Comerica Incorporated

First Quarter 2016 Financial Review

April 19, 2016



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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

^{\$} in millions, except per share data ● n/a – not applicable ● ¹Estimated



First Quarter 2016 Results

	4046	Change	_
	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) ¹	0.34	(0.30)	(0.39)
Tangible Book Value			
Per Share ²	39.96	0.63	1.49
Equity repurchases ³	1.2MM shares		
	or \$42MM		

Key QoQ Performance Drivers

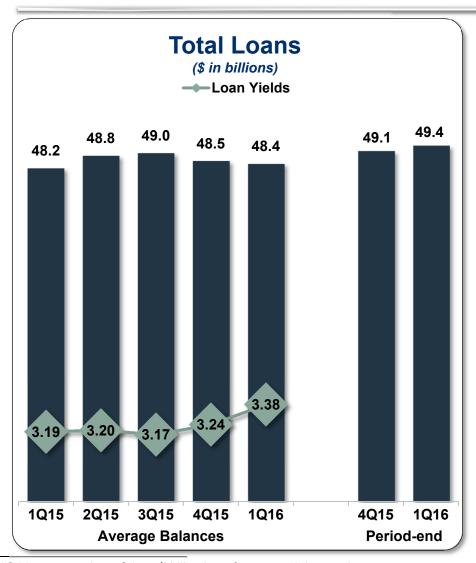
- Loans relatively stable
- Deposits declined with purposeful pricing & LCR strategy
- Net interest income up 3% with rise in rates
- Provision reflected reserve build for energy & net charge-offs⁴ of 49 bps
- Noninterest income lower due to decline in commercial loan fees following strong 4Q15
- Expenses decreased 5% with lower salaries/benefits & reductions in several other categories
- TBV increased 2%, to \$39.96²

^{\$} in millions, except per share data • 1Q16 compared to 4Q15 • ¹EPS based on diluted income per share. • ²See slide 28 for a reconciliation of non-GAAP financial measures. • ³1Q16 repurchases under the equity repurchase program. • ⁴Net credit-related charge-offs



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 ~23 bps

Commitments down ~3% to \$54.4B

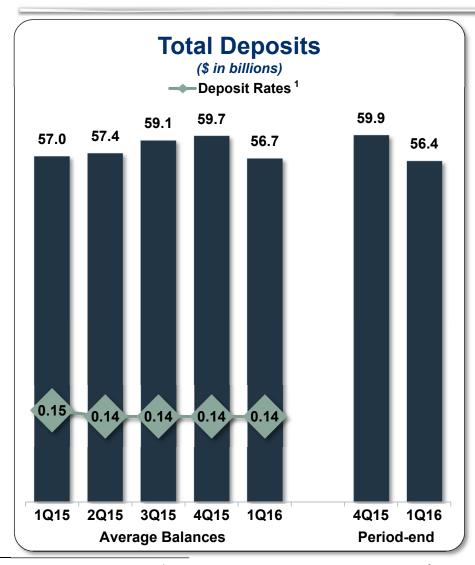
Line utilization¹ increased to 51%

Loan pipeline increased

¹Q16 compared to 4Q15 ● ¹Utilization of commercial commitments as a percentage of total commercial commitments at period-end.

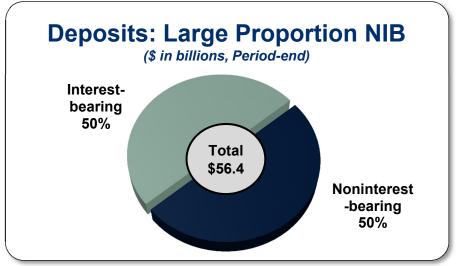


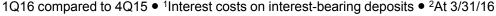
Deposit Decline Reflects Purposeful Pricing & LCR Strategy Deposits costs stable



Average deposits decreased

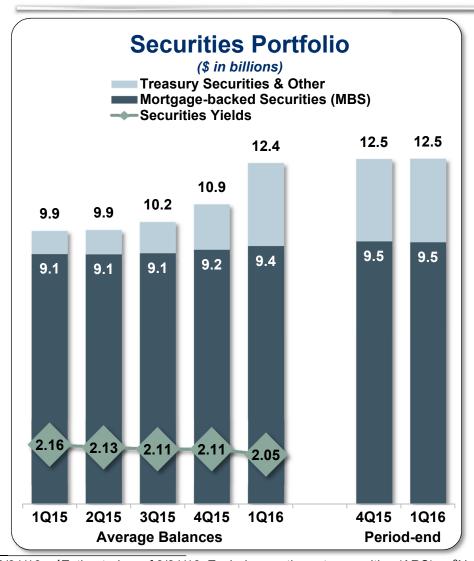
- Corporate Banking
- Financial Services Division
- Municipalities
- About 2/3 of total deposits are commercial
- Loan to Deposit Ratio² of 87%







Increased Securities Portfolio in 4Q15 Yield declined with mix shift of portfolio



Securities portfolio increased

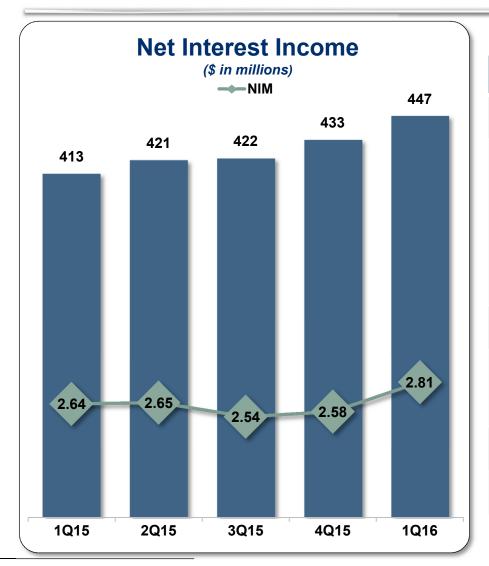
During 4Q15, invested \$1.9B of excess reserves into higher yielding, high quality securities while maintaining asset sensitive position

- Duration of 3.3 years¹
 - Extends to 4.1 years under a 200 bps instantaneous rate increase¹
- Net unrealized pre-tax gain of \$177MM²
- Net unamortized premium of \$34MM³
- GNMA ~40% of MBS portfolio

3/31/16 ● ¹Estimated as of 3/31/16. Excludes auction rate securities (ARS). ● ²Net unrealized pre-tax gain on the available-for-sale (AFS) portfolio. ● ³Net unamortized premium on the MBS portfolio.



Net Interest Income Increased 3% NIM expands 23 bps

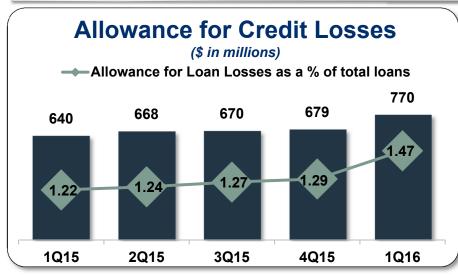


Net Interest Income and Rate NIM				
\$433MM	4Q15	2.58%		
+20MM + 1MM - 3MM - 2MM - 4MM - 1MM	Loan impacts: + higher short-term rates + portfolio dynamics - nonaccrual interest - fees in the margin - one fewer day - lower volume	+0.13 - 0.02 - 0.01		
+ 6MM	Higher securities balance			
- 5MM + 3MM	Fed balances: - lower balances + higher rate	+0.13		
- 1MM	Higher wholesale funding cost			
\$447MM	1Q16	2.81%		

1Q16 compared to 4Q15



Continued to Build Reserve for Energy Loans Energy business line reserve allocation¹ 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

Criticized Loans ² (\$ in millions) NALs Criticized as a % of Total Loans 3,928				
2,067	2,361	2,898	3,193	8.0
266	349	357	367	681
1Q15	2Q15	3Q15	4Q15	1Q16

Portfolio Credit Metrics

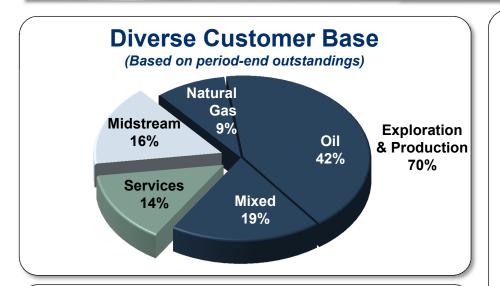
\$ in millions	Ex-Energy	Total
Total loans	\$46,280	\$49,377
% of total	94%	100%
Criticized ²	2,095	3,928
Ratio	4.5%	8.0%
Q/Q change	145	735
Nonaccrual	258	681
Ratio	0.6%	1.4%
Q/Q change	23	314
Net charge-offs ³ Ratio	16 0.15%	58 0.49%

3/31/16 ●¹Bank'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. ● ²Criticized loans are consistent with regulatory defined Special Mention, Substandard, Doubtful & Loss loan classifications. ● ³Net credit-related charge-offs



^{• &}lt;sup>4</sup>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 Downgrading loans based on total leverage, cash flow & liquidity



Energy Services Loans

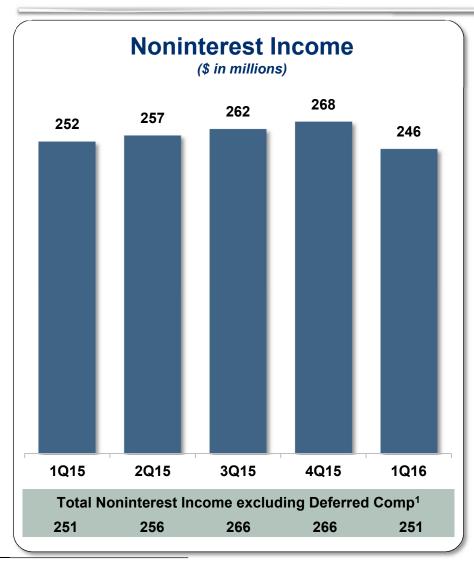
- \$426MM loans, 11% decline from 4Q15
- ~50 customers
- Customer revenues: 70% production
- Average balance sheet leverage²:
 - ~60% < 2:1x
 - ~34% > 4:1x
- Very few have debt behind our senior debt

E&P Loans

- \$2.2B loans at 3/31/16
- ~130 customers
- Wells/fields broadly diversified among major producing basins
- Only \$18MM in 2nd lien loans
- 2 loans in bankruptcy (plus 1 in Services)
- Hedged 50% or more of production¹:
 - At least one year = 60% of customers
 - At least two years = 29% of customers
- Spring redeterminations 26% complete
 - Borrowing bases declined ~22% on average
- Senior debt to cash flow leverage²:
 - \sim 34% = 0 to 2.0x
 - \sim 22% = 2.1 to 3.0x
- Collateral deficiencies:
 - 9 relationships³ totaling ~\$40MM
 - Typical deficiency amortizes over 6 months



Noninterest Income Lower Following strong commercial loan fees in 4Q15



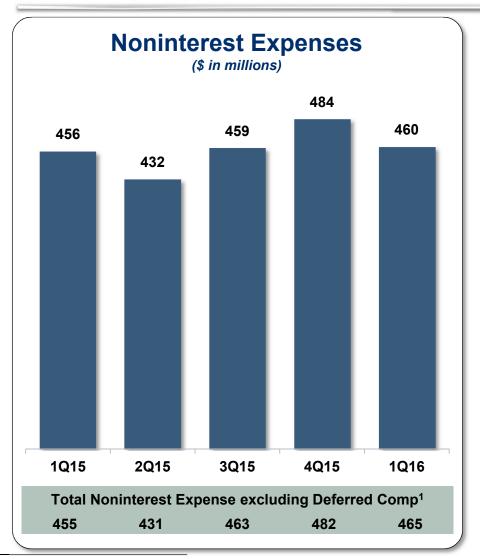
Noninterest income

- \$10MM Commercial Lending fees (Syndication & Credit Line fees)
- \$ 7MM Deferred comp (returns on plan assets offset in noninterest expense)
- \$ 2MM Securities losses
- \$ 2MM Bank owned life insurance (BOLI)

1Q16 compared to 4Q15 ●¹Excludes impact of deferred compensation of \$(5)MM, \$2MM, \$(4)MM, in 1Q16, 4Q15 & 3Q15, respectively & \$1MM in both 2Q15 & 1Q15, which is offset in noninterest expense. The Corporation believes this information will assist investors, regulators, management and others in comparing quarter over quarter results.



Noninterest Expenses Declined 5% Continued focus on expense control



Noninterest expenses

- \$14MM Salaries & Benefits expense
 - \$8MM Pension expense
 - \$7MM Deferred comp (offset in noninterest income)
 - Technology-related contract labor
 - One fewer day
 - + Annual stock compensation
- \$3MM Occupancy
- \$3MM Advertising
- \$3MM Consultant Fees (other expense)

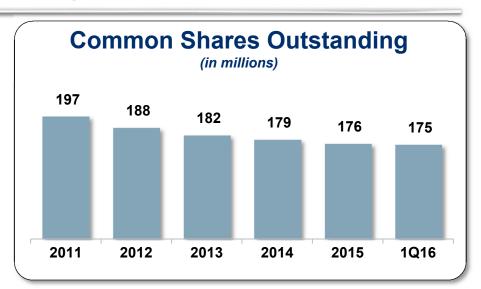
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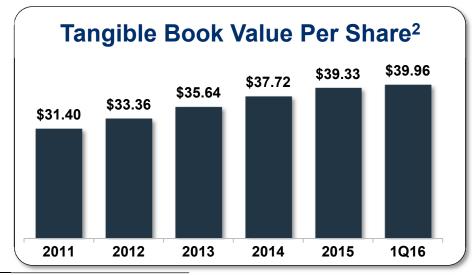


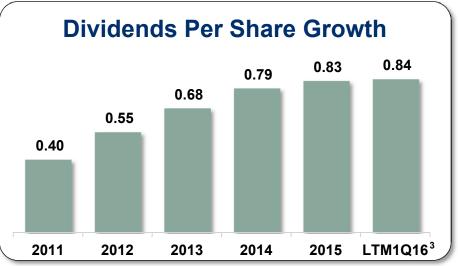
Active Capital Management Continued to reduce share count through repurchase

Equity repurchases¹:

- 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







¹Shares & warrants repurchased under equity repurchase program. ● ²See Supplemental Financial Data slides for a reconciliation of non-GAAP financial measures. ● ³LTM = last twelve months



Interest Rate Sensitivity Update

~\$90MM expected benefit to FY16 from 12/15 rate rise, if deposit prices remain at current levels

Additional Annual Net Interest Income¹ Estimated Increase From Movement in Fed Rates

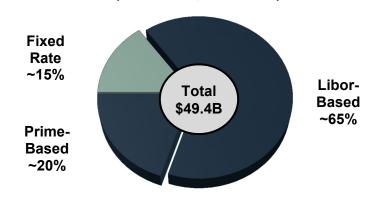
	Deposit Beta				
(\$ in millions)	0%	25%	50%	75%	
+25 bps	~\$85	~\$70	~\$55	~\$40	
+50 bps	~165	~135	~105	~75	
+100 bps	~325	~270	~215	~155	

Why is Comerica Asset Sensitive?

- Predominately floating rate loans
 - < 2% have floors²
- Fixed rate securities < 20% of earning assets
- Relatively large non-maturity deposit base
- Abnormally low interest rate environment

Loan Portfolio

(\$ in billions, Period-end)



3/31/16 ● ¹Estimated outlook as of 4/19/16 based on simulation modeling. This analysis incorporates a dynamic balance sheet assuming historical relationships for all other variables. ● ²As of 2/29/16



Management 2016 Outlook Assuming continuation of current economic & low rate environment

Excludes any impact from further revenue & expense initiatives

FY16 compared to	FY16 compared to FY15				
Average loans	 Modest growth, in line with GDP growth Continued decline in Energy more than offset by increases in most remaining businesses Continued focus on pricing and structure discipline 				
Net interest income	 Higher Benefit from December 2015 rise in short-term rates Loan growth and larger securities portfolio more than offset higher funding costs 				
Provision	 Higher, reflecting 1Q16 reserve build for Energy Continued solid credit quality in the remainder of portfolio Net charge-offs 45-55 bps Additional reserve changes dependent on developments in the oil & gas sector 				
Noninterest income	 Modest growth Growth in card fees from merchant processing & government card Continued focus on cross-sell opportunities, including fiduciary & brokerage services 				
Noninterest expenses	 Higher, with continued expense discipline & focus on driving efficiencies Increases in technology projects & regulatory expenses Increase in outside processing in line with growing revenue Increase in FDIC surcharge in part related to regulatory surcharge Typical inflationary pressures (merit raises, staff insurance, occupancy, etc.) FY15 benefitted from \$33MM legal reserve release which is offset by lower pension expense 				

Outlook as of 4/19/16



Appendix



Loans by Business and Market

By Line of Business	1Q16	4Q15	1Q15
Middle Market			
General	\$12.8	\$13.0	\$13.5
Energy	3.1	3.2	3.7
National Dealer Services Entertainment	6.2 0.7	6.2 0.7	5.9 0.6
Tech. & Life Sciences	3.3	3.3	2.9
Environmental Services	0.9	0.9	1.0
Total Middle Market	\$27.0	\$27.3	\$27.6
Corporate Banking			
US Banking	2.4	2.4	2.7
International	1.7	1.7	1.9
Mortgage Banker Finance	1.7	1.7	1.4
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

By Market	1Q16	4Q15	1Q15
Michigan	\$12.8	\$13.0	\$13.3
California	17.3	17.0	16.2
Texas	10.8	10.9	11.5
Other Markets ¹	7.5	7.6	7.2
TOTAL	\$48.4	\$48.5	\$48.2

- 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 • ¹Other Markets includes Florida, Arizona, the International Finance Division and businesses that have a significant presence outside of the three primary geographic markets.



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 Tech. & Life Sciences	0.2 6.2	0.1 6.3	0.1 6.1
Environmental Services	0.2	0.3	0.1
Total Middle Market	\$22.3	\$23.6	\$22.9
Corporate Banking			
US Banking	\$2.2	\$3.3	2.6
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 ²	0.3	0.4	0.4
TOTAL	\$56.7	\$59.7	\$57.0

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

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Interest Rate Sensitivity Remain well positioned for rising rates

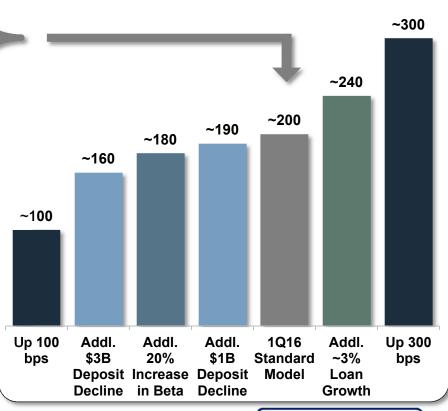
Standard Model Assumptions

Interest Rates	200 bps gradual, non-parallel rise
Loan Balances	Modest increase
Deposit Balances	Moderate decrease
Deposit Pricing (Beta)	Historical price movements with short-term rates
Securities Portfolio	Increased for LCR compliance
Loan Spreads	Held at current levels
MBS Prepayments	Third-party projections and historical experience
Hedging (Swaps)	No additions modeled

Estimated Net Interest Income: Annual (12 month) Sensitivities

Based on Various Assumptions
Scenarios are Relative to 1016 Standard

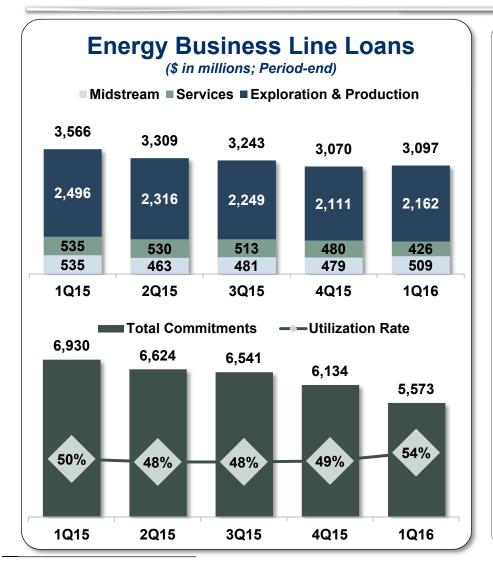
Additional Scenarios are Relative to 1Q16 Standard Model (\$ in millions)

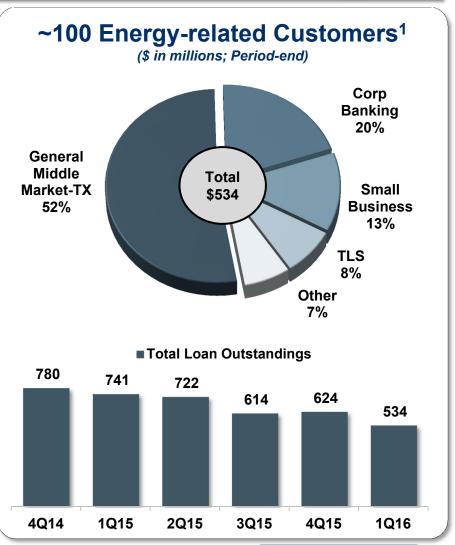


3/31/16 ● For methodology see the Company's Form 10-K, as filed with the SEC. Estimates are based on simulation modeling analysis.



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



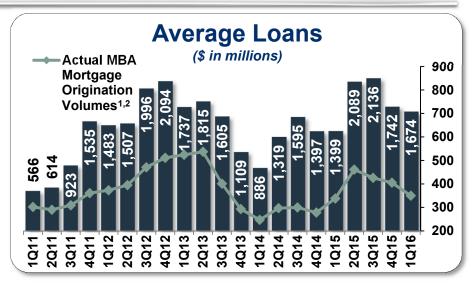


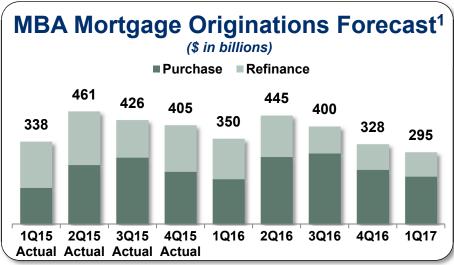
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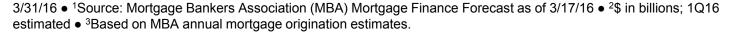


Mortgage Banker Finance 50 Years experience with reputation for consistent, reliable approach

- 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
- Market share more than doubled over past five years³
- Underlying mortgages are typically related to home purchases as opposed to refinances
 As of 1Q16:
 - Comerica: ~70% purchase
 - Industry: 53% purchase¹

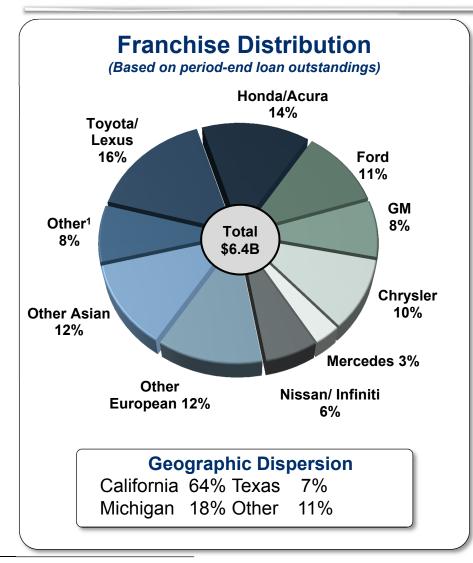




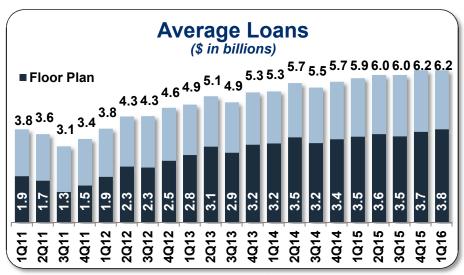




National Dealer Services 65+ years of floor plan lending



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

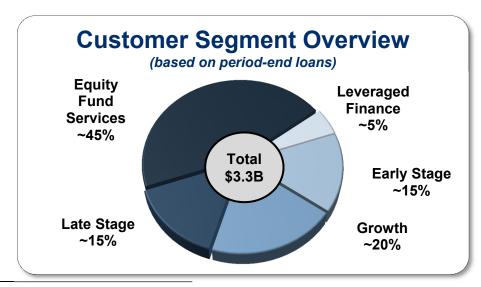


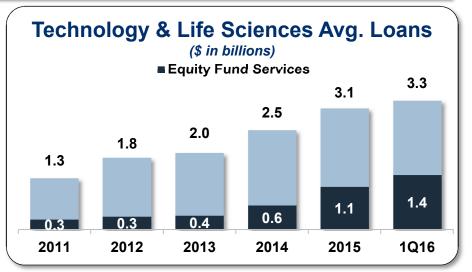
3/31/16 ● ¹Other includes obligations where a primary franchise is indeterminable (rental car and leasing companies, heavy truck, recreational vehicles, and non-floor plan loans)

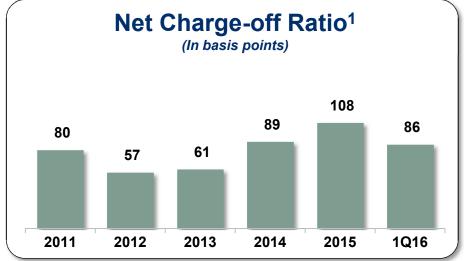


Technology and Life Sciences 20+ Years experience provides competitive advantage

- 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

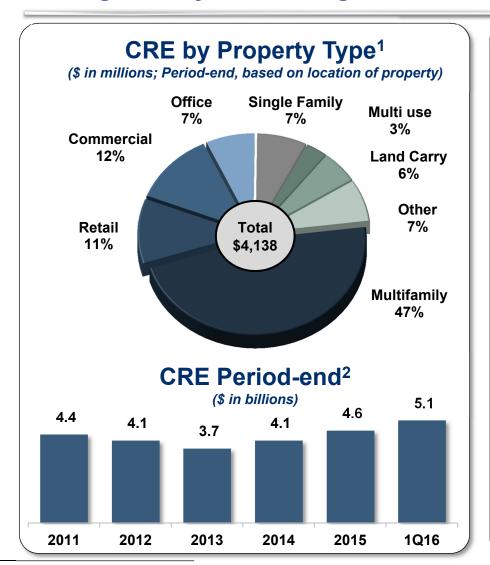


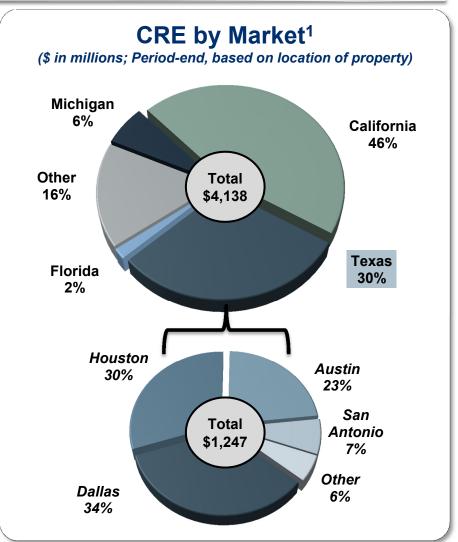






Commercial Real Estate Line of Business Long history of working with well established developers



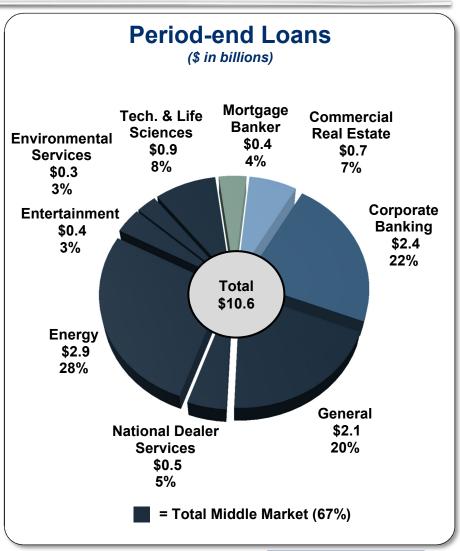


3/31/16 ● ¹Excludes CRE line of business loans not secured by real estate. ● ²Includes CRE line of business loans not secured by real estate.



Shared National Credit (SNC) Relationships

- SNC loans increased \$387MM, over 4Q15, led by a \$172MM 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



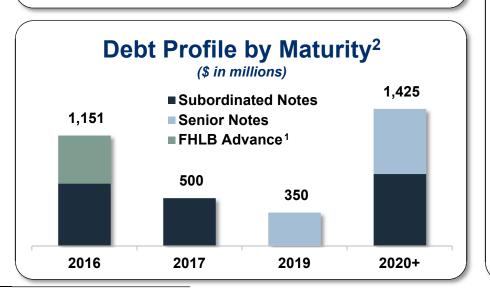
At 3/31/16 ● SNCs are not a line of business. The balances shown above are included in the line of business balances. ● SNCs are facilities greater than \$20 million shared by three or more federally supervised financial institutions which are reviewed by regulatory authorities at the agent bank level.

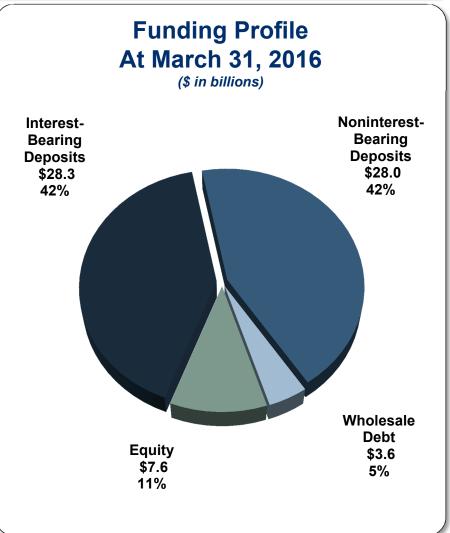


Funding and Maturity Profile

Multiple Funding Sources

- Wholesale debt markets
- Federal Home Loan Bank of Dallas
 - \$501MM outstanding¹
 - \$6B borrowing capacity
- Brokered deposits
 - \$-0-outstanding
- Fed funds/ Repo markets





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



Holding Company Debt Rating

	Senior Unsecured/Long-Term Issuer Rating	Moody's	<u>S&P</u>	<u>Fitch</u>
	Cullen Frost	A2	A-	
Peer Banks	BB&T	A2	A-	A+
	BOK Financial	A2	BBB+	Α
	M&T Bank	A3	A-	Α
	Comerica	А3	BBB+	Α
	Zions Bancorporation	Ba1	BBB-	BBB-
	Huntington	Baa1	BBB	A-
Pe	KeyCorp	Baa1	BBB+	A-
	Fifth Third	Baa1	BBB+	Α
	SunTrust	Baa1	BBB+	A-
	First Horizon National Corp	Baa3	BB+	BBB-
	Regions Financial	Baa3	BBB	BBB
ks	U.S. Bancorp	A1	A+	AA
Large Banks	Wells Fargo & Company	A2	Α	AA-
	JP Morgan	A3	A-	A+
	PNC Financial Services Group	A3	A-	A+
٦	Bank of America	Baa1	BBB+	Α

As of 4/14/16 ● Source: SNL Financial ● Debt Ratings are not a recommendation to buy, sell, or hold securities.

Supplemental Financial Data

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

	03/31/16	<u>12/31/15</u>	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

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.

