfolio loans**



### **Key statistics**

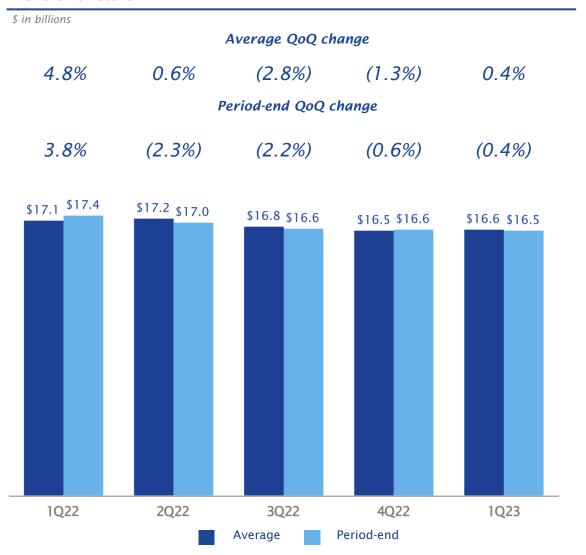
	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	(0.07%)	0.02%	(0.04%)
30-89 Delinquencies	0.64%	0.74%	0.58%
90+ Delinquencies	0.03%	0.02%	0.03%
Nonperforming Loans <sup>2</sup>	1.97%	1.66%	1.72%
Weighted average FICO at origination <sup>3</sup>	764	767	767
Weighted average LTV at origination	68%	67%	67%



### Indirect secured consumer overview



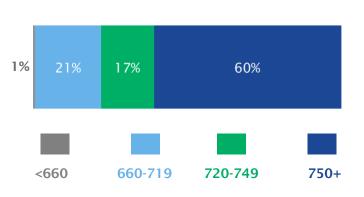
#### **Portfolio loans**

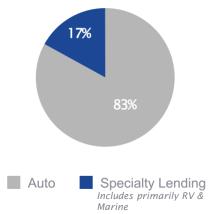


### **Key statistics**

	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	0.17%	0.32%	0.34%
30-89 Delinquencies	0.62%	0.86%	0.67%
90+ Delinquencies	0.05%	0.00%	0.00%
Nonperforming Loans <sup>2</sup>	0.13%	0.18%	0.16%
Weighted average FICO at origination <sup>3</sup>	768	768	767
Weighted average LTV at origination	88%	88%	88%

#### Portfolio FICO score at origination

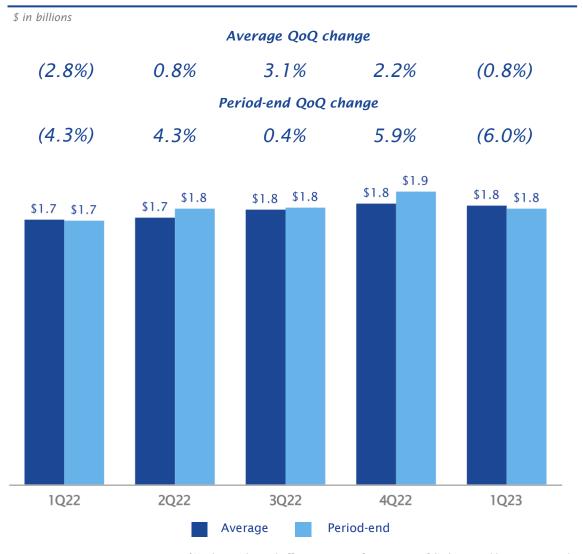




### Credit card overview



### **Portfolio loans**



### **Key statistics**

	1Q22	4Q22	1Q23
NCO ratio <sup>1</sup>	3.13%	2.85%	3.43%
30-89 Delinquencies	1.01%	1.12%	1.02%
90+ Delinquencies	0.83%	0.96%	1.02%
Nonperforming Loans <sup>2</sup>	1.36%	1.44%	1.65%
Weighted average FICO at origination <sup>3</sup>	741	743	743

