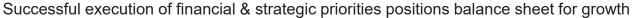


### Safe Harbor Statement

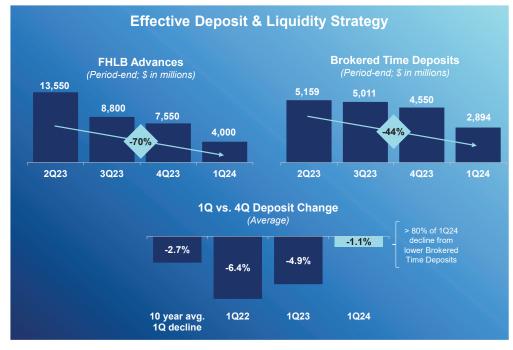


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## **1Q24 Review**







### **Recognition & Accomplishments**

- 2024 Top Workplaces USA award issued by Energage and published by USA Today
- Revealed Largest, State-of-the-Art
  Comerica CoWorkSpaces™ at The Star in
  Frisco, TX
- Named one of the **Top Supplier Diversity Programs** for Women Business Enterprises

  (WBEs)
- Achieved 'Outstanding' Rating in Community Reinvestment Act Evaluation by the Federal Reserve Board
- Strategic focus on Small Business earned Greenwich recognition:
  - Best Brand Trust
  - Overall Satisfaction with RM
  - RM Proactively Provides Advice

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3

### **1Q24 Results**



Favorable deposit trends & significant reduction in wholesale funding; impacted by notable items

				Change	From
(millions, except per share data)	1Q24	4Q23	1Q23	4Q23	1Q23
Average loans	\$51,372	\$52,796	\$53,468	\$(1,424)	\$(2,096)
Average deposits	65,310	66,045	67,833	(735)	(2,523)
Net interest income	548	584	708	(36)	(160)
Provision for credit losses	14	12	30	2	(16)
Noninterest income <sup>1</sup>	236	198	282	38	(46)
Noninterest expenses <sup>1</sup>	603	718	551	(115)	52
Provision for income tax	29	19	85	10	(56)
Net income	138	33	324	105	(186)
Earnings per share <sup>2</sup>	\$0.98	\$0.20	\$2.39	\$0.78	\$(1.41)
Adjusted Earnings per share <sup>2,3</sup>	1.29	1.46	2.48	\$(0.17)	\$(1.19)
Efficiency Ratio <sup>4</sup>	76.91%	91.86%	55.53%		
CET1 <sup>5</sup>	11.47%	11.09%	10.12%		

## Key Performance Drivers 1Q24 compared to 4Q23

- Average loans declined 2.7% from impact of '23 rationalization efforts including exit of Mortgage Banker & muted loan demand
- Deposits decline largely attributed to deliberate reduction in brokered time deposits
- Net interest income impacted by lower average loans & noninterest-bearing deposits, modestly higher deposit pricing & one less day
- Modest net charge-offs of 10 bps; reserve ratio rose to 1.43% reflecting migration
- Noninterest income impacted by BSBY cessation & seasonally low customer trends; investment in customer-related fee income remains a priority
- Noninterest expense lower due to elevated notable 4Q expenses
- Taxes impacted by higher pre-tax income partially offset by favorable discrete items<sup>6</sup>
- Strong CET1 continued to grow above our 10% strategic target

Includes gains/(losses) related to deferred comp asset returns of \$4MM 1Q23, \$8MM 4Q23, \$8MM 4Q23, \$6MM 1Q24 • \*\frac{2}{2}\text{littled earnings per common share • \*\frac{2}{2}\text{Ref to reconciliation of non-GAAP financial measures in appendix • \*\frac{4}{2}\text{Noninterest expenses as a percentage of the sum of net interest income and noninterest income excluding net gains (obsess) from securities, a derivative contract tied to the conversion rate of Visa Class B shares and changes in the value of shares obtained through monetization of warrants • \*\frac{4}{2}\text{Q2} estimated • \*\frac{4}{2}\text{Reflects a \$5\text{4}MM benefit as a result of changes in the combined state income tax rate applicable to deferred tax assets & liabilities offset by discrete litems from vested stock awards of \$3\text{MM}.

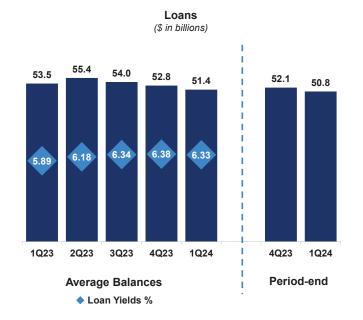
warrants • 1024 estimated • Reflects a \$ 14kmin benefit as a result of changes in the combined state income tax rate applicable to delerred tax assets & ilabilities offset by discrete items from vested stock awards of \$5kmin €2024, Comerica Inc. All rights reserved.

### Loans



'23 rationalization & muted demand pressured 1Q average; monthly declines flattening; pipeline

trends signal growth opportunity



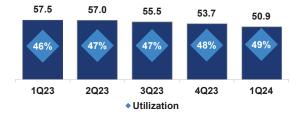
### Average loans decreased \$1.4B1, or 2.7%

- \$484MM General Middle Market
- \$473MM Equity Fund Services
- \$321MM National Dealer Services
- \$255MM Corporate Banking
- \$248MM Mortgage Banker (strategic exit substantially complete)
- + \$450MM Commercial Real Estate<sup>2</sup>

### Pipeline steadily increased throughout 1Q24

### Loan Commitments Declined from 2023 Strategic Rationalization Efforts

(period-end: \$ in billions)



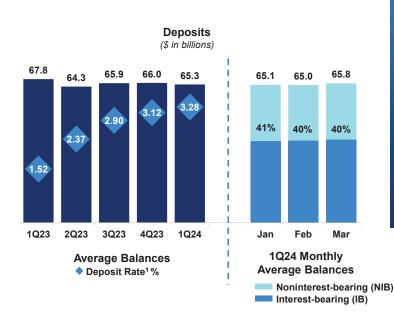
1Q24 compared to 4Q23 • ¹See Quarterly Average Loans slide for more details • ²See Commercial Real Estate slide for more details ©2024, Comerica Inc. All rights reserved.

5

## **Deposits**

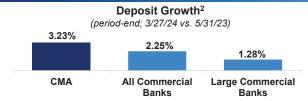


Outperformance reflects effective strategy & strong customer relationships



## Average deposits decreased \$0.7B, or 1.1%; relatively flat ex. brokered time deposit decline

- \$593MM Brokered Time Deposits
- \$243MM Technology & Life Sciences
- \$142MM Equity Fund Services
- \$103MM Commercial Real Estate
- + \$186MM General Middle Market
- \$143MM Entertainment
- + \$110MM Retail Bank
- Average interest-bearing increase of \$671MM even after \$593MM decline in brokered time deposits; Average noninterest-bearing decline of \$1.4B
- Cumulative interest-bearing deposit beta of 62%
- 1Q24 average NIB at 40% of total deposits, impacted by success in growing interest-bearing deposits; NIB balances trending slightly better than expectations
- 1Q24 period-end NIB at 41%; Direct Express monthly benefits funded after 3/31 (per contractual schedule), but monthly benefits were in 12/31 balances



1Q24 compared to 4Q23 • ¹Interest costs on interest-bearing deposits • ²Deposit growth calculated as the difference between ending deposit balances for the dates outlined using H.8 data ©2024, Comerica Inc. All rights reserved.

6

## Liquidity



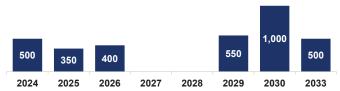
Significant reduction in wholesale funding, enhancing earning potential & preserving capacity

Source (3/31/24) \$ in billions	Balance at 3/31/24	Remaining Capacity
Cash	4.3	4.3
FHLB (securities <sup>1</sup> & loan collateral)	4.0	13.2
Unencumbered Securities at Market Value	-	8.5
Discount Window (loan collateral)	-	17.7
Total Liquidity Capacity		\$43.5 billion
Total Liquidity Capacity (ex. Discount Window)		\$25.9 billion



### **Low Unsecured Debt Obligations**

(Debt Maturities, \$ in millions)



- Repaid \$5.3B of wholesale funding (period-end):
  - \$3.6B in maturing FHLB advances
  - \$1.7B in brokered time deposits
- Scheduled FHLB Maturities of \$1B annually from 2025-2028
- Successful \$1B debt issuance

3/31/24 • 1Securities at the FHLB are incremental to Unencumbered Securities ©2024, Comerica Inc. All rights reserved.

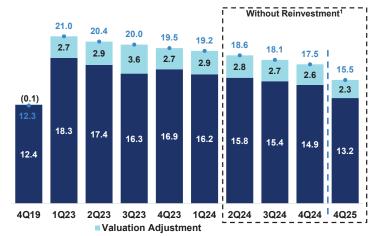
## **Securities Portfolio**

Comerica

Rate curve movement impacted unrealized losses; expect future maturities to enhance earnings power

### Repayments created liquidity

(period-end; \$ in billions)



- Fair Value (Reported on Balance Sheet)
- Amortized Cost<sup>2</sup>

### Period-end 1Q24 portfolio decreased \$0.7B

- \$285MM MBS payments & \$100MM Treasury maturities \$268MM fair value change (pre-tax)
- Average 1Q24 portfolio increased \$39MM
- 2Q24: Estimated repayments ~\$314MM MBS¹
- Duration of 5.5 years<sup>3</sup>
  - Extends to 6.1 years under +200bps instantaneous rate increase<sup>3</sup>
- Net securities-related AOCI unrealized loss decreased to \$2.2B (after tax); expect unrealized loss to decline 23% by 4Q251

### Consistent Portfolio Strategy

- · Utilize natural portfolio attrition as liquidity source
- Pledge portfolio as collateral to access wholesale funding as needed
- 100% of portfolio is available-for-sale
- · No current intention to sell or restructure
- Modest treasury reinvestments planned to maintain collateral requirements

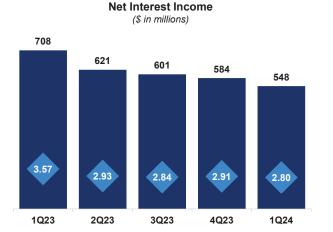
3/31/24 ● Totals shown in graph above may not foot due to rounding ● ¹Outlook for legacy portfolio as of 4/18/24 assuming 3/31/24 forward curve ● ²Amortized cost reflects securities at par net of repayments and remaining unaccreted discount or premium ● ³Estimated as of 3/31/24 ©2024, Comerica Bank. All rights reserved.

### **Net Interest Income**



Lower loans & modest increase in deposit pricing drove decline; deposit balances drove

outperformance



♦ Net Interest Margin %

Net impact due to rates: (\$20MM) on Net Interest Income & (11bps) on the NIM

Net impact due to BSBY Cessation: \$3MM non-cash benefit to Net Interest Income

- 41MM		Loans		- 0.1
	27MM	Lower balances	- 0.08	
	9MM	1 less day	- 0.00	
-	5MM	Portfolio dynamics, swaps, BSBY	- 0.02	
- 2MM		Securities Portfolio		+ 0.0
+ 13MM		Fed Deposits		+ 0.0
- 15MM		Deposits		- 0.1
	16MM	Rates	- 0.09	
	2MM	Interest-bearing balances & mix	- 0.01	
	3MM	1 less day	+ 0.00	
+ 9MM		Wholesale Funding		+ 0.0
	21MM	FHLB advances	+ 0.11	
	8MM	Medium & long-term debt	- 0.04	
-	4MM	Rates, incl. swaps	- 0.02	
\$548MN		1Q24		2.80%

1Q24 compared to 4Q23 ©2024, Comerica Inc. All rights reserved.

## **Interest Rate Sensitivity**

Well positioned to protect income as rates decline

### Swaps as of 3/31/241

(\$ in billions; average; weighted average yield)



- No new swaps added in 1Q24; \$1B forward starting swap went into effect 1/1/24
- Net unrealized swap losses in AOCI increased \$213MM to \$818MM at 3/31/24 (after-tax)
- BSBY cessation & swap re-designation does not impact above table
  - cash loss in 1Q24.
  - · No change to ongoing swap cashflow recognition in earnings
  - Loss will accrete back & majority expected in '25 & '26 (see appendix slide 22)



### Sensitivity Analysis as of 3/31/24 Estimated 12-Month Net Interest Income Impact Relative to Baseline

100 bps gradual decrease	\$15MM
100 bps gradual decrease & 60% incremental beta	\$36MM
100 bps gradual increase	-\$28MM
100 bps gradual increase & 60% incremental beta	-\$57MM

### 3/31/24 Model Assumptions<sup>2</sup> 100 bps (50 bps avg) gradual, non-parallel rise

	Rates UP	Rates DOWN	
Loan Balances	Modest increase	Modest decrease	
Deposit Balances	Moderate decrease	Moderate increase	
Deposit Beta	~48% per incremental change		
Securities Portfolio	Partial reinvestment of cash flows		
Hedging (Swaps)	No additions modeled		

3/31/24 • ¹Received fix/pay floating swaps; maturities extend through 3/030; Table reflects the ultimate swaps average notional balances & weighted average yields post CME LIBOR transition for terms of current & forward starting swaps currently under contract & assumes no future termination • ²For methodology see Company's Form 10-K, as filed with the SEC. Estimates are based on simulation modeling analysis from our base case which utilizes March 2024 average balances & assumal loan hedges quality for hedge accounting

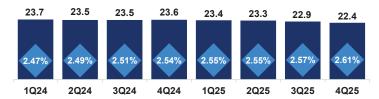
### **Net Interest Income**



Swap & securities attrition expected to create tailwind into 2025

### Contractual Swap Notionals as of 3/31/241

(\$ in billions; average; weighted average yield)



Project 14 bps point to point higher yield & \$1.3B lower notional from 1Q24 to 4Q25; lessens pressure on NII

### Expected Securities Repayments & Maturities<sup>2</sup>



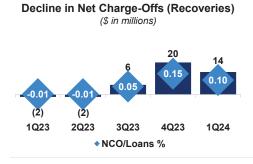
Deployment of liquidity from repayment of lower yielding securities expected to benefit NII, only partially offset by reinvestment

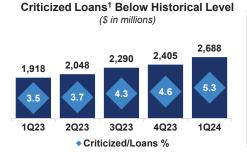
3/31/24 • ¹Received fix/pay floating swaps; maturities extend through 3Q30; Table reflects the ultimate swaps average notional balances & weighted average yields post CME LIBOR transition for terms of current & forward starting swaps currently under contract & assumes no future termination • ²Outlook as of 4/18/24 ©2024, Comerica Inc. All rights reserved.

## **Credit Quality**

Lower net charge-offs & migration remains manageable









(\$ in millions)							
221				217			
	186	154	178				
0.40	0.33	0.29	0.34	0.43			
1Q23	2Q23	3Q23 IPA/Loans	4Q23	1Q24			

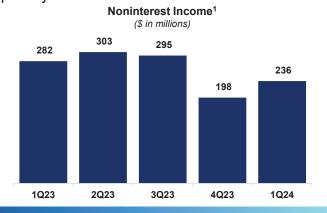
**Nonperforming Assets Well Below Historical** 

Portfolios with Incremental Monitoring							
Business Line or Portfolio	3/31 Loans	% of Total Loans	% Criticized	Key Drivers			
Commercial Real Estate Business Line	\$10.4B	20.4%	4.3%	Elevated rates impacting valuations & interest reserves.			
Leveraged	\$2.9B	5.6%	11.0%	Elevated rates impacting debt service coverage.			
Automotive Production	\$0.9B	1.7%	16.4%	Material / freight inflation & elevated rates pressuring customer profitability.			
Senior Housing	\$0.8B	1.6%	37.4%	Under pressure from interest rates, inflation & occupancy			
TLS <sup>2</sup>	\$0.7B	1.4%	24.3%	Elevated rates, lower valuations & slow fundraising activity driving higher relative risk.			

### **Noninterest Income**



Impacted by non-cash BSBY cessation accounting; customer-related income growth remains a priority



### **Increased \$38MM**

- + \$49MM hedge accounting loss<sup>2</sup>
  - + \$53MM non-cash BSBY cessation impact
  - \$4MM risk management income
- + \$5MM negotiated vendor payment (other noninterest income)
- \$2MM brokerage fees (Ameriprise accounting)
- \$5MM fiduciary income (partially Ameriprise accounting)
- \$4MM capital markets income
- \$2MM card fees

### Notable Items in 1Q24 results

BSBY: \$39MM non-cash loss due to BSBY cessation from swaps undesignated throughout 1Q

1024 compared to 4023 • ¹Includes Risk management hedging income related to price alignment (PA) received for Comerica's centrally cleared risk management positions \$8MM 1023, \$6MM 2023, \$17MM 3023, \$18MM 4023, \$13MM 1024; Includes Credit Valuation Adjustment (CVA) \$11MM 1023, \$11MM 1023, \$11MM 2023, \$11M

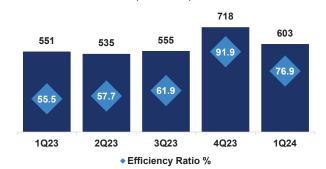
14

## **Noninterest Expenses**



Impacted by notable items; decline in most categories; continued commitment to expense discipline

### Noninterest Expenses<sup>1</sup> (\$ in millions)



### **Decreased \$115MM**

- \$96MM FDIC insurance (primarily driven by special assessment)
- \$11MM salaries & benefits
  - \$29MM severance costs (expense recalibration initiatives)
  - \$10MM temporary labor
  - \$2MM staff insurance
  - + \$20MM stock-based compensation
  - \$8MM payroll taxes
  - + \$3MM 401-K expense
- \$2MM outside processing
- \$2MM advertising
- \$2MM equipment
- \$2MM other noninterest expense
  - + \$18MM lower gains on the sale of real estate
  - \$5MM pension expenses
  - \$3MM legal fees
  - \$2MM consulting

### **Notable Items in 1Q results**

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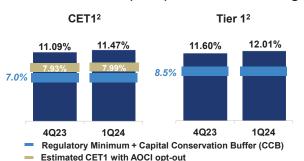
- FDIC: \$16MM expense related to estimated net increase in special FDIC assessment in addition to \$109MM special assessment in 4Q23
- Expense re-calibration initiatives: \$3MM severance reversal from efficiency efforts intended to enhance earnings power & create investment capacity

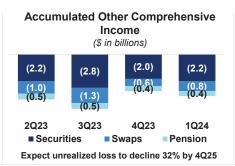
1024 compared to 4023 • ¹Includes Modernization initiative \$16MM 1023 \$7MM 2023 (\$14MM) 3023 (\$4MM) 4023 FY23 \$5MM \$4MM 1024 Includes gains/(losses) related to deferred compilan of \$4MM 1023 \$4MM 2023 (\$3MM) 3023

## **Capital Management**



Maintained capital position above target CET1 of ~10%1





### Estimated Change in AOCI Derived Simulated Sensitivity Analysis for Securities & Swap Portfolios

Scena	Est. AOCI Increase / (Decrease)	
Rate shock + 100 bps	Static balances	(\$1.3B)
Rates shock - 100 bps	Static balances	\$1.3B

**Basel III Endgame Capital Considerations** 

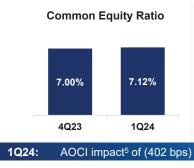
We are not subject to these proposed rules with ~\$79B in assets as of 3/31/24.

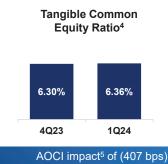
If subject to proposed Basel III Endgame capital requirements relating to AOCI opt-out changes, our estimated CET1 would exceed regulatory minimums & conservation buffer as of 3/31/24<sup>3</sup>.

Average loans

flat to -1%,

impacted by soft 1Q24 demand

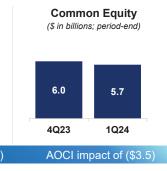




+21%, or +3 to 4% adjusting for

non-cash BSBY; growth in most

customer line items



3/31/24 • ¹Outlook as of 4/18/24 • ²1Q24 estimated • ²Considers AOCI for securities & pension & related RWA benefit utilizing 3/31/24 risk weighting. Does not assume other potential Basel III Endgame impacts (such as market risk, operational risk & changes to standard counter-party risk). • ⁴Refer to reconciliation of non-GAAP financial measures in appendix • ⁵Represents the impact of \$3.5B in AOCI on common equity and \$2.4B in corresponding impacts to total assets

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## **Management Outlook**



-6%, or -3 to -4% adjusting for

FDIC & expense re-calibration;

lower seasonal comp

Assumes no change in current economic environment

-2 to -3%, assumes brokered

time deposits flat from 3/31;

impacted by 1Q24 brokered

time deposit decline

Assumes no change in current economic environment							
	FY24 vs FY23						
Average loans	-3% full year average, impacted by 2023 rationalization efforts; +4 to 5% point to point (Dec '23 to Dec '24) driven by broad-based growth in the second half of the year						
Average deposits			s from 3/31/24, growth in customer or gred time deposits from 3/31/24 thro				
Net interest income <sup>1</sup>	-11%, strong deposit balances & modest increase in deposit betas expected to offset fewer rate cuts						
Credit quality	Continued credit normalization, expect NCOs to be in the lower half of our normal 20 to 40 bps range						
Noninterest income	+1 to 2%, driven by notable items, assumes deferred comp <sup>2</sup> & CVA do not repeat after 1Q24; -1%, adjusting for BSBY & Ameriprise, growth projected throughout the year						
Noninterest expenses	-3%, driven by notable items, assumes deferred comp <sup>2</sup> does not repeat & lower pension (\$19MM year over year benefit); +3% adjusting for FDIC special assessment, Ameriprise, expense re-calibration						
Tax	FY tax rate ~24%, excluding discrete items						
Capital Expect to maintain capital well above our CET1 target of 10% through year-end 2024							
		2Q24 vs. 1Q24					
Averene leene	Average deposits	Not interest income!	Noninterest income <sup>3</sup>	Noninterest expense <sup>3</sup>			

Net interest income<sup>1</sup>

-2%, or -1% excluding non-

cash BSBY impact

## **Our Differentiated Value Proposition**



A Leading Bank for Business complemented by strong Retail & Wealth Management

# Distinctive Commercial Franchise

Long-standing, trustbased customer relationships, averaging >15 years in Middle Market

Tenured, expert relationship & group managers with average 10 & 20 years at Comerica, respectively

Consistent, disciplined credit underwriting standards & a "through-the-cycle" mindset

Diversified business mix with attractive, growth & relationship-oriented business lines like Middle Market, Environmental Services & Small Business

Complimentary marketing services to help small businesses grow

3/31/24 • ¹As of 12/31/23 ©2024, Comerica Inc. All rights reserved.

# Complementary fee & relationship products

Distinctive **Treasury Solutions** used for ~91% of Commercial noninterest-bearing deposits

Complementary Capital Markets business

Differentiated **Wealth Management business**specializing in the needs of business owners and executives, used by 40% of Commercial clients<sup>1</sup>

Largest third-party fiduciary business in the country with **Advisor Solutions** serving some of the country's largest Broker Dealers in Estate Settlement; Oil, Gas & Mineral Management; Special Needs Trusts & Philanthropic

# Robust, low-cost deposit base

Deep, sticky operating accounts with our C&I customers driving an 80% loan-to-deposit ratio, below our 15-year average

Expert bankers serving tenured customer relationships with average customer deposit balance exceeding industry

Growing small business segment of **deposit rich relationships** (97% have a deposit relationship)

## Efficient technology & operations

Lean, modern technology architecture & delivery model

~75% of our business applications are Cloud & SAAS based

Investment spend focused only on areas of true competitive advantage

Modernization journey to transform retail delivery to optimize experience & efficiency

Taking incremental actions to enhance efficiencies

## **APPENDIX**

communi

## **The Right Balance**



Positioned to effectively meet the unique needs of our target customers

### Full suite of products & services

including credit capacity, treasury management, & capital market solutions





### Tailored solutions & customized product offerings to meet our customers needs



### **Experienced & tenured**

team delivering consistency to our relationships across markets & businesses









Community engagement recognizing we all play a role in advancing the markets & communities we serve

### What Our Customers Say...

"I'm treated as if I'm a large business when I am, in fact, a small business." Small Business Customer

"Comerica has created a lot of flexibility in our operating model so that we could make decisions to further our growth." - TLS Customer

"We share ideas, and I feel like they're my partner, just as much as their customer.' Commercial Bank Customer

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19

## **Diversified Businesses**

Unique & complementary model



### **Commercial Bank**

Deliver a first-class commercial solution as a "Leading Bank for Business" including a robust digital suite

Grow Middle Market, Business Banking & **Specialty Businesses** in which we have expertise

### Wealth Management

Generate capitalefficient fee income

Focus on organic & other strategic growth opportunities

### **Retail Bank**

Deliver a high level of

### Cohesive relationship strategy across our divisions unlocks the value of our franchise



## **Diversified Geographic Footprint**



Large, higher growth urban markets

Predominance of middle market companies & wealth management opportunities

Highly integrated, cost-effective platforn



- Established: 1988#2 largest state GDP
- · Business friendly environment
- Dallas-Fort Worth, Houston, Austin, San Antonio

#### California

- Established: 1991
- #1 largest state GDP
- Deep industry expertise
- · L.A., San Diego, San Jose, San Francisco

#### Michigan

- Established: 1849
- #14 largest state GDP
- · Large retail deposit base
- Detroit, Ann Arbor, Grand Rapids, Lansing



### Southeast

- Strong population growth & manufacturing base
- 3 commercial offices in Raleigh, Winston-Salem & Charlotte
- · New offices in SC & GA
- Serving customers in FL, GA, NC, TN, SC & VA

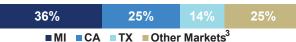
#### **Mountain West**

- Fast growing economy, attractive climate
- 1 office in Denver
- Serving customers in AZ & CO

### Loans<sup>1</sup>



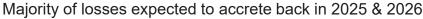
### Deposits<sup>2</sup>



¹Average 1Q24 loans • ²Average 1Q24 deposits • ³Other Markets includes FL, AZ, International Finance Division & businesses that have a significant presence outside of the three primary geographic markets ©2024, Comerica Inc. All rights reserved.

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## **BSBY Cessation Impacts**





- Accounting Impact: Temporary loss of hedge accounting due to pending cessation of BSBY caused the recognition of unrealized losses in 4Q23 & 1Q24 & impacts net interest income. AOCI losses recognized in earnings over 12 months but accreted back to income over original life of swap.
- Financial Impact:
  - No economic impact as these losses are re-couped over time; ~90% of impact expected to accrete back by YE2026
  - · Pre-tax gains or losses related to this accounting treatment impact CET1, but not Tangible Common Equity
  - · Normal pay / receive cash flows remain uninterrupted

	Actual						Projected <sup>1</sup>				
	4Q23	1Q24	2Q24	3Q24	4Q24	FY24	FY25	FY26	FY27	FY28	Total
Net Interest Income Impact	\$2.8MM	\$2.7MM	(\$3.1MM)	(\$9.0MM)	\$16.2MM	\$6.9MM	\$83.5MM	\$26.5MM	\$8.4MM	\$1.9MM	\$130.1MM
Gain / (Loss) in Other Noninterest Income	(\$91.3MM)	(\$38.8MM)	-	-	-	(\$38.8MM)	-	-	-	-	(\$130.1MM)
Pre-Tax Income Impact	(\$88.5MM)	(\$36.0MM)	(\$3.1MM)	(\$9.0MM)	\$16.2MM	(\$31.9MM)	\$83.5MM	\$26.5MM	\$8.4MM	\$1.9MM	\$0.0MM

<sup>1</sup>Projected non-cash net impact of amortization & accretion; included in Outlook unless otherwise indicated in an adjustment.

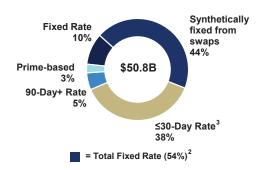
## **Quarterly Average Loans**



Business Line	1Q24	4Q23	1Q23
Middle Market			
General	\$11.5	\$12.0	\$12.9
Energy	1.4	1.4	1.5
National Dealer Services	5.7	6.0	5.4
Entertainment	1.1	1.1	1.2
Tech. & Life Sciences	0.7	8.0	0.9
Equity Fund Services	2.0	2.5	3.4
Environmental Services	2.4	2.4	2.3
Total Middle Market	\$24.9	\$26.2	\$27.6
Corporate Banking			
US Banking	4.1	4.3	4.3
International	1.5	1.6	1.5
Commercial Real Estate	10.2	9.7	8.3
Mortgage Banker Finance	0.0	0.3	1.1
Business Banking	3.1	3.1	3.2
Commercial Bank	\$43.9	\$45.4	\$46.1
Retail Bank	\$2.3	\$2.3	\$2.2
Wealth Management	\$5.2	\$5.2	\$5.2
TOTAL	\$51.4	\$52.8	\$53.5

By Market	1Q24	4Q23	1Q23
Michigan	\$11.7	\$12.1	\$12.3
California	18.4	18.8	18.7
Texas	12.6	12.5	11.6
Other Markets <sup>1</sup>	8.8	9.5	10.9
TOTAL	\$51.4	\$52.8	\$53.5

#### **Loan Portfolio** (1Q24 Period-end)



\$ in billions • Totals shown above may not foot due to rounding. Certain prior quarter amounts have been reclassified to conform to the current quarter presentation. • 10ther Markets includes FL, AZ, International Finance Division & businesses that have a significant presence outside of the three primary geographic markets • 2Fixed rate loans include \$22.5B receive fixed/pay floating (30-day) SOFR, BSBY & Prime interest rate swaps; Forward dated & economic hedges are excluded • 3Includes ~2.9% of Daily SOFR

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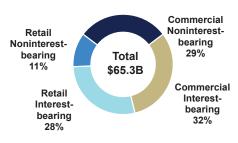
## **Quarterly Average Deposits**

Business Line	1Q24	4Q23	1Q23
Middle Market General	\$17.4	\$17.2	\$18.0
Energy	0.3	0.3	1.2
National Dealer Services	0.9	0.9	1.2
Entertainment	0.4	0.2	0.3
Tech. & Life Sciences	3.1	3.3	4.4
Equity Fund Services	0.8	1.0	1.0
Environmental Services	0.4	0.4	0.4
Total Middle Market	\$23.2	\$23.3	\$26.6
Corporate Banking US Banking	2.1	2.1	2.0
International	2.0	1.9	2.1
Commercial Real Estate	1.4	1.5	2.0
Mortgage Banker Finance	0.0	0.1	0.4
Business Banking	3.5	3.6	3.8
Commercial Bank	\$32.2	\$32.5	\$36.8
Retail Bank	\$24.4	\$24.3	\$25.2
Wealth Management	\$3.9	\$3.9	\$4.7
Finance / Other <sup>1</sup>	\$4.8	\$5.4	\$1.2
TOTAL	\$65.3	\$66.0	\$67.8



By Market	1Q24	4Q23	1Q23
Michigan	\$23.2	\$23.0	\$24.2
California	16.3	16.5	18.6
Texas	9.4	9.4	11.2
Other Markets <sup>2</sup>	11.6	11.8	12.7
Finance / Other1	4.8	5.4	1.2
TOTAL	\$65.3	\$66.0	\$67.8

### Strong Deposit Mix: 40% noninterest-bearing (1Q24 Average)



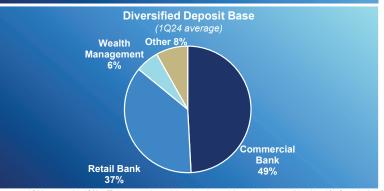
## **Attractive Deposit Profile**

Further enhanced our strong deposit franchise



### Deposit portfolio has better risk characteristics

- · Less concentrated in more vulnerable businesses
- · Lower price sensitivity
- · Lower percent of uninsured & excess deposits
- · Retained strong mix of 41% noninterest-bearing



Stronger Pi	rofile than P	re-Pandemic	
(\$ in billions)	YE 2019	YE 2022	3/31/2024
Loan-to-Deposit Ratio	88%	75%	80%
Total Deposits (Period-end)	\$57.3	\$71.4	\$63.6
% Uninsured Deposits Per Call Report	60%	64%	48%²
Adjusted for Affiliate Deposits <sup>1</sup>	54%	57%	42%²

Stab	Stable & Tenured Core Deposit Base <sup>3</sup>		
Diversified Across Markets & Businesses	Highest concentrations in Retail Consumer (29%), Middle Market Lending (13%) & Small Business Banking (8%), inherently diversified business lines     Geographically dispersed		
Holistic, Connected Relationships	~91% of Commercial Bank noninterest-bearing deposits utilize Treasury Management services; ~91% have ECA     Average Middle Market relationship has >7 Treasury Management products     ~90% Retail customers have checking account⁴		
Tenured	Average Middle Market relationship >15 years     Average Retail relationship >15 years <sup>4</sup>		
Active Operating Accounts	Average Middle Market relationship deposit balances of ~\$4MM (includes ~\$2MM in noninterest-bearing)     Average Retail customer checking account balance of ~\$28K <sup>4</sup>		

1024 compared to 4023 • Represents uninsured deposits using total deposits at the consolidated level for Comerica Inc. & subsidiaries, which is consistent with the presentation on the consolidated balance sheet, & excludes uninsured deposits eliminated in consolidation • <sup>2</sup>3/31/24 is estimated • <sup>3</sup>As of 3/31/24 • <sup>4</sup>Includes consumer & small business ©2024, Comerica Inc. All rights reserved.

## **Shared National Credit (SNC) Relationships**

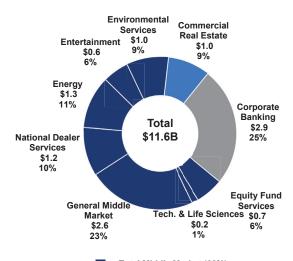
Credit quality of our SNC relationships better than portfolio average



- SNC loans decreased \$186MM compared to 4023
- SNC relationships included in business line balances; we do not have a dedicated SNC line of business
- Approximately 695 borrowers
- Comerica is agent for approx. 28% of loans
- Strategy: Pursue full relationships with ancillary business
- Adhere to same credit underwriting standards as rest of loan book
- Only 4% of SNCs were criticized
- 12% of SNCs were leveraged

### **Period-end Loans**

(\$ in billions)



= Total Middle Market (66%)

## The Retail Bank: More than a Leading Bank for Business

Banking Personal and Small Business customers in growth markets across the US



39% Bank's Total Deposits at 3/31/24	18% Small Business Customers
~\$28K Avg. Customer Deposits	82% Personal Customers
~400 Banking Centers 32 Districts 5 Regions	Alternative Channels: •Contact Center •ATM / ITM •Online & Mobile

### **Investing for Growth with 3 Key Initiatives**

### **Elevating Small Business**

Strategic investment in sales coverage, marketing and essential technology to enable growth.

### **Modernizing for Growth**

Harness digital investments to transform experience, drive growth and expand into new markets.

#### **Enabling Performance**

Reimagined roles, expectations and behaviors drive consistency in customer engagement and experience.

3/31/24 • 112/31/23 compared to 12/31/22 ©2024, Comerica Inc. All rights reserved

#### **Aspirational Target for Small Business:** Top 10 market share in all major markets; currently 3<sup>rd</sup> in Michigan

108 People

Small Business Bankers. serving communities within the Comerica Bank footprint

### **New Products**

Scored Loans & LOCs. 2 Maximize Treasury Bundles. Zelle, Comerica SizeUp Small **Businesses** 

CoWorkSpaces.. SmallBizCo-op.

**Community Support** 

Dollars in Small Business Lending commitments in communities across the Comerica footprint

Aspirational Target for Personal Banking: Financial Wellness for every customer driving primacy

6x

Year-over-Year increase of customer Financial Wellness Assessments

**205**%

Year-over-Year growth of our Refer-a-Friend program, supporting customer and deposit growth

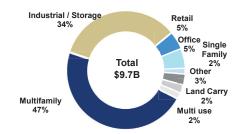
27

## **Commercial Real Estate Business Line**

Growth driven by multifamily & industrial projects; excellent credit quality

## Comerica

### Primarily Lower Risk Multifamily & Industrial<sup>1</sup> (1Q24 period-end)



### **Excellent Credit Quality in Commercial Real Estate Business** No significant net charge-offs since 2014 (\$ in millions)

	1Q23	2Q23	3Q23	4Q23	1Q24
NAL	0.9	0.9	0.0	18	18
Criticized <sup>2</sup>	218	246	458	481	443
% Criticized	2.5%	2.7%	4.8%	4.8%	4.3%
NCO (Recoveries)	(0.05)	(0.13)	(0.70)	(0.38)	(0.01)

### Strong Credit Profile Driven by:

- Long history of working with well-established, proven developers; >90% of new commitm existing customers
- Experienced relationship team: average tenure

  - Relationship managers: ~18 years
  - CRE credit approval team: ~24 years
- Significant up-front equity required (typically averaging 35-40%, often from institutional investors)
- ~70% has recourse
- Majority of commitments are construction
- Primary strategy is financing development of Class A, urban infill multi-family & warehouse distribution in major sun belt metros (33% CA, 26% TX, 12% Southeast, 11% Southwest)
- Modest credit migration driven by elevated rate environment, but remained very manageable
- >50% of the portfolio maturing by the end of 2025
- 3<sup>rd</sup> consecutive quarter of declined commitments

### **Total CMA Office Exposure**

- Not primary strategy: Total CMA office loans of \$822MM, or <2% of total loans; outstandings within CRE LOB of \$528MM, or ~1% of total CMA loans
- Selective geography: Urban in-fill & suburban strategy
- Majority recourse: Strong sponsors critical to underwriting
  - Monitoring credit: Criticized loans totaling ~\$159MM (or ~19% of total office portfolio)

3/31/24 • Excludes CRE business line loans not secured by real estate • 2Criticized loans are consistent with regulatory defined Special Mention, Substandard, & Doubtful categories

## **Total Office Portfolio**

Not a primary strategy



Geographic Diversification By State		
\$ millions	3/31/24	
California	\$376.0	
Texas	225.4	
Michigan	63.7	
Washington	39.7	
Arizona	33.7	
Nevada	12.0	
Georgia	5.7	
Illinois	4.4	
Florida	1.5	
Subtotal	762.1	
Other <sup>1</sup>	59.7	
Total Loans	\$821.7	

Key Office Portfolio Metrics			
\$ millions		3/31/24	12/31/23
Total Loans		\$821.7	\$823.7
Avg Loan Outstanding		\$5.7	\$5.6
Net Charge Offs		0%	0%
Delinquencies <sup>2</sup>		0%	1%
Non-Performing Loans		3%	2%
Criticized Loans		19%	19%

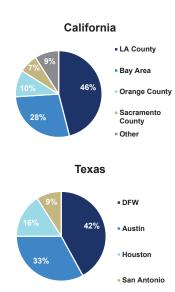
3/31/24  $\bullet$  ¹Other includes 3 loans to funds secured by multiple properties  $\bullet$  ²Loans 30 days or more past due ©2024, Comerica Inc. All rights reserved.

29

## **Multi-family Portfolio**



Geographic Diversification By State		
\$ millions	3/31/24	
California	\$1,647.1	
Texas	1,341.5	
Florida	382.1	
Washington	210.3	
Michigan	207.5	
Arizona	173.0	
North Carolina	157.5	
Oregon	138.7	
Nevada	122.7	
Subtotal	4,380.2	
Other <sup>1</sup>	453.9	
Total Loans	\$4,834.2	

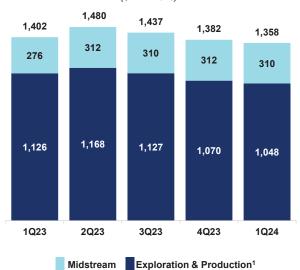


Key Multi-family Portfolio Metrics			
\$ millions		3/31/24	12/31/23
Total Loans		\$4,834.2	\$4,592.5
Avg Loan Outstan	ding	\$16.2	\$15.0
Net Charge Offs		0%	0%
Delinquencies <sup>2</sup>		0%	0%
Non-Performing L	oans	0%	0%
Criticized Loans		4%	5%

# **Energy**Primarily E&P exposure







3/31/24 • ¹Includes Services of 1Q23 \$16MM; 2Q23 \$21MM; 3Q23 \$27MM; 4Q23 \$11MM; 1Q24 \$10MM ©2024, Comerica Inc. All rights reserved.

- Exposure \$3.4B / 39% utilization
- Hedged 50% or more of production
  - At least one year: 62% of customers
  - At least two years: 37% of customers
- · Focus on larger, sophisticated E&P and Midstream companies
- E&P:
  - 50% Oil-focused
  - · 28% Natural Gas focused
  - · 22% Oil/Gas balanced
- Excellent credit quality
  - <1% Criticized loans</li>
  - \$(370K) Net recoveries

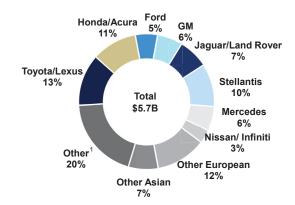
31

## **National Dealer Services**

75+ years of floor plan lending

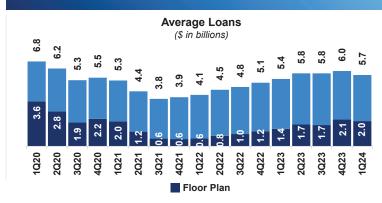
#### **Franchise Distribution**

(Based on period-end loan outstandings)



# ComericA

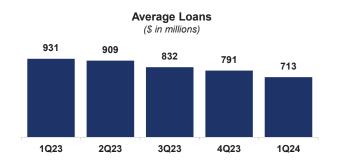
- Top tier strategy
- National in scope
- Focus on "Mega Dealer" (five or more dealerships in group)
- Strong credit quality; Robust monitoring of company inventory & performance
- Floor Plan remained below historical averages

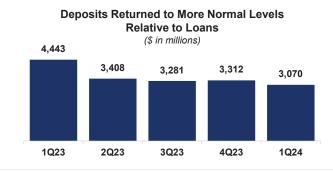


## **Technology & Life Sciences**



~30 years of deep expertise & strong relationships with top-tier investors





- Manage concentration to numerous verticals to ensure widely diversified portfolio
- Closely monitor cash balances & maintain robust backroom operation
- 10 offices throughout US & Canada



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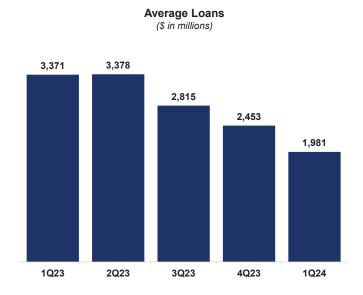
33

## **Equity Fund Services**

Strong relationships with top-tier Private Equity firms



- Customized solutions for Private Equity firms
  - Credit Facilities (Funds, General Partners, Management Companies)
  - Treasury Management
  - · Capital Markets, including Syndication
- · Customers in the US & Canada
- · Well-diversified across funds with various industry strategies
- Drives connectivity with other teams
  - Middle Market
  - · Commercial Real Estate
  - Environmental Services
  - Energy
  - TLS
  - Private Banking
- Strong credit profile
  - No charge-offs
  - · No criticized loans



3/31/24

## **Environmental Services Department**



Experienced team; Specialized industry, committed to growth

- 15+ year experienced team with 20+ year management tenure
- Dedicated relationship managers advise & guide customers on profitably growing their business by providing banking solutions
- Focus on middle market-sized companies with full banking relationships
- · Historically strong credit quality

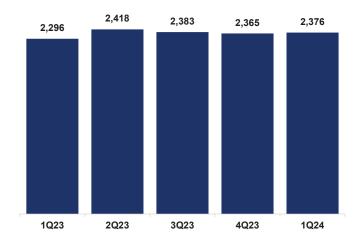
### Waste Management & Recycling (~80% of loan portfolio)

- · Insight & expertise with:
  - Transfer stations, disposal & recycling facilities
  - Commercial & residential waste collection
  - · Financing for M&A and growth capital

### Renewable Energy Solutions (~20% of loan portfolio)

- Formed group in 2022; active in the landfill-gas-to-energy & biomass industries for more than a decade
- Expanded focus to also include solar, wind, anaerobic digestion, & battery energy standalone storage





3/31/24

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35

## **Direct Express**

### An important program for CMA & the customers we serve

### **Program Overview**

- **Summary:** Comerica is the exclusive issuer of the Direct Express debit card for 4.5 million federal benefit recipients.
- Driving Financial Inclusion: Helping the U.S. Treasury provide recipients ready, safe access to their government benefits was the founding mission of the Direct Express Program. Not only does the innovative prepaid card program deliver benefits more cost effectively and securely, it is an onramp to financial inclusion for millions of unbanked Americans giving recipients the tools they need to participate fully in the economy.
- Renewal History: In 2008, 2014 and again in 2020, Comerica was selected by the U.S. Treasury as the Financial Agent for their Direct Express Debit MasterCard Program. Comerica's contract with the U.S. Treasury expires early 2025.
- Strong Customer Satisfaction: Comerica has achieved a 90% (or better) cardholder satisfaction rating
- Prioritizing Security: Since 2013, the U.S. Treasury has
  required all federal benefit recipients (with a few grandfathered
  exceptions) to receive their monthly benefits electronically,
  either by direct deposit or through the Direct Express debit card.
  With 100% of cardholders using EMV chip and PIN, it can be
  considered one of the most secure prepaid cards in the industry.
- Unique Skill-set: We have developed the unique infrastructure, compliance and operations to administer this important program.

### **Deposit Trends**

- Balances: ~\$3B in 1Q24 average deposit balances (large fluctuations throughout the quarter due to timing cause ending balances to vary)
- Intra-month patterns: Comerica receives most of the deposit balances on the 1<sup>st</sup> and 3<sup>rd</sup> days of each month (subject to change based on weekends or holidays)
- Peaks & troughs: In March 2024, highest balance of \$5.6B on 1st business day, lowest balance of \$2.8B

## ComericA

### Investments

- Enhanced Digital Experience: Developed a new Direct Express mobile application with a 4.8-star rating and over 124,000 reviews on the Apple App Store; over 1 million mobile app users<sup>1</sup>
- Meeting Cardholders Where They Are: Unique
  partnership with Walmart that allows cardholders to
  withdraw the full balance on their card (up to \$1,000) at
  less than half the cost that Walmart charges other
  customers for the same service. Since 90 percent of Direct
  Express cardholders visit a Walmart at least once a year,
  this has proven to be a very popular service.









## **Comerica's Core Values**



WHY WE ARE HERE

To raise expectations of what a bank can be for our colleagues, customers & communities













Trust

Act

Own

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## **Descriptions of Notable Items**



Subject	Description
Impact of BSBY cessation announcement	<ul> <li>On November 15, 2023, Bloomberg Index Services Limited ("BISL") officially announced the future permanent cessation of Bloomberg Short-Term Bank Yield Index ("BSBY") on November 15, 2024.</li> <li>This announcement resulted in a temporary loss of hedge accounting for a portion of cash flow hedges, driving recognition of non-cash unrealized losses related to applicable swaps previously in AOCI &amp; an impact to net interest income in 4Q23 &amp; 1Q24.</li> </ul>
FDIC special assessment	CMA recorded expense related to the FDIC's Deposit Insurance Fund (DIF) special assessment in 4Q23 & 1Q24
Ameriprise partnership accounting	Based on the terms of our Ameriprise relationship, reallocation of certain items previously within noninterest income & noninterest expense now presented within noninterest income. No bottom-line impact as these changes fully offset one another.
Expense re-calibration initiatives	Actions taken to enhance earnings power & create capacity for strategic & risk management investments resulted in severance

## **Details for Outlook**



Financial Metric	Full Year 2023 + / - Adjustments Identified on Outlook Slide
Noninterest Income	<ul> <li>+\$91MM non-cash BSBY cessation loss</li> <li>-\$23MM full-year salaries &amp; commissions for Ameriprise partnership prior to presentation impact</li> </ul>
Noninterest Expense	<ul> <li>-\$109MM special one-time FDIC assessment</li> <li>-\$25MM expense recalibration initiative related charges</li> <li>-\$23MM full-year salaries &amp; commissions for Ameriprise partnership prior to presentation impact</li> </ul>

Financial Metric	First Quarter 2024 + / - Adjustments Identified on Outlook Slide			
Noninterest Income	+\$39MM non-cash BSBY cessation loss			
Noninterest Expense	<ul> <li>-\$16MM special FDIC assessment</li> <li>+\$3MM expense recalibration initiative related charges</li> </ul>			
Net Interest Income	-\$3MM non-cash BSBY accretion			

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## **Reconciliations**



### **Tangible Common Equity**

Tangible common equity is used by Comerica to measure the quality of capital and the return relative to balance sheet risk. The tangible common equity ratio removes the effect of intangible assets from capital and total assets.

(period-end, millions, except per share data)	1Q24	4Q23	3Q23	2Q23	1Q23
ble Common Equity					
Total shareholders' equity	\$6,050	\$6,406	\$4,972	\$5,595	\$5,994
Less fixed-rate non-cumulative perpetual preferred stock	\$394	\$394	\$394	\$394	\$394
Common shareholders' equity	\$5,656	\$6,012	\$4,578	\$5,201	\$5,600
Less goodwill	\$635	\$635	\$635	\$635	\$635
Less other intangible assets	\$8	\$8	\$8	\$8	\$9
Tangible common equity	\$5,013	\$5,369	\$3,935	\$4,558	\$4,956
Total assets	\$79,444	\$85,834	\$85,706	\$90,761	\$91,127
Less goodwill	\$635	\$635	\$635	\$635	\$635
Less other intangible assets	\$8	\$8	\$8	\$8	\$9
Tangible assets	\$78,801	\$85,191	\$85,063	\$90,118	\$90,483
Common equity ratio	7.12%	7.00%	5.34%	5.73%	6.15%
Tangible common equity ratio	6.36%	6.30%	4.62%	5.06%	5.48%

## **Reconciliations Continued**



#### **Uninsured Deposits**

Comerica believes that the presentation of uninsured deposits adjusted for the impact of affiliate deposits provides enhanced clarity of uninsured deposits at risk. Total uninsured deposits as calculated per regulatory guidance and reported on schedule RC-O of Comerica Bank's Call Report include affiliate deposits, which by definition have a different risk profile than other uninsured deposits. The amounts presented below remove affiliate deposits from the total uninsured deposits number.

	(period-end; millions)	1Q24	4Q23	3Q23	1Q23
(A)	Total uninsured deposits, as calculated per regulatory guidelines	\$30,481	\$31,485	\$31,476	\$35,007
(B)	Affiliate deposits	-\$3,966	-\$4,064	-\$4,088	-\$4,329
(A+B)	Total uninsured deposits, excluding affiliate	\$26,515	\$27,421	\$27,388	\$30,678

### Adjusted Earnings Per Share<sup>1</sup>

Comerica believes that the presentation of adjusted earnings per share provides a greater understanding of ongoing operations and financial results by removing the impact of notable items. Notable items are meaningful because they provide greater detail of how certain events or initiatives affect Comerica's results for a more informed understanding of those results.

(per share)	1Q24	4Q23	1Q23
Earnings per common share	0.98	0.20	2.39
Net BSBY cessation hedging losses	0.21	0.51	
FDIC special assessment	0.09	0.62	
Modernization initiatives	0.02	-0.01	0.09
Expense recalibration initiatives	-0.01	0.14	
Adjusted earnings per common share	1.29	1.46	2.48

Comerica believes non-GAAP measures are meaningful because they reflect adjustments commonly made by management, investors, regulators and analysts to evaluate the adequacy of common equity and our performance trends. • 'Diluted earnings 41

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## **Holding Company Debt Rating**



Senior Unsecured/Long-Term Issuer Rating	Moody's	S&P	Fitch
Cullen Frost	A3	A-	-
M&T Bank	Baa1	BBB+	Α
BOK Financial	Baa1	BBB+	Α
Fifth Third	Baa1	BBB+	A-
Huntington	Baa1	BBB+	A-
Regions Financial	Baa1	BBB+	A-
Citizens Financial Group	Baa1	BBB+	BBB+
Comerica	Baa1	BBB	A-
KeyCorp	Baa2	BBB	BBB+
First Horizon National Corp	Baa3	-	BBB
Western Alliance	Ba1	-	BBB-
Webster Financial	Baa2	BBB	-
Synovus Financial	-	BBB-	BBB

## **Bank Debt Rating**



Senior Unsecured/Long-Term Issuer Rating	Moody's	S&P	Fitch
Cullen Frost	A3	А	-
Fifth Third	A3	A-	A-
Huntington	A3	A-	A-
M&T Bank	Baa1	A-	Α
BOK Financial	Baa1	A-	Α
Regions Financial	Baa1	A-	A-
Citizens Financial Group	Baa1	A-	BBB+
Comerica	Baa1	BBB+	A-
KeyCorp	Baa1	BBB+	BBB+
Webster Bank	Baa2	BBB+	-
Zions Bancorporation	Baa2	BBB+	BBB+
First Horizon National Corp	Baa3	-	BBB
Synovus Financial	Baa3	BBB	BBB
Western Alliance	Ba1	-	BBB-

As of 4/11/24 • Source: S&P Global Market Intelligence; Debt Ratings are not a recommendation to buy, sell, or hold securities; Zions Bancorporation ratings are for the bank ©2024, Comerica Inc. All rights reserved.



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