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

| (in millions, except per share data and as noted) | $2006$ |  |  | 2005 |  | 2005 |  |  | 2005 |  |  |  |  | $\begin{gathered} 2005 \\ \text { Q1 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings (Reported Basis) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 1,206.9 |  | \$ | 1,037.0 |  | \$ | 910.2 |  | \$ | 872.5 |  | \$ | 860.5 |  |
| Non-Interest Income |  | 1,858.3 |  |  | 1,665.5 | ${ }^{(2)}$ |  | 1,594.6 | (1) |  | 1,582.0 |  |  | 1,516.0 |  |
| Total Revenue ${ }^{(4)}$ |  | 3,065.2 | (3) |  | 2,702.5 |  |  | 2,504.8 |  |  | 2,454.5 |  |  | 2,376.5 |  |
| Provision for Loan Losses |  | 170.3 | (3) |  | 565.7 |  |  | 374.2 | ${ }^{(1)}$ |  | 291.6 |  |  | 259.6 |  |
| Marketing Expenses |  | 323.8 |  |  | 447.4 |  |  | 343.7 |  |  | 277.0 |  |  | 311.8 |  |
| Operating Expenses |  | 1,249.7 |  |  | 1,241.7 | (5) |  | 1,021.9 |  |  | 1,058.6 |  |  | 1,016.1 |  |
| Income Before Taxes |  | 1,321.4 |  |  | 447.7 |  |  | 765.0 |  |  | 827.3 |  |  | 789.0 |  |
| Tax Rate |  | 33.2 | \% |  | 37.3 | \% |  | 35.8 | \% |  | 35.8 | \% |  | 35.8 | \% |
| Net Income | \$ | 883.3 |  | \$ | 280.3 |  | \$ | 491.1 |  | \$ | 531.1 |  | \$ | 506.6 |  |
| Common Share Statistics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic EPS | \$ | 2.95 |  | \$ | 1.01 |  | \$ | 1.88 |  | \$ | 2.10 |  | \$ | 2.08 |  |
| Diluted EPS | \$ | 2.86 |  | \$ | 0.97 |  | \$ | 1.81 |  | \$ | 2.03 |  | \$ | 1.99 |  |
| Dividends Per Share | \$ | 0.03 |  | \$ | 0.03 |  | \$ | 0.03 |  | \$ | 0.03 |  | \$ | 0.03 |  |
| Book Value Per Share (period end) | \$ | 50.06 |  | \$ | 46.97 |  | \$ | 41.40 |  | \$ | 39.51 |  | \$ | 35.62 |  |
| Stock Price Per Share (period end) | \$ | 80.52 |  | \$ | 86.40 |  | \$ | 79.52 |  | \$ | 80.01 |  | \$ | 74.77 |  |
| Total Market Capitalization (period end) |  | 24,397.6 |  |  | 25,989.1 |  |  | 21,200.0 |  |  | 1,082.6 |  |  | 8,849.5 |  |
| Shares Outstanding (period end) |  | 303.0 |  |  | 300.8 |  |  | 266.6 |  |  | 263.5 |  |  | 252.1 |  |
| Shares Used to Compute Basic EPS |  | 299.3 |  |  | 278.8 |  |  | 260.9 |  |  | 252.6 |  |  | 244.0 |  |
| Shares Used to Compute Diluted EPS |  | 309.1 |  |  | 287.7 |  |  | 270.7 |  |  | 261.7 |  |  | 255.2 |  |
| Reported Balance Sheet Statistics (period avg.) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans | \$ | 58,142 |  | \$ | 48,701 |  | \$ | 38,556 |  | \$ | 38,237 |  | \$ | 38,204 |  |
| Average Earning Assets | \$ | 78,148 |  | \$ | 66,624 |  | \$ | 53,453 |  | \$ | 51,694 |  | \$ | 50,898 |  |
| Average Assets | \$ | 88,895 |  | \$ | 74,443 |  | \$ | 59,204 |  | \$ | 56,963 |  | \$ | 56,288 |  |
| Average Equity | \$ | 14,612 |  | \$ | 12,528 |  | \$ | 10,802 |  | \$ | 8,925 |  | \$ | 8,568 |  |
| Return on Average Assets (ROA) |  | 3.97 | \% |  | 1.51 | \% |  | 3.32 | \% |  | 3.73 | \% |  | 3.60 | \% |
| Return on Average Equity (ROE) |  | 24.18 | \% |  | 8.95 | \% |  | 18.19 | \% |  | 23.80 | \% |  | 23.65 | \% |
| Reported Balance Sheet Statistics (period end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 58,119 |  | \$ | 59,848 |  | \$ | 38,852 |  | \$ | 38,611 |  | \$ | 37,959 |  |
| Total Assets | \$ | 89,273 |  | \$ | 88,701 |  | \$ | 60,425 |  | \$ | 56,996 |  | \$ | 55,632 |  |
| Loan growth | \$ | $(1,729)$ |  | \$ | 20,996 |  | \$ | 241 |  | \$ | 652 |  | \$ | (257) |  |
| \% Loan Growth Y Over Y |  | 53 | \% |  | 57 | \% |  | 10 | \% |  | 12 | \% |  | 14 | \% |
| Revenue \& Expense Statistics (Reported) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income Growth (annualized) |  | 66 | \% |  | 56 | \% |  | 17 | \% |  | 6 | \% |  | 39 | \% |
| Non Interest Income Growth (annualized) |  | 46 | \% |  | 18 | \% |  | 3 | \% |  | 17 | \% |  | (1) | \% |
| Revenue Growth (annualized) |  | 54 | \% |  | 32 | \% |  | 8 | \% |  | 13 | \% |  | 12 | \% |
| Net Interest Margin |  | 6.18 | \% |  | 6.23 | \% |  | 6.81 | \% |  | 6.75 | \% |  | 6.76 | \% |
| Revenue Margin |  | 15.69 | \% |  | 16.23 | \% |  | 18.74 | \% |  | 18.99 | \% |  | 18.68 | \% |
| Risk Adjusted Margin ${ }^{(6)}$ |  | 14.15 | \% |  | 13.52 | \% |  | 16.18 | \% |  | 16.49 | \% |  | 16.08 | \% |
| Operating Expense as a \% of Revenues |  | 40.77 | \% |  | 45.95 | \% |  | 40.80 | \% |  | 43.13 | \% |  | 42.76 | \% |
| Operating Expense as a \% of Avg Loans (annualized) |  | 8.60 | \% |  | 10.20 | \% |  | 10.60 | \% |  | 11.07 | \% |  | 10.64 | \% |
| Asset Quality Statistics (Reported) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance | \$ | 1,675 |  | \$ | 1,790 |  | \$ | 1,447 | (1) | \$ | 1,405 |  | \$ | 1,440 |  |
| 30+ Day Delinquencies | \$ | 1,559 |  | \$ | 1,879 |  | \$ | 1,497 |  | \$ | 1,400 |  | \$ | 1,319 |  |
| Net Charge-Offs | \$ | 301 |  | \$ | 451 |  | \$ | 342 |  | \$ | 324 |  | \$ | 330 |  |
| Allowance as a \% of Reported Loans |  | 2.88 | \% |  | 2.99 | \% |  | 3.72 | \% |  | 3.64 | \% |  | 3.79 | \% |
| Delinquency Rate (30+ days) |  | 2.68 | \% |  | 3.14 | \% |  | 3.85 | \% |  | 3.62 | \% |  | 3.47 | \% |
| Net Charge-Off Rate |  | 2.07 | \% |  | 3.70 | \% |  | 3.55 | \% |  | 3.39 | \% |  | 3.46 | \% |

(1) Includes a $\$ 15.6$ million write-down for retained interests and a $\$ 28.5$ million build in the allowance for loan losses related to the impact of the Gulf Coast Hurricanes. This also includes a $\$ 48.0$ million write-down for retained interests and a $\$ 27.0$ million build in the allowance related to the spike in bankruptcies experienced immediately before The Bankruptcy Abuse Prevention and Consumer Protection Act of 2005 became effective in October 2005.
(2) Includes a \$34 million gain from the sale of previously purchased charged-off loan portfolios.
(3) Includes the impact of the sale of charged-off loans resulting in a $\$ 76.8$ million increase to various revenue line items, the majority of which was recorded to other non-interest income and a $\$ 7.0$ million reduction to the provision for loan losses through an increase in recoveries for the sale of charged-off loans originated by the Company and not securitized.
(4) 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: Q1 2006-\$170.9, Q4 2005-\$227.9, Q3 2005-\$255.6, Q2 2005 - \$259.8, and Q1 2005 - \$243.9.
(5) Includes a $\$ 28.2$ million impairment charge related to our insurance business in Global Financial Services and a $\$ 20.6$ million prepayment penalty for the refinancing of the McLean Headquarters facility.
(6) Risk adjusted margin is total revenue less net charge-offs as a percentage of average earning assets.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

 FINANCIAL \& STATISTICAL SUMMARY MANAGED BASIS ${ }^{(1)}$| (in millions) |  | $\begin{gathered} 2006 \\ \text { Q1 } \\ \hline \end{gathered}$ |  |  | $\begin{gathered} 2005 \\ \text { Q4 } \end{gathered}$ |  |  | $\begin{gathered} 2005 \\ \text { Q3 } \end{gathered}$ |  |  | $\begin{gathered} 2005 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q1 } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings (Managed Basis) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 2,235.0 |  | \$ | 2,075.2 |  | \$ | 1,931.2 |  | \$ | 1,830.3 |  | \$ | 1,818.8 |  |
| Non-Interest Income |  | 1,222.2 |  |  | 1,243.4 | (3) |  | 1,099.8 | (2) |  | 1,144.8 |  |  | 1,071.4 |  |
| Total Revenue ${ }^{(5)}$ |  | 3,457.2 | (4) |  | 3,318.6 |  |  | 3,031.0 |  |  | 2,975.1 |  |  | 2,890.2 |  |
| Provision for Loan Losses |  | 562.3 | (4) |  | 1,181.8 |  |  | 900.4 | (2) |  | 812.2 |  |  | 773.3 |  |
| Marketing Expenses |  | 323.8 |  |  | 447.4 |  |  | 343.7 |  |  | 277.0 |  |  | 311.8 |  |
| Operating Expenses |  | 1,249.7 |  |  | 1,241.7 | (6) |  | 1,021.9 |  |  | 1,058.6 |  |  | 1,016.1 |  |
| Income Before Taxes |  | 1,321.4 |  |  | 447.7 |  |  | 765.0 |  |  | 827.3 |  |  | 789.0 |  |
| Tax Rate |  | 33.2 | \% |  | 37.3 | \% |  | 35.8 | \% |  | 35.8 | \% |  | 35.8 | \% |
| Net Income | \$ | 883.3 |  | \$ | 280.3 |  | \$ | 491.1 |  | \$ | 531.1 |  | \$ | 506.6 |  |
| Managed Balance Sheet Statistics (period avg.) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans |  | 104,610 |  | \$ | 94,241 |  | \$ | 83,828 |  | \$ | 82,472 |  | \$ | 81,652 |  |
| Average Earning Assets |  | 122,403 |  | \$ | 110,096 |  | \$ | 96,696 |  | \$ | 94,075 |  | \$ | 92,477 |  |
| Average Assets |  | 134,797 |  | \$ | 119,406 |  | \$ | 103,913 |  | \$ | 100,640 |  | \$ | 99,283 |  |
| Return on Average Assets (ROA) |  | 2.62 | \% |  | 0.94 | \% |  | 1.89 | \% |  | 2.11 | \% |  | 2.04 | \% |
| Managed Balance Sheet Statistics (period end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  | 103,907 |  | \$ | 105,527 |  | \$ | 84,768 |  | \$ | 82,951 |  | \$ | 81,592 |  |
| Total Assets |  | 134,530 |  | \$ | 133,786 |  | \$ | 105,743 |  | \$ | 100,757 |  | \$ | 98,724 |  |
| Loan Growth | \$ | $(1,620)$ |  | \$ | 20,759 |  | \$ | 1,817 |  | \$ | 1,359 |  | \$ | 1,731 |  |
| \% Loan Growth Y over Y |  | 27 | \% |  | 32 | \% |  | 12 | \% |  | 13 | \% |  | 14 | \% |
| Tangible Assets ${ }^{(7)}$ |  | 130,211 |  | \$ | 129,484 |  |  | 105,007 |  | \$ | 100,017 |  | \$ | 97,976 |  |
| Tangible Capital ${ }^{(8)}$ | \$ | 11,016 |  | \$ | 9,994 |  | \$ | 10,400 |  | \$ | 9,771 |  | \$ | 8,940 |  |
| Tangible Capital to Tangible Assets Ratio |  | 8.46 | \% |  | 7.72 | \% |  | 9.90 | \% |  | 9.77 | \% |  | 9.12 | \% |
| \% Off-Balance Sheet Securitizations |  | 44 | \% |  | 43 | \% |  | 54 | \% |  | 53 | \% |  | 53 | \% |
| Revenue \& Expense Statistics (Managed) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income Growth (annualized) |  | 31 | \% |  | 30 | \% |  | 22 | \% |  | 3 | \% |  | 28 | \% |
| Non Interest Income Growth (annualized) |  | (7) | \% |  | 52 | \% |  | (16) | \% |  | 27 | \% |  | (10) | \% |
| Revenue Growth (annualized) |  | 17 | \% |  | 38 | \% |  | 8 | \% |  | 12 | \% |  | 13 | \% |
| Net Interest Margin |  | 7.30 | \% |  | 7.54 | \% |  | 7.99 | \% |  | 7.78 | \% |  | 7.87 | \% |
| Revenue Margin |  | 11.30 | \% |  | 12.06 | \% |  | 12.54 | \% |  | 12.65 | \% |  | 12.50 | \% |
| Risk Adjusted Margin ${ }^{(9)}$ |  | 9.03 | \% |  | 8.18 | \% |  | 8.95 | \% |  | 9.06 | \% |  | 8.85 | \% |
| Operating Expense as a \% of Revenues |  | 36.15 | \% |  | 37.42 | \% |  | 33.71 | \% |  | 35.58 | \% |  | 35.16 | \% |
| Operating Expense as a \% of Avg Loans (annualized) |  | 4.78 | \% |  | 5.27 | \% |  | 4.88 | \% |  | 5.13 | \% |  | 4.98 | \% |
| Asset Quality Statistics (Managed) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 30+ Day Delinquencies | \$ | 3,039 |  | \$ | 3,424 |  | \$ | 3,164 |  | \$ | 2,893 |  | \$ | 2,812 |  |
| Net Charge-Offs | \$ | 693 |  | \$ | 1,067 |  | \$ | 868 |  | \$ | 845 |  | \$ | 844 |  |
| Delinquency Rate (30+ days) |  | 2.92 | \% |  | 3.24 | \% |  | 3.73 | \% |  | 3.49 | \% |  | 3.45 | \% |
| Net Charge-Off Rate |  | 2.65 | \% |  | 4.53 | \% |  | 4.14 | \% |  | 4.10 | \% |  | 4.13 | \% |

(1) 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".
(2) Includes a $\$ 15.6$ million write-down for retained interests and a $\$ 28.5$ million build in the allowance for loan losses related to the impact of the Gulf Coast Hurricanes. This also includes a $\$ 48.0$ million write-down for retained interests and a $\$ 27.0$ million build in the allowance related to the spike in bankruptcies experienced immediately before The Bankruptcy Abuse Prevention and Consumer Protection Act of 2005 became effective in October 2005
(3) Includes a $\$ 34$ million gain from the sale of previously purchased charged-off loan portfolios.
(4) Includes the impact of the sale of charged-off loans resulting in a $\$ 66.4$ million increase to various revenue line items, the majority of which was recorded to other non-interest income and a $\$ 17.4$ million reduction to the provision for loan losses through an increase in recoveries for the sale of charged-off loans originated by the Company.
(5) 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: Q1 2006-\$170.9, Q4 2005-\$227.9, Q3 2005-\$255.6, Q2 2005-\$259.8, and Q1 2005-\$243.9.
(6) Includes a $\$ 28.2$ million impairment charge related to our insurance business in Global Financial Services and a $\$ 20.6$ million prepayment penalty for the refinancing of the McLean Headquarters facility.
(7) Includes managed assets less intangible assets.
(8) Includes stockholders' equity and preferred interests for all periods presented, $80 \%$ of mandatory convertible securities for all periods prior to Q2 2005, less intangible assets. Tangible Capital on a reported and managed basis is the same.
(9) Risk adjusted margin is total revenue less net charge-offs as a percentage of average earning assets.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

 SEGMENT FINANCIAL \& STATISTICAL SUMMARY - MANAGED BASIS ${ }^{(1)}$| (in thousands) |  | $\begin{gathered} 2006 \\ \text { Q1 } \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q1 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment Statistics |  |  |  |  |  |  |  |  |  |  |
| US Card: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 1,221,101 | \$ | 1,183,794 | \$ | 1,207,832 | \$ | 1,151,692 | \$ | 1,250,638 |
| Non-interest income |  | 775,413 |  | 844,286 |  | 851,036 |  | 846,720 |  | 779,415 |
| Provision for loan losses |  | 224,438 |  | 767,103 |  | 483,759 |  | 539,211 |  | 489,036 |
| Non-interest expenses |  | 844,729 |  | 892,521 |  | 833,925 |  | 794,012 |  | 836,142 |
| Income tax provision (benefit) |  | 324,573 |  | 131,415 |  | 259,414 |  | 232,816 |  | 246,706 |
| Net income (loss) | \$ | 602,774 | \$ | 237,041 | \$ | 481,770 | \$ | 432,373 | \$ | 458,169 |
| Loans receivable | \$ | 47,142,650 | \$ | 49,463,522 |  | 46,291,468 |  | 46,408,912 |  | 6,629,763 |
| Average loans | \$ | 48,217,926 | \$ | 46,857,527 |  | 46,405,569 |  | 46,504,945 |  | 7,547,749 |
| Net charge-off rate |  | 2.93\% |  | 5.70\% |  | 4.69\% |  | 4.90\% |  | 4.73\% |
| Delinquency Rate (30+ days) |  | 3.31\% |  | 3.44\% |  | 3.86\% |  | 3.60\% |  | 3.66\% |
| Purchase Volume ${ }^{(2)}$ | \$ | 18,015,669 | \$ | 21,209,357 |  | 18,932,798 |  | 17,946,667 |  | 5,598,314 |
| Number of Accounts (000s) |  | 37,258 |  | 37,645 |  | 37,863 |  | 37,760 |  | 38,255 |
| Auto Finance: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 348,830 | \$ | 314,024 | \$ | 300,102 | \$ | 285,744 | \$ | 249,507 |
| Non-interest income |  | 391 |  | $(1,358)$ |  | 3,005 |  | 6,964 |  | 11,339 |
| Provision for loan losses |  | 107,805 |  | 161,651 |  | 185,219 |  | 20,330 |  | 92,313 |
| Non-interest expenses |  | 134,655 |  | 138,412 |  | 129,719 |  | 124,584 |  | 113,765 |
| Income tax provision (benefit) |  | 37,366 |  | 4,512 |  | $(4,141)$ |  | 51,728 |  | 19,169 |
| Net income (loss) | \$ | 69,395 | \$ | 8,091 | \$ | $(7,690)$ | \$ | 96,066 | \$ | 35,599 |
| Loans receivable | \$ | 19,848,190 | \$ | 16,372,019 |  | 15,730,713 |  | 14,520,216 |  | 3,292,953 |
| Average loans | \$ | 19,440,128 | \$ | 16,095,793 |  | 15,104,464 |  | 13,993,998 |  | 2,733,831 |
| Net charge-off rate |  | 2.35\% |  | 3.32\% |  | 2.54\% |  | 1.74\% |  | 2.89\% |
| Delinquency Rate (30+ days) |  | 3.57\% |  | 5.71\% |  | 4.65\% |  | 4.09\% |  | 3.51\% |
| Auto Loan Originations ${ }^{(3)}$ | \$ | 2,940,540 | \$ | 2,563,372 | \$ | 3,217,209 | \$ | 2,633,857 | \$ | 2,033,162 |
| Number of Accounts (000s) |  | 1,480 |  | 1,438 |  | 1,187 |  | 1,124 |  | 1,033 |
| Global Financial Services: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 438,249 | \$ | 432,335 | \$ | 423,629 | \$ | 411,825 | \$ | 412,733 |
| Non-interest income |  | 283,352 |  | 250,349 |  | 273,067 |  | 265,499 |  | 233,841 |
| Provision for loan losses |  | 217,365 |  | 263,664 |  | 217,032 |  | 256,766 |  | 188,316 |
| Non-interest expenses |  | 330,172 |  | 410,670 |  | 356,254 |  | 378,278 |  | 351,476 |
| Income tax provision (benefit) |  | 60,520 |  | 1,299 |  | 41,521 |  | 15,621 |  | 36,309 |
| Net income (loss) | \$ | 113,544 | \$ | 7,051 | \$ | 81,889 | \$ | 26,659 | \$ | 70,473 |
| Loans receivable | \$ | 23,732,515 | \$ | 23,386,490 |  | 22,770,803 |  | 22,053,145 |  | 1,683,102 |
| Average loans | \$ | 23,668,326 | \$ | 23,129,203 |  | 22,373,995 |  | 21,971,839 |  | 1,353,653 |
| Net charge-off rate |  | 3.63\% |  | 4.33\% |  | 4.09\% |  | 3.89\% |  | 3.55\% |
| Delinquency Rate (30+ days) |  | 2.90\% |  | 2.83\% |  | 2.93\% |  | 2.93\% |  | 3.04\% |
| Number of Accounts (000s) |  | 10,013 |  | 9,928 |  | 9,774 |  | 9,639 |  | 9,420 |

(1) 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".
(2) Includes all purchase transactions net of returns and excludes cash advance transactions.
(3) Includes all organic auto loan originations and excludes auto loans added through acquisitions.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

SEGMENT FINANCIAL \& STATISTICAL SUMMARY - MANAGED BASIS ${ }^{(1)}$ CONTINUED

| (in thousands) |  | $\begin{gathered} 2006 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2005 \\ \text { Q1 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment Statistics |  |  |  |  |  |  |  |  |  |  |
| Banking: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 244,924 |  |  |  |  |  |  |  |  |
| Non-interest income |  | 104,485 |  |  |  |  |  |  |  |  |
| Provision for loan losses |  | 9,821 |  |  |  |  |  |  |  |  |
| Non-interest expenses |  | 272,987 |  |  |  |  |  |  |  |  |
| Income tax provision (benefit) |  | 23,310 |  |  |  |  |  |  |  |  |
| Net income (loss) | \$ | 43,291 |  |  |  |  |  |  |  |  |
| Loans receivable | \$ | 13,169,792 |  |  |  |  |  |  |  |  |
| Average loans | \$ | 13,283,515 |  |  |  |  |  |  |  |  |
| Net charge-off rate |  | 0.38\% |  |  |  |  |  |  |  |  |
| Delinquency Rate (30+ days) |  | 0.75\% |  |  |  |  |  |  |  |  |
| Core Deposits ${ }^{(2)}$ |  | 27,996,290 |  |  |  |  |  |  |  |  |
| Total Deposits |  | 35,396,221 |  |  |  |  |  |  |  |  |
| Number of ATMs |  | 669 |  |  |  |  |  |  |  |  |
| Number of locations ${ }^{(3)}$ |  | 316 |  |  |  |  |  |  |  |  |
| Other: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | $(18,134)$ | \$ | 145,043 | \$ | (368) | \$ | $(18,959)$ | \$ | $(94,118)$ |
| Non-interest income |  | 58,553 |  | 150,153 |  | $(27,301)$ |  | 25,577 |  | 46,806 |
| Provision for loan losses |  | 2,877 |  | $(10,631)$ |  | 14,324 |  | $(4,144)$ |  | 3,627 |
| Non-interest expenses |  | $(9,064)$ |  | 247,583 |  | 45,740 |  | 38,743 |  | 26,449 |
| Income tax provision (benefit) |  | $(7,729)$ |  | 30,109 |  | $(22,913)$ |  | $(4,001)$ |  | $(19,709)$ |
| Net income (loss) | \$ | 54,335 | \$ | 28,135 | \$ | $(64,820)$ | \$ | $(23,980)$ | \$ | $(57,679)$ |
| Loans receivable | \$ | 13,629 | \$ | 16,305,460 | \$ | $(25,301)$ | \$ | $(30,921)$ | \$ | $(13,826)$ |
| Total: |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 2,234,970 | \$ | 2,075,196 | \$ | 1,931,195 | \$ | 1,830,302 | \$ | 1,818,760 |
| Non-interest income |  | 1,222,194 |  | 1,243,430 |  | 1,099,807 |  | 1,144,760 |  | 1,071,401 |
| Provision for loan losses |  | 562,306 |  | 1,181,787 |  | 900,334 |  | 812,163 |  | 773,292 |
| Non-interest expenses |  | 1,573,479 |  | 1,689,186 |  | 1,365,638 |  | 1,335,617 |  | 1,327,832 |
| Income tax provision (benefit) |  | 438,040 |  | 167,335 |  | 273,881 |  | 296,164 |  | 282,475 |
| Net income (loss) | \$ | 883,339 | \$ | 280,318 | \$ | 491,149 | \$ | 531,118 | \$ | 506,562 |
| Loans receivable |  | 103,906,776 |  | 105,527,491 |  | 84,767,683 |  | 2,951,352 |  | 1,591,992 |

[^0]
## CAPITAL ONE FINANCIAL CORPORATION (COF)

## Banking Segment Compilation

The Company is including this schedule to provide additional information regarding the composition of our new Banking segment.

(1) Transferred from the Other caption in Q1.
(2) Transferred to the Auto Segment in Q1.
(3) Includes allocations for loan discount accretion, deposit premium amortization, and CDI and other intangible amortization resulting from the Hibernia acquisition
(4) Income statement adjustments represent adjustments for investments and match funding, brand and corporate cost allocations, and ther integration costs. Deposit adjustment represents Hibernia brokered deposits transferred to the Other caption.

## CAPITAL ONE FINANCIAL CORPORATION

## Reconciliation to GAAP Financial Measures

For the Three Months Ended March 31, 2006
(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 off-balance 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 it originated. For this reason the Company believes the "managed" consolidated financial statements and related managed metrics to be useful to stakeholders.

|  | Total Reported |  |  | Adjustments $^{(1)}$ | Total Managed $^{(2)}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Income Statement Measures |  |  |  |  |  |  |
| Net interest income | $\$$ | $1,206,877$ | $\$$ | $1,028,093$ | $\$$ | $2,234,970$ |
| Non-interest income | $\$$ | $1,858,251$ | $\$$ | $(636,057)$ | $\$$ | $1,222,194$ |
| Total revenue | $\$$ | $3,065,128$ | $\$$ | 392,036 | $\$$ | $3,457,164$ |
| Provision for loan losses | $\$$ | 170,270 | $\$$ | 392,036 | $\$$ | 562,306 |
| Net charge-offs | $\$$ | 300,467 | $\$$ | 392,036 | $\$$ | 692,503 |
| Balance Sheet Measures |  |  |  |  |  |  |
| Loans | $\$$ | $58,118,659$ | $\$$ | $45,788,117$ | $\$$ | $103,906,776$ |
| Total assets | $\$$ | $89,273,079$ | $\$$ | $45,257,154$ | $\$$ | $134,530,233$ |
| Average loans | $\$$ | $58,142,418$ | $\$$ | $46,467,782$ | $\$$ | $104,610,200$ |
| Average earning assets | $\$$ | $78,147,484$ | $\$$ | $44,255,018$ | $\$$ | $122,402,502$ |
| Average total assets | $\$$ | $88,894,594$ | $\$$ | $45,902,460$ | $\$$ | $134,797,054$ |
| Delinquencies | $\$$ | $1,558,880$ | $\$$ | $1,480,278$ | $\$$ | $3,039,158$ |

${ }^{(1)}$ Includes adjustments made related to the effects of securitization transactions qualifying as sales under GAAP and adjustments made to reclassify to "managed" loans outstanding the collectible portion of billed finance charge and fee income on the investors' interest in securitized loans excluded from loans outstanding on the "reported" balance sheet in accordance with Financial Accounting Standards Board Staff Position, "Accounting for Accrued Interest Receivable Related to Securitized and Sold Receivables under FASB Statement 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities", issued April 2003.
${ }^{(2)}$ The Managed loan portfolio does not include auto loans which have been sold in whole loan sale transactions where the Company has retained servicing rights.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Balance Sheets

(in thousands)(unaudited)

## Assets:

Cash and due from banks
Federal funds sold and resale agreements
Interest-bearing deposits at other banks
Cash and cash equivalents
Securities available for sale
Loans
Less: Allowance for loan losses
Net loans
Accounts receivable from securitizations
Premises and equipment, net
Interest receivable
Goodwill
Other
Total assets

## Liabilities:

Non-interest-bearing deposits
Interest-bearing deposits
Senior and subordinated notes
Other borrowings
Interest payable
Other
Total liabilities
Stockholders' Equity:
Common stock
Paid-in capital, net
Retained earnings and cumulative other comprehensive income
Less: Treasury stock, at cost
Total stockholders' equity
Total liabilities and stockholders' equity

| $\$ 4,476,351$ |
| ---: |
| $43,303,134$ |
| $5,726,109$ |
| $16,544,698$ |
| 353,882 |
| $3,699,659$ |
| $74,103,833$ |


| $\$ 4,841,171$ |
| ---: |
| $43,092,096$ |
| $6,743,979$ |
| $15,534,161$ |
| 371,681 |
| $3,989,409$ |
| $74,572,497$ |


| $\$ 9,525$ |
| ---: |
| $25,854,025$ |
| $6,876,432$ |
| $10,243,235$ |
| 242,464 |
| $3,356,155$ |
| $46,651,836$ |

Stockholders' Equity:
etained earnings and cumulative other comprehensive income
Total stockholders' equity
Total liabilities and stockholders' equity

| $\begin{gathered} \text { March } 31 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: |
| \$ 1,434,804 | \$ 2,022,175 | \$ 761,234 |
| 2,763,746 | 1,305,537 | 12,283 |
| 1,099,025 | 743,555 | 446,793 |
| 5,297,575 | 4,071,267 | 1,220,310 |
| 14,659,166 | 14,350,249 | 9,460,688 |
| 58,118,659 | 59,847,681 | 37,959,203 |
| $(1,675,000)$ | (1,790,000) | (1,440,000) |
| 56,443,659 | 58,057,681 | 36,519,203 |
| 5,293,392 | 4,904,547 | 5,605,009 |
| 1,387,302 | 1,191,406 | 806,411 |
| 512,136 | 563,542 | 259,350 |
| 3,941,128 | 3,906,399 | 747,756 |
| 1,738,721 | 1,656,320 | 1,012,839 |
| \$89,273,079 | \$ 88,701,411 | \$ 55,631,566 |


| 3,051 | 3,028 | 2,536 |
| ---: | ---: | ---: |
| $7,032,073$ | $6,848,544$ | $2,878,237$ |
| $8,245,186$ | $7,384,144$ | $6,166,070$ |
| $(111,064)$ | $(106,802)$ | $(67,113)$ |
|  | $15,169,246$ |  |
| $\$ 89,273,079$ | $\$ 88,128,914$ | $8,979,730$ |

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Statements of Income

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

(1) Certain prior period amounts have been reclassified to conform to the current period presentation.

## CAPITAL ONE FINANCIAL CORPORATION

Statements of Average Balances, Income and Expense, Yields and Rates
(dollars in thousands)(unaudited)

| Reported | Quarter Ended 3/31/06 |  |  |  | Quarter Ended 12/31/05 |  |  |  | Quarter Ended 3/31/05 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Income/ Expense | Yield/ <br> Rate | Average Balance |  | Income/ Expense | Yield/ <br> Rate | Average Balance |  | Income/ Expense | Yield/ Rate |
| Earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$58,142,418 | \$ | 1,612,622 | 11.09\% | \$48,700,689 | \$ | 1,408,545 | 11.57\% | \$38,203,914 | \$ | 1,184,036 | 12.40\% |
| Securities available for sale | 15,045,469 |  | 165,100 | 4.39\% | 11,683,013 |  | 119,189 | 4.08\% | 9,654,437 |  | 90,164 | 3.74\% |
| Other | 4,959,597 |  | 100,860 | 8.13\% | 6,240,217 |  | 106,364 | 6.82\% | 3,039,304 |  | 62,068 | 8.17\% |
| Total earning assets | \$78,147,484 | \$ | 1,878,582 | 9.62\% | \$66,623,919 | \$ | 1,634,098 | 9.81\% | \$50,897,655 | \$ | 1,336,268 | 10.50\% |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$43,356,518 | \$ | 403,609 | 3.72\% | \$34,737,934 | \$ | 344,063 | 3.96\% | \$25,654,741 | \$ | 264,025 | 4.12\% |
| Senior and subordinated notes | 6,097,711 |  | 94,354 | 6.19\% | 6,707,285 |  | 103,836 | 6.19\% | 6,908,505 |  | 114,480 | 6.63\% |
| Other borrowings | 16,074,344 |  | 173,742 | 4.32\% | 13,703,303 |  | 149,200 | 4.36\% | 10,698,085 |  | 97,242 | 3.64\% |
| Total interest-bearing liabilities | \$65,528,573 | \$ | 671,705 | 4.10\% | \$55,148,522 | \$ | 597,099 | 4.33\% | \$43,261,331 | \$ | 475,747 | 4.40\% |
| Net interest spread |  |  |  | 5.52\% |  |  |  | 5.48\% |  |  |  | 6.10\% |
| Interest income to average earning assets |  |  |  | 9.62\% |  |  |  | 9.81\% |  |  |  | 10.50\% |
| Interest expense to average earning assets |  |  |  | 3.44\% |  |  |  | 3.58\% |  |  |  | 3.74\% |
| Net interest margin |  |  |  | 6.18\% |  |  |  | 6.23\% |  |  |  | 6.76\% |

## CAPITAL ONE FINANCIAL CORPORATION

Statements of Average Balances, Income and Expense, Yields and Rates
(dollars in thousands)(unaudited)

| Managed (1) | Quarter Ended 3/31/06 |  |  |  | Quarter Ended 12/31/05 |  |  |  |  | Quarter Ended 3/31/05 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Income/ Expense | Yield/ <br> Rate |  | Average Balance |  | Income/ Expense | Yield/ <br> Rate | Average Balance |  | Income/ Expense | Yield/ <br> Rate |
| Earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ 104,610,200 | \$ | 3,232,530 | 12.36\% | \$ | 94,241,240 | \$ | 3,001,361 | 12.74\% | \$81,652,485 | \$ | 2,631,751 | 12.89\% |
| Securities available for sale | 15,045,469 |  | 165,100 | 4.39\% |  | 11,683,013 |  | 119,189 | 4.08\% | 9,654,437 |  | 90,164 | 3.74\% |
| Other | 2,746,833 |  | 39,199 | 5.71\% |  | 4,171,939 |  | 55,410 | 5.31\% | 1,170,566 |  | 17,672 | 6.04\% |
| Total earning assets | \$ 122,402,502 | \$ | 3,436,829 | 11.23\% |  | 110,096,192 | \$ | 3,175,960 | 11.54\% | \$92,477,488 | \$ | 2,739,587 | 11.85\% |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ 43,356,518 | \$ | 403,609 | 3.72\% | \$ | 34,737,934 | \$ | 344,063 | 3.96\% | \$25,654,741 | \$ | 264,025 | 4.12\% |
| Senior and subordinated notes | 6,097,711 |  | 94,354 | 6.19\% |  | 6,707,285 |  | 103,836 | 6.19\% | 6,908,505 |  | 114,480 | 6.63\% |
| Other borrowings | 16,074,344 |  | 173,742 | 4.32\% |  | 13,703,303 |  | 149,200 | 4.36\% | 10,698,085 |  | 97,242 | 3.64\% |
| Securitization liability | 46,018,001 |  | 530,154 | 4.61\% |  | 45,085,090 |  | 503,665 | 4.47\% | 43,215,671 |  | 445,080 | 4.12\% |
| Total interest-bearing liabilities | \$ 111,546,574 | \$ | 1,201,859 | 4.31\% |  | 100,233,612 | \$ | 1,100,764 | 4.39\% | \$86,477,002 | \$ | 920,827 | 4.26\% |
| Net interest spread |  |  |  | 6.92\% |  |  |  |  | 7.15\% |  |  |  | 7.59\% |
| Interest income to average earning assets |  |  |  | 11.23\% |  |  |  |  | 11.54\% |  |  |  | 11.85\% |
| Interest expense to average earning assets |  |  |  | 3.93\% |  |  |  |  | 4.00\% |  |  |  | 3.98\% |
| Net interest margin |  |  |  | 7.30\% |  |  |  |  | $\underline{7.54 \%}$ |  |  |  | 7.87\% |

(1) The information in this table reflects the adjustment to add back the effect of securitized loans.


[^0]:    (1) 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".
    (2) Includes domestic non-interest bearing deposits, NOW accounts, money market deposit accounts, savings accounts, certificates of deposit of less than \$100,000 and other consumer time deposits.
    (3) Number of locations includes 302 branches and 14 other customer centers and excludes 18 branches that remain closed due to hurricane damage.

