## Comerica Incorporated

First Quarter 2016 Financial Review

April 19, 2016

ComericA Bank

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## Financial Summary

|  | 1Q16 | 4Q15 | 1Q15 |
| :---: | :---: | :---: | :---: |
| Diluted income per common share | \$0.34 | \$0.64 | \$0.73 |
| Net interest income | \$447 | \$433 | \$413 |
| Net interest margin | 2.81\% | 2.58\% | 2.64\% |
| Provision for credit losses | 148 | 60 | 14 |
| Net credit-related charge-offs to average loans | 0.49\% | 0.42\% | 0.07\% |
| Noninterest income | 246 | 268 | 252 |
| Noninterest expenses | 460 | 484 | 456 |
| Net income | 60 | 116 | 134 |
| Total average loans | \$48,392 | \$48,548 | \$48,151 |
| Total average deposits | 56,708 | 59,736 | 56,990 |
| Basel III common equity Tier 1 capital ratio | 10.56\% ${ }^{1}$ | 10.54\% | 10.40\% |
| Average diluted shares (millions) | 176 | 179 | 182 |
| s, except per share data • $\mathrm{n} / \mathrm{a}$ - not applicable ${ }^{1}$ Estimated |  |  | menca |

## First Quarter 2016 Results

|  | Change From |  |  |  |
| :--- | ---: | ---: | ---: | :---: |
|  | 1Q16 |  |  |  |
| 4Q15 | 1Q15 |  |  |  |
| Total average loans | $\$ 48,392$ | $(156)$ | 241 |  |
| Total average deposits | 56,708 | $(3,028)$ | $(282)$ |  |
| Net interest income | 447 | 14 | 34 |  |
| Provision for credit losses | 148 | 88 | 134 |  |
| Net credit-related charge-offs | 58 | 7 | 50 |  |
| Noninterest income | 246 | $(22)$ | $(6)$ |  |
| Noninterest expenses | 460 | $(24)$ | 4 |  |
| Net income | 60 | $(56)$ | $(74)$ |  |
| Earnings per share (EPS) ${ }^{\mathbf{1}}$ | 0.34 | $(0.30)$ | $(0.39)$ |  |
| Tangible Book Value |  |  |  |  |
| Per Share ${ }^{2}$ | 39.96 | 0.63 | 1.49 |  |
| Equity repurchases $^{3}$ | 1.2 MM shares |  |  |  |
|  | or $\$ 42 \mathrm{MM}$ |  |  |  |

## Key QoQ Performance Drivers <br> - Loans relatively stable <br> - Deposits declined with purposeful pricing \& LCR strategy <br> - Net interest income up $3 \%$ with rise in rates <br> - Provision reflected reserve build for energy \& net charge-offs ${ }^{4}$ of 49 bps <br> - Noninterest income lower due to decline in commercial loan fees following strong 4Q15 <br> - Expenses decreased 5\% with lower salaries/benefits \& reductions in several other categories <br> - TBV increased $2 \%$, to $\$ 39.96^{2}$

## Loans Relatively Stable

Yields increase; maintaining pricing and structure discipline


## Average loans decreased \$156MM

- General Middle Market
- Energy
- Mortgage Banker Finance
+ Commercial Real Estate
+ National Dealer Services
Period-end loans increased \$293MM
+ Commercial Real Estate
- Corporate Banking

Loan yields +14 bps

- Average 30-day LIBOR rose $\sim 23$ bps

Commitments down $\sim 3 \%$ to $\$ 54.4 \mathrm{~B}$

- Line utilization ${ }^{1}$ increased to 51\%

Loan pipeline increased

## Deposit Decline Reflects Purposeful Pricing \& LCR Strategy Deposits costs stable



## Average deposits decreased

- Corporate Banking
- Financial Services Division
- Municipalities
- About 2/3 of total deposits are commercial
- Loan to Deposit Ratio ${ }^{2}$ of $\mathbf{8 7 \%}$


# Deposits: Large Proportion NIB 

(\$ in billions, Period-end)


## Increased Securities Portfolio in 4Q15 <br> Yield declined with mix shift of portfolio



## Net Interest Income Increased 3\% NIM expands 23 bps



## Continued to Build Reserve for Energy Loans

## Energy business line reserve allocation ${ }^{1}$ now nearly 8\%




| Energy Credit Metrics |  |  |  | 1Q16 |
| :---: | :---: | :---: | :---: | :---: |
| \$ in millions | Loans | Criticized | NAL | NCO ${ }^{3}$ |
| E\&P | \$2,162 | \$1,446 | \$362 | \$7 |
| Midstream | 509 | 109 | -0- | -0- |
| Services | 426 | 278 | 61 | 35 |
| Total Energy | \$3,097 | \$1,833 | \$423 | \$42 |
| Energy-related ${ }^{4}$ | 534 | 185 | 33 | 3 |

## Portfolio Credit Metrics

| $\$$ in millions | Ex-Energy | Total |
| :--- | :---: | :---: |
| Total loans | $\$ 46,280$ | $\$ 49,377$ |
| $\%$ of total | $94 \%$ | $100 \%$ |
| Criticized $^{2}$ | 2,095 | 3,928 |
| Ratio | $4.5 \%$ | $8.0 \%$ |
| Q/Q change | 145 | 735 |
| Nonaccrual | 258 | 681 |
| Ratio | $0.6 \%$ | $1.4 \%$ |
| Q/Q change | 23 | 314 |
| Net charge-offs $^{3}$ | 16 | 58 |
| Ratio | $0.15 \%$ | $0.49 \%$ |

$3 / 31 / 16 \bullet{ }^{1}$ Bank's entire allowance is available to cover any \& all losses. Allocation of allowance for energy loans reflects our robust allowance methodology which contains quantitative and qualitative components. ${ }^{2}$ Criticized loans are consistent with

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 regulatory defined Special Mention, Substandard, Doubtful \& Loss loan classifications. • ${ }^{3} \mathrm{Net}$ credit-related charge-offs- ${ }^{4}$ Energy-related loans in other businesses that have a sizable portion of their revenue related to energy or could be otherwise disproportionately negatively impacted by prolonged low oil and gas prices.


## Rigorous Review of Every Energy Customer <br> Downgrading loans based on total leverage, cash flow \& liquidity



## Energy Services Loans

- \$426MM loans, 11\% decline from 4Q15
- ~50 customers
- Customer revenues: 70\% production
- Average balance sheet leverage ${ }^{2}$ :
- $\sim 60 \%<2: 1 x$
- $\sim 34 \%>4: 1 x$
- Very few have debt behind our senior debt


## E\&P Loans

- \$2.2B loans at 3/31/16
- ~130 customers
- Wells/fields broadly diversified among major producing basins
- Only $\$ 18 \mathrm{MM}$ in $2^{\text {nd }}$ lien loans
- 2 loans in bankruptcy (plus 1 in Services)
- Hedged $50 \%$ or more of production ${ }^{1}$ :
- At least one year $=60 \%$ of customers
- At least two years $=29 \%$ of customers
- Spring redeterminations 26\% complete
- Borrowing bases declined $\sim 22 \%$ on average
- Senior debt to cash flow leverage ${ }^{2}$ :
- $\sim 34 \%=0$ to $2.0 x$
- $\sim 22 \%=2.1$ to $3.0 x$
- Collateral deficiencies:
- 9 relationships ${ }^{3}$ totaling $\sim \$ 40 \mathrm{MM}$
- Typical deficiency amortizes over 6 months


## Noninterest Income Lower

Following strong commercial loan fees in 4Q15


## Noninterest Expenses Declined 5\% <br> Continued focus on expense control



## Active Capital Management <br> Continued to reduce share count through repurchase

Equity repurchases ${ }^{1}$ :

- Pace of buyback linked to financial performance \& balance sheet movement
- 1Q16: 1.2MM shares for \$42MM
- 4Q15: 1.5MM shares for \$65MM
- 3Q15: 1.2MM shares for \$59MM
- 2Q15: 1.0MM shares \& 500,000 warrants for \$59MM

Tangible Book Value Per Share ${ }^{2}$


Common Shares Outstanding (in millions)

${ }^{1}$ Shares \& warrants repurchased under equity repurchase program. $\bullet{ }^{2}$ See Supplemental Financial Data slides for a

Dividends Per Share Growth


## Interest Rate Sensitivity Update

## $\sim \$ 90 \mathrm{MM}$ expected benefit to FY16 from 12/15 rate rise, if deposit prices remain at current levels

| Additional Annual Net Interest Income ${ }^{1}$ Estimated Increase From Movement in Fed Rates |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Deposit Beta |  |  |  |  |
| (\$ in millions) | 0\% | 25\% | 50\% | 75\% |
| +25 bps | $\sim$ \$85 | $\sim$ \$70 | $\sim$ \$55 | $\sim \$ 40$ |
| +50 bps | ~165 | ~135 | ~105 | ~75 |
| +100 bps | ~325 | $\sim 270$ | $\sim 215$ | ~155 |

## Why is Comerica Asset Sensitive?

- Predominately floating rate loans
- < 2\% have floors ${ }^{2}$
- Fixed rate securities < 20\% of earning assets
- Relatively large non-maturity deposit base
- Abnormally low interest rate environment

> Loan Portfolio
> (\$ in billions, Period-end)


## Management 2016 Outlook <br> Assuming continuation of current economic \& low rate environment

## Excludes any impact from further revenue \& expense initiatives

## FY16 compared to FY15

| Average loans | Modest growth, in line with GDP growth <br> - Continued decline in Energy more than offset by increases in most remaining businesses <br> - Continued focus on pricing and structure discipline |
| :---: | :---: |
| Net interest income | Higher <br> - Benefit from December 2015 rise in short-term rates <br> - Loan growth and larger securities portfolio more than offset higher funding costs |
| Provision | Higher, reflecting 1Q16 reserve build for Energy <br> - Continued solid credit quality in the remainder of portfolio <br> - Net charge-offs $45-55 \mathrm{bps}$ <br> - Additional reserve changes dependent on developments in the oil \& gas sector |
| Noninterest income | Modest growth <br> - Growth in card fees from merchant processing \& government card <br> - Continued focus on cross-sell opportunities, including fiduciary \& brokerage services |
| Noninterest expenses | Higher, with continued expense discipline \& focus on driving efficiencies <br> - Increases in technology projects \& regulatory expenses <br> - Increase in outside processing in line with growing revenue <br> - Increase in FDIC surcharge in part related to regulatory surcharge <br> - Typical inflationary pressures (merit raises, staff insurance, occupancy, etc.) <br> - FY15 benefitted from $\$ 33 \mathrm{MM}$ legal reserve release which is offset by lower pension expense |

## Appendix

## Loans by Business and Market

| By Line of Business | 1Q16 | 4Q15 | 1Q15 | By Market | 1Q16 | 4Q15 | 1Q15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Middle Market |  |  |  | Michigan | \$12.8 | \$13.0 | \$13.3 |
| General | \$12.8 | \$13.0 | \$13.5 | California |  |  |  |
| Energy | 3.1 | 3.2 | 3.7 | California | 17.3 | 17.0 | 16.2 |
| National Dealer Services | 6.2 | 6.2 | 5.9 | Texas | 10.8 | 10.9 | 11.5 |
| Entertainment | 0.7 | 0.7 | 0.6 | Other Markets ${ }^{1}$ | 7.5 | 7.6 | 7.2 |
| Tech. \& Life Sciences | 3.3 | 3.3 | 2.9 |  |  |  |  |
| Environmental Services | 0.9 | 0.9 | 1.0 | TOTAL | \$48.4 | \$48.5 | \$48.2 |
| Total Middle Market | \$27.0 | \$27.3 | \$27.6 |  |  |  |  |
| Corporate Banking |  |  |  |  |  |  |  |
| US Banking <br> International | 2.4 | 2.4 1.7 | 2.7 1.9 |  |  |  |  |
| Mortgage Banker Finance | 1.7 | 1.7 | 1.4 | - Middle Market: Serving companies with revenues generally between \$20-\$500MM <br> - Corporate Banking: Serving companies (and their U.S. based subsidiaries) with revenues generally over \$500MM <br> - Small Business: Serving companies with revenues generally under \$20MM |  |  |  |
| Commercial Real Estate | 4.8 | 4.6 | 4.2 |  |  |  |  |
| BUSINESS BANK | \$37.6 | \$37.7 | \$37.7 |  |  |  |  |
| Small Business | 3.9 | 3.9 | 3.7 |  |  |  |  |
| Retail Banking | 1.9 | 1.9 | 1.9 |  |  |  |  |
| RETAIL BANK | \$5.8 | \$5.8 | \$5.6 |  |  |  |  |
| Private Banking | 5.0 | 5.0 | 4.8 |  |  |  |  |
| WEALTH MANAGEMENT | 5.0 | 5.0 | \$4.8 |  |  |  |  |
| TOTAL | \$48.4 | \$48.5 | \$48.2 |  |  |  |  |
|  |  |  |  |  |  |  |  |
| ge $\$$ in billions - ${ }^{1}$ Other Markets ificant presence outside of the th | des Florid primary geo | Arizona, raphic ma | Interna ets. | ce Division and bu | ComericA Bank |  |  |

## Deposits by Business and Market

| By Line of Business | 1Q16 | 4Q15 | 1Q15 |
| :--- | ---: | ---: | ---: |
| Middle Market |  |  |  |
| General | $\$ 14.9$ | $\$ 16.0$ | $\$ 15.6$ |
| Energy | 0.6 | 0.7 | 0.7 |
| National Dealer Services | 0.3 | 0.3 | 0.2 |
| Entertainment | 0.2 | 0.1 | 0.1 |
| Tech. \& Life Sciences | 6.2 | 6.3 | 6.1 |
| $\quad$ Environmental Services | 0.1 | 0.2 | 0.2 |
| Total Middle Market | $\$ 22.3$ | $\$ 23.6$ | $\$ 22.9$ |
| Corporate Banking |  |  |  |
| US Banking | $\$ 2.2$ | $\$ 3.3$ | 2.6 |
| $\quad$ International | 2.3 | 2.4 | 2.0 |
| Mortgage Banker Finance | 0.6 | 0.6 | 0.6 |
| Commercial Real Estate | 1.7 | 1.8 | 2.1 |
| BUSINESS BANK | $\$ 29.1$ | $\$ 31.7$ | $\$ 30.2$ |
| Small Business | 3.1 | 3.2 | 2.9 |
| Retail Banking | 20.0 | 20.0 | 19.5 |
| RETAIL BANK | $\$ 23.1$ | $\$ 23.2$ | $\$ 22.4$ |
| Private Banking | 4.2 | 4.4 | 4.0 |
| WEALTH MANAGEMENT | $\$ 4.2$ | $\$ 4.4$ | $\$ 4.0$ |
| Finance/ Other ${ }^{2}$ | 0.3 | 0.4 | 0.4 |
| TOTAL | $\$ 56.7$ | $\$ 59.7$ | $\$ 57.0$ |


| By Market | 1Q16 | 4Q15 | 1Q15 |
| :--- | ---: | ---: | ---: |
| Michigan | $\$ 21.7$ | $\$ 22.1$ | $\$ 21.7$ |
| California | 16.7 | 18.5 | 16.8 |
| Texas | 10.4 | 10.8 | 11.1 |
| Other Markets $^{1}$ | 7.6 | 7.9 | 7.0 |
| Finance/ Other |  |  |  |

- Middle Market: Serving companies with revenues generally between $\$ 20$-\$500MM
- Corporate Banking: Serving companies (and their U.S. based subsidiaries) with revenues generally over \$500MM
- Small Business: Serving companies with revenues generally under \$20MM

Average $\$$ in billions - ${ }^{1}$ Other Markets includes Florida, Arizona, the International Finance Division and businesses that have a significant presence outside of the three primary geographic markets. • ${ }^{2}$ Finance/ Other includes items not directly

ComencA Bank associated with the geographic markets or the three major business segments.

## Interest Rate Sensitivity

Remain well positioned for rising rates


## Energy Line of Business \& Energy-related Granular, contracting portfolios



## Mortgage Banker Finance <br> 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
- Market share more than doubled over past five years ${ }^{3}$
- Underlying mortgages are typically related to home purchases as opposed to refinances As of 1Q16:
- Comerica: ~70\% purchase
- Industry: 53\% purchase ${ }^{1}$




## 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



## Technology and Life Sciences <br> 20+ Years experience provides competitive advantage

- Strong relationships with top-tier investors
- Granular portfolio: ~825 customers (including ~185 customers in Equity Fund Services)
- Closely monitor cash balances
- Numerous verticals, many with concentration limits
- Ad tech
- Cyber security
- Software
- Life sciences


## Customer Segment Overview

(based on period-end loans)


[^0]


## Commercial Real Estate Line of Business <br> Long history of working with well established developers



## Shared National Credit (SNC) Relationships

- SNC loans increased \$387MM, over 4Q15, led by a $\$ 172 \mathrm{MM}$ increase in Tech. \& Life Sciences \& \$102MM increase in General Middle Market
- SNC relationships included in business line balances
- Approximately 780 borrowers
- Comerica is agent for approx. 20\%
- Strategy: Pursue full relationships with ancillary business
- Adhere to same credit underwriting standards as rest of loan book


Funding and Maturity Profile

## Multiple Funding Sources

- Wholesale debt markets
- Federal Home Loan Bank of Dallas
- \$501MM outstanding ${ }^{1}$
- \$6B borrowing capacity
- Brokered deposits
- \$-0-outstanding
- Fed funds/ Repo markets


[^1]
## Funding Profile At March 31, 2016 <br> (\$ in billions)



## Holding Company Debt Rating



## Supplemental Financial Data

Reconciliation of non-GAAP financial measures with financial measures defined by GAAP (\$ in millions)

|  | 03/31/16 12/31/15 |  | 03/31/15 | 12/31/14 | 12/31/13 | 12/31/12 | 12/31/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common shareholders' equity | \$7,644 | \$7,560 | \$7,500 | \$7,402 | \$7,150 | \$6,939 | \$6,865 |
| Less: Goodwill | 635 | 635 | 635 | 635 | 635 | 635 | 635 |
| Less: Other intangible assets | 13 | 14 | 15 | 15 | 17 | 22 | 32 |
| Tangible common equity | \$6,966 | \$6,911 | \$6,850 | \$6,752 | \$6,498 | \$6,282 | \$6,198 |
| Total assets | \$69,007 | \$71,877 | \$69,333 | \$69,186 | \$65,224 | \$65,066 | \$61,005 |
| Less: Goodwill | 635 | 635 | 635 | 635 | 635 | 635 | 635 |
| Less: Other intangible assets | 13 | 14 | 15 | 15 | 17 | 22 | 32 |
| Tangible assets | \$68,359 | \$71,228 | \$68,683 | \$68,536 | \$64,572 | \$64,409 | \$60,338 |
| Common equity ratio | 11.08\% | 10.52\% | 10.82 | 10.70\% | 10.97\% | 10.67\% | 11.26\% |
| Tangible common equity ratio | 10.23 | 9.70 | 9.97 | 9.85 | 10.07 | 9.76 | 10.27 |
| Common shareholders' equity | \$7,644 | \$7,560 | \$7,500 | \$7,402 | \$7,150 | \$6,939 | \$6,865 |
| Tangible common equity | 6,996 | 6,911 | 6,850 | 6,752 | 6,498 | 6,282 | 6,198 |
| Shares of common stock outstanding (in millions) | 175 | 176 | 178 | 179 | 182 | 188 | 197 |
| Common shareholders' equity per share of common stock | \$43.66 | \$43.03 | \$42.12 | \$41.35 | \$39.22 | \$36.86 | \$34.79 |
| Tangible common equity per share of common stock | 39.96 | 39.33 | 38.47 | 37.72 | 35.64 | 33.36 | 31.40 |

[^2]ComericA Bank


[^0]:    3/31/16 • ${ }^{1}$ TLS net charge-offs to avg. TLS loans

[^1]:    $3 / 31 / 16 \bullet{ }^{1}$ April 2016 maturity. • ${ }^{2}$ Face value at maturity.

[^2]:    The tangible common equity ratio removes preferred stock and the effect of intangible assets from capital and the effect of intangible assets from total assets. Tangible common equity per share of common stock removes the effect of intangible assets from common shareholders equity per share of common stock.• The Corporation believes these measurements are meaningful measures of capital adequacy used by investors, regulators, management and others to evaluate the adequacy of common equity and to compare against other companies in the industry.

