

Capital One | first quarter 2005 results

April 20, 2005

Forward-Looking Information

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Please note that the following materials containing information regarding Capital One's financial performance speak 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, future events or otherwise.

Certain statements in this presentation and other oral and written statements made by the Company from time to time, are forward-looking statements, including those that discuss strategies, goals, outlook or other non-historical matters including the benefits of the business combination transaction involving Capital One and Hibernia Corporation and the new company's plans, objectives, expectations, and intentions; or project revenues, income, returns, earnings per share or other financial measures for Capital One or the new company. To the extent any such information is forward-looking, it is intended to fit within the safe harbor for forward-looking information provided by the Private Securities Litigation Reform Act of 1995. Numerous factors could cause our actual results to differ materially from those described in forward-looking statements, including, among other things: continued intense competition from numerous providers of products and services which compete with our businesses; an increase or decrease in credit losses; financial, legal, regulatory or accounting changes or actions; changes in interest rates; general economic conditions affecting consumer income, spending and repayments; changes in our aggregate accounts or consumer loan balances and the growth rate and composition thereof; changes in the reputation of the credit card industry and/or the company with respect to practices and products; our ability to continue to securitize our credit cards and consumer loans and to otherwise access the capital markets at attractive rates and terms to fund our operations and future growth; our ability to successfully continue to diversify our assets; losses associated with new products or services or expansion internationally; the company's ability to execute on its strategic and operational plans; any significant disruption in our operations or technology platform; our ability to effectively control our costs; the success of marketing efforts; our ability to execute effective tax planning strategies; our ability to recruit and retain experienced management personnel; the ability to obtain regulatory approvals of the Capital One - Hibernia transaction on the proposed terms and schedule; the failure of Hibernia stockholders to approve the transaction; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any other synergies from the transaction may not be fully realized or may take longer to realize than expected; disruption from the transaction making it more difficult to maintain relationships with customers, employees or suppliers; and other factors listed from time to time in reports we file with the Securities and Exchange Commission (the "SEC"), including, but not limited to, factors set forth under the caption "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2004, and any subsequent quarterly reports on Form 10-Q. You should carefully consider the factors discussed above in evaluating these forward-looking statements. All information in these slides is based on the consolidated results of Capital One Financial Corporation. Further information about Capital One can be obtained from the Corporation's public filings with the SEC. A reconciliation of any non-GAAP financial measures included in this presentation can be found in the Company's most recent Form 8-K or Form 10-Q concerning quarterly financial results, available on the Company's website at www.capitalone.com in Investor Relations under "About Capital One." based on new information or otherwise.

Additional Information About the Capital One - Hibernia Transaction

In connection with the proposed merger between Capital One and Hibernia Corporation, Capital One will file with the Securities and Exchange Commission (the "SEC") a Registration Statement on Form S-4 that will include a proxy statement of Hibernia that also constitutes a prospectus of Capital One. Hibernia will mail the proxy statement/prospectus to its stockholders. Investors and security holders are urged to read the proxy statement/prospectus regarding the proposed merger when it becomes available because it will contain important information. You may obtain a free copy of the proxy statement/prospectus (when available) and other related documents filed by Capital One and Hibernia with the SEC at the SEC's website at www.sec.gov. The proxy statement/prospectus (when it is available) and the other documents may also be obtained for free by accessing Capital One's website at www.capitalone.com under the tab "Investors" and then under the heading "SEC & Regulatory Filings" or by accessing Hibernia's website at www.hibernia.com under the tab "About Hibernia" and then under the heading "Investor Relations—SEC Filings".

Capital One, Hibernia and their respective directors, executive officers and certain other members of management and employees may be soliciting proxies from Hibernia stockholders in favor of the merger. Information regarding the persons who may, under the rules of the SEC, be considered participants in the solicitation of the Hibernia stockholders in connection with the proposed merger will be set forth in the proxy statement/prospectus when it is filed with the SEC. You can find information about Capital One's executive officers and directors in its definitive proxy statement filed with the SEC on March 21, 2005. You can find information about Hibernia's executive officers and directors in its definitive proxy statement filed with the SEC on March 15, 2005. You can obtain free copies of these documents from Capital One and Hibernia using the contact information above.

Capital One delivered strong results in the first quarter of 2005

- Q105 diluted EPS of \$1.99
- Q105 managed ROA of 2.04%
- \$81.6 billion in managed loans
- Diversification beyond US Card continuing to deliver growth and profits
- Strong & stable credit quality and margins
- Continued strength in liquidity and capital

We are well positioned to deliver strong performance in 2005

2005 Expectations (excluding impact of Hibernia acquisition):

**12-15%
Loan Growth Rate**

- Continued asset diversification with a bias toward lower loss assets
- Overall US Card growth in-line with industry
- Auto Finance and Global Financial Services grow faster than US Card

**Managed ROA
between
1.7% and 1.8%**

- Modest declines in revenue margin offset by improvements in provision, operating and marketing expenses as a percentage of managed assets
- Annual stability with quarter to quarter variability

**Continuing
Diversification**

- Assets
- Liabilities
- Profits

We recently announced the planned acquisition of Hibernia Bank

Hibernia Acquisition

- **\$17.6 billion in deposits as of 3/31/05**
- **\$5.3 billion estimated purchase price**
- **Expected to be accretive in 2007**
- **Key management retained**
- **Expected to close in the third quarter of 2005**

Strategic Impact

- **Numerous funding benefits**
- **Further diversifies assets and channels**
- **Lowers overall risk profile**
- **Enhances long-term earnings growth prospects**

We are affirming our 2005 EPS Guidance

Assumptions

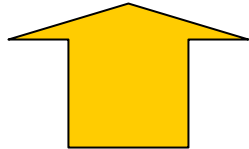
- Capital One completes the acquisition of Hibernia in the third quarter
- Full-year earnings include pro rata Hibernia earnings based on IBES estimates (as of 3/4/05)
- Share-count includes the conversion of mandatory convertible securities and estimated impact of Hibernia transaction

2005 EPS Guidance of \$6.60 - \$7.00

First Quarter 2005

**Financial
Update**

**Segment
Update**



Capital One delivered strong results in the first quarter

Managed Income Statement (\$Millions except per share data)

	<u>Q105</u>	<u>Q404</u>	<u>Q104</u>	<u>Q105/Q104 Change</u>	
				<u>\$</u>	<u>%/bps</u>
Net Interest Income	\$ 1,818.8	\$ 1,701.8	\$ 1,677.1	\$ 141.7	8 %
Non-Interest Income	1,071.4	1,099.0	1,014.5	56.9	6 %
Total Revenue	2,890.2	2,800.8	2,691.6	198.6	7 %
Net Charge-offs	843.9	839.7	858.8	(14.9)	(2) %
Allowance Build/(Release)	(65.0)	110.0	(100.0)	35.0	(35) %
Other	(5.6)	12.1	1.3	(6.9)	n/a
Provision for Loan Losses	773.3	961.8	760.1	13.2	2 %
Marketing Expenses	311.8	511.1	255.1	56.7	22 %
Operating Expenses	1,016.1	1,045.4	969.7	46.4	5 %
Tax Rate	35.8 %	30.9 %	36.2 %	n/a	n/a
Net Income After Tax	\$ 506.6	\$ 195.1	\$ 450.8	\$ 55.8	12 %
Shares Used to Compute Diluted EPS	255.2	253.0	245.4	n/a	n/a
Diluted EPS	\$ 1.99	\$ 0.77	\$ 1.84	\$ 0.15	8 %
Revenue Margin	12.50 %	12.66 %	13.38 %	n/a	(88) bps
ROA	2.04	0.83	2.11	n/a	(7) bps

Allowance and revenue recognition reflect expected seasonality

Allowance for Loan Losses (\$Millions)

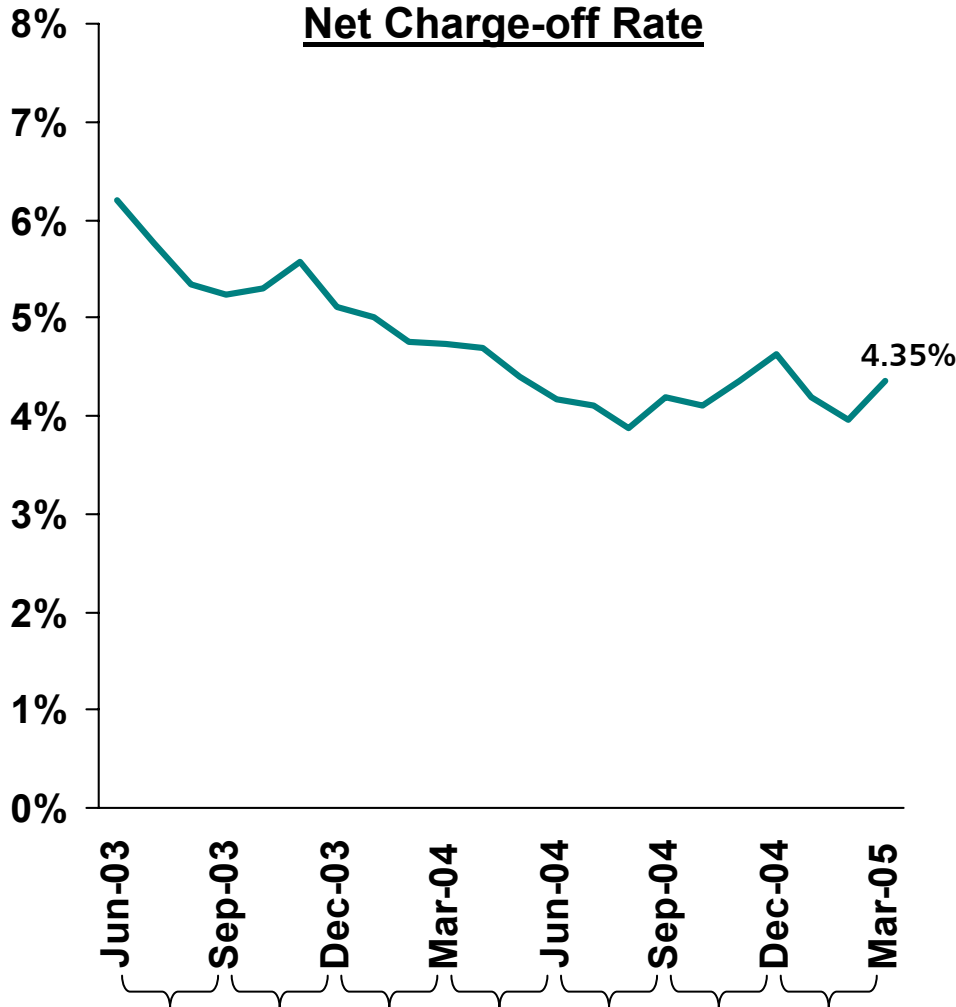
	<u>Q105</u>	<u>Q404</u>	<u>Change</u>	
			<u>\$</u>	<u>%/bps</u>
Managed Net Charge-offs	\$ 843.9	\$ 839.7	\$ (4.2)	(1) %
Allowance Build/(Release)	(65.0)	110.0	175.0	159 %
Other	(5.6)	12.1	17.7	n/a
Managed Provision for Loan Losses	773.3	961.8	188.5	20 %
Reported Loans	\$ 37,959	\$ 38,216	\$ (257.0)	(1) %
Allowance for Loan Losses	1,440	1,505	(65.0)	(4) %
Reported \$30+ Day Delinquencies	1,319	1,472	(153.0)	(10) %
Reported \$30+ Delinquency Rate	3.47 %	3.85 %	n/a	(38) bps
Reported Net Charge-off Rate	3.46	3.82	n/a	(36) bps

Finance Charge & Fee Revenue Recognition (\$Millions)

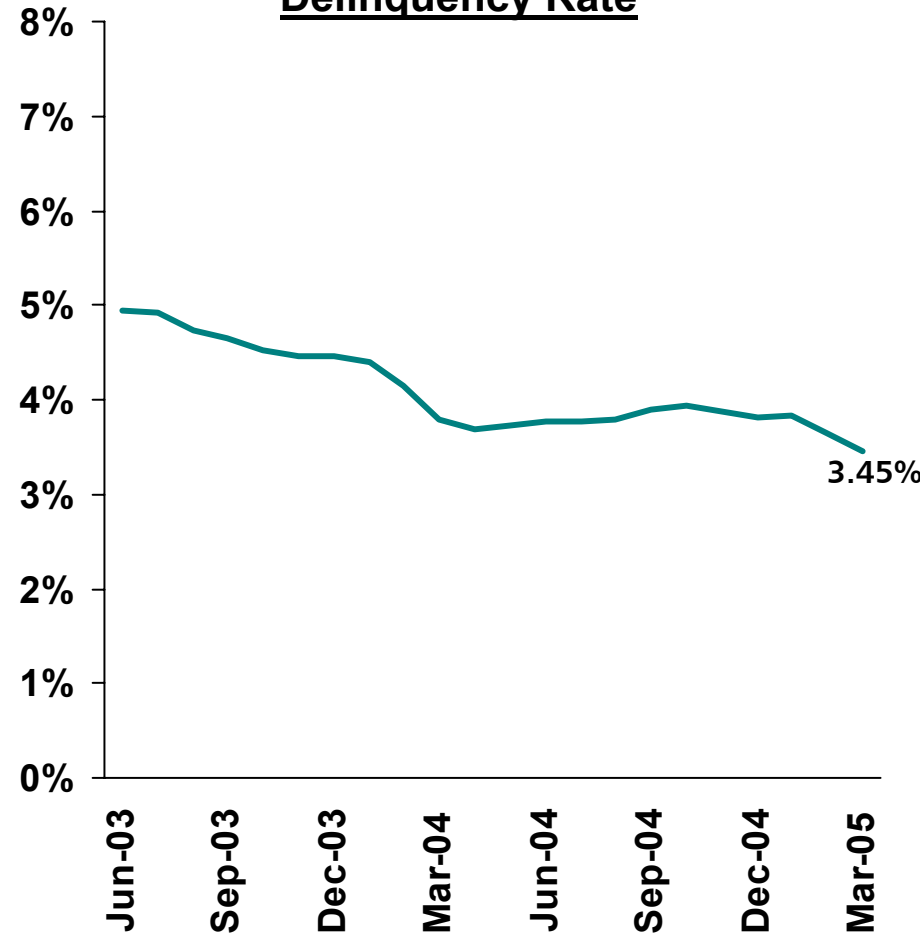
	<u>Q105</u>	<u>Q404</u>	<u>Change</u>	
			<u>\$</u>	<u>%</u>
Amounts Billed to Customers but not Recognized as Revenue	\$ 243.9	\$ 276.8	\$ (32.9)	(12) %

Our credit metrics reflect strong and stable credit quality

**Monthly Managed
Net Charge-off Rate**



**Monthly Managed \$30+ Day
Delinquency Rate**



Quarterly Charge-off Rate
 5.44% 5.32% 4.83% 4.42% 4.05% 4.37% 4.13%

Our managed balance sheet remains strong

Managed Balance Sheet Highlights (\$Millions)

	<u>Q105</u>	<u>Q404</u>	<u>Q104</u>	<u>Q105/Q104 Change</u>	
				<u>\$</u>	<u>%/bps</u>
Loans	\$ 81,592	\$ 79,861	\$ 71,817	\$ 9,775	14 %
Total Assets	\$ 98,724	\$ 94,792	\$ 87,197	\$ 11,527	13 %
Capital ⁽¹⁾	9,839	9,231	7,675	2,164	28 %
Capital to Assets Ratio	9.97 %	9.74 %	8.80 %	n/a	117 bps
Capital plus Allowance to Assets Ratio	11.42	11.33	10.52	n/a	90 bps

⁽¹⁾ Includes preferred interests and mandatory convertible securities.

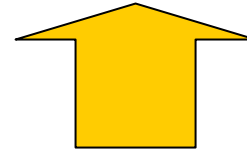
Available Liquidity (\$Millions)

	<u>Q105</u>	<u>Q404</u>	<u>Q104</u>	<u>Q105/Q104 Change</u>	
				<u>\$</u>	<u>%/bps</u>
Cash and Securities	\$ 10,681	\$ 10,712	\$ 10,919	\$ (238)	(2) %
Untapped Conduit Capacity	9,266	9,696	8,801	465	5 %
Unsecured Credit Facility	750	750	1,454	(704)	(48) %
Total Available Liquidity	\$ 20,697	\$ 21,158	\$ 21,174	\$ (477)	(2) %

First Quarter 2005

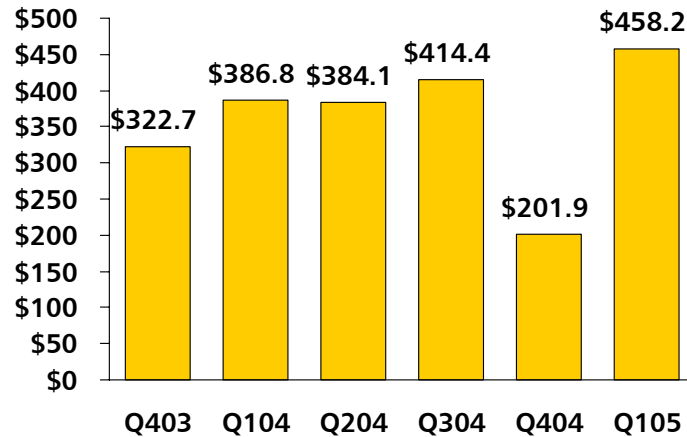
**Financial
Update**

**Segment
Update**

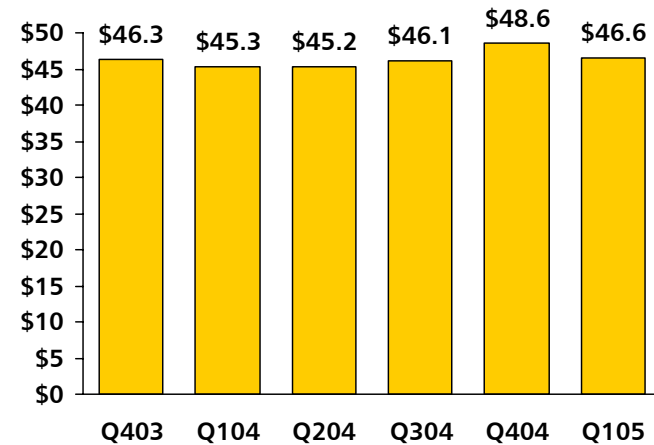


US Card continued to deliver strong profitability & credit performance

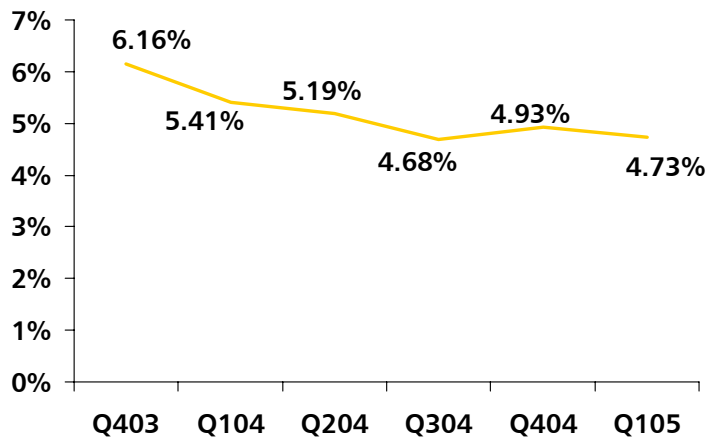
Net Income After Tax⁽¹⁾ (\$M)



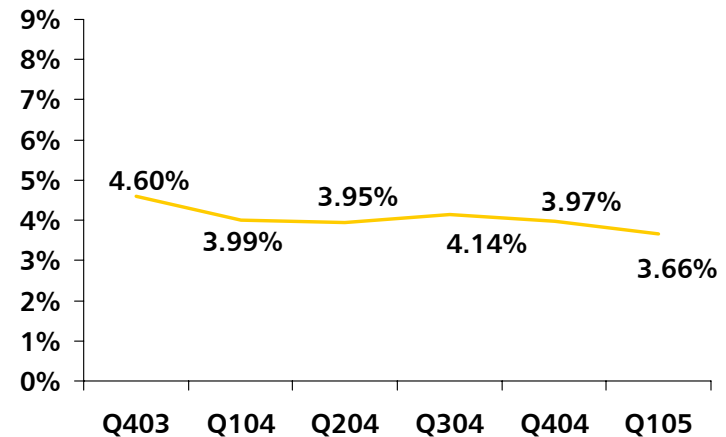
Managed Loans (\$B)



Managed Net Charge-off Rate



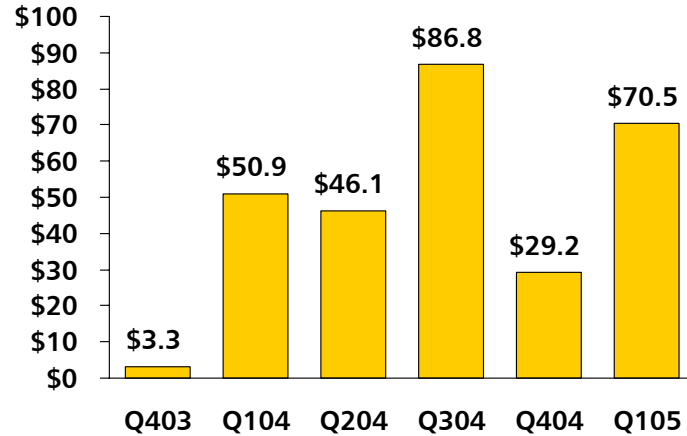
Managed \$30+ Delinquency Rate



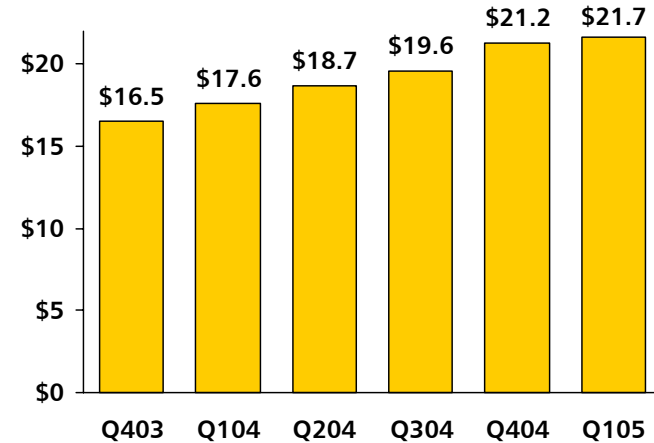
(1) Based on internal allocations of consolidated results

Global Financial Services continued to be a driver of both asset & profit diversification

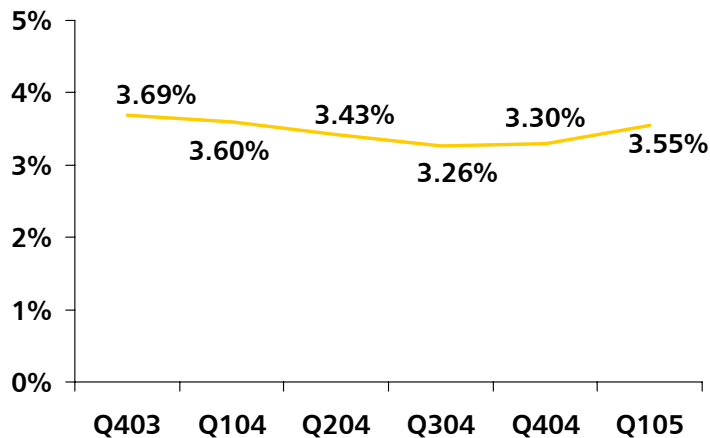
Net Income After Tax⁽¹⁾ (\$M)



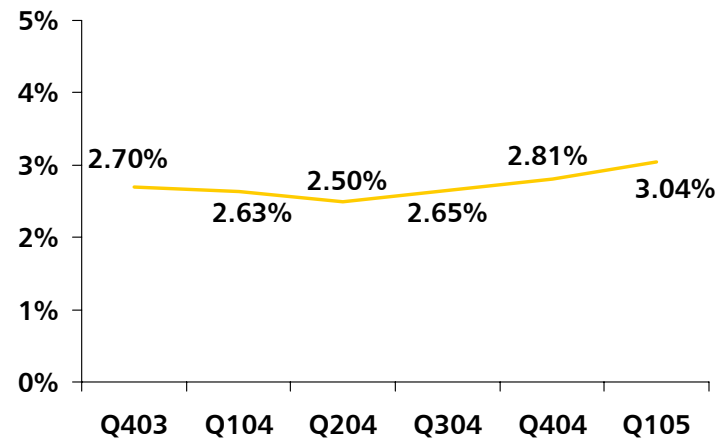
Managed Loans (\$B)



Managed Net Charge-off Rate



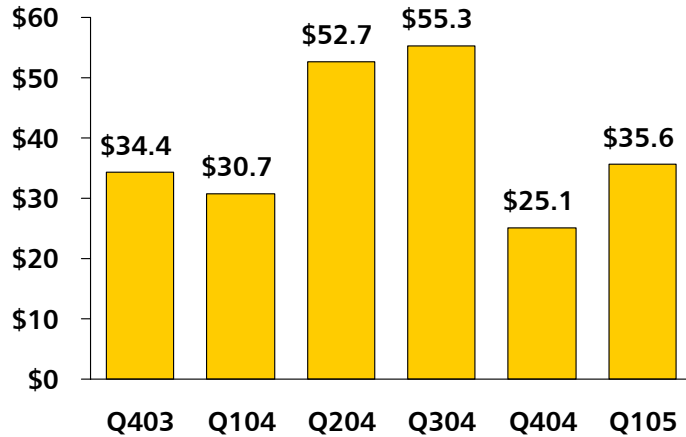
Managed \$30+ Delinquency Rate



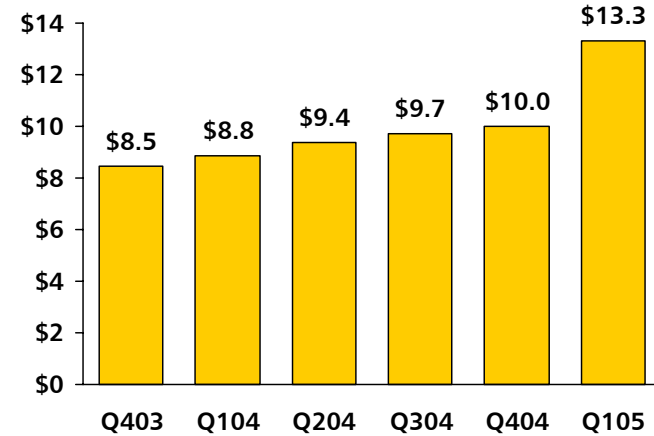
(1) Based on internal allocations of consolidated results

Auto Finance delivered strong loan growth and solid profit in the first quarter

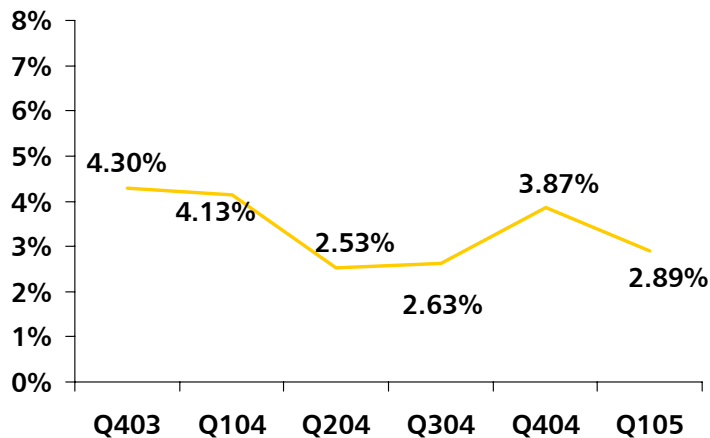
Net Income After Tax⁽¹⁾ (\$M)



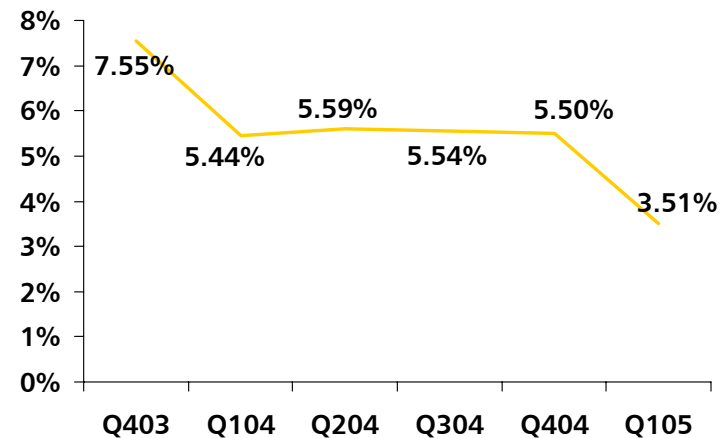
Managed Loans (\$B)



Managed Net Charge-off Rate



Managed \$30+ Delinquency Rate



(1) Based on internal allocations of consolidated results

We are delivering strong results while building a stronger company

Strong Quarter

- Solid growth in loans, revenues
- Strong and stable credit quality and margins
- Strong balance sheet

Solid 2005 Trajectory

- 12-15% loan growth rate
- 1.7% to 1.8% managed ROA
- Sustained earnings power

Lower-Risk Profile

- Continuing diversification of assets, liabilities and profits
- Lower-cost, more fortified funding