

# Comerica Incorporated

## Barclays Global Financial Services Conference

### September 10, 2019

Curt Farmer  
President & Chief Executive Officer

Muneera Carr  
Chief Financial Officer

*commitment*



Comerica Bank®

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Any statements in this presentation that are not historical facts are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Words such as "anticipates," "believes," "contemplates," "feels," "expects," "estimates," "seeks," "strives," "plans," "intends," "outlook," "forecast," "position," "target," "mission," "assume," "achievable," "potential," "strategy," "goal," "aspiration," "opportunity," "initiative," "outcome," "continue," "remain," "maintain," "on track," "trend," "objective," "looks forward," "projects," "models" and variations of such words and similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "might," "can," "may" or similar expressions, as they relate to Comerica or its management, are intended to identify forward-looking statements. These forward-looking statements are predicated on the beliefs and assumptions of Comerica's management based on information known to Comerica's management as of the date of this presentation and do not purport to speak as of any other date. Forward-looking statements may include descriptions of plans and objectives of Comerica's management for future or past operations, products or services, and forecasts of Comerica's revenue, earnings or other measures of economic performance, including statements of profitability, business segments and subsidiaries as well as estimates of credit trends and global stability. Such statements reflect the view of Comerica's management as of this date with respect to future events and are subject to risks and uncertainties. Should one or more of these risks materialize or should underlying beliefs or assumptions prove incorrect, Comerica's actual results could differ materially from those discussed. Factors that could cause or contribute to such differences are changes in general economic, political or industry conditions; changes in monetary and fiscal policies; operational, systems or infrastructure failures; reliance on other companies to provide certain key components of business infrastructure; cybersecurity risks; whether Comerica may achieve opportunities for revenue enhancements and efficiency improvements under the GEAR Up initiative, or changes in the scope or assumptions underlying the GEAR Up initiative; Comerica's ability to maintain adequate sources of funding and liquidity; the effects of more stringent capital requirements; declines or other changes in the businesses or industries of Comerica's customers; unfavorable developments concerning credit quality; changes in regulation or oversight; heightened legislative and regulatory focus on cybersecurity and data privacy; fluctuations in interest rates and their impact on deposit pricing; transitions away from LIBOR towards new interest rate benchmarks; reductions in Comerica's credit rating; damage to Comerica's reputation; Comerica's ability to utilize technology to efficiently and effectively develop, market and deliver new products and services; competitive product and pricing pressures among financial institutions within Comerica's markets; the interdependence of financial service companies; the implementation of Comerica's strategies and business initiatives; changes in customer behavior; management's ability to maintain and expand customer relationships; the effectiveness of methods of reducing risk exposures; the effects of catastrophic events including, but not limited to, hurricanes, tornadoes, earthquakes, fires, droughts and floods; the impacts of future legislative, administrative or judicial changes to tax regulations; any future strategic acquisitions or divestitures; management's ability to retain key officers and employees; the impact of legal and regulatory proceedings or determinations; losses due to fraud; the effects of terrorist activities and other hostilities; changes in accounting standards; the critical nature of Comerica's accounting policies; controls and procedures failures; and the volatility of Comerica's stock price. Comerica cautions that the foregoing list of factors is not all-inclusive. For discussion of factors that may cause actual results to differ from expectations, please refer to our filings with the Securities and Exchange Commission. In particular, please refer to "Item 1A. Risk Factors" beginning on page 12 of Comerica's Annual Report on Form 10-K for the year ended December 31, 2018. Forward-looking statements speak only as of the date they are made. Comerica does not undertake to update forward-looking statements to reflect facts, circumstances, assumptions or events that occur after the date the forward-looking statements are made. For any forward-looking statements made in this presentation or in any documents, Comerica claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

Comerica Bank®

# Comerica: Drivers of our Success

## OUR MISSION

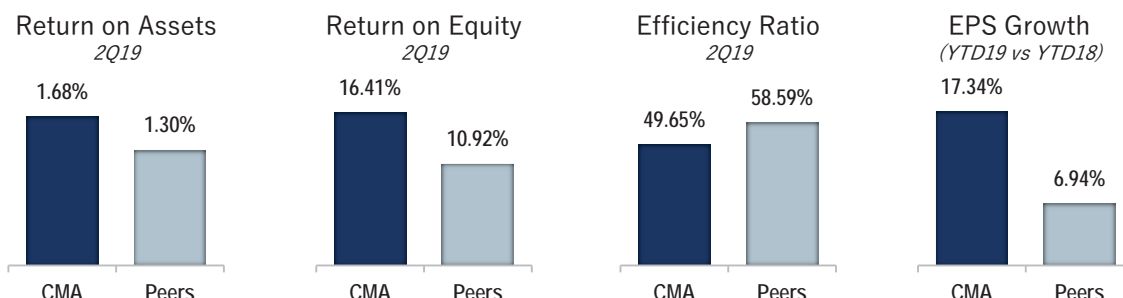
We will achieve balanced growth & profitability by delivering a higher level of banking that nurtures lifelong relationships with unwavering integrity & financial prudence.



## OUR VISION

To become the highest performing, most respected & most desired bank in the markets we serve.

## RESULTS IN SUPERIOR PERFORMANCE



Source for peer data: S&P Global Market Intelligence, see list of peers on slide 10; Peer efficiency ratio excludes CFR as data was not available



# Comerica: Key Strengths

Well positioned to manage through cycles

### A LEADING BANK FOR BUSINESS

#1 Commercial lender (% of total loans)<sup>1</sup>  
Complemented by Retail Bank & Wealth Management

>90% of loans are commercial

### RELATIONSHIP BANKING STRATEGY

Deep expertise in specialty businesses  
Long tenured employees

49% of deposits are noninterest-bearing

### GROWTH OPPORTUNITIES

Positioned in faster growing markets & industries

4% loan growth

### HIGHLY EFFICIENT

GEAR Up leveraged technology, increased capacity to support growth

49.7% efficiency ratio

### SOLID CREDIT METRICS

Conservative underwriting  
Diverse portfolio

45 bps NPA/Loans

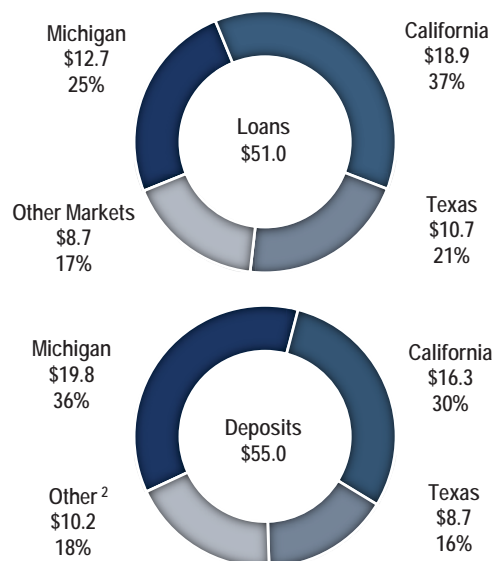
### STRONG CAPITAL

Supports future growth  
Reduced share count by 12%

10.18% CET1

### Attractive, Diverse Geography

(\$ in billions; 2Q19 average)



6/30/19 unless otherwise noted; comparisons shown 2Q19 vs. 2Q18 • <sup>1</sup>Source: S&P Global Market Intelligence; based on 6/30/19 regulatory data for domestic financial holding companies using C&I loans • <sup>2</sup>Consists of Other Markets (\$7.8B) & Finance/ Other (\$2.4B)



# Long-Tenured, Experienced Team

Deep expertise in markets & industries



20 years

Executive Director  
Business Bank



14 years

Executive Director  
Retail Bank & Wealth  
Management



36 years

Chief Credit Officer



29 years

President  
Michigan Market



30 years

President  
California Market



27 years

President  
Texas Market



21 years

Director  
Commercial Real Estate



32 years

Director  
National Businesses



32 years

Director  
Treasury Management &  
Capital Market Solutions



25 years

Department Managers



21 years

Group Managers



11 years

Relationship Managers

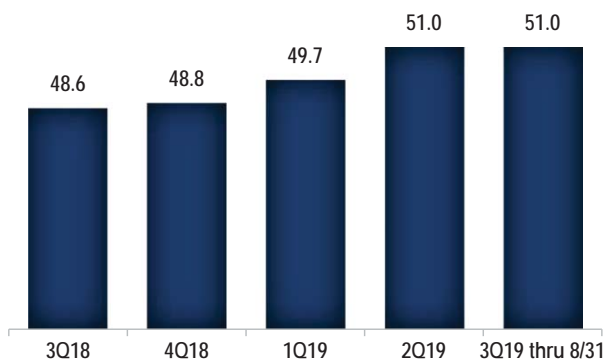
At 6/30/19 • Years = avg. tenure with Comerica; Business Bank team



## Third Quarter Loan Update

QTD average loans stable; reflects seasonality

July & August Trends<sup>1</sup>  
(\$ in billions; Average)



QTD trends reflect:

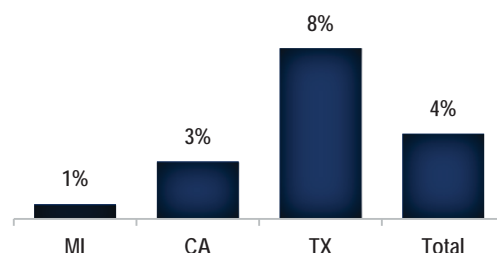
- Seasonal increase in Mortgage Banker & decreases in National Dealer Services & general Middle Market
- Pipeline strong

Outlook for 3Q19: Balances relatively stable

### Driving Growth

- Greater capacity with E2E credit process redesign
- Allocating resources to faster growing niche businesses & markets
- Upgraded customer relationship management tools
- Enriched marketing analytics & customer retention tools

Growth by Market  
(Average 2Q19 vs 2Q18)



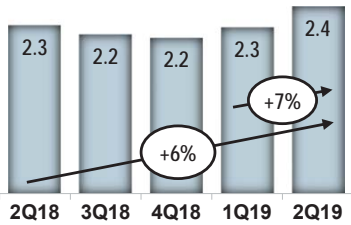
3Q19 average balances through 8/31/19 are preliminary and subject to change • Outlook as of 9/6/19 • <sup>1</sup>Comparisons of 3Q19 through 8/31/19 vs 2Q19



# General Middle Market Banking

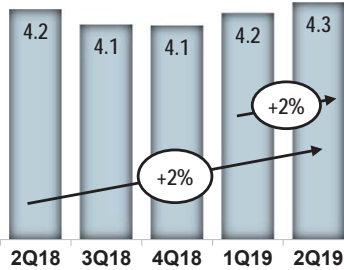
Good momentum in key markets

**Texas Loans**  
(\$ in billions; Average)



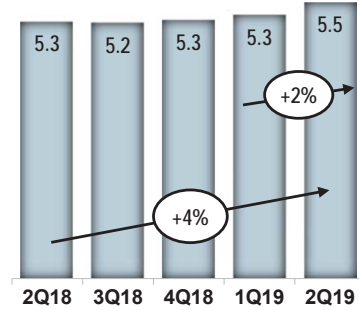
5.1% GDP growth 1Q/4Q<sup>1</sup>  
#2 largest GDP in U.S.<sup>1</sup>

**California Loans**  
(\$ in billions; Average)



2.7% GDP growth 1Q/4Q<sup>1</sup>  
#1 largest GDP in U.S.<sup>1</sup>

**Michigan Loans**  
(\$ in billions; Average)



2.6% GDP growth 1Q/4Q<sup>1</sup>  
#14 largest GDP in U.S.<sup>1</sup>

- Building deep, enduring relationships
- Robust product suite: 3.3 products per relationship
  - ~90% of customers have deposit accounts
  - Average customer tenure ~16 years

- Leverage expertise in diverse industries
- Manufacturing
  - Logistics
  - Steel
  - Beer & wine distributors
  - Construction & industrial equipment

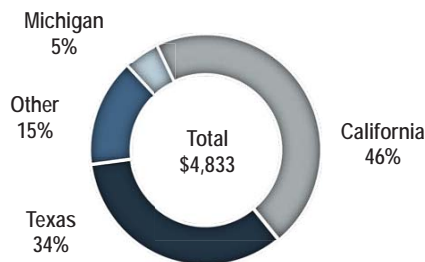
6/30/19 • <sup>1</sup>Source U.S. Bureau of Economic Analysis: Percent change in real GDP based on 1Q19 vs. 4Q19; ranking based on 1Q19 GDP



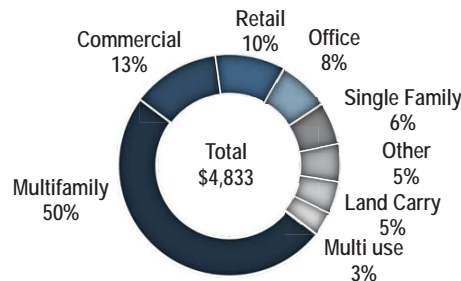
# Commercial Real Estate Business Line

Long history of working with well established, proven developers

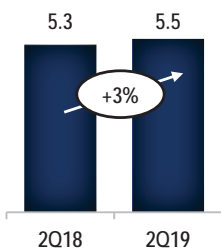
**Majority High Growth Markets<sup>1</sup>**  
(\$ in millions; Period-end, based on location of property)



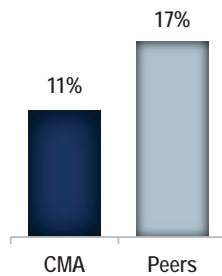
**Primarily Lower Risk Multifamily<sup>1</sup>**  
(\$ in millions; Period-end)



**CRE Loan Growth**  
(\$ in billions; Average)



**% of Total Loans<sup>2</sup>**  
(Period-end)



## Very Strong Credit Quality

- >90% of new commitments from existing customers
- Substantial upfront equity required
- 53% of portfolio is construction & includes robust monitoring
- <2% Criticized loans<sup>3</sup>
- \$2MM nonaccrual (0.04%)
- No significant net charge-offs since 2014

6/30/19 • <sup>1</sup>Excludes CRE line of business loans not secured by real estate • <sup>2</sup>Source for peer data: S&P Global Market Intelligence, see slide 10 for list of peers; based on regulatory data • <sup>3</sup>Criticized loans are consistent with regulatory defined Special Mention, Substandard & Doubtful categories

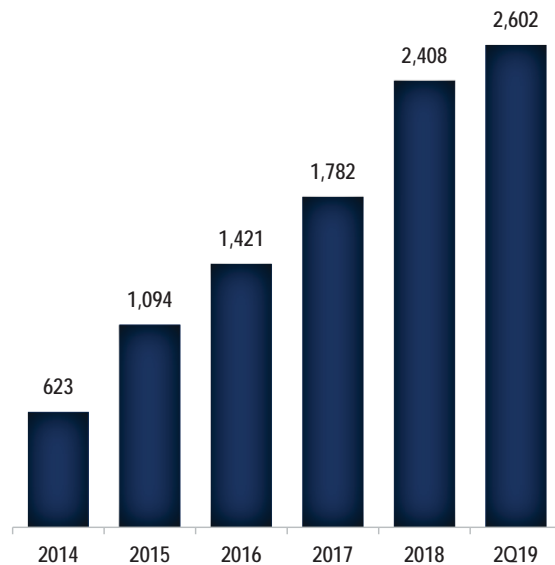


# Equity Fund Services

Deep expertise & strong relationships with top-tier investors

- Customized credit, treasury management & investment solutions for venture capital & private equity firms
- National scope with customers in 17 states & Canada
- ~250+ customers
- Firms' AUM range from \$30MM to over \$80B
- Drive connectivity with other teams
  - Energy
  - Middle Market
  - TLS
  - Environmental Services
  - Private Banking
- Strong credit profile
  - No charge-offs
  - No criticized loans

Average Loans  
(\$ in millions)



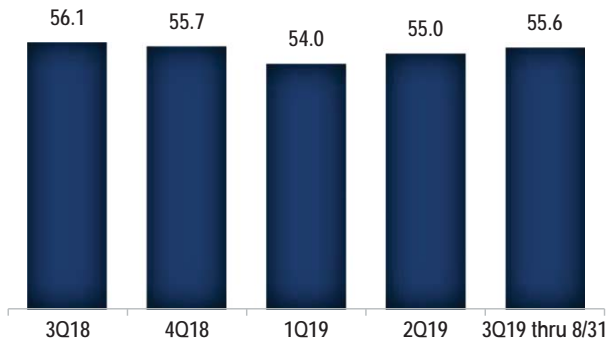
6/30/19



# Third Quarter Deposit Update

Average balances increased 1%

July & August Trends<sup>1</sup>  
(\$ in billions; Average)

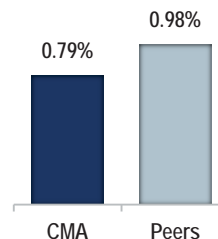


QTD trends reflect:

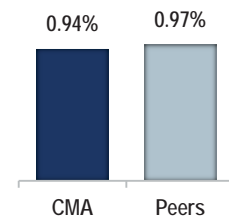
- \$330MM increase in MMIA & interest-bearing checking
- \$210MM in customer CDs
- Stable noninterest-bearing

Outlook for 3Q19: balances remain at QTD level & costs increase 5-7 bps

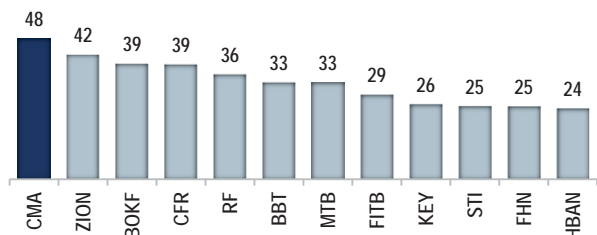
Total Funding Costs<sup>2</sup>  
2Q19



Interest-bearing Deposit Cost<sup>2</sup>  
2Q19



Largest Component of Noninterest Deposits<sup>2</sup>  
(2Q19 average percentage)



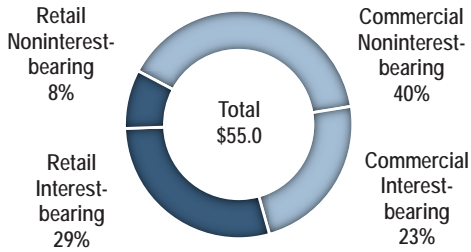
3Q19 average balances through 8/31/19 are preliminary and subject to change • Outlook as of 9/6/19 • <sup>1</sup>Comparisons of 3Q19 through 8/31/19 vs 2Q19 • <sup>2</sup>Source: S&P Global Market Intelligence



# Retail Banking

Strong, low cost deposit base

Retail Comprise >1/3 of Total Deposits  
 (\$ in billions; 2Q19 Average)



- 435 Banking Centers
- 589 ATMs
- 32 BankerConnects (ITMs)
- 91% Customers use Web Banking
- 62% Customers use Mobile Banking

New ad campaign:  
 Full-Service Relationship Bank

- Billboards
- Radio
- Streaming audio
- Direct mail
- Online display banners



6/30/19



# Retail Bank Transformation

Delivering experience that drives acquisition, retention & growth



## Banking Centers

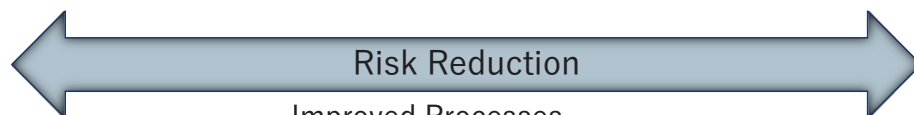
- Enable Colleague Execution
- Teller platform replacement
  - Right sizing, updating & transforming facilities
  - Converge Sales & Service Customer Relationship Management

## Contact Center

- Efficient Customer Support
- IVR & chatbot updates >50% increase in efficiencies
  - Converge Sales & Service Customer Relationship Management

## Digital & Self-Service

- Customer Choice & Convenience
- >14,000 monthly Zelle payments
  - ATM Upgrade/Replacement
  - Online & Mobile Account Opening
  - Banker Connect ITMs



- Improved Processes
- Enhanced tools
  - Centralized support
  - Reduce manual processes

6/30/19



# Interest Rate Environment

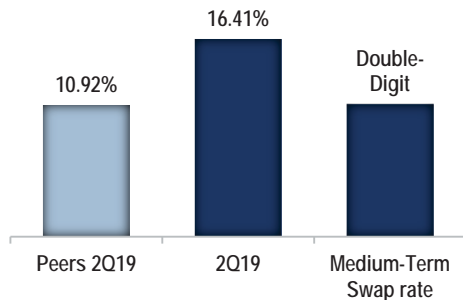
Better positioned to manage through the cycle

Estimated impact on net interest income  
(Based on forward curve 8/31)

- 3Q19: ~\$30MM (relative to 2Q19)

## Estimated Medium-term Return on Equity<sup>1</sup>

Based on Forward Rate Curve

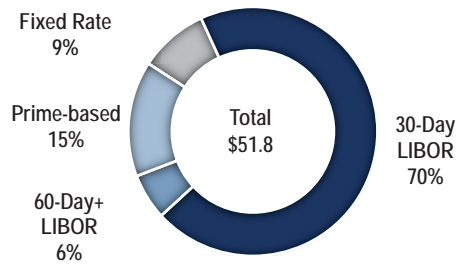


## Hedges

- \$2.8B (pay floating/receive fixed) hedges
  - 3.3 year average term
  - 2.23% average fixed rate
- Expect to reduce the unfavorable impact on net interest income from a 200bps drop in rates (100 bps on average) by ~\$30MM

## Loan Portfolio

(\$ in billions; 2Q19 Period-end)



6/30/19 • Outlook as of 9/6/19 • <sup>1</sup>Average common shareholders' equity; Source for peer data: S&P Global Market Intelligence, see list of peers on slide 14

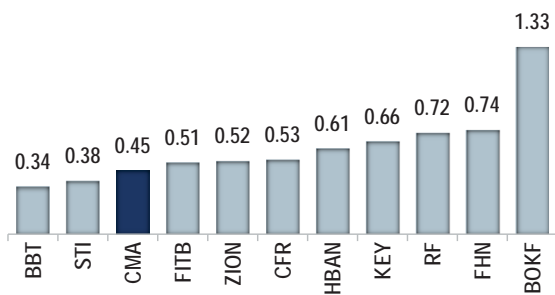


# Conservative Credit Culture

Reserve remains strong

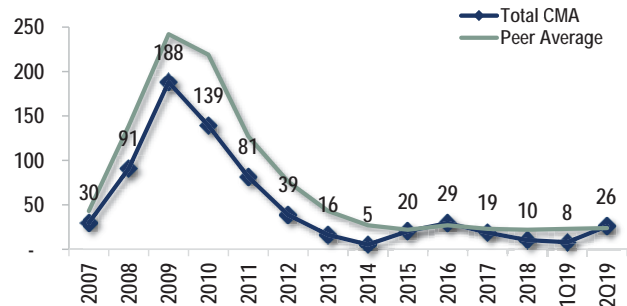
## NPAs as a % of Loans + ORE<sup>1</sup>

(2Q19; In percentage points)



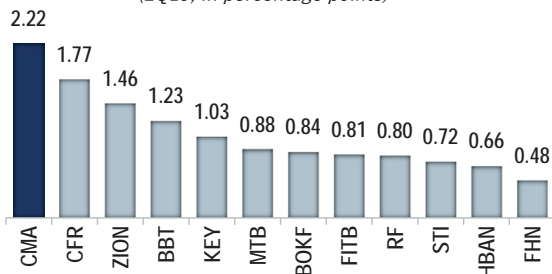
## Net Charge-offs as a % of Avg. Loans<sup>2</sup>

(In basis points)



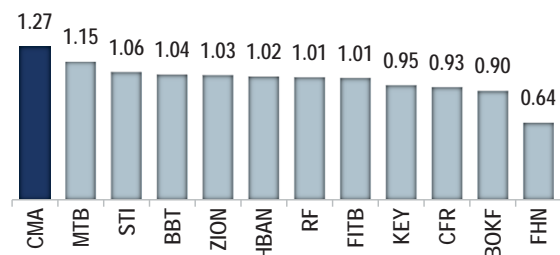
## Largest Reserve as a % of NPAs<sup>2</sup>

(2Q19; In percentage points)



## Largest Reserve as a % of Loans<sup>2</sup>

(2Q19; In percentage points)



<sup>1</sup>Source: 2Q19 earnings materials; excludes MTB as data was not available • <sup>2</sup>Source: S&P Global Market Intelligence





# TechVision 2020

Preparing for a new age in banking



- 170+ applications migrated to cloud
  - 80+ applications retired, reducing op costs
- 30+ Bots deployed for high volume tasks
  - 80% increase in customer service efficiency
- New loan origination platform cuts duplicate data entry by >25%
- Rolled out new CRM system to >2500 users
- FX Sales & Wire Transfer systems upgraded
- Blockchain-enabled computing
- Real-time commercial payments

- GEAR Up helped position our systems & talent for the future
- Technology savings are being reinvested which helps moderate rising investment demand
- Leveraging third parties to keep pace with evolving & emerging technologies
- Focus shifted to increasing capacity, driving revenue growth, reducing costs & improving efficiency

6/30/19 • <sup>1</sup>API: Application Program Interface



## Active Capital Management

Returning excess capital at a fast pace

3Q19 share repurchase \$350-\$375MM<sup>1</sup>

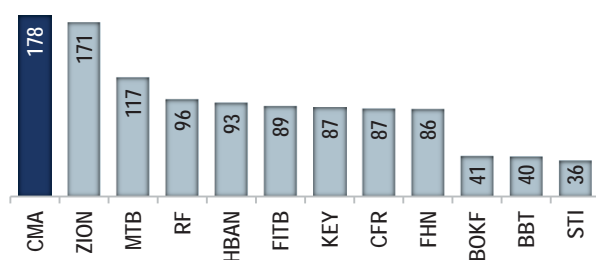
- >5.4MM shares, or ~4% of total shares

Continue to actively manage capital

- Target ~10% CET1 by end of 3Q19<sup>2</sup>

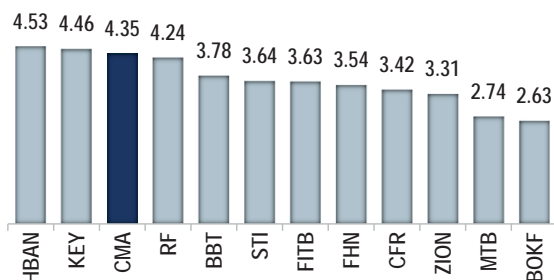
### Greatest Total Shareholder Payout<sup>3</sup>

(2Q19; As a percentage of net income)



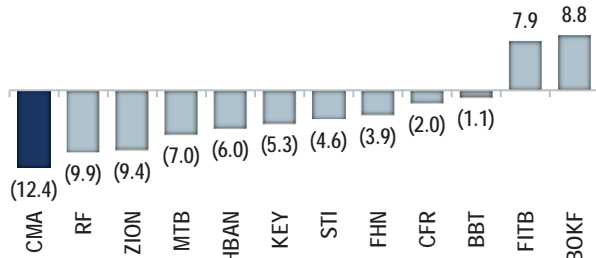
### Attractive Dividend Yield<sup>3</sup>

(9/1/19; In percentage points)



### Change in Common Shares Outstanding<sup>3</sup>

(2Q19 vs. 2Q18; In percentage points)



<sup>1</sup>Shares repurchased under share repurchase program • <sup>2</sup>Outlook as of 9/6/19 • <sup>3</sup>Source: S&P Global Market Intelligence



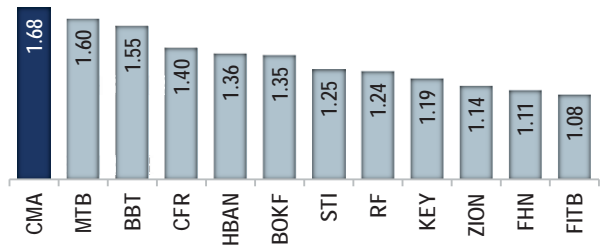


# Well Positioned for the Future

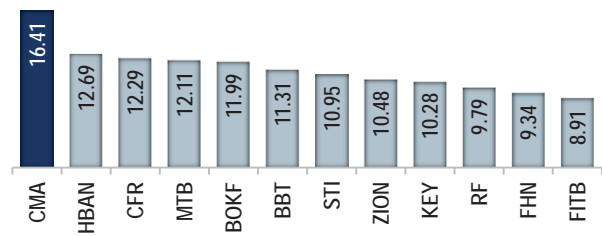
Provided superior shareholder returns in 2019

- A LEADING BANK FOR BUSINESS
- RELATIONSHIP BANKING STRATEGY
- GROWING REVENUE
- HIGHLY EFFICIENT
- SOLID CREDIT METRICS
- STRONG CAPITAL

**Return on Assets<sup>1</sup>**  
*(2Q19; In percentage points)*



**Return on Equity<sup>1</sup>**  
*(2Q19; Average common equity; In percentage points)*



<sup>1</sup>Source for peer data: S&P Global Market Intelligence



## Appendix



# Second Quarter 2019 Results

Revenue growth & expense discipline drove efficiency ratio under 50%

| (millions, except per share data) | 2Q19     | 1Q19   | 2Q18   | Change From |         |
|-----------------------------------|----------|--------|--------|-------------|---------|
|                                   |          |        |        | 1Q19        | 2Q18    |
| Average loans                     | \$50,963 | 49,677 | 49,225 | \$1,286     | \$1,738 |
| Average deposits                  | 54,995   | 53,996 | 55,830 | 999         | (835)   |
| Net interest income               | \$603    | 606    | 590    | \$(3)       | \$13    |
| Provision for credit losses       | 44       | (13)   | (29)   | 57          | 73      |
| Noninterest income <sup>1</sup>   | 250      | 238    | 248    | 12          | 2       |
| <i>Adjusted</i> <sup>2</sup>      | 250      | 246    | 248    | 4           | 2       |
| Noninterest expenses              | 424      | 433    | 448    | (9)         | (24)    |
| <i>Adjusted</i> <sup>2</sup>      | 424      | 433    | 437    | (9)         | (13)    |
| Provision for income tax          | 87       | 85     | 93     | 2           | (6)     |
| Net income                        | 298      | 339    | 326    | (41)        | (28)    |
| Earnings per share <sup>3</sup>   | \$1.94   | 2.11   | 1.87   | \$(0.17)    | \$0.07  |
| <i>Adjusted</i> <sup>2,3</sup>    | 1.94     | 2.08   | 1.90   | (0.14)      | 0.04    |
| Average diluted shares            | 153.2    | 159.5  | 173.6  | (6.3)       | (20.4)  |
| ROE <sup>4</sup>                  | 16.41%   | 18.44% | 16.40% |             |         |
| ROA <sup>5</sup>                  | 1.68     | 1.97   | 1.85   |             |         |
| Efficiency Ratio <sup>6</sup>     | 49.65    | 50.81  | 53.24  |             |         |

## Key QoQ Performance Drivers

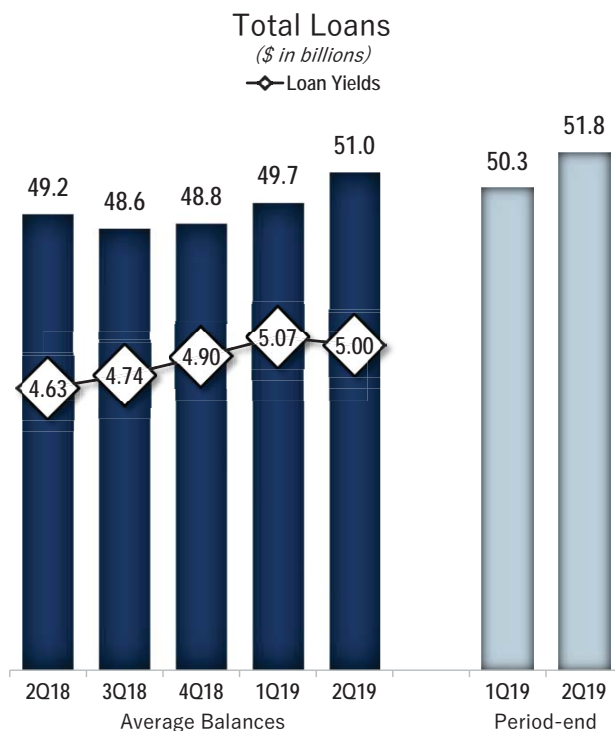
- Strong loan growth
- Core deposits stable
- Pre-tax pre-provision net revenue, excluding 1Q19 \$8MM securities loss, increased \$10MM
- Net interest income aided by loan growth which was more than offset by higher funding costs
- Credit remains solid; Provision driven by loan growth & Energy reserves
- Solid noninterest income growth
- Expenses declined over 2%
- Repurchased 5.7MM shares<sup>7</sup>; returned \$525MM to shareholders (buyback & dividend)

2Q19 compared to 1Q19 • <sup>1</sup>1Q19 included \$8MM loss related to repositioning of securities portfolio • <sup>2</sup>See Reconciliation of Non-GAAP Financial Measures slide • <sup>3</sup>Diluted earnings per common share • <sup>4</sup>Return on average common shareholders' equity • <sup>5</sup>Return on Average assets • <sup>6</sup>Noninterest expenses as a percentage of net interest income and noninterest income excluding net gains (losses) from securities and a derivative contract tied to the conversion rate of Visa Class B shares. • <sup>7</sup>2Q19 repurchases under the share repurchase program



## Strong Loan Growth

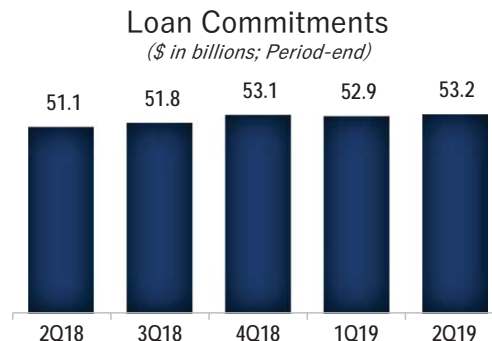
Average loans increased \$1.3B, or 3%



## Average loans increased \$1.3B

- + \$710MM Mortgage Banker
- + \$410MM General Middle Market
- + \$200MM Commercial Real Estate
- + \$175MM Energy
- \$110MM Private Banking

Loan yields impacted by lower LIBOR, lease residual adjustment & mix shift in portfolio



2Q19 compared to 1Q19



# Average Loans by Business and Market

| By Line of Business            | 2Q19          | 1Q19          | 2Q18          |
|--------------------------------|---------------|---------------|---------------|
| <b>Middle Market</b>           |               |               |               |
| General                        | \$12.4        | \$12.0        | \$12.0        |
| Energy                         | 2.5           | 2.3           | 1.8           |
| National Dealer Services       | 7.9           | 7.8           | 7.4           |
| Entertainment                  | 0.8           | 0.8           | 0.7           |
| Tech. & Life Sciences          | 1.3           | 1.3           | 1.4           |
| Equity Fund Services           | 2.6           | 2.6           | 2.4           |
| Environmental Services         | 1.2           | 1.2           | 1.0           |
| <b>Total Middle Market</b>     | <b>\$28.7</b> | <b>\$28.0</b> | <b>\$26.8</b> |
| <b>Corporate Banking</b>       |               |               |               |
| US Banking                     | 3.0           | 3.0           | 3.1           |
| International                  | 1.3           | 1.3           | 1.3           |
| <b>Commercial Real Estate</b>  | <b>5.5</b>    | <b>5.3</b>    | <b>5.3</b>    |
| <b>Mortgage Banker Finance</b> | <b>2.0</b>    | <b>1.3</b>    | <b>1.8</b>    |
| <b>Small Business</b>          | <b>3.5</b>    | <b>3.5</b>    | <b>3.7</b>    |
| <b>BUSINESS BANK</b>           | <b>\$44.0</b> | <b>\$42.5</b> | <b>\$42.0</b> |
| <b>Retail Banking</b>          | <b>2.1</b>    | <b>2.1</b>    | <b>2.1</b>    |
| <b>RETAIL BANK</b>             | <b>\$2.1</b>  | <b>\$2.1</b>  | <b>\$2.1</b>  |
| <b>Private Banking</b>         | <b>4.9</b>    | <b>5.0</b>    | <b>5.1</b>    |
| <b>WEALTH MANAGEMENT</b>       | <b>\$4.9</b>  | <b>\$5.0</b>  | <b>\$5.1</b>  |
| <b>TOTAL</b>                   | <b>\$51.0</b> | <b>\$49.7</b> | <b>\$49.2</b> |

| By Market                  | 2Q19          | 1Q19          | 2Q18          |
|----------------------------|---------------|---------------|---------------|
| Michigan                   | \$12.7        | \$12.6        | \$12.6        |
| California                 | 18.9          | 18.8          | 18.4          |
| Texas                      | 10.7          | 10.3          | 9.9           |
| Other Markets <sup>1</sup> | 8.7           | 8.1           | 8.3           |
| <b>TOTAL</b>               | <b>\$51.0</b> | <b>\$49.7</b> | <b>\$49.2</b> |

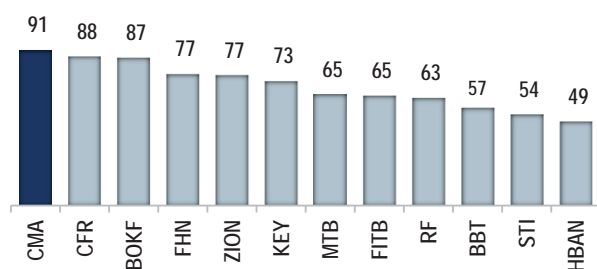
- Middle Market: Serving companies with revenues generally between \$30-\$500MM
- Corporate Banking: Serving companies (and their U.S. based subsidiaries) with revenues generally over \$500MM
- Small Business: Serving companies with revenues generally under \$30MM

\$ in billions • Totals shown above may not foot due to rounding • <sup>1</sup>Other Markets includes Florida, Arizona, the International Finance Division and businesses that have a significant presence outside of the three primary geographic markets

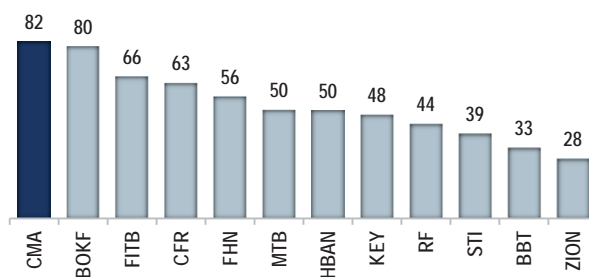


## #1 Commercial Lender<sup>1</sup> Relationship banking focus & deep expertise

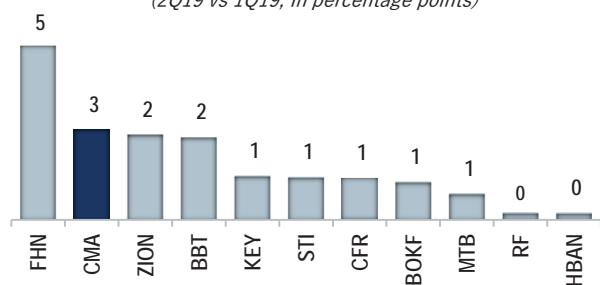
**Business Loans as a % of Total<sup>2</sup>**  
(2Q19; In percentage points)



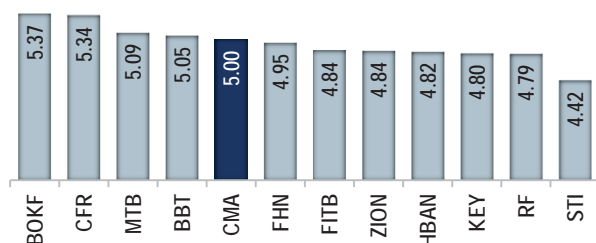
**Total Loan Beta<sup>2,4,5</sup>**  
(2Q19 vs. 3Q15; In basis points)



**Change in Avg. Loans<sup>3</sup>**  
(2Q19 vs 1Q19; In percentage points)



**Loan Yields<sup>2,5</sup>**  
(2Q19; In percentage points)

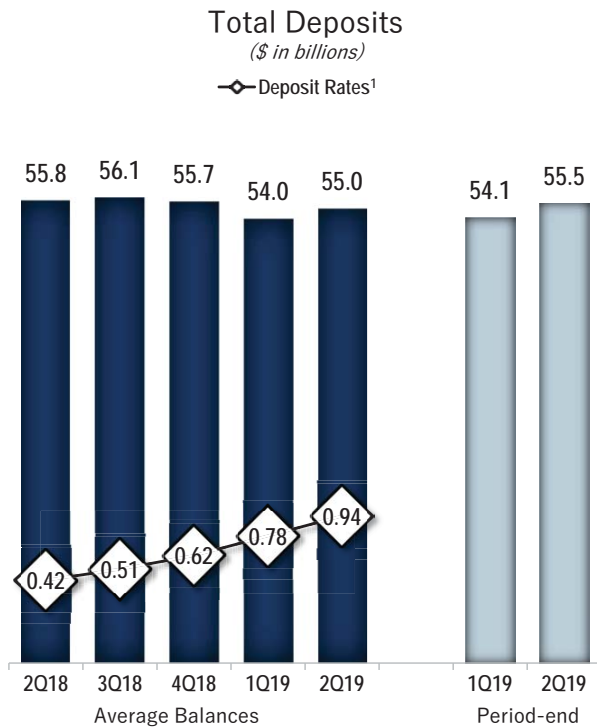


<sup>1</sup>Source: S&P Global Market Intelligence, based on 6/30/19 regulatory data for domestic financial holding companies using C&I loans as % of total loans • <sup>2</sup>Source for peer data: S&P Global Market Intelligence • <sup>3</sup>Source: 2Q19 earnings release materials; excludes FITB change of 12.6% due to merger with MB Financial • <sup>4</sup>Beta: change in total loan yields expressed as a percentage of the increase in the federal funds rate • <sup>5</sup>2Q19 loan yield for STI from earnings release materials



# Deposits Increased

Average core deposits remained stable



Average deposits increased \$1.0B:

- Noninterest-bearing declined \$474MM
- Interest-bearing increased \$1.5B
  - ~\$1.0B increase in brokered deposits which provide low cost, flexible funding

Loan to deposit ratio<sup>2</sup> stable at 93%

2Q19 compared to 1Q19 • <sup>1</sup>Interest costs on interest-bearing deposits • <sup>2</sup>At 6/30/19

**Comerica Bank**

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## Average Deposits by Business and Market

| By Line of Business        | 2Q19          | 1Q19          | 2Q18          |
|----------------------------|---------------|---------------|---------------|
| <b>Middle Market</b>       |               |               |               |
| General                    | \$13.4        | \$13.3        | \$13.3        |
| Energy                     | 0.4           | 0.5           | 0.5           |
| National Dealer Services   | 0.3           | 0.3           | 0.3           |
| Entertainment              | 0.1           | 0.1           | 0.1           |
| Tech. & Life Sciences      | 4.7           | 5.0           | 5.1           |
| Equity Fund Services       | 0.8           | 0.8           | 0.9           |
| Environmental Services     | 0.2           | 0.2           | 0.1           |
| <b>Total Middle Market</b> | <b>\$19.9</b> | <b>\$20.1</b> | <b>\$20.4</b> |
| <b>Corporate Banking</b>   |               |               |               |
| US Banking                 | 1.7           | 1.8           | 2.1           |
| International              | 1.6           | 1.6           | 1.9           |
| Commercial Real Estate     | 1.5           | 1.5           | 1.5           |
| Mortgage Banker Finance    | 0.7           | 0.6           | 0.7           |
| Small Business             | 2.9           | 2.9           | 3.2           |
| <b>BUSINESS BANK</b>       | <b>\$28.3</b> | <b>\$28.5</b> | <b>\$29.7</b> |
| Retail Banking             | 20.6          | 20.5          | 21.0          |
| <b>RETAIL BANK</b>         | <b>\$20.6</b> | <b>\$20.5</b> | <b>\$21.0</b> |
| Private Banking            | 3.5           | 3.5           | 3.6           |
| <b>WEALTH MANAGEMENT</b>   | <b>\$3.7</b>  | <b>\$3.8</b>  | <b>\$3.9</b>  |
| Finance/Other <sup>2</sup> | 2.4           | 1.3           | 1.2           |
| <b>TOTAL</b>               | <b>\$55.0</b> | <b>\$54.0</b> | <b>\$55.8</b> |

| By Market                  | 2Q19          | 1Q19          | 2Q18          |
|----------------------------|---------------|---------------|---------------|
| Michigan                   | \$19.8        | \$19.9        | \$20.9        |
| California                 | 16.3          | 16.2          | 16.6          |
| Texas                      | 8.7           | 8.7           | 9.0           |
| Other Markets <sup>1</sup> | 7.8           | 7.9           | 8.1           |
| Finance/Other <sup>2</sup> | 2.4           | 1.3           | 1.2           |
| <b>TOTAL</b>               | <b>\$55.0</b> | <b>\$54.0</b> | <b>\$55.8</b> |

- Middle Market: Serving companies with revenues generally between \$30-\$500MM
- Corporate Banking: Serving companies (and their U.S. based subsidiaries) with revenues generally over \$500MM
- Small Business: Serving companies with revenues generally under \$30MM

\$ in billions • Totals shown above may not foot due to rounding • <sup>1</sup>Other Markets includes Florida, Arizona, the International Finance Division and businesses that have a significant presence outside of the three primary geographic markets • <sup>2</sup>Finance/Other includes items not directly associated with the geographic markets or the three major business segments

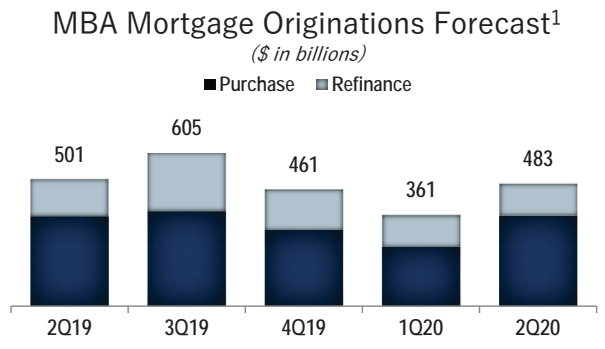
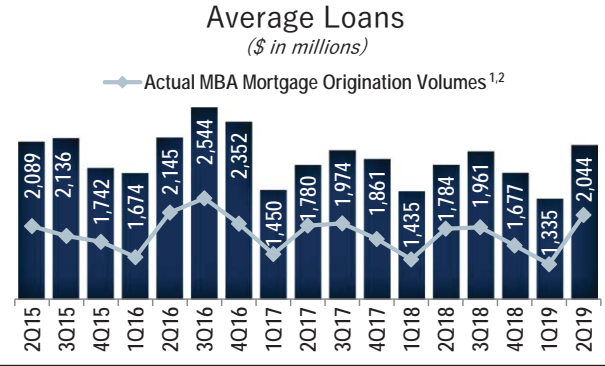
**Comerica Bank**

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# Mortgage Banker Finance

50+ years experience with reputation for consistent, reliable approach

- Provide warehouse financing: bridge from residential mortgage origination to sale to end market
  - Extensive backroom provides collateral monitoring and customer service
  - Focus on full banking relationships
  - Granular portfolio with ~100 relationships
  - Underlying mortgages are typically related to home purchases as opposed to refinances
- As of 2Q19:
- Comerica: 80% purchase
  - Industry: 71% purchase<sup>1</sup>
- Strong credit quality
    - No charge-offs since 2010
  - Period-end loans: \$2.8B

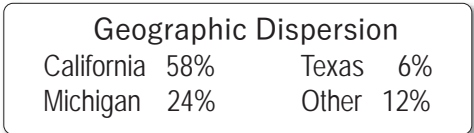
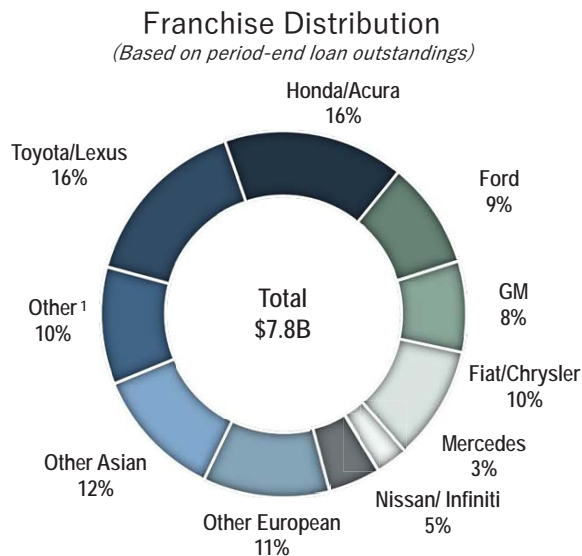


6/30/19 • <sup>1</sup>Source: Mortgage Bankers Association (MBA) Mortgage Finance Forecast as of 8/15/19 • <sup>2</sup>\$ in billions

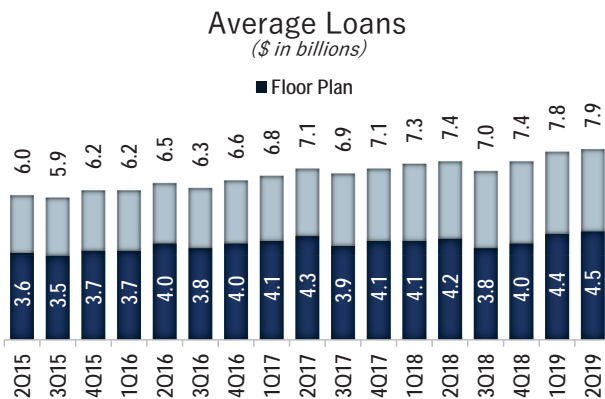


# National Dealer Services

65+ years of floor plan lending



- Top tier strategy
- Focus on “Mega Dealer” (five or more dealerships in group)
- Strong credit quality
- Robust monitoring of company inventory and performance



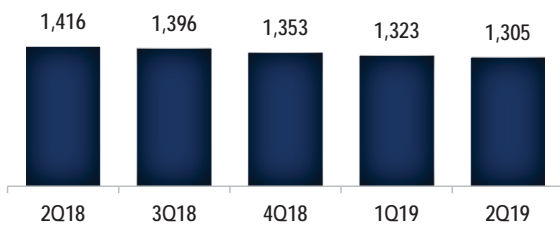
6/30/19 • <sup>1</sup>Other includes obligations where a primary franchise is indeterminable (rental car and leasing companies, heavy truck, recreational vehicles, and non-floor plan loans)



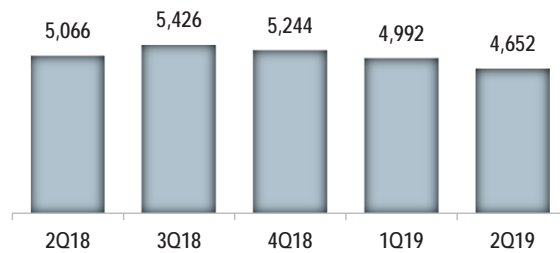
# Technology and Life Sciences

Deep expertise & strong relationships with top-tier investors

Average Loans  
(\$ in millions)



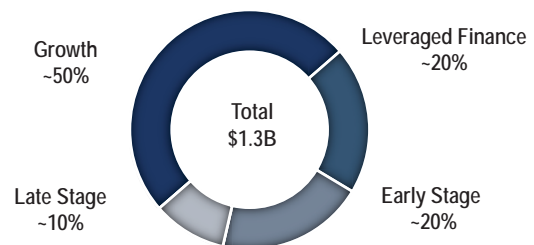
Average Deposits  
(\$ in millions)



- ~500 customers
- Manage concentration to numerous verticals to ensure widely diversified portfolio
- Closely monitor cash balances & maintain robust backroom operation
- 11 offices throughout US & Canada

Customer Segment Overview

(Based on period-end loans)



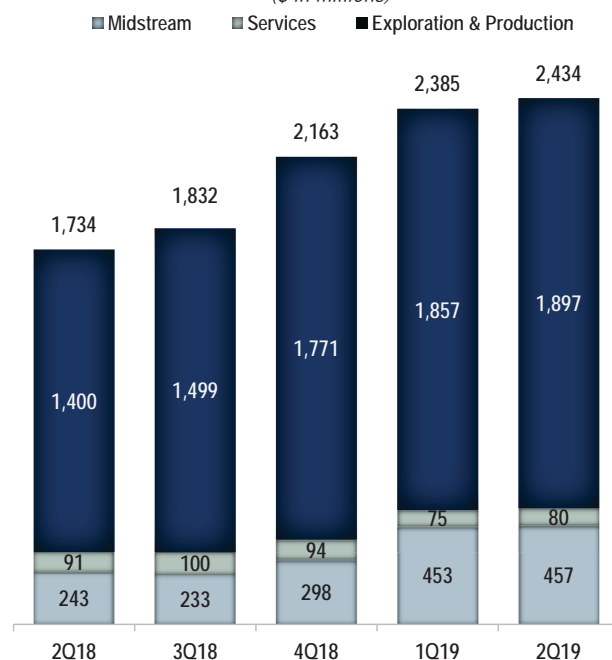
6/30/19



# Energy Line of Business

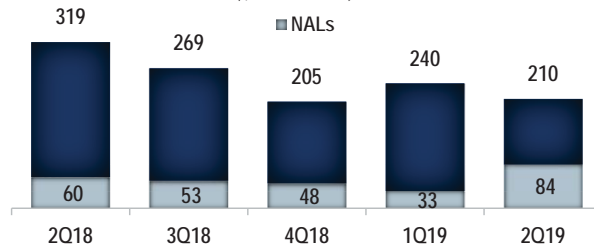
30+ years industry experience

Period-end Loans  
(\$ in millions)



- ~160 customers: focus on full relationships with larger, sophisticated E&P companies (access to a variety of capital sources, hedging & diverse geographic footprint)
- Exposure \$4.7B / 51% utilization
- Loan growth driven by reduced capital market activity as well as higher utilization
- 2Q19 charge-offs & nonaccrual loans increased (select liquidating energy assets impacted by rapid decline in valuations)
- E&P: 64% Oil, 20% Gas, 16% Oil/Gas

Criticized Loans<sup>1</sup>  
(\$ in millions)

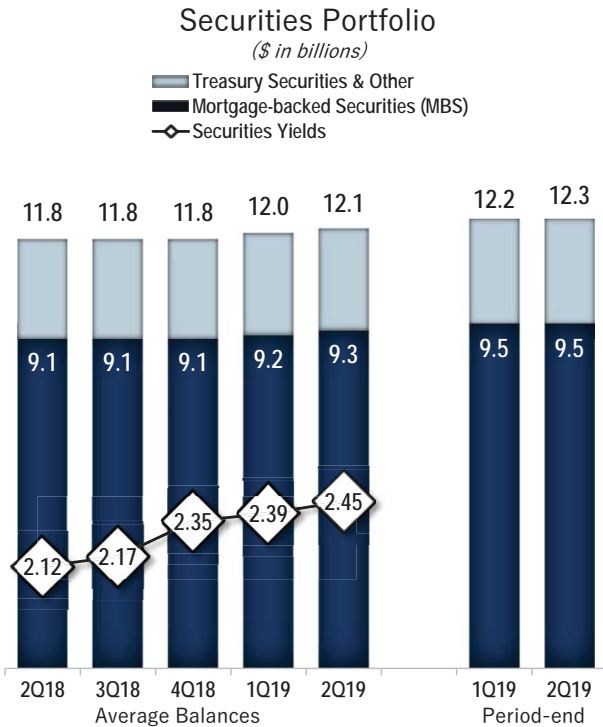


6/30/19 • <sup>1</sup>Criticized loans are consistent with regulatory defined Special Mention, Substandard & Doubtful categories



# Securities Portfolio Stable

Yields increased 6 basis points



## Duration of 2.5 years<sup>1</sup>

- Extends to 3.6 years under a 200 bps instantaneous rate increase<sup>1</sup>

Net unrealized pre-tax gain of \$56MM<sup>2</sup>

Net unamortized premium of \$10MM<sup>3</sup>

## Yields increased 6 basis points

- Quarterly paydown of ~\$500MM was replaced at higher yield
- Repositioned \$1B in Treasuries (3/29/19)

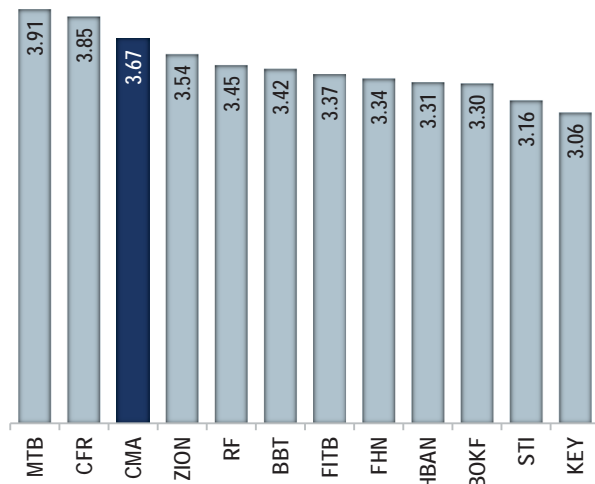
6/30/19 • <sup>1</sup>Estimated as of 6/30/19 • <sup>2</sup>Net unrealized pre-tax gain/loss on the available-for-sale (AFS) portfolio • <sup>3</sup>Net unamortized premium on the MBS portfolio



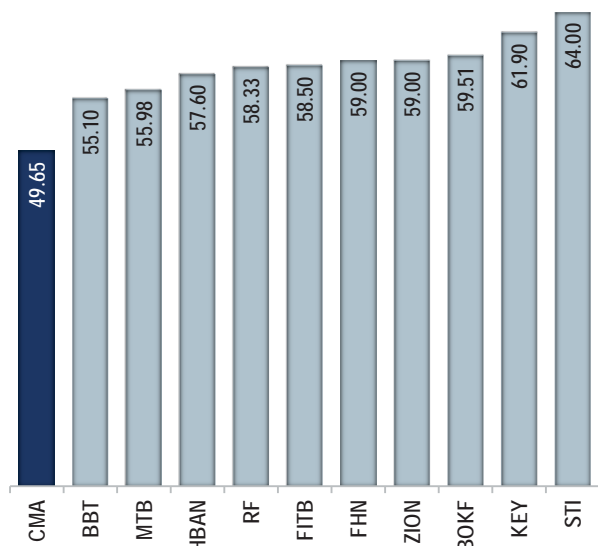
# Superior NIM & Efficiency Ratios

Careful management of loan & deposit pricing as well as expenses

## Net Interest Margin<sup>1</sup> (2Q19; In percentage points)



## Efficiency Ratio<sup>1,2</sup> (2Q19; In percentage points)



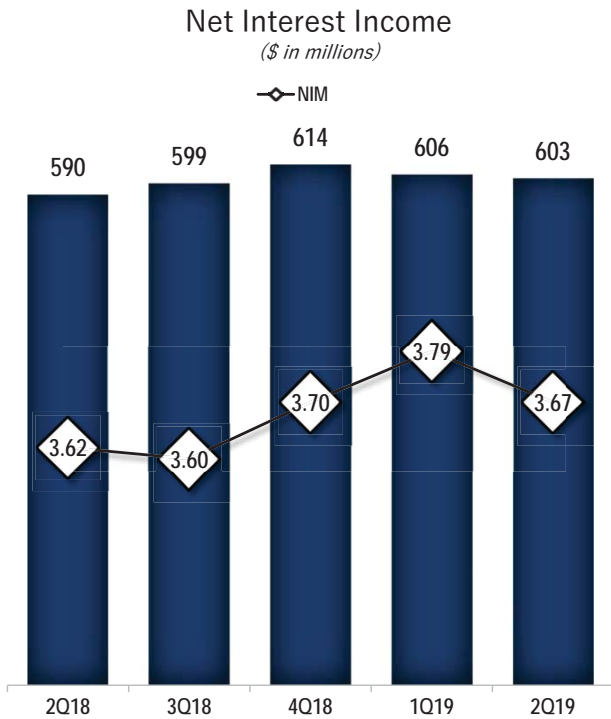
<sup>1</sup>Source: S&P Global Market Intelligence • <sup>2</sup>Excludes CFR as data was not available





# Net Interest Income Stable

Loan growth more than offset by higher funding costs



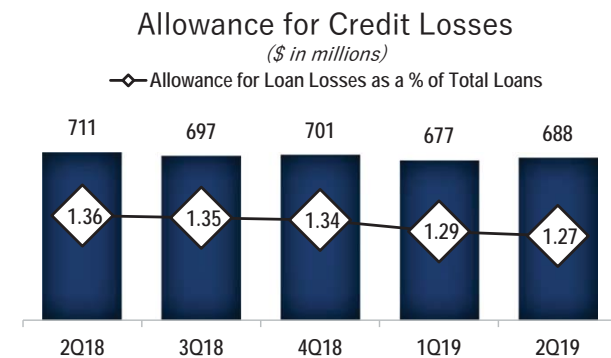
|                                 | 1Q19        | 3.79%         |
|---------------------------------|-------------|---------------|
| <b>\$606MM</b>                  |             |               |
| <b>+ 14MM Loans:</b>            |             | <b>- 0.02</b> |
| + 16MM Higher balances          | +0.02       |               |
| + 6MM 1 additional day          | --          |               |
| - 4MM Lower LIBOR               | - 0.02      |               |
| - 2MM Lease residual adj.       | -0.01       |               |
| - 1MM Hedges                    | -0.01       |               |
| - 1MM Portfolio mix shift       | --          |               |
| <b>+ 3MM Securities:</b>        |             | <b>+ 0.01</b> |
| Higher yield                    |             |               |
| <b>- 15MM Deposits:</b>         |             | <b>- 0.09</b> |
| - 8MM Higher balances           | -0.05       |               |
| - 7MM Higher rates              | -0.04       |               |
| <b>- 5MM Wholesale funding:</b> |             | <b>- 0.02</b> |
| Higher level                    |             |               |
| <b>\$603MM</b>                  | <b>2Q19</b> | <b>3.67%</b>  |

2Q19 compared to 1Q19

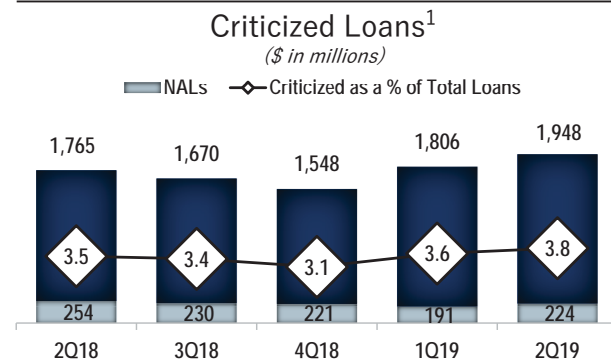


# Credit Quality Remains Solid

Provision reflects loan growth & decline in value of select energy assets



- \$33MM in net charge-offs<sup>2</sup> or 26 bps
- Nonaccrual loans 43 bps of total loans
- ALLL/NPL coverage 2.9x
- Provision increased \$57MM over 1Q19
  - Loan growth
  - Select liquidating energy assets impacted by rapid decline in valuations



| \$ in millions               | Energy  | Ex-Energy | Total    |
|------------------------------|---------|-----------|----------|
| Total PE loans               | \$2,434 | \$49,367  | \$51,801 |
| % of total                   | 5%      | 95%       | 100%     |
| Criticized <sup>1</sup>      | 210     | 1,738     | 1,948    |
| Ratio                        | 8.6%    | 3.5%      | 3.8%     |
| Nonaccrual                   | 84      | 140       | 224      |
| Ratio                        | 3.5%    | 0.3%      | 0.4%     |
| Net charge-offs <sup>2</sup> | 25      | 8         | 33       |
| Ratio                        | N/M     | 0.06%     | 0.26%    |

6/30/19 • <sup>1</sup>Criticized loans are consistent with regulatory defined Special Mention, Substandard, & Doubtful categories • <sup>2</sup>Net credit-related charge-offs; ratio shown as a % of average loans • N/M = Not meaningful



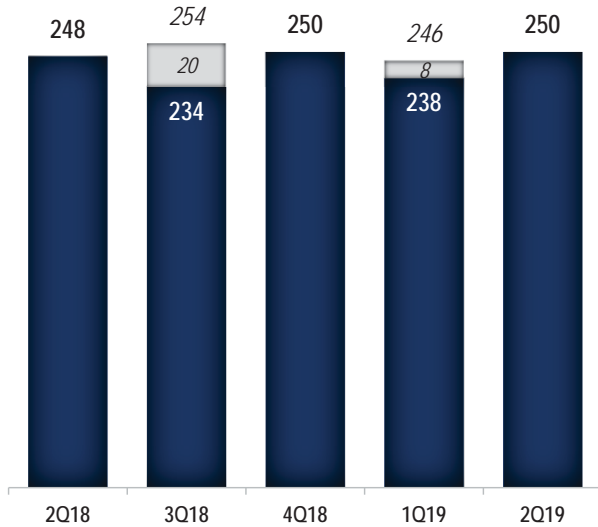
# Noninterest Income Increased

Card fees continue to grow

## Noninterest Income<sup>1</sup>

(\$ in millions)

■ Securities losses due to repositioning

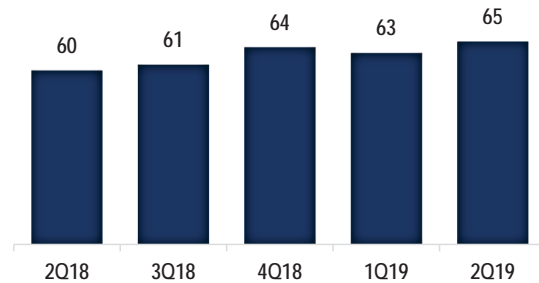


Noninterest income increased \$4MM  
(excluding \$8MM Securities losses in 1Q19)

- + \$3MM Fiduciary income
- + \$2MM Card
- + \$2MM Bank-owned life insurance
- \$3MM Deferred Comp (offset in noninterest expense)

## Growing Card Fees

(\$ in millions)



2Q19 compared to 1Q19 • <sup>1</sup>See Reconciliation of Non-GAAP Financial Measures slide



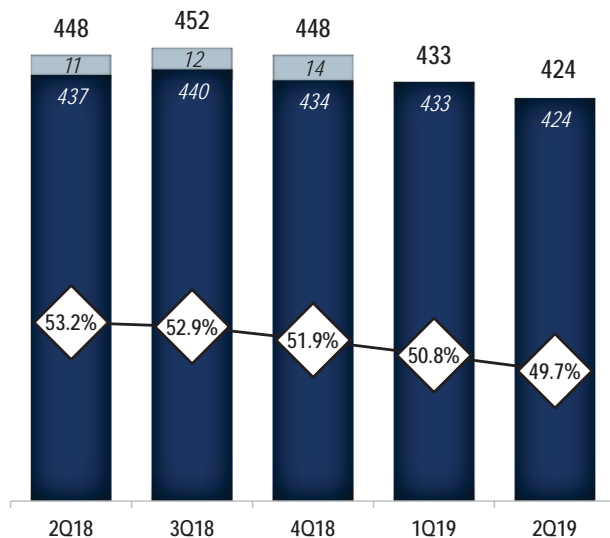
# Noninterest Expense Declined

Disciplined cost management drives efficiency ratio<sup>1</sup> under 50%

## Noninterest Expense<sup>2</sup>

(\$ in millions)

■ Restructuring  
◆ Efficiency Ratio



Noninterest expense declined \$9MM

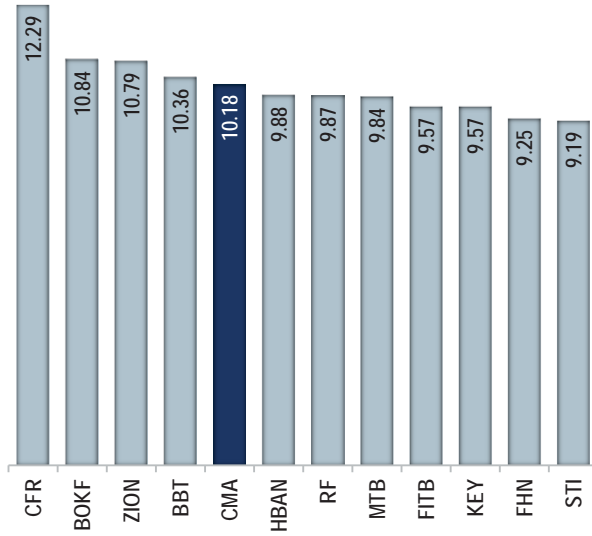
- \$20MM Salaries & benefits
  - 1Q19 annual stock comp & higher payroll taxes
- + Merit increases
- + One additional day
- Deferred Comp (offset in noninterest income)
- + \$ 4MM Advertising
- + \$ 2MM Legal<sup>3</sup> (1Q19 recoveries)
- + \$ 2MM Outside processing

2Q19 compared to 1Q19 • <sup>1</sup>Noninterest expenses as a percentage of net interest income & noninterest income excluding net gains (losses) from securities & a derivative contract tied to the conversion rate of Visa Class B shares • <sup>2</sup>See Reconciliation of Non-GAAP Financial Measures slide • <sup>3</sup>Included in other noninterest expenses

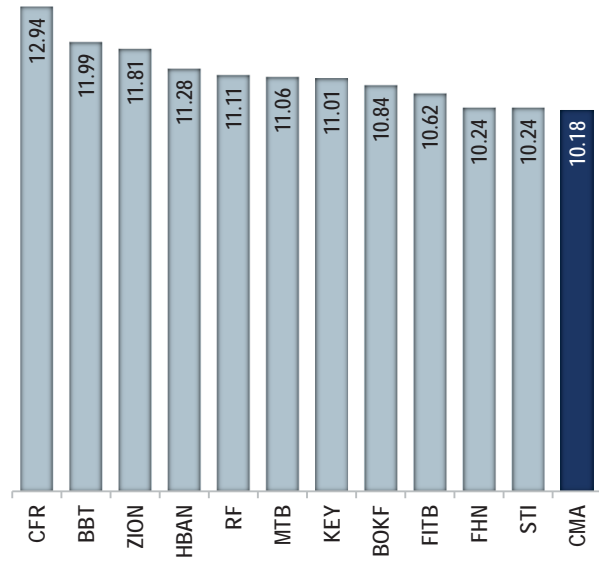


# Capital Management

**Strong Capital (CET1)<sup>1</sup>**  
(2Q19; In percentage points)



**Strong Tier 1 Ratio<sup>1</sup>**  
(2Q19; In percentage points)



<sup>1</sup>Source: S&P Global Market Intelligence



# Commitment to Community, Diversity & Sustainability



**\$772MM** in green loans and commitments



**10<sup>th</sup>** consecutive year of listing on FTSE4Good index series



Honored by more than **10** top organizations for sustainability, employer of choice for minorities and innovation



**\$7.8MM** donated to charitable organizations via more than **1,500** grants/sponsorships



**44%** reduction in greenhouse gas emissions<sup>1</sup> and **28%** reduction in water consumption<sup>1</sup>



**88%** of employees are enrolled in the voluntary Masters of Diversity Awareness training



**19** Market Segmentation Initiative Teams focused on reaching diverse customers



Over **50,000** hours of volunteer time donated to nonprofits by Comerica colleagues

12/31/18 • <sup>1</sup>2018 results versus 2012 baseline; additional details published in Comerica's 2018 Corporate Responsibility Report



# Holding Company Debt Rating

|                             | <i>Senior Unsecured/Long-Term Issuer Rating</i> | <u>Moody's</u> | <u>S&amp;P</u> | <u>Fitch</u> |
|-----------------------------|---|----------------|----------------|--------------|
| Peer Banks                  | BB&T  | A2             | A-             | A+           |
|                             | Cullen Frost                                    | A3             | A-             | --           |
|                             | M&T Bank  | A3             | A-             | A            |
|                             | <b>Comerica</b>                                 | <b>A3</b>      | <b>BBB+</b>    | <b>A</b>     |
|                             | BOK Financial Corporation                       | A3             | BBB+           | A            |
|                             | Huntington                                      | Baa1           | BBB+           | A-           |
|                             | Fifth Third                                     | Baa1           | BBB+           | A-           |
|                             | KeyCorp   | Baa1           | BBB+           | A-           |
|                             | SunTrust  | Baa1           | BBB+           | A-           |
|                             | Regions Financial                               | Baa2           | BBB+           | BBB+         |
|                             | Zions Bancorporation                            | Baa2           | BBB+           | BBB          |
| First Horizon National Corp | Baa3  | BBB-           | BBB            |              |
| Large Banks                 | U.S. Bancorp                                    | A1             | A+             | AA-          |
|                             | JP Morgan                                       | A2             | A-             | AA-          |
|                             | Bank of America                                 | A2             | A-             | A+           |
|                             | Wells Fargo & Company                           | A2             | A-             | A+           |
|                             | PNC Financial Services Group                    | A3             | A-             | A+           |

As of 9/5/19 • Source: S&P Global Market Intelligence • Debt Ratings are not a recommendation to buy, sell, or hold securities



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# Reconciliation of Non-GAAP Financial Measures

| <i>(dollar amounts in millions, except per share data)</i> | 2Q19  | 1Q19  | 2Q18  | <i>(dollar amounts in millions, except per share data)</i> | 2Q19   | 1Q19   | 2Q18   |
|--|-------|-------|-------|--|--------|--------|--------|
| <b>Noninterest Income:</b>                                 |       |       |       | <b>Net Income:</b>   |        |        |        |
| Noninterest income   | \$250 | \$238 | \$248 | Net income   | \$298  | \$339  | \$326  |
| Securities repositioning                                   | —     | 8     | —     | Securities repositioning, net of tax                       | —      | 6      | —      |
| Adjusted noninterest income                                | \$250 | \$246 | \$248 | Restructuring charges, net of tax                          | —      | —      | 9      |
| <b>Noninterest Expenses:</b>                               |       |       |       | Discrete tax items   | —      | (11)   | (3)    |
| Noninterest expenses                                       | \$424 | \$433 | \$448 | Adjusted net income  | \$298  | \$334  | \$332  |
| Restructuring charges                                      | —     | —     | (11)  | <b>Diluted Earnings per Common Share:</b>                  |        |        |        |
| Adjusted noninterest expenses                              | \$424 | \$433 | \$437 | Diluted earnings per common share                          | \$1.94 | \$2.11 | \$1.87 |
| <b>Pre-tax Income:</b>                                     |       |       |       | Securities repositioning, net of tax                       | —      | 0.04   | —      |
| Pre-tax income   | \$385 | \$424 | \$419 | Restructuring charges, net of tax                          | —      | —      | 0.05   |
| Securities repositioning                                   | —     | 8     | —     | Discrete tax items   | —      | (0.07) | (0.02) |
| Restructuring charges                                      | —     | —     | 11    | Adjusted diluted earnings per common share                 | \$1.94 | \$2.08 | \$1.90 |
| Adjusted pre-tax income                                    | \$385 | \$432 | \$430 |  |        |        |        |
| <b>Provision for Income Taxes:</b>                         |       |       |       |  |        |        |        |
| Provision for income taxes                                 | \$87  | \$85  | \$93  |  |        |        |        |
| Tax on securities repositioning                            | —     | 2     | —     |  |        |        |        |
| Tax on restructuring charges                               | —     | —     | 2     |  |        |        |        |
| Discrete tax items   | —     | 11    | 3     |  |        |        |        |
| Adjusted provision for income taxes                        | \$87  | \$98  | \$98  |  |        |        |        |

- Securities repositioning refers to 1Q19 losses incurred on the sale of approximately \$1 billion of treasury securities that were replaced by higher-yielding treasuries with a similar duration of 4 years.
- Discrete tax items include the tax benefit from employee stock transactions.

Comerica believes non-GAAP measures are meaningful because they reflect adjustments commonly made by management, investors, regulators and analysts to evaluate our performance trends. Comerica believes the adjusted data shown above and in this presentation provides a greater understanding of ongoing operations and enhances the comparability of results with prior periods.



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