# COMERICA REPORTS FOURTH QUARTER 2016 NET INCOME OF \$164 MILLION 

# Net Income of 92 Cents Per Share Increased 10 Percent Compared to Third Quarter 2016 Includes After-Tax Impact of Restructuring Charges of \$13 Million, or 7 Cents Per Share 

Full-Year 2016 Net Income of $\$ 477$ Million, or $\$ 2.68$ Per Share 2016 Includes After-Tax Impact of Restructuring Charges of \$59 Million, or 34 Cents Per Share

## 2016 Net Interest Income Increased \$108 million, or 6 Percent, Compared to 2015 Reflects the Benefits of Rising Rates

## Growth in Efficiency and Revenue Initiative Implementation Continues Over \$25 Million of Expense Savings Thus Far

DALLAS/January 17, 2017-- Comerica Incorporated (NYSE: CMA) today reported full-year 2016 net income of $\$ 477$ million, or $\$ 2.68$ per diluted share (included restructuring impact of 34 cents per share), compared to $\$ 521$ million, or $\$ 2.84$ per diluted share for full-year 2015. Fourth quarter 2016 net income was $\$ 164$ million, compared to $\$ 149$ million for the third quarter 2016 and $\$ 116$ million for the fourth quarter 2015.
The Growth in Efficiency and Revenue ("GEAR Up") initiative continues to execute on the more than 20 work streams previously identified. 2016 progress includes a reduction in workforce, the consolidation of 19 banking centers and a significant reduction in retirement plan expense.

| (dollar amounts in millions, except per share data) | 4th Qtr '16 |  | 3rd Qtr '16 |  |  | 4th Qtr '15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 455 | \$ | 450 |  | \$ | 433 |
| Provision for credit losses |  | 35 |  | 16 |  |  | 60 |
| Noninterest income |  | 267 |  | 272 |  |  | 266 |
| Noninterest expenses |  | 461 (a) |  | 493 | (a) |  | 482 |
| Pre-tax income |  | 226 |  | 213 |  |  | 157 |
| Provision for income taxes |  | 62 |  | 64 |  |  | 41 |
| Net income | \$ | 164 | \$ | 149 |  | \$ | 116 |
| Net income attributable to common shares | \$ | 163 | \$ | 148 |  | \$ | 115 |
| Diluted income per common share |  | 0.92 |  | 0.84 |  |  | 0.64 |
| Average diluted shares (in millions) |  | 177 (b) |  | 176 |  |  | 179 |
| Common equity Tier 1 capital ratio (c) |  | 11.07\% |  | 10.69\% |  |  | 10.54\% |
| Common equity ratio |  | 10.68 |  | 10.42 |  |  | 10.52 |
| Tangible common equity ratio (d) |  | 9.89 |  | 9.64 |  |  | 9.70 |
| Efficiency ratio (e) |  | 63.58 |  | 68.15 |  |  | 68.92 |

(a) Included restructuring charges of $\$ 20$ million ( 7 cents per share, after tax) in both the fourth and third quarters of 2016.
(b) Included an increase of 1 million shares as a result of the impact of increased share price on common stock equivalents.
(c) December 31, 2016 ratio is estimated.
(d) See Reconciliation of Non-GAAP Financial Measures.
(e) Noninterest expenses as a percentage of the sum of net interest income (FTE) and noninterest income excluding net securities gains (losses).
"2016 was a pivotal year with the development and implementation of our enterprise-wide GEAR Up initiative," said Ralph W. Babb, Jr., chairman and chief executive officer. "We have made significant progress in executing the expense savings and are fully committed to delivering on the efficiency and revenue opportunities to further enhance our profitability and shareholder value. We also benefited meaningfully from increased interest rates, and our overall credit metrics remained strong.
"Our fourth quarter earnings per share increased 10 percent over the third quarter," said Babb. "The benefits of GEAR Up were clearly demonstrated with a reduction in expenses and significant improvement in our efficiency ratio. In addition, the rise in rates late in the quarter boosted our net interest income. While average loan balances were relatively stable, reflecting seasonality in some of our businesses along with the continued reduction of our Energy portfolio, average deposit growth was robust, increasing $\$ 1.6$ billion over the third quarter. Credit quality continued to be strong with net charge-offs at the low end of our historical norm. Finally, we increased our share buyback to $\$ 99$ million, in line with our 2016 Capital Plan.
"As we look forward to the year ahead, we remain keenly focused on continued implementation of our GEAR Up initiatives while growing loans and deposits as we make necessary investments over time. Our revenue picture looks brighter as a result of the Federal Reserve increasing its benchmark rate 25 basis points in December. With oil prices stabilizing, we remain very comfortable with our Energy portfolio and the level of reserves we have established. We also believe we are well positioned to benefit from any further improvement in rates, and from favorable changes in the regulatory environment and the economy."

## Fourth Quarter and Full-Year 2016 Overview

## Fourth Quarter 2016 Compared to Third Quarter 2016

Average total loans decreased $\$ 291$ million to $\$ 48.9$ billion.

- Primarily reflected decreases in Mortgage Banker Finance, Energy, general Middle Market and Environmental Services, partially offset by an increase in National Dealer Services.
Average total deposits increased $\$ 1.6$ billion, or 3 percent, to $\$ 59.6$ billion.
- Driven by a $\$ 1.6$ billion increase in noninterest-bearing deposits.
- Growth in average total deposits was broad-based with increases in almost all lines of business and all markets.

Net interest income increased $\$ 5$ million to $\$ 455$ million.

- Primarily reflecting the benefit of an increase in short-term rates and lower funding costs due to the maturity of $\$ 650$ million of debt in the fourth quarter 2016.
Provision for credit losses increased $\$ 19$ million to $\$ 35$ million.
- Net credit-related charge-offs were $\$ 36$ million, or 0.29 percent of average loans, compared to $\$ 16$ million, or 0.13 percent, in the third quarter 2016.
- The allowance for loan losses was $\$ 730$ million, or 1.49 percent of total loans.

Noninterest income decreased $\$ 5$ million to $\$ 267$ million.

- Decrease included lower commercial lending fees, largely as a result of a decrease in syndication fees.
Noninterest expenses decreased $\$ 32$ million to $\$ 461$ million.
- Decrease in salaries and benefits expense of $\$ 28$ million, including an $\$ 8$ million decrease in pension expense, primarily due to the GEAR Up initiative.
- Additional decrease due to lower consulting expense and a gain on early termination of certain leveraged lease transactions, partially offset by an increase in outside processing expense.
- Included restructuring charges of $\$ 20$ million in both the fourth and third quarters of 2016.

Provision for income taxes decreased $\$ 2$ million to $\$ 62$ million.

- The effective tax rate was 27.5 percent for the fourth quarter 2016, compared to 29.6 percent in the third quarter, primarily reflecting a $\$ 5$ million tax benefit from the early termination of certain leveraged lease transactions.
Capital position remained solid at December 31, 2016.
- Repurchased approximately 1.8 million shares of common stock under the equity repurchase program, which was more than offset by 5.1 million shares issued for warrant and employee option exercises.
- Including dividends, returned a total of $\$ 139$ million to shareholders.


## Full-Year 2016 Compared to Full-Year 2015

Average total loans increased $\$ 368$ million, or 1 percent, to $\$ 49.0$ billion.

- Excluding the $\$ 641$ million decline in Energy, average loans increased $\$ 1.0$ billion, primarily reflecting increases in Commercial Real Estate, National Dealer Services and Mortgage Banker Finance, partially offset by decreases in general Middle Market and Corporate Banking.
Average total deposits decreased $\$ 585$ million, or 1 percent, to $\$ 57.7$ billion.
- Reflected an increase of $\$ 1.7$ billion, or 6 percent, in noninterest-bearing deposits, more than offset by a decrease of $\$ 2.2$ billion, or 7 percent, in interest-bearing deposits.
- Decrease in average total deposits reflected decreases in general Middle Market and Corporate Banking, partially offset by an increase in Retail Bank.
Net interest income increased $\$ 108$ million, or 6 percent, to $\$ 1.8$ billion.
- Benefits from higher interest rates, loan growth and a larger securities portfolio, partially offset by higher debt costs.

Provision for credit losses increased $\$ 101$ million to $\$ 248$ million.

- Primarily due to the increase in reserves for Energy loans recorded in the first quarter 2016, partially offset by improvements in the remainder of the portfolio.
- Net credit-related charge-offs were $\$ 157$ million, or 0.32 percent of average loans, for 2016, compared to $\$ 101$ million, or 0.21 percent of average loans, for 2015 . The increase was primarily due to an increase in charge-offs in the Energy portfolio.
Noninterest income increased \$16 million to \$1.1 billion in 2016.
- Customer-driven fees increased $\$ 22$ million and non-fee categories declined $\$ 6$ million. An increase in card fees as well as growth in fiduciary, customer derivative and foreign exchange income was partly offset by lower commercial lending fees and investment banking income.
Noninterest expenses increased $\$ 103$ million to $\$ 1.9$ billion.
- Excluding $\$ 93$ million of restructuring charges related to GEAR Up and $\$ 33$ million from the net release of litigation reserves in 2015, noninterest expenses decreased $\$ 23$ million.
- Primarily reflected a decrease of $\$ 48$ million in salaries and benefits, including GEAR Up savings estimated to be in excess of $\$ 25$ million as well as an additional decrease in pension expense, partially offset by the impact of merit increases and one additional day in 2016.
- Additionally, increases in technology expense, outside processing fees and FDIC insurance premiums were partially offset by decreases in state business taxes and gains from the early termination of leveraged lease transactions.
The provision for income taxes decreased $\$ 36$ million to $\$ 193$ million.
- The effective tax rate was 28.8 percent in 2016 , compared to 30.5 percent in 2015 , primarily reflecting a $\$ 10$ million increase in tax benefits from the early termination of certain leveraged lease transactions.
Continued execution of the capital plan.
- Repurchased approximately 6.6 million shares of common stock during 2016 under the equity repurchase program.
- Together with dividends of $\$ 0.89$ per share, $\$ 458$ million was returned to shareholders.

Net Interest Income

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 455 | $\$$ | 450 |
| Net interest margin |  | $2.65 \%$ | $2.66 \%$ | 433 |
| Selected average balances: |  |  |  | $2.58 \%$ |
| Total earning assets | 68,774 | $\$$ | 67,648 | $\$$ |
| Total loans | 48,915 | 49,206 | 48,548 |  |
| Total investment securities | 12,329 | 12,373 | 10,864 |  |
| Federal Reserve Bank deposits | 7,245 | 5,781 | 7,073 |  |
|  |  |  |  |  |
| Total deposits | 59,645 | 58,065 | 59,736 |  |
| Total noninterest-bearing deposits | 32,091 | 30,454 | 29,627 |  |
| Medium- and long-term debt | 5,578 | 5,907 | 3,089 |  |

- Net interest income increased $\$ 5$ million to $\$ 455$ million in the fourth quarter 2016, compared to the third quarter 2016.
- Interest on loans increased $\$ 1$ million, reflecting higher loan yields (+\$6 million), partially offset by the impact of lower average loan balances ( $-\$ 2$ million), the impact of a negative residual value adjustment to assets in the leasing portfolio (-\$2 million) and other portfolio dynamics (-\$1 million).
- Interest on investment securities increased $\$ 1$ million, primarily reflecting the impact of an increase in investment volume.
- Interest on short-term investments increased $\$ 2$ million, primarily reflecting an increase in average Federal Reserve Bank deposit balances.
- Interest expense on debt decreased $\$ 1$ million, primarily due to the maturity of $\$ 650$ million of debt in the fourth quarter 2016.
- The net interest margin of 2.65 percent decreased 1 basis point compared to the third quarter 2016, reflecting the impact of an increase in Federal Reserve Bank deposit balances ( -4 basis points), partially offset by a benefit from the loan portfolio (+2 basis points), primarily due to higher short term rates, and lower debt expense (+1 basis point).


## Credit Quality

"Our overall credit picture remains strong," said Babb. "The provision and net charge-offs increased modestly from the very low levels of the third quarter. Net charge-offs were $\$ 36$ million, or 29 basis points, which is at the low end of our historical norm, and included $\$ 15$ million in Energy charge-offs. Total criticized loans declined $\$ 405$ million and nonaccrual loans were down $\$ 49$ million.
"Over the past year, we have reduced our Energy loans by over $\$ 800$ million, or 27 percent, which now represent less than 5 percent of our total loans. As the performance of this portfolio has improved, including a $\$ 319$ million decrease in criticized loans in the fourth quarter, we have modestly reduced our reserve allocation, which sits at over 7 percent for energy loans as of December 31st."

| (dollar amounts in millions) | 4th Qtr '16 |  | 3rd Qtr '16 |  | 4th Qtr '15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit-related charge-offs | \$ | 48 | \$ | 35 | \$ | 76 |
| Recoveries |  | 12 |  | 19 |  | 25 |
| Net credit-related charge-offs |  | 36 |  | 16 |  | 51 |
| Net credit-related charge-offs/Average total loans |  | 0.29\% |  | 0.13\% |  | 0.42\% |
| Provision for credit losses | \$ | 35 | \$ | 16 | \$ | 60 |
| Nonperforming loans |  | 590 |  | 639 |  | 379 |
| Nonperforming assets (NPAs) |  | 607 |  | 660 |  | 391 |
| NPAs/Total loans and foreclosed property |  | 1.24\% |  | 1.34\% |  | 0.80\% |
| Loans past due 90 days or more and still accruing | \$ | 19 | \$ | 48 | \$ | 17 |
| Allowance for loan losses |  | 730 |  | 727 |  | 634 |
| Allowance for credit losses on lending-related commitments (a) |  | 41 |  | 45 |  | 45 |
| Total allowance for credit losses |  | 771 |  | 772 |  | 679 |
| Allowance for loan losses/Period-end total loans |  | 1.49\% |  | 1.48\% |  | 1.29\% |
| Allowance for loan losses/Nonperforming loans |  | 124 |  | 114 |  | 167 |

(a) Included in "Accrued expenses and other liabilities" on the consolidated balance sheets.

- Energy business line loans were $\$ 2.3$ billion at December 31, 2016 compared to $\$ 2.5$ billion at September 30, 2016.
- Criticized Energy loans decreased $\$ 319$ million, to $\$ 1.2$ billion.
- Energy net charge-offs were \$15 million, compared to \$6 million in the third quarter 2016.
- The reserve allocation for loans in the Energy business line was over 7 percent at December 31, 2016.
- Net charge-offs increased $\$ 20$ million to $\$ 36$ million, or 0.29 percent of average loans, in the fourth quarter 2016, compared to $\$ 16$ million, or 0.13 percent, in the third quarter 2016.
- During the fourth quarter 2016, $\$ 60$ million of borrower relationships over $\$ 2$ million were transferred to nonaccrual status, a decrease of $\$ 45$ million compared to $\$ 105$ million transferred during the third quarter. Fourth quarter transfers included $\$ 6$ million from Energy, compared to $\$ 63$ million in the third quarter.
- Criticized loans decreased $\$ 405$ million to $\$ 2.9$ billion at December 31,2016 , compared to $\$ 3.3$ billion at September 30, 2016. Criticized loans are generally consistent with the Special Mention, Substandard and Doubtful categories defined by regulatory authorities.


## Full-Year 2017 Outlook

For full-year 2017 compared to full-year 2016, management expects the following, assuming a continuation of the current economic and low rate environment as well as contributions from the GEAR Up initiative of $\$ 30$ million in revenue and $\$ 125$ million in expense savings, are as follows:

- Average loans higher, in line with Gross Domestic Product growth, reflecting increases in most lines of business and reduced headwinds from a declining Energy portfolio.
- Net interest income higher, reflecting the benefit from the December 2016 short-term rate increase and loan growth, partially offset by higher funding costs and minor loan yield compression.
- Full-year benefit from the December rise in short-term rates expected to be more than $\$ 70$ million, assuming a 25 percent deposit beta.
- Provision for credit losses lower, with continued solid performance of the overall portfolio.
- Provision and net charge-offs in line with historical normal levels of 30-40 basis points.
- Noninterest income higher, with the execution of GEAR Up opportunities, modest growth in treasury management and card fees, as well as wealth management products such as fiduciary and brokerage services.
- Increase of 4 percent to 6 percent.
- Noninterest expenses lower, reflecting lower restructuring charges and an additional $\$ 125$ million in GEAR Up savings, relative to 2016 GEAR Up savings of more than $\$ 25$ million. Outside processing is expected to increase in line with growing revenue. Headwinds include increased technology costs and higher FDIC insurance expense, as well as typical inflationary pressure. The gains of $\$ 13$ million in 2016 from early terminations of certain leveraged lease transactions are not expected to repeat.
- Restructuring charges of $\$ 25$ million to $\$ 50$ million, compared to $\$ 93$ million in 2016.
- Remaining noninterest expenses 1 percent to 2 percent lower.
- Decrease of 4 percent to 5 percent including restructuring charges.
- Income tax expense to approximate 33 percent of pre-tax income.


## Business Segments

Comerica's operations are strategically aligned into three major business segments: the Business Bank, the Retail Bank and Wealth Management. The Finance Division is also reported as a segment. The financial results below are based on the internal business unit structure of the Corporation and methodologies in effect at December 31, 2016. The accompanying narrative addresses fourth quarter 2016 results compared to third quarter 2016.

The following table presents net income (loss) by business segment.

| (dollar amounts in millions) | 4th Qtr '16 |  |  | 3rd Qtr '16 |  | 4th Qtr '15 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business Bank | $\$$ | 205 | $92 \%$ | $\$$ | 189 | $91 \%$ | $\$$ |
| Retail Bank | $(4)$ | $(2)$ | 1 | - | 198 | $91 \%$ |  |
| Wealth Management | 23 | 10 | 18 | 9 | $(1)$ | $(1)$ |  |
|  | 224 | $100 \%$ | 208 | $100 \%$ | 218 | $100 \%$ |  |
| Finance | $(61)$ |  | $(58)$ |  | $(100)$ |  |  |
| Other (a) | 1 |  | $(1)$ |  | $(2)$ |  |  |
| Total | $\$$ | 164 |  | $\$$ | 149 |  | $\$$ |

(a) Includes items not directly associated with the three major business segments or the Finance Division.

## Business Bank

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 354 | $\$$ | 356 |
| Provision for credit losses | 17 | $\$$ | 384 |  |
| Noninterest income | 146 | 2 | 41 |  |
| Noninterest expenses | 196 | (a) | 145 | 146 |
| Net income | 205 | 215 | (a) | 207 |
| Net credit-related charge-offs | 33 | 189 | 198 |  |
| Selected average balances: |  | 14 | 35 |  |
| Assets | 39,220 | 39,618 | 39,305 |  |
| Loans | 37,893 | 38,243 | 37,682 |  |
| Deposits | 31,221 | 30,019 | 31,746 |  |

(a) Included restructuring charges of $\$ 7$ million in the fourth quarter 2016 and $\$ 10$ million in the third quarter 2016.

- Average loans decreased $\$ 350$ million, primarily reflecting decreases in Mortgage Banker Finance, Energy, general Middle Market and Environmental Services, partially offset by an increase in National Dealer Services.
- Average deposits increased $\$ 1.2$ billion, primarily reflecting increases in Corporate Banking, Energy and general Middle Market, partially offset by a decrease in Technology and Life Sciences. The increase was driven by growth in noninterest-bearing deposits.
- Net interest income decreased $\$ 2$ million, primarily due to a negative residual value adjustment to assets in the leasing portfolio, a decrease in net funds transfer pricing (FTP) credits and a decrease in average loan balances. The decrease in net FTP credits primarily reflected higher funding costs, partially offset by the benefit from the increase in average deposits.
- The provision for credit losses increased $\$ 15$ million. Net charge-offs increased $\$ 19$ million, primarily reflecting increases in general Middle Market and Energy, partially offset by a decrease in Corporate Banking.
- Noninterest income increased \$1 million, primarily due to increases in card fees and customer derivative income (largely as a result of a decrease in credit valuation adjustments), partially offset by a decrease in commercial lending fees (primarily syndication agent fees).
- Noninterest expenses decreased $\$ 19$ million, primarily reflecting savings related to the GEAR Up initiative, a decrease in restructuring charges and an increase in gains from the early termination of certain leveraged lease transactions, partially offset by an increase in outside processing fees.

COMERICA REPORTS FOURTH QUARTER 2016 NET INCOME OF \$164 MILLION - 8

Retail Bank

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 156 | $\$$ | 156 |
| Provision for credit losses | 22 | $\$$ | 160 |  |
| Noninterest income | 48 | 50 | 23 |  |
| Noninterest expenses | 188 | (a) | 195 | (a) |

(a) Included restructuring charges of \$11 million in the fourth quarter 2016 and $\$ 8$ million in the third quarter 2016.

- Average loans increased $\$ 35$ million, primarily reflecting increases in Retail Banking (primarily consumer loans and residential mortgages) and Small Business (primarily commercial mortgages).
- Average deposits increased $\$ 261$ million, primarily reflecting increases in noninterest-bearing, money market and interest-bearing checking deposits, partially offset by a decrease in certificates of deposits.
- The provision for credit losses increased $\$ 12$ million, primarily reflecting an increase in reserves for Small Business.
- Noninterest income decreased $\$ 2$ million, primarily reflecting a securities loss in the fourth quarter.
- Noninterest expenses decreased $\$ 7$ million. Excluding a $\$ 3$ million increase in restructuring charges, noninterest expenses decreased $\$ 10$ million, primarily reflecting savings related to the GEAR Up Initiative.


## Wealth Management

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | :---: | :---: | :---: | ---: |
| Net interest income | $\$$ | 42 | $\$$ | 41 |
| Provision for credit losses |  | (1) | \$ | 47 |
| Noninterest income | 62 | 61 | $(7)$ |  |
| Noninterest expenses | 72 | (a) | 75 | (a) |
| Net income | 23 | 18 | 57 |  |
| Net credit-related charge-offs (recoveries) | $(2)$ | $(1)$ | 81 |  |
| Selected average balances: |  |  | 21 |  |
| Assets | 5,268 | 5,283 | $(9)$ |  |
| Loans | 5,116 | 5,092 | 5,199 |  |
| Deposits | 4,092 | 4,030 | 4,998 |  |

(a) Included restructuring charges of $\$ 2$ million in both the fourth and third quarters of 2016.

- Average loans increased $\$ 24$ million, primarily reflecting an increase in Private Banking.
- Average deposits increased $\$ 62$ million, primarily reflecting increases in noninterest-bearing, money market and interest-bearing checking deposits.
- Noninterest expenses decreased $\$ 3$ million, primarily due to savings related to the GEAR Up initiative and a decrease in operational losses.


## Geographic Market Segments

Comerica also provides market segment results for three primary geographic markets: Michigan, California and Texas. In addition to the three primary geographic markets, Other Markets is also reported as a market segment. Other Markets includes Florida, Arizona, the International Finance division and businesses that have a significant presence outside of the three primary geographic markets. The tables below present the geographic market results based on the methodologies in effect at December 31, 2016.

The following table presents net income (loss) by market segment.

| (dollar amounts in millions) | 4th Qtr '16 |  |  | 3rd Qtr '16 |  | 4th Qtr '15 |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Michigan | $\$$ | 70 | $31 \%$ | $\$$ | 50 | $24 \%$ | $\$$ | 82 |
| California |  | 74 | 33 | 74 | 35 | 89 | 41 |  |
| Texas | 22 | 10 | 33 | 16 | $(3)$ | $(2)$ |  |  |
| Other Markets | 58 | 26 | 51 | 25 | 50 | 23 |  |  |
|  |  | 224 | $100 \%$ | 208 | $100 \%$ | 218 | $100 \%$ |  |
| Finance \& Other (a) | $(60)$ |  | $(59)$ |  | $(102)$ |  |  |  |
| Total | $\$$ | 164 |  | $\$$ | 149 |  | $\$$ | 116 |

(a) Includes items not directly associated with the geographic markets.

- Average loans decreased $\$ 185$ million in Texas, primarily reflecting a decrease in Energy, and increased $\$ 50$ million in Michigan and $\$ 29$ million in California.
- Average deposits increased $\$ 685$ million in California, $\$ 526$ million in Texas and $\$ 86$ million in Michigan. The increase in California primarily reflected increases in Corporate Banking and general Middle Market, partially offset by a decrease in Technology and Life Sciences. The increase in Texas primarily reflected an increase in Energy.
- Net interest income increased $\$ 3$ million in California and decreased $\$ 2$ million in Texas and $\$ 1$ million in Michigan. The changes in net interest income primarily reflected the net FTP impact of changes in loan and deposit balances in each market, including the negative impact of a higher cost of funds rate in the fourth quarter. In addition, Michigan was impacted by a negative residual value adjustment to assets in the leasing portfolio.
- The provision for credit losses increased $\$ 29$ million and $\$ 16$ million in Texas and California, respectively, and decreased $\$ 13$ million in Michigan.
- Noninterest income decreased \$3 million in California and \$1 million in Michigan, and increased \$1 million in Texas. The decrease in California was primarily due to a decrease in syndication agent fees.
- Noninterest expenses decreased $\$ 12$ million in Michigan, $\$ 10$ million in Texas and $\$ 9$ million in California. Much of the decrease in each market was due to the impact of the GEAR Up initiative. In addition, the decrease in Michigan reflected an increase in gains on the early termination of certain leveraged lease transactions and a decrease in operational losses.


## Michigan Market

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 167 | $\$$ | 168 |
| Provision for credit losses | - | $\$$ | 182 |  |
| Noninterest income | 81 | 13 | $(12)$ |  |
| Noninterest expenses | 149 | (a) | 161 | (a) |
| Net income | 70 | 50 | 161 |  |
| Net credit-related charge-offs (recoveries) | 3 | 1 | 82 |  |
| Selected average balances: |  |  | $(2)$ |  |
| Assets | 13,174 | 13,174 | 13,601 |  |
| Loans | 12,538 | 12,488 | 12,986 |  |
| Deposits | 22,030 | 21,944 | 22,123 |  |

(a) Included restructuring charges of $\$ 4$ million in the fourth quarter 2016 and $\$ 5$ million in the third quarter 2016.

## California Market

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 182 | $\$$ | 179 |
| Provision for credit losses | 12 | $(4)$ | 192 |  |
| Noninterest income | 41 | 44 | $(7)$ |  |
| Noninterest expenses | 101 | (a) | 110 | (a) |

(a) Included restructuring charges of \$4 million in the fourth quarter 2016 and $\$ 5$ million in the third quarter 2016.

## Texas Market

| (dollar amounts in millions) | 4th Qtr '16 | 3rd Qtr '16 | 4th Qtr '15 |  |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income | $\$$ | 115 | $\$$ | 117 |
| Provision for credit losses | 26 | $\$$ | 130 |  |
| Noninterest income | 34 | $(3)$ | 57 |  |
| Noninterest expenses | 92 | (a) | 102 | (a) |
| Net (loss) income | 22 | 33 | 102 |  |
| Net credit-related charge-offs | 30 | 10 | $(3)$ |  |
| Selected average balances: |  |  | 33 |  |
| Assets | 10,810 | 11,014 | 11,474 |  |
| Loans | 10,381 | 10,566 | 10,893 |  |
| Deposits | 10,386 | 9,860 | 10,807 |  |

(a) Included restructuring charges of $\$ 6$ million in the fourth quarter 2016 and $\$ 7$ million in the third quarter 2016.

## Conference Call and Webcast

Comerica will host a conference call to review fourth quarter 2016 financial results at 7 a.m. CT Tuesday January 17, 2017. Interested parties may access the conference call by calling (800) 309-2262 or (706) 679-5261 (event ID No. 28675280). The call and supplemental financial information can also be accessed via Comerica's "Investor Relations" page at www.comerica.com. A replay of the Webcast can be accessed via Comerica's "Investor Relations" page at www.comerica.com.

Comerica Incorporated is a financial services company headquartered in Dallas, Texas, and strategically aligned by three major business segments: The Business Bank, The Retail Bank and Wealth Management. Comerica focuses on relationships and helping people and businesses be successful. In addition to Texas, Comerica Bank locations can be found in Arizona, California, Florida and Michigan, with select businesses operating in several other states, as well as in Canada and Mexico.

This press release contains both financial measures based on accounting principles generally accepted in the United States (GAAP) and non-GAAP based financial measures, which are used where management believes it to be helpful in understanding Comerica's results of operations or financial position. Where nonGAAP financial measures are used, the comparable GAAP financial measure, as well as a reconciliation to the comparable GAAP financial measure, can be found in this press release. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

## Forward-looking Statements

Any statements in this news release 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 course," "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 news release 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, including the GEAR Up initiative, 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 the economic benefits of the GEAR Up initiative, 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, including changes in interest rates; changes in regulation or oversight; Comerica's ability to maintain adequate sources of funding and liquidity; the effects of more stringent capital or liquidity requirements; declines or other changes in the businesses or industries of Comerica's customers, in particular the energy industry; unfavorable developments concerning credit quality; operational difficulties, failure of technology infrastructure or information security incidents; reliance on other companies to provide certain key components of business infrastructure; factors impacting noninterest expenses which are beyond Comerica's control; changes in the financial markets, including fluctuations in interest rates and their impact on deposit pricing; reductions in Comerica's credit rating; 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; the interdependence of financial service companies; the implementation of Comerica's strategies and business initiatives; 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; changes in customer behavior; any future strategic acquisitions or divestitures; management's ability to maintain and expand customer relationships; management's ability to retain key officers and employees; the impact of legal and regulatory proceedings or determinations; the effectiveness of methods of reducing risk exposures; the effects of terrorist activities and other hostilities; the effects of catastrophic events including, but not limited to, hurricanes, tornadoes, earthquakes, fires, droughts and floods; changes in accounting standards and the critical nature of Comerica's accounting policies. Comerica cautions that the foregoing list of factors is not exclusive. 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, 2015, "Item 1A. Risk Factors" on page 54 of Comerica's Quarterly Report on Form 10-Q for the quarter ended March 31, 2016, and "Item 1A. Risk Factors" on page 62 of Comerica's Quarterly Report on Form 10-Q for the quarter ended June 30, 2016. 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 news release 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.

## Media Contact:

Wayne J. Mielke
(214) 462-4463

## Investor Contacts:

Darlene P. Persons
(214) 462-6831

Chelsea R. Smith
(214) 462-6834

CONSOLIDATED FINANCIAL HIGHLIGHTS (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions, except per share data) | Three Months Ended |  |  |  |  |  | Years Ended <br> December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2015 \end{gathered}$ |  |  |  |  |  |
|  |  |  | 2016 | 2015 |  |  |  |  |  |
| PER COMMON SHARE AND COMMON STOCK DATA |  |  |  |  |  |  |  |  |  |  |
| Diluted net income | \$ | 0.92 |  |  | \$ | 0.84 | \$ | 0.64 | \$ | 2.68 | \$ | 2.84 |
| Cash dividends declared |  | 0.23 |  | 0.23 |  |  |  | 0.21 |  | 0.89 |  | 0.83 |
| Average diluted shares (in thousands) |  | 177,457 |  | 176,184 |  | 179,197 |  | 176,730 |  | 181,104 |
| KEY RATIOS |  |  |  |  |  |  |  |  |  |  |
| Return on average common shareholders' equity |  | 8.48\% |  | 7.80\% |  | 6.08\% |  | 6.22\% |  | 6.91\% |
| Return on average assets |  | 0.88 |  | 0.82 |  | 0.64 |  | 0.67 |  | 0.74 |
| Common equity tier 1 and tier 1 risk-based capital ratio (a) |  | 11.07 |  | 10.69 |  | 10.54 |  |  |  |  |
| Total risk-based capital ratio (a) |  | 13.24 |  | 12.84 |  | 12.69 |  |  |  |  |
| Leverage ratio (a) |  | 10.18 |  | 10.14 |  | 10.22 |  |  |  |  |
| Common equity ratio |  | 10.68 |  | 10.42 |  | 10.52 |  |  |  |  |
| Tangible common equity ratio (b) |  | 9.89 |  | 9.64 |  | 9.70 |  |  |  |  |
| AVERAGE BALANCES |  |  |  |  |  |  |  |  |  |  |
| Commercial loans |  | 30,792 |  | 31,132 |  | 31,219 |  | 31,062 |  | 31,501 |
| Real estate construction loans |  | 2,837 |  | 2,646 |  | 1,961 |  | 2,508 |  | 1,884 |
| Commercial mortgage loans |  | 8,918 |  | 9,012 |  | 8,842 |  | 8,981 |  | 8,697 |
| Lease financing |  | 619 |  | 662 |  | 750 |  | 684 |  | 783 |
| International loans |  | 1,303 |  | 1,349 |  | 1,402 |  | 1,367 |  | 1,441 |
| Residential mortgage loans |  | 1,923 |  | 1,883 |  | 1,896 |  | 1,894 |  | 1,878 |
| Consumer loans |  | 2,523 |  | 2,522 |  | 2,478 |  | 2,500 |  | 2,444 |
| Total loans |  | 48,915 |  | 49,206 |  | 48,548 |  | 48,996 |  | 48,628 |
| Earning assets |  | 68,774 |  | 67,648 |  | 66,818 |  | 66,545 |  | 65,129 |
| Total assets |  | 74,126 |  | 72,909 |  | 71,907 |  | 71,743 |  | 70,247 |
| Noninterest-bearing deposits |  | 32,091 |  | 30,454 |  | 29,627 |  | 29,751 |  | 28,087 |
| Interest-bearing deposits |  | 27,554 |  | 27,611 |  | 30,109 |  | 27,990 |  | 30,239 |
| Total deposits |  | 59,645 |  | 58,065 |  | 59,736 |  | 57,741 |  | 58,326 |
| Common shareholders' equity |  | 7,734 |  | 7,677 |  | 7,613 |  | 7,674 |  | 7,534 |
| NET INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 455 | \$ | 450 | \$ | 433 | \$ | 1,797 | \$ | 1,689 |
| Net interest margin (fully taxable equivalent) |  | 2.65\% |  | 2.66\% |  | 2.58\% |  | 2.71\% |  | 2.60\% |
| CREDIT QUALITY |  |  |  |  |  |  |  |  |  |  |
| Total nonperforming assets | \$ | 607 | \$ | 660 | \$ | 391 |  |  |  |  |
| Loans past due 90 days or more and still accruing |  | 19 |  | 48 |  | 17 |  |  |  |  |
| Net credit-related charge-offs |  | 36 |  | 16 |  | 51 | \$ | 157 | \$ | 101 |
| Allowance for loan losses |  | 730 |  | 727 |  | 634 |  |  |  |  |
| Allowance for credit losses on lending-related commitments |  | 41 |  | 45 |  | 45 |  |  |  |  |
| Total allowance for credit losses |  | 771 |  | 772 |  | 679 |  |  |  |  |
| Allowance for loan losses as a percentage of total loans |  | 1.49\% |  | 1.48\% |  | 1.29\% |  |  |  |  |
| Net credit-related charge-offs as a percentage of average total loans |  | 0.29 |  | 0.13 |  | 0.42 |  | 0.32\% |  | 0.21\% |
| Nonperforming assets as a percentage of total loans and foreclosed property |  | 1.24 |  | 1.34 |  | 0.80 |  |  |  |  |
| Allowance for loan losses as a percentage of total nonperforming loans |  | 124 |  | 114 |  | 167 |  |  |  |  |

(a) December 31, 2016 ratios are estimated.
(b) See Reconciliation of Non-GAAP Financial Measures.

## CONSOLIDATED BALANCE SHEETS

Comerica Incorporated and Subsidiaries

| (in millions, except share data) | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | September 30, 2016 |  | $\begin{gathered} \hline \text { December 31, } \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (unaudited) |  | (unaudited) |  |  |  |
| ASSETS |  |  |  |  |  |  |
| Cash and due from banks | \$ | 1,249 | \$ | 1,292 | \$ | 1,157 |
| Interest-bearing deposits with banks |  | 5,969 |  | 6,748 |  | 4,990 |
| Other short-term investments |  | 92 |  | 92 |  | 113 |
| Investment securities available-for-sale |  | 10,787 |  | 10,789 |  | 10,519 |
| Investment securities held-to-maturity |  | 1,582 |  | 1,695 |  | 1,981 |
| Commercial loans |  | 30,994 |  | 31,152 |  | 31,659 |
| Real estate construction loans |  | 2,869 |  | 2,743 |  | 2,001 |
| Commercial mortgage loans |  | 8,931 |  | 9,013 |  | 8,977 |
| Lease financing |  | 572 |  | 648 |  | 724 |
| International loans |  | 1,258 |  | 1,303 |  | 1,368 |
| Residential mortgage loans |  | 1,942 |  | 1,874 |  | 1,870 |
| Consumer loans |  | 2,522 |  | 2,541 |  | 2,485 |
| Total loans |  | 49,088 |  | 49,274 |  | 49,084 |
| Less allowance for loan losses |  | (730) |  | (727) |  | (634) |
| Net loans |  | 48,358 |  | 48,547 |  | 48,450 |
| Premises and equipment |  | 501 |  | 528 |  | 550 |
| Accrued income and other assets |  | 4,440 |  | 4,433 |  | 4,117 |
| Total assets | \$ | 72,978 | \$ | 74,124 | \$ | 71,877 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Noninterest-bearing deposits | \$ | 31,540 | \$ | 31,776 | \$ | 30,839 |
| Money market and interest-bearing checking deposits |  | 22,556 |  | 22,436 |  | 23,532 |
| Savings deposits |  | 2,064 |  | 2,052 |  | 1,898 |
| Customer certificates of deposit |  | 2,806 |  | 2,967 |  | 3,552 |
| Foreign office time deposits |  | 19 |  | 30 |  | 32 |
| Total interest-bearing deposits |  | 27,445 |  | 27,485 |  | 29,014 |
| Total deposits |  | 58,985 |  | 59,261 |  | 59,853 |
| Short-term borrowings |  | 25 |  | 12 |  | 23 |
| Accrued expenses and other liabilities |  | 1,012 |  | 1,234 |  | 1,383 |
| Medium- and long-term debt |  | 5,160 |  | 5,890 |  | 3,058 |
| Total liabilities |  | 65,182 |  | 66,397 |  | 64,317 |
| Common stock - \$5 par value: |  |  |  |  |  |  |
| Authorized - 325,000,000 shares |  |  |  |  |  |  |
| Issued - 228,164,824 shares |  | 1,141 |  | 1,141 |  | 1,141 |
| Capital surplus |  | 2,135 |  | 2,174 |  | 2,173 |
| Accumulated other comprehensive loss |  | (383) |  | (292) |  | (429) |
| Retained earnings |  | 7,331 |  | 7,262 |  | 7,084 |
| Less cost of common stock in treasury - 52,851,156 shares at $12 / 31 / 16 ; 56,096,416$ shares at $9 / 30 / 16$ and 52,457,113 shares at 12/31/15 |  | $(2,428)$ |  | $(2,558)$ |  | $(2,409)$ |
| Total shareholders' equity |  | 7,796 |  | 7,727 |  | 7,560 |
| Total liabilities and shareholders' equity | \$ | 72,978 | \$ | 74,124 | \$ | 71,877 |

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions, except per share data) | Three Months Ended December 31, |  |  |  | Years Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  | 2016 |  | 2015 |  |
| INTEREST INCOME |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 412 | \$ | 395 | \$ | 1,635 | \$ | 1,551 |
| Interest on investment securities |  | 62 |  | 56 |  | 247 |  | 216 |
| Interest on short-term investments |  | 10 |  | 6 |  | 27 |  | 17 |
| Total interest income |  | 484 |  | 457 |  | 1,909 |  | 1,784 |
| INTEREST EXPENSE |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 10 |  | 10 |  | 40 |  | 43 |
| Interest on medium- and long-term debt |  | 19 |  | 14 |  | 72 |  | 52 |
| Total interest expense |  | 29 |  | 24 |  | 112 |  | 95 |
| Net interest income |  | 455 |  | 433 |  | 1,797 |  | 1,689 |
| Provision for credit losses |  | 35 |  | 60 |  | 248 |  | 147 |
| Net interest income after provision for credit losses |  | 420 |  | 373 |  | 1,549 |  | 1,542 |
| NONINTEREST INCOME |  |  |  |  |  |  |  |  |
| Card fees |  | 79 |  | 73 |  | 303 |  | 276 |
| Service charges on deposit accounts |  | 54 |  | 55 |  | 219 |  | 223 |
| Fiduciary income |  | 48 |  | 45 |  | 190 |  | 187 |
| Commercial lending fees |  | 21 |  | 30 |  | 89 |  | 99 |
| Letter of credit fees |  | 12 |  | 14 |  | 50 |  | 53 |
| Bank-owned life insurance |  | 12 |  | 11 |  | 42 |  | 40 |
| Foreign exchange income |  | 11 |  | 11 |  | 42 |  | 40 |
| Brokerage fees |  | 5 |  | 4 |  | 19 |  | 17 |
| Net securities losses |  | (2) |  | - |  | (5) |  | (2) |
| Other noninterest income |  | 27 |  | 23 |  | 102 |  | 102 |
| Total noninterest income |  | 267 |  | 266 |  | 1,051 |  | 1,035 |
| NONINTEREST EXPENSES |  |  |  |  |  |  |  |  |
| Salaries and benefits expense |  | 219 |  | 262 |  | 961 |  | 1,009 |
| Outside processing fee expense |  | 89 |  | 79 |  | 336 |  | 318 |
| Net occupancy expense |  | 40 |  | 41 |  | 157 |  | 159 |
| Equipment expense |  | 13 |  | 14 |  | 53 |  | 53 |
| Restructuring charges |  | 20 |  | - |  | 93 |  | - |
| Software expense |  | 29 |  | 26 |  | 119 |  | 99 |
| FDIC insurance expense |  | 15 |  | 10 |  | 54 |  | 37 |
| Advertising expense |  | 6 |  | 7 |  | 21 |  | 24 |
| Litigation-related expense |  | 1 |  | - |  | 1 |  | (32) |
| Other noninterest expenses |  | 29 |  | 43 |  | 135 |  | 160 |
| Total noninterest expenses |  | 461 |  | 482 |  | 1,930 |  | 1,827 |
| Income before income taxes |  | 226 |  | 157 |  | 670 |  | 750 |
| Provision for income taxes |  | 62 |  | 41 |  | 193 |  | 229 |
| NET INCOME |  | 164 |  | 116 |  | 477 |  | 521 |
| Less income allocated to participating securities |  | 1 |  | 1 |  | 4 |  | 6 |
| Net income attributable to common shares | \$ | 163 | \$ | 115 | \$ | 473 | \$ | 515 |
| Earnings per common share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.95 | \$ | 0.65 | \$ | 2.74 | \$ | 2.93 |
| Diluted |  | 0.92 |  | 0.64 |  | 2.68 |  | 2.84 |
| Comprehensive income |  | 73 |  | 32 |  | 523 |  | 504 |
| Cash dividends declared on common stock |  | 40 |  | 37 |  | 155 |  | 148 |
| Cash dividends declared per common share |  | 0.23 |  | 0.21 |  | 0.89 |  | 0.83 |

CONSOLIDATED QUARTERLY STATEMENTS OF COMPREHENSIVE INCOME (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions, except per share data) | FourthQuarter2016 |  | Third <br> Quarter $2016$ |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | First Quarter 2016 |  | Fourth Quarter 2015 |  | Fourth Quarter 2016 Compared To: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Third Quarter 2016 | Fourth Quarter 2015 |  |  |  |  |  |  |
|  |  |  |  | unt |  |  | Percent |  |  |  | unt | Percent |
| INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 412 |  |  | \$ | 411 |  |  | \$ | 406 | \$ | 406 | \$ | 395 | \$ | 1 | -\% | \$ | 17 | 4\% |
| Interest on investment securities |  | 62 |  |  |  | 61 |  | 62 |  | 62 |  | 56 |  | 1 | 1 |  | 6 | 8 |
| Interest on short-term investments |  | 10 |  | 8 |  |  |  | 5 |  | 4 |  | 6 |  | 2 | 29 |  | 4 | 82 |
| Total interest income |  | 484 |  | 480 |  | 473 |  | 472 |  | 457 |  | 4 | 1 |  | 27 | 6 |
| INTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 10 |  | 10 |  | 10 |  | 10 |  | 10 |  | - | - |  | - | - |
| Interest on medium- and long-term debt |  | 19 |  | 20 |  | 18 |  | 15 |  | 14 |  | (1) | (10) |  | 5 | 31 |
| Total interest expense |  | 29 |  | 30 |  | 28 |  | 25 |  | 24 |  | (1) | (7) |  | 5 | 14 |
| Net interest income |  | 455 |  | 450 |  | 445 |  | 447 |  | 433 | \$ | 5 | 1 | \$ | 22 | 5 |
| Provision for credit losses |  | 35 |  | 16 |  | 49 |  | 148 |  | 60 |  | 19 | $\mathrm{n} / \mathrm{m}$ |  | (25) | (41) |
| Net interest income after provision for credit losses |  | 420 |  | 434 |  | 396 |  | 299 |  | 373 |  | (14) | (3) |  | 47 | 13 |
| NONINTEREST INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card fees |  | 79 |  | 76 |  | 76 |  | 72 |  | 73 |  | 3 | 3 |  | 6 | 8 |
| Service charges on deposit accounts |  | 54 |  | 55 |  | 55 |  | 55 |  | 55 |  | (1) | (2) |  | (1) | (2) |
| Fiduciary income |  | 48 |  | 47 |  | 49 |  | 46 |  | 45 |  | 1 | 1 |  | 3 | 6 |
| Commercial lending fees |  | 21 |  | 26 |  | 22 |  | 20 |  | 30 |  | (5) | (15) |  | (9) | (30) |
| Letter of credit fees |  | 12 |  | 12 |  | 13 |  | 13 |  | 14 |  | - | - |  | (2) | (10) |
| Bank-owned life insurance |  | 12 |  | 12 |  | 9 |  | 9 |  | 11 |  | - | - |  | 1 | 5 |
| Foreign exchange income |  | 11 |  | 10 |  | 11 |  | 10 |  | 11 |  | 1 | 6 |  | - | - |
| Brokerage fees |  | 5 |  | 5 |  | 5 |  | 4 |  | 4 |  | - | - |  | 1 | 35 |
| Net securities losses |  | (2) |  | - |  | (1) |  | (2) |  | - |  | (2) | $\mathrm{n} / \mathrm{m}$ |  | (2) | $\mathrm{n} / \mathrm{m}$ |
| Other noninterest income |  | 27 |  | 29 |  | 29 |  | 17 |  | 23 |  | (2) | (3) |  | 4 | 13 |
| Total noninterest income |  | 267 |  | 272 |  | 268 |  | 244 |  | 266 |  | (5) | (2) |  | 1 | - |
| NONINTEREST EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits expense |  | 219 |  | 247 |  | 247 |  | 248 |  | 262 |  | (28) | (12) |  | (43) | (17) |
| Outside processing fee expense |  | 89 |  | 86 |  | 83 |  | 78 |  | 79 |  | 3 | 3 |  | 10 | 12 |
| Net occupancy expense |  | 40 |  | 40 |  | 39 |  | 38 |  | 41 |  | - | - |  | (1) | (1) |
| Equipment expense |  | 13 |  | 13 |  | 14 |  | 13 |  | 14 |  | - | - |  | (1) | (4) |
| Restructuring charges |  | 20 |  | 20 |  | 53 |  | - |  | - |  | - | - |  | 20 | $\mathrm{n} / \mathrm{m}$ |
| Software expense |  | 29 |  | 31 |  | 30 |  | 29 |  | 26 |  | (2) | (4) |  | 3 | 14 |
| FDIC insurance expense |  | 15 |  | 14 |  | 14 |  | 11 |  | 10 |  | 1 | 6 |  | 5 | 38 |
| Advertising expense |  | 6 |  | 5 |  | 6 |  | 4 |  | 7 |  | 1 | 9 |  | (1) | (16) |
| Litigation-related expense |  | 1 |  | - |  | - |  | - |  | - |  | 1 | $\mathrm{n} / \mathrm{m}$ |  | 1 | $\mathrm{n} / \mathrm{m}$ |
| Other noninterest expenses |  | 29 |  | 37 |  | 32 |  | 37 |  | 43 |  | (8) | (20) |  | (14) | (31) |
| Total noninterest expenses |  | 461 |  | 493 |  | 518 |  | 458 |  | 482 |  | (32) | (6) |  | (21) | (4) |
| Income before income taxes |  | 226 |  | 213 |  | 146 |  | 85 |  | 157 |  | 13 | 6 |  | 69 | 44 |
| Provision for income taxes |  | 62 |  | 64 |  | 42 |  | 25 |  | 41 |  | (2) | (1) |  | 21 | 52 |
| NET INCOME |  | 164 |  | 149 |  | 104 |  | 60 |  | 116 |  | 15 | 9 |  | 48 | 42 |
| Less income allocated to participating securities |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | - | - |  | - | - |
| Net income attributable to common shares | \$ | 163 | \$ | 148 | \$ | 103 | \$ | 59 | \$ | 115 | \$ | 15 | 10\% | \$ | 48 | 42\% |
| Earnings per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.95 | \$ | 0.87 | \$ | 0.60 | \$ | 0.34 | \$ | 0.65 | \$ | 0.08 | 9\% | \$ | 0.30 | 46\% |
| Diluted |  | 0.92 |  | 0.84 |  | 0.58 |  | 0.34 |  | 0.64 |  | 0.08 | 10 |  | 0.28 | 44 |
| Comprehensive income |  | 73 |  | 152 |  | 137 |  | 161 |  | 32 |  | (79) | (52) |  | 41 | $\mathrm{n} / \mathrm{m}$ |
| Cash dividends declared on common stock |  | 40 |  | 40 |  | 38 |  | 37 |  | 37 |  | - | - |  | 3 | 9 |
| Cash dividends declared per common share |  | 0.23 |  | 0.23 |  | 0.22 |  | 0.21 |  | 0.21 |  | - | - |  | 0.02 | 10 |

$\mathrm{n} / \mathrm{m}$ - not meaningful

ANALYSIS OF THE ALLOWANCE FOR LOAN LOSSES (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions) | 2016 |  |  |  |  |  |  |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4th Qtr |  | 3rd Qtr |  | 2nd Qtr |  | 1st Qtr |  | 4th Qtr |  |
| Balance at beginning of period | \$ | 727 | \$ | 729 | \$ | 724 | \$ | 634 | \$ | 622 |
| Loan charge-offs: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 37 |  | 24 |  | 48 |  | 72 |  | 73 |
| Commercial mortgage |  | 1 |  | 2 |  | - |  | - |  | 1 |
| International |  | 8 |  | 8 |  | 4 |  | 3 |  | - |
| Consumer |  | 2 |  | 1 |  | 2 |  | 2 |  | 2 |
| Total loan charge-offs |  | 48 |  | 35 |  | 54 |  | 77 |  | 76 |
| Recoveries on loans previously charged-off: |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 7 |  | 15 |  | 9 |  | 12 |  | 6 |
| Commercial mortgage |  | 3 |  | 3 |  | 2 |  | 12 |  | 11 |
| Residential mortgage |  | 1 |  | - |  | - |  | - |  | 1 |
| Consumer |  | 1 |  | 1 |  | 1 |  | 1 |  | 7 |
| Total recoveries |  | 12 |  | 19 |  | 12 |  | 25 |  | 25 |
| Net loan charge-offs |  | 36 |  | 16 |  | 42 |  | 52 |  | 51 |
| Provision for loan losses |  | 39 |  | 14 |  | 47 |  | 141 |  | 63 |
| Foreign currency translation adjustment |  | - |  | - |  | - |  | 1 |  | - |
| Balance at end of period | \$ | 730 | \$ | 727 | \$ | 729 | \$ | 724 | \$ | 634 |
| Allowance for loan losses as a percentage of total loans |  | 1.49\% |  | 1.48\% |  | 1.45\% |  | 1.47\% |  | 1.29\% |
| Net loan charge-offs as a percentage of average total loans |  | 0.29 |  | 0.13 |  | 0.34 |  | 0.43 |  | 0.42 |

ANALYSIS OF THE ALLOWANCE FOR CREDIT LOSSES ON LENDING-RELATED COMMITMENTS (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions) | 2016 |  |  |  |  |  |  |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4th Qtr |  | 3rd Qtr |  | 2nd Qtr |  | 1st Qtr |  | 4th Qtr |  |
| Balance at beginning of period | \$ | 45 | \$ | 43 | \$ | 46 | \$ | 45 | \$ | 48 |
| Less: Charge-offs on lending-related commitments (a) |  | - |  | - |  | (5) |  | (6) |  | - |
| Add: Provision for credit losses on lending-related commitments |  | (4) |  | 2 |  | 2 |  | 7 |  | (3) |
| Balance at end of period | \$ | 41 | \$ | 45 | \$ | 43 | \$ | 46 | \$ | 45 |
| Unfunded lending-related commitments sold | \$ | - | \$ | - | \$ | 12 | \$ | 11 | \$ | - |

(a) Charge-offs result from the sale of unfunded lending-related commitments.

NONPERFORMING ASSETS (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions) | 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4th Qtr |  | 3rd Qtr |  | 2nd Qtr |  | 1st Qtr |  | 4th Qtr |  |
| SUMMARY OF NONPERFORMING ASSETS AND PAST DUE LOANS |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans: |  |  |  |  |  |  |  |  |  |  |
| Business loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 445 | \$ | 508 | \$ | 482 | \$ | 547 | \$ | 238 |
| Real estate construction |  | - |  | - |  | - |  | - |  | 1 |
| Commercial mortgage |  | 46 |  | 44 |  | 44 |  | 47 |  | 60 |
| Lease financing |  | 6 |  | 6 |  | 6 |  | 6 |  | 6 |
| International |  | 14 |  | 19 |  | 18 |  | 27 |  | 8 |
| Total nonaccrual business loans |  | 511 |  | 577 |  | 550 |  | 627 |  | 313 |
| Retail loans: |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 39 |  | 23 |  | 26 |  | 26 |  | 27 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Home equity |  | 28 |  | 27 |  | 28 |  | 27 |  | 27 |
| Other consumer |  | 4 |  | 4 |  | 1 |  | 1 |  | - |
| Total consumer |  | 32 |  | 31 |  | 29 |  | 28 |  | 27 |
| Total nonaccrual retail loans |  | 71 |  | 54 |  | 55 |  | 54 |  | 54 |
| Total nonaccrual loans |  | 582 |  | 631 |  | 605 |  | 681 |  | 367 |
| Reduced-rate loans |  | 8 |  | 8 |  | 8 |  | 8 |  | 12 |
| Total nonperforming loans |  | 590 |  | 639 |  | 613 |  | 689 |  | 379 |
| Foreclosed property |  | 17 |  | 21 |  | 22 |  | 25 |  | 12 |
| Total nonperforming assets | \$ | 607 | \$ | 660 | \$ | 635 | \$ | 714 | \$ | 391 |
| Nonperforming loans as a percentage of total loans |  | 1.20\% |  | 1.30\% |  | 1.22\% |  | 1.40\% |  | 0.77\% |
| Nonperforming assets as a percentage of total loans and foreclosed property |  | 1.24 |  | 1.34 |  | 1.26 |  | 1.45 |  | 0.80 |
| Allowance for loan losses as a percentage of total nonperforming loans |  | 124 |  | 114 |  | 119 |  | 105 |  | 167 |
| Loans past due 90 days or more and still accruing | \$ | 19 | \$ | 48 | \$ | 35 | \$ | 13 | \$ | 17 |
| ANALYSIS OF NONACCRUAL LOANS |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans at beginning of period | \$ | 631 | \$ | 605 | \$ | 681 | \$ | 367 | \$ | 357 |
| Loans transferred to nonaccrual (a) |  | 60 |  | 105 |  | 107 |  | 446 |  | 105 |
| Nonaccrual business loan gross charge-offs (b) |  | (46) |  | (34) |  | (52) |  | (75) |  | (49) |
| Nonaccrual business loans sold (c) |  | (10) |  | (2) |  | (40) |  | (21) |  | - |
| Payments/Other (d) |  | (53) |  | (43) |  | (91) |  | (36) |  | (46) |
| Nonaccrual loans at end of period | \$ | 582 | \$ | 631 | \$ | 605 | \$ | 681 | \$ | 367 |

(a) Based on an analysis of nonaccrual loans with book balances greater than $\$ 2$ million.
(b) Analysis of gross loan charge-offs:

| Nonaccrual business loans | \$ | 46 | \$ | 34 | \$ | 52 | \$ | 75 | \$ | 49 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performing business loans |  | - |  | - |  | - |  | - |  | 25 |
| Consumer and residential mortgage loans |  | 2 |  | 1 |  | 2 |  | 2 |  | 2 |
| Total gross loan charge-offs | \$ | 48 | \$ | 35 | \$ | 54 | \$ | 77 | \$ | 76 |
| Analysis of loans sold: |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual business loans | \$ | 10 | \$ | 2 | \$ | 40 | \$ | 21 | \$ | - |
| Performing criticized loans |  | - |  | - |  | - |  | - |  | 3 |
| Total criticized loans sold | \$ | 10 | \$ | 2 | \$ | 40 | \$ | 21 | \$ | 3 |

(d) Includes net changes related to nonaccrual loans with balances less than $\$ 2$ million, payments on nonaccrual loans with book balances greater than $\$ 2$ million and transfers of nonaccrual loans to foreclosed property. Excludes business loan gross charge-offs and business nonaccrual loans sold.

ANALYSIS OF NET INTEREST INCOME (unaudited)
Comerica Incorporated and Subsidiaries

| (dollar amounts in millions) | Years Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2016 |  |  |  |  | December 31, 2015 |  |  |  |  |
|  | Average Balance |  | Interest |  | Average Rate (a) | Average <br> Balance |  | Interest |  | Average Rate (a) |
| Commercial loans | \$ | 31,062 | \$ | 1,008 | 3.26\% | \$ | 31,501 | \$ | 962 | 3.07\% |
| Real estate construction loans |  | 2,508 |  | 91 | 3.63 |  | 1,884 |  | 66 | 3.48 |
| Commercial mortgage loans |  | 8,981 |  | 314 | 3.49 |  | 8,697 |  | 296 | 3.41 |
| Lease financing |  | 684 |  | 18 | 2.65 |  | 783 |  | 25 | 3.17 |
| International loans |  | 1,367 |  | 50 | 3.63 |  | 1,441 |  | 51 | 3.58 |
| Residential mortgage loans |  | 1,894 |  | 71 | 3.76 |  | 1,878 |  | 71 | 3.77 |
| Consumer loans |  | 2,500 |  | 83 | 3.32 |  | 2,444 |  | 80 | 3.26 |
| Total loans |  | 48,996 |  | 1,635 | 3.34 |  | 48,628 |  | 1,551 | 3.20 |
| Mortgage-backed securities (b) |  | 9,356 |  | 203 | 2.19 |  | 9,113 |  | 202 | 2.24 |
| Other investment securities |  | 2,992 |  | 44 | 1.51 |  | 1,124 |  | 14 | 1.25 |
| Total investment securities (b) |  | 12,348 |  | 247 | 2.02 |  | 10,237 |  | 216 | 2.13 |
| Interest-bearing deposits with banks |  | 5,099 |  | 26 | 0.51 |  | 6,158 |  | 16 | 0.26 |
| Other short-term investments |  | 102 |  | 1 | 0.61 |  | 106 |  | 1 | 0.81 |
| Total earning assets |  | 66,545 |  | 1,909 | 2.88 |  | 65,129 |  | 1,784 | 2.75 |
| Cash and due from banks |  | 1,146 |  |  |  |  | 1,059 |  |  |  |
| Allowance for loan losses |  | (730) |  |  |  |  | (621) |  |  |  |
| Accrued income and other assets |  | 4,782 |  |  |  |  | 4,680 |  |  |  |
| Total assets | \$ | 71,743 |  |  |  | \$ | 70,247 |  |  |  |
| Money market and interest-bearing checking deposits | \$ | 22,744 |  | 27 | 0.11 | \$ | 24,073 |  | 26 | 0.11 |
| Savings deposits |  | 2,013 |  | - | 0.02 |  | 1,841 |  | - | 0.02 |
| Customer certificates of deposit |  | 3,200 |  | 13 | 0.40 |  | 4,209 |  | 16 | 0.37 |
| Foreign office time deposits |  | 33 |  | - | 0.35 |  | 116 |  | 1 | 1.02 |
| Total interest-bearing deposits |  | 27,990 |  | 40 | 0.14 |  | 30,239 |  | 43 | 0.14 |
| Short-term borrowings |  | 138 |  | - | 0.45 |  | 93 |  | - | 0.05 |
| Medium- and long-term debt |  | 4,917 |  | 72 | 1.45 |  | 2,905 |  | 52 | 1.80 |
| Total interest-bearing sources |  | 33,045 |  | 112 | 0.34 |  | 33,237 |  | 95 | 0.29 |
| Noninterest-bearing deposits |  | 29,751 |  |  |  |  | 28,087 |  |  |  |
| Accrued expenses and other liabilities |  | 1,273 |  |  |  |  | 1,389 |  |  |  |
| Total shareholders' equity |  | 7,674 |  |  |  |  | 7,534 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 71,743 |  |  |  | \$ | 70,247 |  |  |  |
| Net interest income/rate spread |  |  | \$ | 1,797 | 2.54 |  |  | \$ | 1,689 | 2.46 |
| Impact of net noninterest-bearing sources of funds |  |  |  |  | 0.17 |  |  |  |  | 0.14 |
| Net interest margin (as a percentage of average earning assets) |  |  |  |  | 2.71\% |  |  |  |  | 2.60\% |

[^0]ANALYSIS OF NET INTEREST INCOME (unaudited)
Comerica Incorporated and Subsidiaries

| (dollar amounts in millions) | Three Months Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2016 |  |  | September 30, 2016 |  |  |  | December 31, 2015 |  |  |  |
|  | Average Balance | Interest | Average Rate (a) | Average Balance |  | nterest | Average <br> Rate (a) | Average Balance |  |  | Average Rate (a) |
| Commercial loans | \$ 30,792 | \$ 255 | 3.30\% | \$ 31,132 | \$ | 253 | $3.25 \%$ | \$ 31,219 | \$ | 244 | 3.11\% |
| Real estate construction loans | 2,837 | 26 | 3.65 | 2,646 |  | 24 | 3.57 | 1,961 |  | 18 | 3.58 |
| Commercial mortgage loans | 8,918 | 78 | 3.49 | 9,012 |  | 78 | 3.43 | 8,842 |  | 76 | 3.43 |
| Lease financing | 619 | 3 | 1.95 | 662 |  | 5 | 3.30 | 750 |  | 6 | 3.29 |
| International loans | 1,303 | 12 | 3.70 | 1,349 |  | 12 | 3.56 | 1,402 |  | 12 | 3.40 |
| Residential mortgage loans | 1,923 | 17 | 3.60 | 1,883 |  | 18 | 3.74 | 1,896 |  | 18 | 3.75 |
| Consumer loans | 2,523 | 21 | 3.28 | 2,522 |  | 21 | 3.31 | 2,478 |  | 21 | 3.38 |
| Total loans | 48,915 | 412 | 3.36 | 49,206 |  | 411 | 3.33 | 48,548 |  | 395 | 3.24 |
| Mortgage-backed securities (b) | 9,386 | 51 | 2.16 | 9,359 |  | 50 | 2.17 | 9,226 |  | 51 | 2.25 |
| Other investment securities | 2,943 | 11 | 1.54 | 3,014 |  | 11 | 1.51 | 1,638 |  | 5 | 1.37 |
| Total investment securities (b) | 12,329 | 62 | 2.01 | 12,373 |  | 61 | 2.01 | 10,864 |  | 56 | 2.11 |
| Interest-bearing deposits with banks | 7,438 | 10 | 0.52 | 5,967 |  | 8 | 0.51 | 7,300 |  | 5 | 0.28 |
| Other short-term investments | 92 | - | 0.47 | 102 |  | - | 0.43 | 106 |  | 1 | 0.91 |
| Total earning assets | 68,774 | 484 | 2.81 | 67,648 |  | 480 | 2.84 | 66,818 |  | 457 | 2.73 |
| Cash and due from banks | 1,290 |  |  | 1,152 |  |  |  | 1,071 |  |  |  |
| Allowance for loan losses | (740) |  |  | (749) |  |  |  | (641) |  |  |  |
| Accrued income and other assets | 4,802 |  |  | 4,858 |  |  |  | 4,659 |  |  |  |
| Total assets | \$ 74,126 |  |  | \$ 72,909 |  |  |  | \$ 71,907 |  |  |  |
| Money market and interest-bearing checking deposits | \$ 22,585 | 7 | 0.12 | \$ 22,415 |  | 7 | 0.12 | \$ 24,368 |  | 6 | 0.11 |
| Savings deposits | 2,064 | - | 0.02 | 2,042 |  | - | 0.03 | 1,883 |  | - | 0.02 |
| Customer certificates of deposit | 2,878 | 3 | 0.39 | 3,129 |  | 3 | 0.40 | 3,763 |  | 4 | 0.39 |
| Foreign office time deposits | 27 | - | 0.36 | 25 |  | - | 0.37 | 95 |  | - | 0.59 |
| Total interest-bearing deposits | 27,554 | 10 | 0.14 | 27,611 |  | 10 | 0.14 | 30,109 |  | 10 | 0.14 |
| Short-term borrowings | 13 | - | 0.50 | 17 |  | - | 0.47 | 92 |  | - | 0.06 |
| Medium- and long-term debt | 5,578 | 19 | 1.30 | 5,907 |  | 20 | 1.36 | 3,089 |  | 14 | 1.79 |
| Total interest-bearing sources | 33,145 | 29 | 0.33 | 33,535 |  | 30 | 0.36 | 33,290 |  | 24 | 0.29 |
| Noninterest-bearing deposits | 32,091 |  |  | 30,454 |  |  |  | 29,627 |  |  |  |
| Accrued expenses and other liabilities | 1,156 |  |  | 1,243 |  |  |  | 1,377 |  |  |  |
| Total shareholders' equity | 7,734 |  |  | 7,677 |  |  |  | 7,613 |  |  |  |
| Total liabilities and shareholders' equity | \$74,126 |  |  | \$ 72,909 |  |  |  | \$71,907 |  |  |  |
| Net interest income/rate spread |  | \$ 455 | 2.48 |  | \$ | 450 | 2.48 |  | \$ | 433 | 2.44 |
| Impact of net noninterest-bearing sources of funds |  |  | 0.17 |  |  |  | 0.18 |  |  |  | 0.14 |
| Net interest margin (as a percentage of average earning assets) |  |  | 2.65\% |  |  |  | 2.66\% |  |  |  | 2.58\% |

(a) Fully taxable equivalent.
(b) Includes investment securities available-for-sale and investment securities held-to-maturity.

CONSOLIDATED STATISTICAL DATA (unaudited)
Comerica Incorporated and Subsidiaries

| (in millions, except per share data) | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial loans: |  |  |  |  |  |  |  |  |  |  |
| Floor plan | \$ | 4,269 | \$ | 3,778 | \$ | 4,120 | \$ | 3,902 | \$ | 3,939 |
| Other |  | 26,725 |  | 27,374 |  | 28,240 |  | 27,660 |  | 27,720 |
| Total commercial loans |  | 30,994 |  | 31,152 |  | 32,360 |  | 31,562 |  | 31,659 |
| Real estate construction loans |  | 2,869 |  | 2,743 |  | 2,553 |  | 2,290 |  | 2,001 |
| Commercial mortgage loans |  | 8,931 |  | 9,013 |  | 9,038 |  | 8,982 |  | 8,977 |
| Lease financing |  | 572 |  | 648 |  | 684 |  | 731 |  | 724 |
| International loans |  | 1,258 |  | 1,303 |  | 1,365 |  | 1,455 |  | 1,368 |
| Residential mortgage loans |  | 1,942 |  | 1,874 |  | 1,856 |  | 1,874 |  | 1,870 |
| Consumer loans: |  |  |  |  |  |  |  |  |  |  |
| Home equity |  | 1,800 |  | 1,792 |  | 1,779 |  | 1,738 |  | 1,720 |
| Other consumer |  | 722 |  | 749 |  | 745 |  | 745 |  | 765 |
| Total consumer loans |  | 2,522 |  | 2,541 |  | 2,524 |  | 2,483 |  | 2,485 |
| Total loans | \$ | 49,088 | \$ | 49,274 | \$ | 50,380 | \$ | 49,377 | \$ | 49,084 |
| Goodwill | \$ | 635 | \$ | 635 | \$ | 635 | \$ | 635 | \$ | 635 |
| Core deposit intangible |  | 7 |  | 8 |  | 9 |  | , |  | 10 |
| Other intangibles |  | 3 |  | 3 |  | 3 |  | 4 |  | 4 |
| Common equity tier 1 capital (a) |  | 7,539 |  | 7,378 |  | 7,346 |  | 7,331 |  | 7,350 |
| Risk-weighted assets (a) |  | 68,136 |  | 69,018 |  | 70,056 |  | 69,319 |  | 69,731 |
| Common equity tier 1 and tier 1 risk-based capital ratio (a) |  | 11.07\% |  | 10.69\% |  | 10.49\% |  | 10.58\% |  | 10.54\% |
| Total risk-based capital ratio (a) |  | 13.24 |  | 12.84 |  | 12.74 |  | 12.84 |  | 12.69 |
| Leverage ratio (a) |  | 10.18 |  | 10.14 |  | 10.39 |  | 10.60 |  | 10.22 |
| Common equity ratio |  | 10.68 |  | 10.42 |  | 10.79 |  | 11.08 |  | 10.52 |
| Tangible common equity ratio (b) |  | 9.89 |  | 9.64 |  | 9.98 |  | 10.23 |  | 9.70 |
| Common shareholders' equity per share of common stock | \$ | 44.47 | \$ | 44.91 | \$ | 44.24 | \$ | 43.66 | \$ | 43.03 |
| Tangible common equity per share of common stock (b) |  | 40.79 |  | 41.15 |  | 40.52 |  | 39.96 |  | 39.33 |
| Market value per share for the quarter: |  |  |  |  |  |  |  |  |  |  |
| High |  | 70.44 |  | 47.81 |  | 47.55 |  | 41.74 |  | 47.44 |
| Low |  | 46.75 |  | 38.39 |  | 36.27 |  | 30.48 |  | 39.52 |
| Close |  | 68.11 |  | 47.32 |  | 41.13 |  | 37.87 |  | 41.83 |
| Quarterly ratios: |  |  |  |  |  |  |  |  |  |  |
| Return on average common shareholders' equity |  | 8.48\% |  | 7.80\% |  | 5.44\% |  | 3.13\% |  | 6.08\% |
| Return on average assets |  | 0.88 |  | 0.82 |  | 0.59 |  | 0.34 |  | 0.64 |
| Efficiency ratio (c) |  | 63.58 |  | 68.15 |  | 72.43 |  | 65.99 |  | 68.92 |
| Number of banking centers |  | 458 |  | 473 |  | 473 |  | 477 |  | 477 |
| Number of employees - full time equivalent |  | 7,960 |  | 8,476 |  | 8,792 |  | 8,869 |  | 8,880 |

(a) December 31, 2016 amounts and ratios are estimated.
(b) See Reconciliation of Non-GAAP Financial Measures.
(c) Noninterest expenses as a percentage of the sum of net interest income (FTE) and noninterest income excluding net securities gains (losses).

## PARENT COMPANY ONLY BALANCE SHEETS (unaudited)

Comerica Incorporated

| (in millions, except share data) | $\begin{gathered} \hline \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |
| Cash and due from subsidiary bank | \$ | 411 | \$ | - | \$ | 4 |
| Short-term investments with subsidiary bank |  | 350 |  | 588 |  | 569 |
| Other short-term investments |  | 87 |  | 88 |  | 89 |
| Investment in subsidiaries, principally banks |  | 7,561 |  | 7,685 |  | 7,523 |
| Premises and equipment |  | 2 |  | 2 |  | 3 |
| Other assets |  | 150 |  | 161 |  | 137 |
| Total assets | \$ | 8,561 | \$ | 8,524 | \$ | 8,325 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Medium- and long-term debt | \$ | 604 | \$ | 626 | \$ | 608 |
| Other liabilities |  | 161 |  | 171 |  | 157 |
| Total liabilities |  | 765 |  | 797 |  | 765 |
| Common stock - \$5 par value: |  |  |  |  |  |  |
| Authorized - 325,000,000 shares |  |  |  |  |  |  |
| Issued - 228,164,824 shares |  | 1,141 |  | 1,141 |  | 1,141 |
| Capital surplus |  | 2,135 |  | 2,174 |  | 2,173 |
| Accumulated other comprehensive loss |  | (383) |  | (292) |  | (429) |
| Retained earnings |  | 7,331 |  | 7,262 |  | 7,084 |
| Less cost of common stock in treasury - 52,851,156 shares at $12 / 31 / 16 ; 59,096,416$ shares at $9 / 30 / 16$ and $52,457,113$ shares at $12 / 31 / 15$ |  | $(2,428)$ |  | $(2,558)$ |  | $(2,409)$ |
| Total shareholders' equity |  | 7,796 |  | 7,727 |  | 7,560 |
| Total liabilities and shareholders' equity | \$ | 8,561 | \$ | 8,524 | \$ | 8,325 |

## CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (unaudited)

Comerica Incorporated and Subsidiaries

| (in millions, except per share data) | Common <br> Shares <br> Outstanding | Sto | ock <br> Amount | Capital <br> Surplus |  | Other <br> Comprehensive <br> Loss |  | Retained <br> Earnings |  | Treasury Stock |  | $\begin{gathered} \text { Total } \\ \text { Shareholders' } \\ \text { Equity } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCE AT DECEMBER 31, 2014 | 179.0 | \$ | 1,141 | \$ | 2,188 | \$ | (412) | \$ | 6,744 | \$ | $(2,259)$ | \$ | 7,402 |
| Net income | - |  | - |  | - |  | - |  | 521 |  | - |  | 521 |
| Other comprehensive loss, net of tax | - |  | - |  | - |  | (17) |  | - |  | - |  | (17) |
| Cash dividends declared on common stock ( $\$ 0.83$ per share) | - |  | - |  | - |  | - |  | (148) |  | - |  | (148) |
| Purchase of common stock | (5.3) |  | - |  | - |  | - |  | - |  | (240) |  | (240) |
| Purchase and retirement of warrants | - |  |  |  | (10) |  | - |  | - |  | - |  | (10) |
| Net issuance of common stock under employee stock plans | 1.0 |  | - |  | (22) |  | - |  | (11) |  | 47 |  | 14 |
| Net issuance of common stock for warrants | 1.0 |  | - |  | (21) |  |  |  | (22) |  | 43 |  | - |
| Share-based compensation | - |  | - |  | 38 |  | - |  | - |  | - |  | 38 |
| BALANCE AT DECEMBER 31, 2015 | 175.7 |  | 1,141 |  | 2,173 |  | (429) |  | 7,084 |  | $(2,409)$ |  | 7,560 |
| Net income | - |  | - |  | - |  | - |  | 477 |  | - |  | 477 |
| Other comprehensive income, net of tax | - |  | - |  | - |  | 46 |  | - |  | - |  | 46 |
| Cash dividends declared on common stock (\$0.89 per share) | - |  | - |  | - |  | - |  | (154) |  | - |  | (154) |
| Purchase of common stock | (6.8) |  | - |  | - |  | - |  | - |  | (310) |  | (310) |
| Net issuance of common stock under employee stock plans | 4.1 |  | - |  | (15) |  | - |  | (27) |  | 185 |  | 143 |
| Net issuance of common stock for warrants | 2.3 |  | - |  | (57) |  | - |  | (49) |  | 106 |  | - |
| Share-based compensation | - |  | - |  | 34 |  | - |  | - |  | - |  | 34 |
| BALANCE AT DECEMBER 31, 2016 | 175.3 | \$ | 1,141 | \$ | 2,135 | \$ | (383) | \$ | 7,331 | \$ | $(2,428)$ | \$ | 7,796 |

## BUSINESS SEGMENT FINANCIAL RESULTS (unaudited)

Comerica Incorporated and Subsidiaries

| (dollar amounts in millions) <br> Three Months Ended December 31, 2016 |  | Business Bank |  | Retail Bank |  | Wealth <br> Management |  | Finance |  | Other |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 354 | \$ | 156 | \$ | 42 | \$ | (103) | \$ | 6 | \$ | 455 |
| Provision for credit losses |  | 17 |  | 22 |  | (1) |  | - |  | (3) |  | 35 |
| Noninterest income |  | 146 |  | 48 |  | 62 |  | 10 |  | 1 |  | 267 |
| Noninterest expenses |  | 196 |  | 188 |  | 72 |  | (1) |  | 6 |  | 461 |
| Provision (benefit) for income taxes |  | 82 |  | (2) |  | 10 |  | (31) |  | 3 |  | 62 |
| Net income (loss) | \$ | 205 | \$ | (4) | \$ | 23 | \$ | (61) | \$ | 1 | \$ | 164 |
| Net credit-related charge-offs (recoveries) | \$ | 33 | \$ | 5 | \$ | (2) | \$ | - | \$ | - | \$ | 36 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 39,220 | \$ | 6,559 | \$ | 5,268 | \$ | 14,109 | \$ | 8,970 | \$ | 74,126 |
| Loans |  | 37,893 |  | 5,906 |  | 5,116 |  | - |  | - |  | 48,915 |
| Deposits |  | 31,221 |  | 23,915 |  | 4,092 |  | 107 |  | 310 |  | 59,645 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 2.09\% |  | (0.06)\% |  | 1.72\% |  | N/M |  | N/M |  | 0.88\% |
| Efficiency ratio (b) |  | 39.12 |  | 90.98 |  | 69.52 |  | N/M |  | N/M |  | 63.58 |
| Three Months Ended September 30, 2016 |  | Business <br> Bank |  | Retail Bank |  | Wealth <br> Management |  | Finance |  | Other |  | Total |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 356 | \$ | 156 | \$ | 41 | \$ | (109) | \$ | 6 | \$ | 450 |
| Provision for credit losses |  | 2 |  | 10 |  | (1) |  | - |  | 5 |  | 16 |
| Noninterest income |  | 145 |  | 50 |  | 61 |  | 13 |  | 3 |  | 272 |
| Noninterest expenses |  | 215 |  | 195 |  | 75 |  | (1) |  | 9 |  | 493 |
| Provision (benefit) for income taxes |  | 95 |  | - |  | 10 |  | (37) |  | (4) |  | 64 |
| Net income (loss) | \$ | 189 | \$ | 1 | \$ | 18 | \$ | (58) | \$ | (1) | \$ | 149 |
| Net credit-related charge-offs (recoveries) | \$ | 14 | \$ | 3 | \$ | (1) | \$ | - | \$ | - | \$ | 16 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 39,618 | \$ | 6,544 | \$ | 5,283 | \$ | 14,144 | \$ | 7,320 | \$ | 72,909 |
| Loans |  | 38,243 |  | 5,871 |  | 5,092 |  | - |  | - |  | 49,206 |
| Deposits |  | 30,019 |  | 23,654 |  | 4,030 |  | 98 |  | 264 |  | 58,065 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 1.92\% |  | 0.01 \% |  | 1.39\% |  | N/M |  | N/M |  | 0.82\% |
| Efficiency ratio (b) |  | 42.74 |  | 94.58 |  | 73.12 |  | N/M |  | N/M |  | 68.15 |
| Three Months Ended December 31, 2015 |  | Business <br> Bank |  | Retail Bank |  | Wealth <br> Management |  | Finance |  | Other |  | Total |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 384 | \$ | 160 | \$ | 47 | \$ | (161) |  | 3 | \$ | 433 |
| Provision for credit losses |  | 41 |  | 23 |  | (7) |  | - |  | 3 |  | 60 |
| Noninterest income |  | 146 |  | 49 |  | 57 |  | 12 |  | 2 |  | 266 |
| Noninterest expenses |  | 207 |  | 191 |  | 81 |  | (2) |  | 5 |  | 482 |
| Provision (benefit) for income taxes |  | 84 |  | (4) |  | 9 |  | (47) |  | (1) |  | 41 |
| Net income (loss) | \$ | 198 | \$ | (1) | \$ | 21 | \$ | (100) | \$ | (2) | \$ | 116 |
| Net credit-related charge-offs (recoveries) | \$ | 35 | \$ | 25 | \$ | (9) | \$ | - | \$ | - | \$ | 51 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 39,305 | \$ | 6,549 | \$ | 5,199 | \$ | 12,273 | \$ | 8,581 | \$ | 71,907 |
| Loans |  | 37,682 |  | 5,868 |  | 4,998 |  | - |  | - |  | 48,548 |
| Deposits |  | 31,746 |  | 23,262 |  | 4,355 |  | 115 |  | 258 |  | 59,736 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 2.02\% |  | (0.03)\% |  | 1.68\% |  | N/M |  | N/M |  | 0.64\% |
| Efficiency ratio (b) |  | 39.07 |  | 91.69 |  | 77.05 |  | N/M |  | N/M |  | 68.92 |

(a) Return on average assets is calculated based on the greater of average assets or average liabilities and attributed equity.
(b) Noninterest expenses as a percentage of the sum of net interest income (fully taxable equivalent basis) and noninterest income excluding net securities gains.
N/M - Not Meaningful

## MARKET SEGMENT FINANCIAL RESULTS (unaudited)

Comerica Incorporated and Subsidiaries

| (dollar amounts in millions) <br> Three Months Ended December 31, 2016 |  | Michigan |  | California |  | Texas |  | Other <br> Markets |  | Finance \& Other |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 167 | \$ | 182 | \$ | 115 | \$ | 88 | \$ | (97) | \$ | 455 |
| Provision for credit losses |  | - |  | 12 |  | 26 |  | - |  | (3) |  | 35 |
| Noninterest income |  | 81 |  | 41 |  | 34 |  | 100 |  | 11 |  | 267 |
| Noninterest expenses |  | 149 |  | 101 |  | 92 |  | 114 |  | 5 |  | 461 |
| Provision (benefit) for income taxes |  | 29 |  | 36 |  | 9 |  | 16 |  | (28) |  | 62 |
| Net income (loss) | \$ | 70 | \$ | 74 | \$ | 22 | \$ | 58 | \$ | (60) | \$ | 164 |
| Net credit-related charge-offs | \$ | 3 | \$ | 1 | \$ | 30 | \$ | 2 | \$ | - | \$ | 36 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 13,174 | \$ | 17,947 | \$ | 10,810 | \$ | 9,116 | \$ | 23,079 | \$ | 74,126 |
| Loans |  | 12,538 |  | 17,666 |  | 10,381 |  | 8,330 |  | - |  | 48,915 |
| Deposits |  | 22,030 |  | 18,359 |  | 10,386 |  | 8,453 |  | 417 |  | 59,645 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 1.23\% |  | 1.53\% |  | 0.74 \% |  | 2.50\% |  | N/M |  | 0.88\% |
| Efficiency ratio (b) |  | 59.67 |  | 45.19 |  | 61.56 |  | 60.29 |  | N/M |  | 63.58 |
| Three Months Ended September 30, 2016 |  | Michigan |  | California |  | Texas |  | Other Markets |  | Finance <br> \& Other |  | Total |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 168 | \$ | 179 | \$ | 117 | \$ | 89 | \$ | (103) | \$ | 450 |
| Provision for credit losses |  | 13 |  | (4) |  | (3) |  | 5 |  | 5 |  | 16 |
| Noninterest income |  | 82 |  | 44 |  | 33 |  | 97 |  | 16 |  | 272 |
| Noninterest expenses |  | 161 |  | 110 |  | 102 |  | 112 |  | 8 |  | 493 |
| Provision (benefit) for income taxes |  | 26 |  | 43 |  | 18 |  | 18 |  | (41) |  | 64 |
| Net income (loss) | \$ | 50 | \$ | 74 | \$ | 33 | \$ | 51 | \$ | (59) | \$ | 149 |
| Net credit-related charge-offs | \$ | 1 | \$ | - | \$ | 10 | \$ | 5 | \$ | - | \$ | 16 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 13,174 | \$ | 17,933 | \$ | 11,014 | \$ | 9,324 | \$ | 21,464 | \$ | 72,909 |
| Loans |  | 12,488 |  | 17,637 |  | 10,566 |  | 8,515 |  | - |  | 49,206 |
| Deposits |  | 21,944 |  | 17,674 |  | 9,860 |  | 8,225 |  | 362 |  | 58,065 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 0.89\% |  | 1.59\% |  | 1.14 \% |  | 2.21\% |  | N/M |  | 0.82\% |
| Efficiency ratio (b) |  | 64.30 |  | 48.86 |  | 67.96 |  | 60.11 |  | N/M |  | 68.15 |
| Three Months Ended December 31, 2015 |  | Michigan |  | California |  | Texas |  | Other <br> Markets |  | Finance <br> \& Other |  | Total |
| Earnings summary: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | 182 | \$ | 192 | \$ | 130 | \$ | 87 | \$ | (158) | \$ | 433 |
| Provision for credit losses |  | (12) |  | (7) |  | 57 |  | 19 |  | 3 |  | 60 |
| Noninterest income |  | 81 |  | 40 |  | 32 |  | 99 |  | 14 |  | 266 |
| Noninterest expenses |  | 161 |  | 107 |  | 102 |  | 109 |  | 3 |  | 482 |
| Provision (benefit) for income taxes |  | 32 |  | 43 |  | 6 |  | 8 |  | (48) |  | 41 |
| Net income (loss) | \$ | 82 | \$ | 89 | \$ | (3) | \$ | 50 | \$ | (102) | \$ | 116 |
| Net credit-related charge-offs (recoveries) | \$ | (2) | \$ | 1 | \$ | 33 | \$ | 19 | \$ | - | \$ | 51 |
| Selected average balances: |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 13,601 | \$ | 17,297 | \$ | 11,474 | \$ | 8,681 | \$ | 20,854 | \$ | 71,907 |
| Loans |  | 12,986 |  | 17,033 |  | 10,893 |  | 7,636 |  | - |  | 48,548 |
| Deposits |  | 22,123 |  | 18,545 |  | 10,807 |  | 7,888 |  | 373 |  | 59,736 |
| Statistical data: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets (a) |  | 1.43\% |  | 1.82\% |  | (0.11)\% |  | 2.21\% |  | N/M |  | 0.64\% |
| Efficiency ratio (b) |  | 61.04 |  | 46.14 |  | 63.06 |  | 58.50 |  | N/M |  | 68.92 |

(a) Return on average assets is calculated based on the greater of average assets or average liabilities and attributed equity.
(b) Noninterest expenses as a percentage of the sum of net interest income (fully taxable equivalent basis) and noninterest income excluding net securities gains.
N/M - Not Meaningful

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (unaudited)
Comerica Incorporated and Subsidiaries

| (dollar amounts in millions) | $\begin{gathered} \hline \text { December 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2016 \end{gathered}$ |  |  | $\begin{gathered} \hline \text { March 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Common Equity Ratio: |  |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 7,796 | \$ | 7,727 | \$ |  | 7,694 | \$ | 7,644 | \$ | 7,560 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  | 635 |  | 635 |  |  | 635 |  | 635 |  | 635 |
| Other intangible assets |  | 10 |  | 11 |  |  | 12 |  | 13 |  | 14 |
| Tangible common equity | \$ | 7,151 | \$ | 7,081 | \$ |  | 7,047 | \$ | 6,996 | \$ | 6,911 |
| Total assets | \$ | 72,978 | \$ | 74,124 | \$ |  | 71,280 | \$ | 69,007 | \$ | 71,877 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  | 635 |  | 635 |  |  | 635 |  | 635 |  | 635 |
| Other intangible assets |  | 10 |  | 11 |  |  | 12 |  | 13 |  | 14 |
| Tangible assets | \$ | 72,333 | \$ | 73,478 | \$ |  | 70,633 | \$ | 68,359 | \$ | 71,228 |
| Common equity ratio |  | 10.68\% |  | 10.42\% |  |  | 10.79\% |  | 11.08\% |  | 10.52\% |
| Tangible common equity ratio |  | 9.89 |  | 9.64 |  |  | 9.98 |  | 10.23 |  | 9.70 |
| Tangible Common Equity per Share of Common Stock: |  |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 7,796 | \$ | 7,727 | \$ |  | 7,694 | \$ | 7,644 | \$ | 7,560 |
| Tangible common equity |  | 7,151 |  | 7,081 |  |  | 7,047 |  | 6,996 |  | 6,911 |
| Shares of common stock outstanding (in millions) |  | 175 |  | 172 |  |  | 174 |  | 175 |  | 176 |
| Common shareholders' equity per share of common stock | \$ | 44.47 | \$ | 44.91 | \$ |  | 44.24 | \$ | 43.66 | \$ | 43.03 |
| Tangible common equity per share of common stock |  | 40.79 |  | 41.15 |  |  | 40.52 |  | 39.96 |  | 39.33 |

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. Comerica 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.


[^0]:    (a) Fully taxable equivalent.
    (b) Includes investment securities available-for-sale and investment securities held-to-maturity.

