# **Bank of America**®



# **Supplemental Information Second Quarter 2003**

July 14, 2003

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# Bank of America Corporation Results Overview

- Diluted EPS of \$1.80, up 13% and 29% over 1Q03 and 2Q02, respectively.
- Total revenue rose 8% over 1Q03 and 12% over 2Q02.
- Consumer and Commercial Banking segment revenue rose 9% over 1Q03 and 15% over 2Q02 led by record quarters in card services and consumer real estate.
- Consumer loans grew 17% while deposit levels rose 9% over the second quarter 2002.
- Added 560,000 net new checking accounts in first half of 2003 versus 528,000 for full year of 2002.
- Customer satisfaction for Top 2 box scores of most delighted customers rose 14% over year ago.
- Banking center product sales increased 32% in the past year.
- Asset Management segment growth over 1st quarter levels fueled by 26% growth in sales by Marsico.
- Record quarter in investment banking driven by strong debt issuance as well as market share gains in equities and equity linked securities.
- Net charge-offs were down 7% from 1Q03 and 13% from a year earlier.
- Nonperforming asset levels declined 12% from March 2003 driven by declines in large corporate and commercial levels.
- Beginning in September, our quarterly dividend will increase 25% to \$0.80 per common share.

#### Bank of America Corporation Consolidated Financial Highlights

(Dollars in millions, except per share information; shares in thousands)

	 Year-to- Date 2003		,	Year-to- Date 2002			Second Quarter 2003	First Quarter 2003		Fourth Quarter 2002	Third Quarter 2002	Second Quarter 2002	
Income statement Total revenue Provision for credit losses Gains on sales of securities Noninterest expense Income tax expense Net income Diluted earnings per common share Average diluted common shares outstanding Dividends paid per common share	\$ 18,514 1,605 569 9,775 2,541 5,162 3.39 1,524,715 1.28		\$	17,168 1,728 137 8,984 2,193 4,400 2.77 1,586,836 1.20		\$	9,620 772 296 5,058 1,348 2,738 1.80 1,523,306 0.64	\$ 8,894 833 273 4,717 1,193 2,424 1.59 1,526,288 0.64	\$	8,804 1,165 304 4,832 497 2,614 1.69 1,542,482 0.64	\$ 8,522 804 189 4,620 1,052 2,235 1.45 1,546,347 0.60	\$ 8,575 888 93 4,490 1,069 2,221 1.40 1,592,250 0.60	
Performance ratios Return on average assets Return on average common shareholders' equity	 1.40 20.90	%		1.38 18.55	%		1.42 21.86	1.38 19.92	%	1.49 21.58	 1.33 19.02	18.47	
Book value per share of common stock  Market price per share of common stock: High for the period Low for the period Closing price Market capitalization  Number of banking centers Number of ATM's Full-time equivalent employees	\$ 34.06 80.00 64.26 79.03 118,254 4,200 13,250 132,796		\$	31.47 77.08 57.51 70.36 106,642 4,232 12,827 135,489		s	34.06 80.00 67.20 79.03 118,254 4,200 13,250 132,796	\$ 33.38 72.50 64.26 66.84 100,095 4,202 13,266 132,583	\$	71.99 53.98 69.57 104,403 4,208 13,013 133,944	\$ 32.07 71.94 57.90 63.80 95,838 4,226 12,489 134,135	\$ 31.47 77.08 66.82 70.36 106,642 4,232 12,827 135,489	

Certain prior period amounts have been reclassified to conform to current period presentation.

#### Bank of America Corporation Supplemental Financial Data

(Dollars in millions)

#### Taxable-equivalent basis data

	Year-to- Date 2003	,	Year-to- Date 2002		Q	econd uarter 2003		Qι	First narter		Qı	ourth uarter 2002		Q	Γhird uarter 2002		Q	econd uarter 2002	
Net interest income	\$ 10,885	\$	10,509		\$	5,524		\$	5,361		\$	5,537		\$	5,465		\$	5,262	
Total revenue	18,825		17,430			9,779			9,046			8,967			8,685			8,743	
Net interest yield	3.42	%	3.80	%		3.33	%		3.52	%		3.66	%		3.75	%		3.75	%
Efficiency ratio	51.93		51.54			51.73			52.14			53.90			53.19			51.34	

#### **Reconciliation to GAAP Financial Measures**

Shareholder value added (SVA) is a performance measure used in managing the corporation's growth strategy and is not defined in GAAP (generally accepted accounting principles). Management believes that this measure provides users of this financial information with a more accurate picture of returns on capital used in operating the business for comparative purposes. Other companies may define or calculate supplemental financial data differently. See the Table below for supplemental financial data and corresponding reconciliation to GAAP financial measures for the six months ended June 30, 2003 and 2002, and the three months ended June 30, 2003, March 31, 2003, December 31, 2002, September 30, 2002 and June 30, 2002.

## Reconciliation of net income to shareholder value added

			Second Quarter 2003	First Quarter 2003	Fourth Quarter 2002	Third Quarter 2002	Second Quarter 2002	
Net income	\$ 5,162	\$ 4,400	\$ 2,738	\$ 2,424	\$ 2,614	\$ 2,235	\$ 2,2	
Amortization expense	108	110	54	54	54	54		
Capital charge Shareholder value added	\$ 2,554	\$ 1,666	\$ 1,414	\$ 1,140	\$ 1,214	\$ 880	\$ 8	

Certain prior period amounts have been reclassified to conform to current period presentation.

#### Bank of America Corporation Consolidated Statement of Income

	Year-to- Date 2003	Year-to- Date 2002	Second Quarter 2003	First Quarter 2003	Fourth Quarter 2002	Third Quarter 2002	Second Quarter 2002
Interest income							
Interest and fees on loans and leases	\$ 10,760	\$ 10,975	\$ 5,412	\$ 5,348	\$ 5,502	\$ 5,553	\$ 5,530
Interest and dividends on securities	1,789	1,870	1,011	778	1,061	1,104	924
Federal funds sold and securities purchased under							
agreements to resell	387	485	193	194	208	177	270
Trading account assets	2,049	1,826	1,007	1,042	979	1,006	948
Other interest income	735	699	372	363	371	345	312
Total interest income	15,720	15,855	7,995	7,725	8,121	8,185	7,984
Interest expense							
Deposits	2,452	2,728	1,269	1,183	1,292	1,414	1,384
Short-term borrowings	967	1,006	514	453	557	526	529
Trading account liabilities	624	629	316	308	289	342	344
Long-term debt	1,103	1,245	531	572	609	601	633
Total interest expense	5,146	5,608	2,630	2,516	2,747	2,883	2,890
Net interest income	10,574	10,247	5,365	5,209	5,374	5,302	5,094
Noninterest income							
Consumer service charges	1,570	1,426	793	777	802	761	732
Corporate service charges	1,154	1,132	577	577	571	586	566
Total service charges	2,724	2,558	1,370	1,354	1,373	1,347	1,298
Consumer investment and brokerage services	779	801	401	378	370	373	420
Corporate investment and brokerage services	369	348	204	165	171	174	178
Total investment and brokerage services	1,148	1,149	605	543	541	547	598
Mortgage banking income	964	327	559	405	209	220	138
Investment banking income	866	805	488	378	422	318	464
Equity investment gains (losses)	(25)	(10)	43	(68)	(54)	(216)	(36)
Card income	1,443	1,196	762	681	736	686	621
Trading account profits	207	608	93	114	99	71	263
Other income	613	288	335	278	104	247	135
Total noninterest income	7,940	6,921	4,255	3,685	3,430	3,220	3,481
Total revenue	18,514	17,168	9,620	8,894	8,804	8,522	8,575
Provision for credit losses	1,605	1,728	772	833	1,165	804	888
Gains on sales of securities	569	137	296	273	304	189	93
Noninterest expense							
Personnel	5,154	4,832	2,695	2,459	2,482	2,368	2,386
Occupancy	970	873	498	472	450	457	441
Equipment	537	541	253	284	292	291	279
Marketing	468	340	238	230	203	210	170
Professional fees	406	213	281	125	186	126	122
Amortization of intangibles	108	110	54	54	54	54	55
Data processing	528	431	262	266	291	295	226
Telecommunications	261	242	137	124	120	119	123
Other general operating	1,343	1,402	640	703	754	700	688
Total noninterest expense	9,775	8,984	5,058	4,717	4,832	4,620	4,490
Income before income taxes	7,703	6,593	4,086	3,617	3,111	3,287	3,290
Income tax expense	2,541	2,193	1,348	1,193	497	1,052	1,069
Net income	\$ 5,162	\$ 4,400	\$ 2,738	\$ 2,424	\$ 2,614	\$ 2,235	\$ 2,221
Net income available to common shareholders	\$ 5,160	\$ 4,398	\$ 2,737	\$ 2,423	\$ 2,613	\$ 2,233	\$ 2,220
Per common share information							
Earnings	\$ 3.45	\$ 2.86	\$ 1.83	\$ 1.62	\$ 1.74	\$ 1.49	\$ 1.45
Diluted earnings	\$ 3.39	\$ 2.77	\$ 1.80	\$ 1.59	\$ 1.69	\$ 1.45	\$ 1.40
Dividends paid	\$ 1.28	\$ 1.20	\$ 0.64	\$ 0.64	\$ 0.64	\$ 0.60	\$ 0.60
Average common shares issued and outstanding	1,496,827	1,538,600	1,494,094	1,499,405	1,499,557	1,504,017	1,533,783
Average diluted common shares issued and outstanding	1,524,715	1,586,836	1,523,306	1,526,288	1,542,482	1,546,347	1,592,250

Certain prior period amounts have been reclassified to conform to current period presentation.

# Consolidated Balance Sheet (Dollars in millions)

	June 30	March 31	June 30
Annata	2003	2003	2002
Assets Cook and each equivalents	\$ 25,220	\$ 25,069	\$ 21,309
Cash and cash equivalents Time deposits placed and other short-term investments	\$ 23,220 6,790	5,523	6,307
Federal funds sold and securities purchased under agreements to resell	,	49,809	
·	64,314		35,449
Trading account assets Derivative assets	66,947	65,733	63,466
	38,587	35,409	24,809
Securities: Available-for-sale	114.250	75 511	92 142
	114,250	75,511 927	82,143
Held-to-maturity  Total acquisition	279		1,020
Total securities  Loans and leases	114,529 360,305	76,438 343,412	83,163 340,394
Allowance for credit losses	(6,841)	· ·	
Loans and leases, net of allowance for credit losses	353,464	(6,853)	(6,873)
Premises and equipment, net	5,899	6,643	6,755
		,	<i>'</i>
Mortgage banking assets Goodwill	1,748	1,995	3,404
	11,426	11,396	10,950
Core deposit intangibles and other intangibles	1,010	1,065	1,184
Other assets Tatal assets	79,245	64,126	48,131
Total assets	\$ 769,179	\$ 679,765	\$ 638,448
Liabilities			
Deposits in domestic offices:			
Noninterest-bearing	\$ 132,851	\$ 121,127	\$ 101,163
Interest-bearing	256,602	242,287	224,582
Deposits in foreign offices:	,	,	,
Noninterest-bearing	2,206	2,331	1,750
Interest-bearing	30,276	29,431	33,274
Total deposits	421,935	395,176	360,769
Federal funds purchased and securities sold under agreements to repurchase	104,821	72,976	56,678
Trading account liabilities	27,708	23,578	25,751
Derivative liabilities	23,435	22,876	17,800
Commercial paper and other short-term borrowings	43,584	29,729	32,973
Accrued expenses and other liabilities	28,943	15,905	32,002
Long-term debt	61,681	63,442	59,181
Trust preferred securities	6,056	6,031	5,530
Total liabilities	718,163	629,713	590,684
Shareholders' equity	,		
Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and			
outstanding 1,306,463; 1,336,200; and 1,411,750 shares	56	57	60
Common stock, \$0.01 par value; authorized - 5,000,000,000 shares; issued and			
outstanding 1,496,314,280; 1,497,530,740; and 1,515,667,160 shares	15	127	1,499
Retained earnings	51,374	49,978	45,546
Accumulated other comprehensive income (loss)	(251)	74	660
Other	(178)	(184)	(1)
Total shareholders' equity	51,016	50,052	47,764
Total liabilities and shareholders' equity	\$ 769,179	\$ 679,765	\$ 638,448

#### **Capital Management**

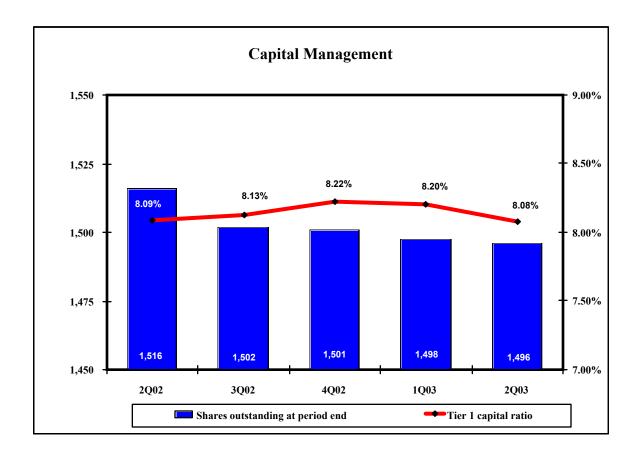
(Dollars in millions)

	2Q02	3Q02	4Q02	1Q03	2Q03*
Tion 1 conital	\$41,097	¢41.722	¢42 105	\$43,818	¢45 102
Tier 1 capital	541,097	\$41,732	\$43,105	\$43,616	\$45,192
Total capital	63,108	63,505	65,169	65,688	66,863
Risk-weighted assets	508,008	513,085	524,175	534,378	559,324
Tier 1 capital ratio	8.09 %	8.13 %	8.22 %	8.20 %	8.08 %
Total capital ratio	12.42	12.38	12.43	12.29	11.95
Ending equity / ending assets	7.48	7.31	7.62	7.36	6.63
Ending capital / ending assets	8.35	8.22	8.53	8.25	7.42
Average equity / average assets	7.47	6.97	6.91	6.92	6.49

<sup>\*</sup>Preliminary data on risk based capital

#### **Share Repurchase Program**

30 million common shares were repurchased in the second quarter of 2003 as a part of ongoing share repurchase program 105 million shares remain outstanding under the current authorized program (104 million net of outstanding put options 29 million shares were issued in the second quarter of 2003, mostly due to stock incentive plans.



#### Average Balances and Interest Rates - Taxable-Equivalent Basis

	Second	Quarter 2003 Interest		First	Quarter 2003 Interest		Second	Quarter 200 Interest	2
	Average Balance	Income/ Expense	Yield/ Rate	Average Balance	Income/ Expense	Yield/ Rate	Average Balance	Income/ Expense	Yield/ Rate
Carning assets	Balance	Ехрепас	ruic	Bulunce	Expense	ruic	Butance	Expense	Rute
Time deposits placed and other short-term investments	\$ 7,888	\$ 39	1.99 %	\$ 6,987	\$ 43	2.49 %	\$ 10,673	\$ 63	2.37
Federal funds sold and securities purchased under									
agreements to resell	70,054	194	1.11	57,873	194	1.35	48,426	270	2.23
Trading account assets	99,129	1,022	4.13	99,085	1,053	4.27	78,113	961	4.93
Securities	95,614	1,028	4.30	67,784	793	4.69	67,291	939	5.59
Loans and leases <sup>(1)</sup> :									
Commercial - domestic	100,721	1,746	6.95	103,663	1,836	7.18	111,522	1,887	6.78
Commercial - foreign	18,004	170	3.79	18,876	156	3.35	21,454	212	3.97
Commercial real estate - domestic	20,039	218	4.36	19,955	215	4.37	21,486	258	4.83
Commercial real estate - foreign	305	3	3.95	301	3	3.88	393	5	5.14
Total commercial	139,069	2,137	6.16	142,795	2,210	6.27	154,855	2,362	6.12
Residential mortgage	120,754	1,703	5.64	113,695	1,582	5.59	94,726	1,602	6.77
Home equity lines	22,763	263	4.64	23,054	267	4.70	22,579	305	5.41
Direct/Indirect consumer	32,248	495	6.17	31,393	503	6.49	30,021	542	7.25
Consumer finance	7,244	137	7.58	8,012	154	7.76	11,053	226	8.20
Credit card	26,211	690	10.56	24,684	644	10.57	20,402	510	10.01
Foreign consumer	1,990	17	3.47	2,029	17	3.45	2,048	19	3.71
Total consumer	211,210	3,305	6.27	202,867	3,167	6.30	180,829	3,204	7.10
Total loans and leases	350,279	5,442	6.23	345,662	5,377	6.29	335,684	5,566	6.65
Other earning assets	40,536	429	4.24	35,701	417	4.71	22,005	353	6.42
Total earning assets <sup>(2)</sup>	663,500	8,154	4.92	613,092	7,877	5.18	562,192	8,152	5.8
ash and cash equivalents	23,203			21,699			21,200		
ther assets, less allowance for credit losses	87,941			78,508			63,207		
Total assets	\$774,644			\$713,299			\$646,599		
terest-bearing liabilities									
Domestic interest-bearing deposits:									
Savings	\$ 24,420	\$ 35	0.58 %	\$ 22,916	\$ 34	0.59 %		\$ 34	0.64
NOW and money market deposit accounts	146,284	295	0.81	142,338	291	0.83	129,856	346	1.07
Consumer CDs and IRAs	69,506	742	4.28	66,937	695	4.21	68,015	764	4.5
Negotiable CDs, public funds and other time deposits	12,912	45	1.41	3,598	16	1.78	4,635	30	2.43
Total domestic interest-bearing deposits  Foreign interest-bearing deposits <sup>(3)</sup> :	253,122	1,117	1.77	235,789	1,036	1.78	224,347	1,174	2.10
Banks located in foreign countries	16,150	87	2.16	14,218	80	2.27	14,048	108	3.10
Governments and official institutions	2,392	8	1.42	1,785	6	1.31	2,449	12	1.89
Time, savings, and other	19,209	57	1.18	18,071	61	1.38	18,860	90	1.9
Total foreign interest-bearing deposits	37,751	152	1.61	34,074	147	1.75	35,357	210	2.3
Total interest-bearing deposits	290,873	1,269	1.75	269,863	1,183	1.78	259,704	1,384	2.14
Federal funds purchased, securities sold under agreements			<del></del> -					,	
to repurchase and other short-term borrowings	152,722	514	1.35	123,041	453	1.49	97,579	529	2.17
Frading account liabilities	38,610	316	3.28	34,858	308	3.58	31,841	344	4.34
Long-term debt and trust preferred securities	68,927	531	3.08	67,399	572	3.40	65,940	633	3.84
Total interest-bearing liabilities <sup>(2)</sup>		2,630	1.91		2,516	2.05	455,064	2,890	
<u>e</u>	551,132	2,630	1.91	495,161	2,516	2.05	455,064	2,890	2.55
oninterest-bearing sources:	114 424			115 007			107.202		
Noninterest-bearing deposits Other liabilities	114,434 58,809			115,897			106,282 36,979		
Other Habilities Shareholders' equity	58,809 50,269			52,841 49,400			36,979 48,274		
Total liabilities and shareholders' equity	\$0,269 \$774,644			\$713,299			\$646,599		
t interest spread	φ//4,044		3.01	ψ113,477		3.13	ψ0 <del>+</del> 0,233		3.20
pact of noninterest-bearing sources			0.32			0.39			.49
							-		
et interest income/yield on earning assets		\$5,524	3.33 %		\$5,361	3.52 %		\$5,262	3.75

 $<sup>(1) \</sup> Nonperforming \ loans \ are \ included \ in \ the \ respective \ average \ loan \ balances. \ Income \ on \ such \ nonperforming \ loans \ is \ recognized \ on \ a \ cash \ basis.$ 

<sup>(2)</sup> Interest income includes the impact of interest rate risk management contracts, which increased interest income on the underlying assets \$587 and \$576 in the second and first quarters of 2003 and \$509 in the second quarter of 2002, respectively. These amounts were substantially offset by corresponding decreases in the income earned on the underlying assets. Interest expense includes the impact of interest rate risk management contracts, which increased interest expense on the underlying liabilities \$28 and \$46 in the second and first quarters of 2003 and \$65 in the second quarter of 2002, respectively. These amounts were substantially offset by corresponding decreases in the interest paid on the underlying liabilities.

<sup>(3)</sup> Primarily consists of time deposits in denominations of \$100,000 or more

#### Average Balances and Interest Rates - Taxable-Equivalent Basis

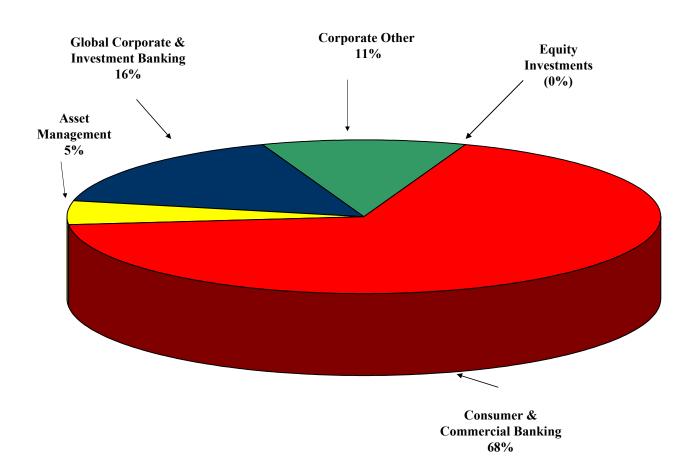
(Dollars in millions)			Six Months En	ded		
`	Ju	ne 30, 2003		June	30, 2002	
		Interest			Interest	
	Average	Income/	Yield/	Average	Income/	Yield/
	Balance	Expense	Rate	Balance	Expense	Rate
Earning assets						
Time deposits placed and other short-term investments	\$ 7,440	\$ 82	2.22 %	\$ 10,459	\$ 124	2.40
Federal funds sold and securities purchased under	62.007	200	1.00	16.561	40.5	2.00
agreements to resell	63,997	388	1.22	46,564	485	2.09
Trading account assets	99,107	2,075	4.20	74,384	1,849	4.99
Securities	81,776	1,821	4.45	70,399	1,902	5.41
Loans and leases <sup>(1)</sup> :						
Commercial - domestic	102,184	3,581	7.07	113,829	3,865	6.84
Commercial - foreign	18,437	327	3.57	21,684	438	4.07
Commercial real estate - domestic	19,997	433	4.36	21,866	533	4.92
Commercial real estate - foreign	303	6	3.92	391	9	4.57
Total commercial	140,921	4,347	6.22	157,770	4,845	6.19
Residential mortgage	117,243	3,285	5.62	87,953	2,991	6.82
Home equity lines	22,908	531	4.67	22,296	599	5.42
Direct/Indirect consumer	31,824	998	6.32	30,191	1,092	7.30
Consumer finance	7,626	291	7.67	11,590	481	8.34
Credit card	25,452	1,333	10.57	19,895	1,000	10.13
Foreign consumer Total consumer	2,009 207,062	6,472	3.46 6.28	2,070 173,995	6 201	7.17
Total loans and leases	347,983			,	6,201 11,046	
Other earning assets	38,132	10,819 846	4.46	331,765 22,117	711	6.70
Total earning assets (2)	-					
	638,435	16,031	5.05	555,688	16,117	5.83
Cash and cash equivalents	22,455			21,616		
Other assets, less allowance for credit losses  Total assets	83,251 \$744,141			64,859 \$642,163		
Total assets	\$744,141			\$042,103		
Interest-bearing liabilities						
Domestic interest-bearing deposits:						
Savings	\$ 23,672	\$ 69	0.59 %	\$ 21,281	\$ 67	0.64
NOW and money market deposit accounts	144,322	586	0.82	128,544	681	1.07
Consumer CDs and IRAs	68,228	1,437	4.25	68,683	1,494	4.39
Negotiable CDs, public funds and other time deposits	8,281	61	1.49	4,654	62	2.63
Total domestic interest-bearing deposits	244,503	2,153	1.78	223,162	2,304	2.08
Foreign interest-bearing deposits (3):						
Banks located in foreign countries	15,189	167	2.21	14,752	215	2.94
Governments and official institutions	2,090	14	1.37	2,675	26	1.93
Time, savings, and other	18,643	118	1.27	19,238	183	1.92
Total foreign interest-bearing deposits	35,922	299	1.68	36,665	424	2.33
Total interest-bearing deposits	280,425	2,452	1.76	259,827	2,728	2.12
Federal funds purchased, securities sold under agreements						
to repurchase and other short-term borrowings	137,964	967	1.41	92,255	1,006	2.20
Trading account liabilities	36,745	624	3.42	31,455	629	4.03
Long-term debt and trust preferred securities	68,167	1,103	3.24	66,812	1,245	3.73
Total interest-bearing liabilities <sup>(2)</sup>	523,301	5,146	1.98	450,349	5,608	2.51
Noninterest-bearing sources:		-,		,		
Noninterest-bearing deposits	115,162			105,371		
Other liabilities	55,841			38,576		
Shareholders' equity	49,837			47,867		
Total liabilities and shareholders' equity	\$744,141			\$642,163		
Net interest spread			3.07	•		3.32
Impact of noninterest-bearing sources			0.35			0.48
impact of nonnected cearing sources						

<sup>(1)</sup> Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.

<sup>(2)</sup> Interest income includes the impact of interest rate risk management contracts, which increased interest income on the underlying assets \$1,163 and \$1,065 in the six months ended June 30, 2003 and 2002, respectively. These amounts were substantially offset by corresponding decreases in the income earned on the underlying assets. Interest expense includes the impact of interest rate risk management contracts, which increased interest expense on the underlying liabilities \$74 and \$10 in the six months ended June 30, 2003 and 2002, respectively. These amounts were substantially offset by corresponding decreases in the interest paid on the underlying liabilities.

<sup>(3)</sup> Primarily consists of time deposits in denominations of \$100,000 or more.

#### Net Income Second Quarter 2003

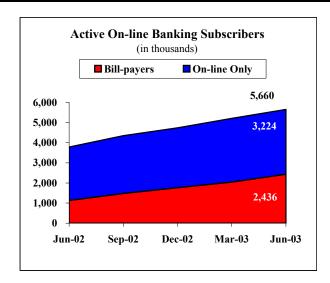


#### **Consumer and Commercial Banking Segment Results**

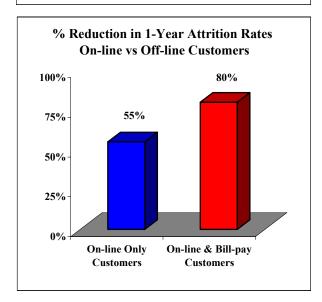
(Dollars in millions) Year-to-Date Quarterly **Key Measures** 2003 2002 2 Qtr 03 4 Qtr 02 1 Qtr 03 3 Qtr 02 2 Qtr 02 Total revenue\* \$12,623 \$11,373 \$6,590 \$6,033 \$6,192 \$6,051 \$5,723 Provision for credit losses 1,010 875 522 488 510 420 449 Net income 3,462 3,144 1,871 1,591 1,721 1,678 1,587 Shareholder value added 2,480 2,080 1,381 1,099 1,168 1,144 1,056 % Return on average equity 35.5 32.7 % 38.5 % 32.6 % 34.7 % 34.9 % 33.1 % Efficiency ratio\* 48.5 50.0 47.5 49.4 48.3 48.7 47.1 **Selected Average Balance Sheet Components** Total loans and leases \$186,789 \$181,721 \$187,811 \$185,756 \$184,243 \$182,142 \$182,012 Total deposits 301,080 306,447 295,654 292,259 283,769 280,161 278,418 Total earning assets 330,535 277,077 339,030 321,945 314,605 286,249 279,024 Period End (in billions) Mortgage servicing portfolio \$249.6 \$287.8 \$249.6 \$257.2 \$264.5 \$278.7 \$287.8 Mortgage originations: Retail 50.0 22.4 28.2 21.8 22.2 15.3 9.5 Wholesale 23.0 9.7 12.2 10.8 9.7 8.6 4.9

<sup>\*</sup> Taxable-equivalent basis

#### E-Commerce & BankofAmerica.com





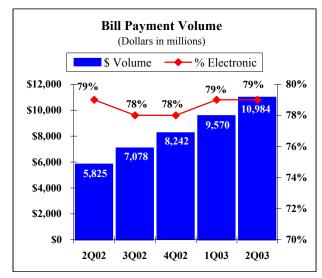


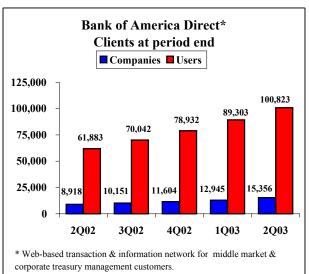
Bank of America has the largest active online banking customer base with over 5.6 million subscribers. This represents an active customer penetration rate of 37%.

Bank of America uses a strict Active User standard - customers must have used our online services within the last 90 days.

2.4 million **active** bill pay users paid over \$10.9 billion worth of bills this quarter. The number of customers who sign up and use Bank of America Bill Pay Service continues to far surpass that of any other financial institution.

Currently, 240 companies are presenting over 4.0 million e-bills per quarter.





#### **Consumer Credit Card Results**

Included within Consumer Products

(Dollars in millions)		_		ĺ										
	Year-	to-Da	ite	_					Quarterly					_
Key Measures	2003	_	2002		2 Qtr 03	•	1 Qtr 03		4 Qtr 02		3 Qtr 02		2 Qtr 02	_
Outstandings:														
Held (Period end)	\$27,419		\$21,155		\$27,419		\$24,819		\$24,729		\$23,062		\$21,155	
Managed (Period end)	30,807		27,089		30,807		29,064		29,461		28,057		27,089	
Held (Average)	25,452		19,895		26,211		24,684		23,535		22,263		20,402	
Managed (Average)	29,568		26,721		29,970		29,161		28,406		27,540		26,902	
Managed Income Statement:														
Total revenue	\$2,008		\$1,633		\$1,043		\$965		\$943		\$895		\$806	
Provision for credit losses	882		764		473		409		386		392		393	
Noninterest expense	554		493		279		275		244		254		249	
Income before income taxes	572		376		291	•	281	-	313		249	-	164	_
Shareholder Value Added	\$262		\$155		\$134		\$128		\$152		\$114		\$62	
Credit Quality:														
Held:														
Charge-offs \$	\$701		\$510		\$378		\$323		\$299		\$285		\$269	
Charge-offs %	5.56	%	5.17	%	5.78	%	5.31	%	5.03	%	5.09	%	5.28	%
Managed:														
Losses \$	\$807		\$730		\$429		\$378		\$357		\$356		\$375	
Losses %	5.50	%	5.51	%	5.74	%	5.25	%	4.99	%	5.13	%	5.59	%
Managed Delinquency %:														
30+	3.99	%	3.78	%	3.99	%	4.18	%	3.94	%	3.63	%	3.78	%
90+	1.80		1.76		1.80		1.91		1.71		1.66		1.76	

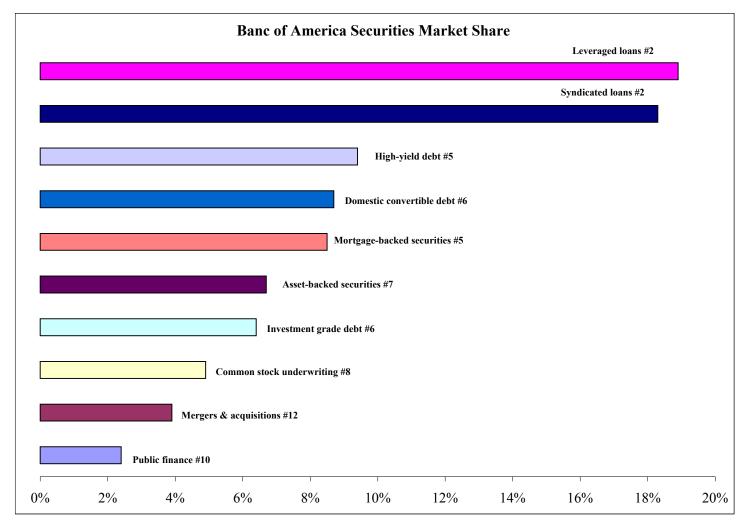
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### **Global Corporate and Investment Banking Segment Results**

(Dollars in millions)			_										
	Year-to	o-Date						Quarterly					
Key Measures	2003	2002		2 Qtr 03		1 Qtr 03		4 Qtr 02		3 Qtr 02		2 Qtr 02	_
Total revenue*	\$4,605	\$4,591		\$2,262	_	\$2,343	_	\$2,085		\$2,001	_	\$2,306	_
Provision for credit losses	444	481		172		272		524		203		216	
Net income	921	967		440		481		206		385		509	
Shareholder value added	378	306		175		203		(120)		62		183	
Return on average equity	18.2 %	17.1	%	17.8	%	18.6	%	7.4	%	14.0	%	18.3	%
Efficiency ratio*	59.6	56.6		62.7		56.5		60.4		60.5		56.2	
Selected Average Balance													
<b>Sheet Components</b>													
Total loans and leases	\$53,899	\$65,552		\$51,285		\$ 56,543		\$ 60,475		\$ 61,032		\$ 64,114	
Total deposits	67,106	63,492		66,900		67,315		65,879		66,163		63,770	
Total earning assets	229,654	197,004		233,125		226,145		207,767		203,537		201,401	

<sup>\*</sup> Taxable-equivalent basis

#### **Global Corporate & Investment Banking Strategic Progress Continues**



Source: Thomson Financial - First Half 2003

#### Significant US market share gains

Convertible debt market share more than doubled its market share year over year, from 4.3% to 8.7%.

The market share for common stock underwriting more than doubled from 2.0% in the first half of 2002 to 4.9% year to date.

Mortgage-backed securities increased from 5.5% to 8.5% year over year.

#### **Asset Management Segment Results**

(Dollars in millions) Year-to-Date Quarterly 2 Qtr 02 **Key Measures** 2003 2002 2 Qtr 03 1 Qtr 03 4 Qtr 02 3 Qtr 02 Total revenue\* \$1,190 \$1,220 \$612 \$578 \$588 \$571 \$622 Provision for credit losses 30 143 (1) 170 3 (4) 118 Net income 284 203 144 140 108 66 63 Shareholder value added 136 70 26 (14)(2) 67 66 % Return on average equity 20.7 % 17.6 % 20.3 % 15.5 % % 11.4 21.1 9.6 Efficiency ratio\* 63.3 60.4 63.2 63.3 67.3 63.7 61.0 **Selected Average Balance Sheet Components** Total loans and leases \$22,775 \$24,550 \$22,866 \$22,683 \$22,950 \$23,637 \$24,308 12,784 12,710 12,859 12,531 11,967 11,776 Total deposits 11,806 Total earning assets 23,601 25,175 23,784 23,415 23,693 24,238 24,907 Period End (in billions) \$295.2 Assets under management \$314.9 \$295.2 \$314.9 \$297.0 \$310.4 \$271.9 Client brokerage assets 90.5 90.6 90.8 90.9 90.5 90.6 87.1 Assets in custody 47.9 41.0 47.9 45.1 46.5 42.1 41.0 Total client assets \$453.4 \$426.7 \$453.4 \$432.9 \$447.8 \$401.1 \$426.7

<sup>\*</sup> Taxable-equivalent basis

#### **Equity Investments Segment Results**

(Dollars in millions) Quarterly Year-to-Date 2003 1 Qtr 03 4 Qtr 02 **Key Measures** 2002 2 Qtr 03 3 Qtr 02 2 Qtr 02 Total revenue\* \$ (119) \$ (112) \$ (12) \$ (107) \$ (100) \$ (233) \$ (84) Provision for credit losses 3 Net income (114)(87) (28) (86) (83) (161)(55) Shareholder value added (225)(215)(84) (141)(146)(120)(223)Return on average equity (11.1) % (8.2) % (5.5) % (16.7) % (15.6) % (30.6) % (10.1) % Efficiency ratio\* (45.5)(32.3)n/m(24.2)(27.5)(11.5)(10.5)**Selected Average Balance Sheet Components** Total loans and leases \$424 \$437 \$414 \$434 \$438 \$446 \$448 Total earning assets 424 441 414 434 438 446 448 **Period End** Investment balances for Principal Investing \$5,436 \$5,429 \$5,436 \$5,435 \$5,395 \$5,429 \$5,429

n/m = not meaningful

<sup>\*</sup> Taxable-equivalent basis

### Corporate Other Results<sup>(1)</sup>

(Dollars in millions)							
	Year-to	-Date			Quarterly		
Key Measures	2003	2002	2 Qtr 03	1 Qtr 03	4 Qtr 02	3 Qtr 02	2 Qtr 02
Total revenue*	\$525	\$358	\$327	\$198	\$202	\$295	\$176
Provision for credit losses	148	202	72	76	94	63	80
Net income (2)	609	173	311	298	662	270	114
Shareholder value added	(215)	(572)	(128)	(87)	286	(89)	(283)
Selected Average Balance							
<b>Sheet Components</b>							
Total loans and leases	\$84,096	\$59,505	\$87,903	\$80,246	\$74,994	\$73,228	\$64,802
Total deposits	14,617	11,482	19,250	9,932	10,712	12,034	10,279
Total earning assets	180,128	135,535	199,028	161,018	171,269	158,047	138,771

<sup>\*</sup> Taxable-equivalent basis

<sup>(1)</sup> Corporate Other consists primarily of gains and losses associated with managing the balance sheet of the Corporation, certain consumer finance and commercial lending businesses being liquidated, and certain residential mortgages originated by the mortgage group or otherwise acquired and held for asset/liability management purposes.

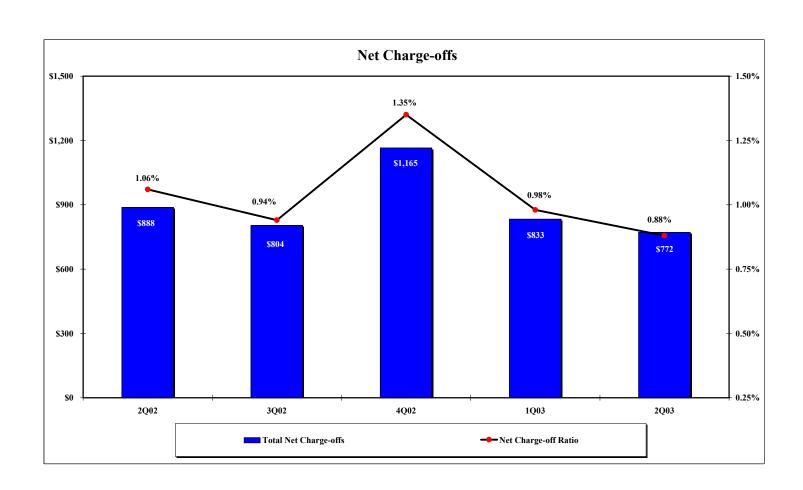
<sup>(2)</sup> The fourth quarter of 2002 includes \$488 tax benefit related to the settlement of federal income tax returns through 1999.

#### **Net Charge-offs and Net Charge-off Ratios**

(Dollars in millions)

	2Q	02	3Q	02	4Q	02	1Q	03	20	003
	Amt.	Ratio	Amt.	Ratio	Amt.	Ratio	Amt.	Ratio	Amt.	Ratio
Commercial - domestic	\$383	1.38 %	\$240	0.90 %	\$478	1.80 %	\$239	0.94 %	\$221	0.88 %
Commercial - foreign	119	2.23	148	2.77	205	3.95	120	2.57	53	1.19
Commercial real estate - domestic	8	0.14	6	0.12	9	0.20	9	0.18	10	0.21
Total commercial	510	1.32	394	1.05	692	1.87	368	1.04	284	0.82
Residential mortgage	8	0.03	5	0.02	18	0.07	2	0.01	11	0.04
Home equity lines	7	0.12	5	0.08	6	0.10	6	0.11	6	0.11
Direct/Indirect consumer	38	0.50	48	0.63	60	0.78	56	0.72	38	0.47
Consumer finance	49	1.77	54	2.13	77	3.44	68	3.42	46	2.52
Credit card	269	5.28	285	5.09	299	5.03	323	5.31	378	5.78
Other consumer domestic	7	n/m	11	n/m	11	n/m	9	n/m	8	n/m
Foreign consumer			2	0.32	2	0.38	1	0.20	1	0.28
Total consumer	378	0.84	410	0.85	473	0.95	465	0.93	488	0.93
Total net charge-offs	\$888	1.06	\$804	0.94	\$1,165	1.35	\$833	0.98	\$772	0.88
By Business Segment:										
Consumer & commercial banking	\$449	0.99 %	\$420	0.92 %	\$509	1.10 %	\$488	1.06 %	\$522	1.12 %
Global corporate & investment banking	216	1.35	203	1.32	526	3.44	272	1.96	172	1.34
Asset management	143	2.37	118	1.99	30	0.52	(4)	(0.06)	3	0.04
Equity investments	-	-	-	-	7	6.26	1	0.72	3	3.36
Corporate other	80	0.50	63	0.34	93	0.50	76	0.38	72	0.33
Total net charge-offs	\$888	1.06	\$804	0.94	\$1,165	1.35	\$833	0.98	\$772	0.88

Loans are classified as domestic or foreign based upon the domicile of the borrower.



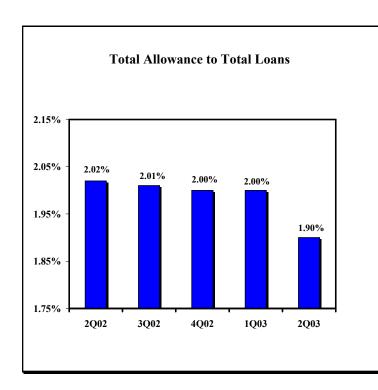
#### **Nonperforming Assets**

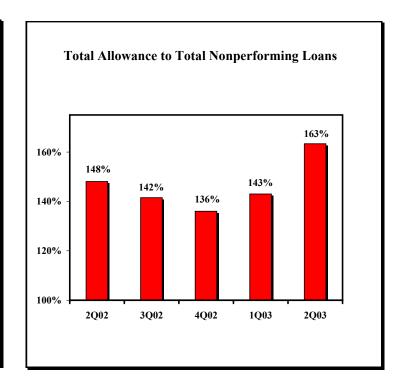
(Dollars in millions)

	2Q02	3Q02	4Q02	1Q03	20	Q03	
Commercial - domestic	\$2,847	\$3,132	\$2,781	\$2,605		\$2,265	
Commercial - foreign	980	854	1,359	1,279		1,040	
Commercial real estate - domestic	202	172	161	173		154	
Commercial real estate - foreign	3	3	3	3		2	
Total commercial	4,032	4,161	4,304	4,060		3,461	
Residential mortgage	503	585	612	628		618	
Home equity lines	64	57	66	63		55	
Direct/Indirect consumer	27	31	30	28		33	
Consumer finance	8	8	19	18		11	
Foreign consumer	8	7	6	9		9	_
Total consumer	610	688	733	746		726	
Total nonperforming loans	4,642	4,849	5,037	4,806		4,187	
Foreclosed properties	297	282	225	227		243	_
Total nonperforming assets (1)	\$4,939	\$5,131	\$5,262	\$5,033	. —	\$4,430	
Loans past due 90 days or more and still accruing	\$605	\$726	\$764	\$808		\$726	
Nonperforming Assets / Total Assets	0.77 %	0.78	% 0.80	% 0.74	%	0.58	%
Nonperforming Assets / Total Loans, Leases and Foreclosed Properties	1.45	1.50	1.53	1.46		1.23	
Nonperforming Loans / Total Loans and Leases	1.36	1.42	1.47	1.40		1.16	
Allowance for Loan Losses	\$6,873	\$6,861	\$6,851	\$6,853		\$6,841	
Allowance / Total Loans	2.02 %	2.01	% 2.00	% 2.00	%	1.90	%
Allowance / Total Nonperforming Loans	148	142	136	143		163	

 $Loans\ are\ classified\ as\ domestic\ or\ foreign\ based\ upon\ the\ domicile\ of\ the\ borrower.$ 

(1) Balances do not include \$98, \$174, \$120, \$184, and \$221 of nonperforming assets included in other assets at June 30, 2003, March 31, 2003, December 31, 2002, September 30, 2002, and June 30, 2002, respectively.





**Bank of America Corporation** 

#### Significant Industry Non-Real Estate Outstanding Commercial Loans and Leases

(Dollars in millions)			
	June 30	December 31	Increase (Decrease)
	2003	2002	from 12/31/02
Retailing	\$11,516	\$10,572	9 %
Transportation	8,026	8,030	(0)
Leisure and sports, hotels and restaurants	7,694	8,139	(5)
Food, beverage and tobacco	7,038	7,335	(4)
Materials	6,880	7,972	(14)
Education and government	6,553	5,624	17
Capital goods	6,393	7,088	(10)
Commercial services and supplies	5,997	6,449	(7)
Diversified financials	5,985	8,344	(28)
Utilities	4,088	5,590	(27)
Health care equipment and services	3,885	3,912	(1)
Media	3,802	5,911	(36)
Energy	2,766	3,076	(10)
Religious and social organizations	2,639	2,426	9
Telecommunications services	2,516	3,105	(19)
Consumer durables and apparel	2,494	2,591	(4)
Banks	1,392	1,881	(26)
Food and drug retailing	1,258	1,344	(6)
Automobiles and components	1,192	1,024	16
Insurance	1,182	1,616	(27)
Technology hardware and equipment	1,076	1,368	(21)
Other (1)	20,200	21,568	(6)
Total	\$114,572	\$124,965	(8)

<sup>(1)</sup> At June 30, 2003 and December 31, 2002, Other includes \$9,662 and \$9,090, respectively, of loans outstanding to individuals and trusts, representing 2.7% of total outstanding loans and leases for both period ends. The remaining balance in Other includes loans to industries which primarily include software and services, pharmaceuticals and biotechnology, and household and personal products.

#### **Bank of America Corporation Selected Emerging Markets**

(Dollars in millions)					Total	Gross	Total Foreign	Increase/ (Decrease)
	Loans			Securities/	Cross-	Local	Exposure	from
	and Loan	Other	Derivative	(2)	Border Exposure (3)	Country Exposure (4)	June 30, 2003	December 31,
	Commitments Financ	Financing (1)	Assets					2002
Region/Country								
Asia								
China	\$ 54	\$ 18	\$ 42	\$ 26	\$ 140	\$ 62	\$ 202	\$ (42)
Hong Kong (5)	151	59	100	116	426	3,477	3,903	99
India	406	173	61	247	887	937	1,824	451
Indonesia	56	-	18	26	100	2	102	(18)
South Korea	584	583	28	67	1,262	841	2,103	867
Malaysia	8	4	-	11	23	146	169	(71)
Pakistan	5	-	-	-	5	-	5	(2)
Philippines	26	27	3	13	69	57	126	(30)
Singapore	191	9	78	3	281	1,116	1,397	(271)
Taiwan	283	87	44	-	414	580	994	(95)
Thailand	71	5	20	26	122	194	316	53
Other	3	18	1	-	22	84	106	10
Total	\$ 1,838	\$ 983	\$ 395	\$ 535	\$ 3,751	\$ 7,496	\$ 11,247	\$ 951
Central and Eastern Eu	urope							
Russian Federation	\$ 0	\$ 0	\$ 0	\$ 4	\$ 4	\$ 2	\$ 6	\$ 1
Turkey	10	3	-	24	37	-	37	(21)
Other	15	13	30	152	210	19	229	(72)
Total	\$ 25	\$ 16	\$ 30	\$ 180	\$ 251	\$ 21	\$ 272	\$ (92)
Latin America								
Argentina	\$ 197	\$ 30	\$ 2	\$ 109	\$ 338	\$ 74	\$ 412	\$ (53)
Brazil	253	228	37	94	612	255	867	(308)
Chile	57	22	7	8	94	-	94	(47)
Colombia	50	9	5	4	68	-	68	(20)
Mexico	777	152	123	1,967	3,019	197	3,216	1,627
Venezuela	101	1	-	120	222	-	222	(10)
Other	128	54	1	37	220	-	220	(5)
Total	\$ 1,563	\$ 496	\$ 175	\$ 2,339	\$ 4,573	\$ 526	\$ 5,099	\$ 1,184
Total	\$ 3,426	\$ 1,495	\$ 600	\$ 3,054	\$ 8,575	\$ 8,043	\$ 16,618	\$ 2,043

<sup>(1)</sup> Includes acceptances, standby letters of credit, commercial letters of credit and formal guarantees.

<sup>(2)</sup> Amounts outstanding in the table above for Philippines, Argentina, Mexico, Venezuela and Latin America Other have been reduced by \$13, \$94, \$0, \$147 and \$41, respectively, at June 30, 2003, and \$12, \$90, \$505, \$131 and \$37, respectively, at December 31, 2002. Such amounts represent the fair value of U.S. Treasury securities held as collateral outside the country of exposure.

<sup>(3)</sup> Cross-border exposure includes amounts payable to the Corporation by residents of countries other than the one in which the credit is booked, regardless of the currency in which the claim is denominated, consistent with Federal Financial Institutions Examinations Council (FFIEC) reporting rules.

<sup>(4)</sup> Gross local country exposure includes amounts payable to the Corporation by residents of countries in which the credit is booked, regardless of the currency in which the claim is denominated. Management does not net local funding or liabilities against local exposures as allowed by the FFIEC.

<sup>(5)</sup> Gross local country exposure to Hong Kong consisted of \$1,900 of consumer loans and \$1,577 of commercial exposure at June 30, 2003. The consumer loans were collateralized primarily by residential real estate. The commercial exposure was primarily to local clients and was diversified across many industries.