FINANCIAL DATA PACKAGE

The data provided herein has not been examined by independent accountants and may not be presented in accordance with generally accepted accounting principles ("GAAP"). As such, the data may vary from comparable data reported in CIT's Forms 10-K \& 10-Q. Modifications include, but are not limited to, the presentation of revised and restated financials, the reclassification of certain prior period data to conform to the current period presentation and differences due to rounding.

Please refer to the Company's SEC filings on Forms 10-K and 10-Q for consolidated financial results prepared in accordance with GAAP.

Amounts shown are as of or for the period ending as applicable.
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|  | 2 Q 21 |  | 1021 |  | 4 Q 20 |  | 3020 |  | 2020 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 355.7 | \$ | 364.0 | \$ | 387.2 | \$ | 395.8 | \$ | 417.2 | \$ | 1,667.8 | \$ | 1,783.3 |
| Other interest and dividends |  | 17.4 |  | 24.1 |  | 28.0 |  | 27.5 |  | 29.7 |  | 131.2 |  | 233.5 |
| Total interest income |  | 373.1 |  | 388.1 |  | 415.2 |  | 423.3 |  | 446.9 |  | 1,799.0 |  | 2,016.8 |
| Net operating lease revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rental income on operating leases |  | 188.2 |  | 194.7 |  | 198.9 |  | 201.3 |  | 200.9 |  | 810.9 |  | 857.7 |
| Depreciation on operating lease equipment |  | 82.8 |  | 84.7 |  | 85.5 |  | 82.5 |  | 81.1 |  | 327.4 |  | 308.6 |
| Maintenance and other operating lease expenses |  | 54.8 |  | 51.6 |  | 54.2 |  | 48.6 |  | 56.1 |  | 212.5 |  | 180.7 |
| Total net operating lease revenue |  | 50.6 |  | 58.4 |  | 59.2 |  | 70.2 |  | 63.7 |  | 271.0 |  | 368.4 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 50.7 |  | 61.2 |  | 77.7 |  | 103.2 |  | 138.3 |  | 475.8 |  | 664.9 |
| Interest on borrowings |  | 56.1 |  | 58.4 |  | 61.9 |  | 62.3 |  | 64.2 |  | 257.5 |  | 287.1 |
| Total interest expense |  | 106.8 |  | 119.6 |  | 139.6 |  | 165.5 |  | 202.5 |  | 733.3 |  | 952.0 |
| Net finance revenue |  | 316.9 |  | 326.9 |  | 334.8 |  | 328.0 |  | 308.1 |  | 1,336.7 |  | 1,433.2 |
| Other non-interest income ${ }^{(1)}$ |  | 160.7 |  | 229.9 |  | 161.3 |  | 146.0 |  | 102.6 |  | 540.5 |  | 415.2 |
| Non-interest expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating expenses ${ }^{(2)}$ |  | 251.2 |  | 274.0 |  | 319.6 |  | 295.5 |  | 360.4 |  | 1,309.9 |  | 1,113.2 |
| Goodwill impairment |  | - |  | - |  | 140.4 |  | - |  | - |  | 485.1 |  | - |
| (Gain) loss on debt extinguishments and deposit redemption |  | - |  | 0.1 |  | 0.1 |  | - |  | (14.8) |  | (14.7) |  | 0.5 |
| Total non-interest expenses |  | 251.2 |  | 274.1 |  | 460.1 |  | 295.5 |  | 345.6 |  | 1,780.3 |  | 1,113.7 |
| Pre-provision net revenue |  | 226.4 |  | 282.7 |  | 36.0 |  | 178.5 |  | 65.1 |  | 96.9 |  | 734.7 |
| Provision for credit losses |  | (72.2) |  | (117.4) |  | (0.5) |  | 63.3 |  | 223.6 |  | 800.3 |  | 110.8 |
| Income (loss) from continuing operations before provision (benefit) for income taxes |  | 298.6 |  | 400.1 |  | 36.5 |  | 115.2 |  | (158.5) |  | (703.4) |  | 623.9 |
| Provision (benefit) for income taxes |  | 71.7 |  | 96.3 |  | 27.9 |  | 29.5 |  | (73.2) |  | (88.1) |  | 94.5 |
| Income (loss) from continuing operations |  | 226.9 |  | 303.8 |  | 8.6 |  | 85.7 |  | (85.3) |  | (615.3) |  | 529.4 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discontinued operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from discontinued operations, net of taxes |  | - |  | - |  | - |  | - |  | - |  | - |  | 0.5 |
| Net income (loss) |  | 226.9 |  | 303.8 |  | 8.6 |  | 85.7 |  | (85.3) |  | (615.3) |  | 529.9 |
| Less: preferred stock dividends |  | 12.3 |  | 2.8 |  | 12.2 |  | 2.8 |  | 12.3 |  | 31.1 |  | 18.9 |
| Net income (loss) available to common shareholders | \$ | 214.6 | \$ | 301.0 | \$ | (3.6) | \$ | 82.9 | \$ | (97.6) | \$ | (646.4) | \$ | 511.0 |
| Income (loss) from continuing operations, available to common shareholders | \$ | 214.6 | \$ | 301.0 | \$ | (3.6) | \$ | 82.9 | \$ | ${ }^{(97.6)}$ | \$ | (646.4) | \$ | 510.5 |
| Basic income (loss) per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | 2.17 | \$ | 3.05 | \$ | (0.04) | \$ | 0.84 | \$ | (0.99) | \$ | (6.57) | \$ | 5.29 |
| Income (loss) from discontinued operations |  | - |  | - |  | - |  | - |  | - |  | - |  | 0.01 |
| Basic income (loss) per common share | \$ | 2.17 | \$ | 3.05 | \$ | (0.04) | \$ | 0.84 | \$ | (0.99) | \$ | (6.57) | \$ | 5.30 |
| Average number of common shares - basic (thousands) |  | 99,110 |  | 98,812 |  | 98,569 |  | 98,523 |  | 98,438 |  | 98,405 |  | 96,503 |
| Diluted income (loss) per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | 2.14 | \$ | 3.04 | \$ | (0.04) | \$ | 0.84 | \$ | (0.99) | \$ | (6.57) | \$ | 5.27 |
| Income (loss) from discontinued operations |  |  |  |  |  |  |  | - |  | - |  | - |  |  |
| Diluted income (loss) per common share | \$ | 2.14 | \$ | 3.04 | \$ | (0.04) | \$ | 0.84 | \$ | (0.99) | \$ | (6.57) | \$ | 5.27 |
| Average number of common shares - diluted (thousands) |  | 100,340 |  | 99,076 |  | 98,569 |  | 98,556 |  | 98,438 |  | 98,405 |  | 96,921 |
| ${ }^{11}$ Other Non-Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fee income | \$ | 36.2 | \$ | 29.5 | \$ | 36.4 | \$ | 32.6 | \$ | 30.3 | \$ | 133.2 | \$ | 116.7 |
| Factoring commissions |  | 26.6 |  | 23.9 |  | 29.2 |  | 19.8 |  | 11.3 |  | 83.3 |  | 98.8 |
| Gains on leasing equipment, net of impairments |  | 29.1 |  | 28.0 |  | 24.4 |  | 24.3 |  | 20.5 |  | 92.5 |  | 71.1 |
| BOLI income |  | 8.2 |  | 8.1 |  | 8.5 |  | 15.7 |  | 8.1 |  | 39.9 |  | 29.1 |
| Gains on investment securities, net of impairments |  | 3.7 |  | 104.7 |  | 8.4 |  | 8.3 |  | 7.9 |  | 38.1 |  | 6.2 |
| Property tax income |  | 3.9 |  | 4.1 |  | 4.6 |  | 4.0 |  | 4.7 |  | 17.9 |  | 22.2 |
| Other income |  | 53.0 |  | 31.6 |  | 49.8 |  | 41.3 |  | 19.8 |  | 135.6 |  | 71.1 |
| Total other non-interest income | \$ | 160.7 | \$ | 229.9 | \$ | 161.3 | \$ | 146.0 | \$ | 102.6 | \$ | 540.5 | \$ | 415.2 |
| ${ }^{[2]}$ Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits | \$ | 148.6 | \$ | 155.0 | \$ | 152.7 | \$ | 148.6 | \$ | 166.0 | \$ | 649.4 | \$ | 566.8 |
| Technology |  | 33.4 |  | 33.4 |  | 36.1 |  | 39.4 |  | 42.7 |  | 157.0 |  | 135.8 |
| Professional fees |  | 21.2 |  | 13.9 |  | 27.5 |  | 22.2 |  | 29.7 |  | 104.3 |  | 75.9 |
| Insurance |  | 14.1 |  | 14.9 |  | 26.0 |  | 25.3 |  | 16.9 |  | 81.5 |  | 51.1 |
| Net occupancy expense |  | 16.3 |  | 17.7 |  | 34.7 |  | 19.7 |  | 20.2 |  | 93.5 |  | 91.3 |
| Advertising and marketing |  | 5.0 |  | 3.5 |  | 3.8 |  | 4.8 |  | 8.9 |  | 34.1 |  | 40.4 |
| Property tax expense |  | 4.4 |  | 4.4 |  | 4.7 |  | 4.8 |  | 4.8 |  | 19.1 |  | 24.1 |
| Restructuring costs |  | (7.9) |  | - |  | - |  | - |  | 37.2 |  | 37.2 |  | 15.1 |
| Intangible asset amortization |  | 8.3 |  | 8.4 |  | 8.4 |  | 8.5 |  | 8.5 |  | 33.9 |  | 23.2 |
| Other expenses |  | 7.8 |  | 22.8 |  | 25.7 |  | 22.2 |  | 25.5 |  | 99.9 |  | 89.5 |
| Operating expenses | \$ | 251.2 | \$ | 274.0 | \$ | 319.6 | \$ | 295.5 | \$ | 360.4 | \$ | 1,309.9 | \$ | 1,113.2 |
| Noteworthy items |  | (6.2) |  | 6.9 |  | 38.9 |  | 0.5 |  | 57.1 |  | 113.6 |  | 44.0 |
| Intangible asset amortization |  | 8.3 |  | 8.4 |  | 8.4 |  | 8.5 |  | 8.5 |  | 33.9 |  | 23.2 |
| Operating expenses, excluding noteworthy items and intangible asset amortization |  | 249.1 |  | 258.7 |  | 272.3 |  | 286.5 |  | 294.8 |  | 1,162.4 |  | 1,046.0 |


|  |  | 2 Q21 |  | 1 Q21 |  | $4 \mathrm{Q20}$ |  | 3020 |  | 2 Q 20 |  | 2020 |  | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 355.7 | \$ | 364.0 | \$ | 387.2 | \$ | 395.8 | \$ | 417.2 | \$ | 1,667.8 | \$ | 1,783.3 |
| Other interest and dividends |  | 17.4 |  | 24.1 |  | 28.0 |  | 27.5 |  | 29.7 |  | 131.2 |  | 233.5 |
| Total interest income |  | 373.1 |  | 388.1 |  | 415.2 |  | 423.3 |  | 446.9 |  | 1,799.0 |  | 2,016.8 |
| Net operating lease revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rental income on operating leases |  | 188.2 |  | 194.7 |  | 198.9 |  | 201.3 |  | 200.9 |  | 810.9 |  | 857.7 |
| Depreciation on operating lease equipment |  | 82.8 |  | 84.7 |  | 85.5 |  | 82.5 |  | 81.1 |  | 327.4 |  | 308.6 |
| Maintenance and other operating lease expenses |  | 54.8 |  | 51.6 |  | 54.2 |  | 48.6 |  | 56.1 |  | 212.5 |  | 180.7 |
| Total net operating lease revenue |  | 50.6 |  | 58.4 |  | 59.2 |  | 70.2 |  | 63.7 |  | 271.0 |  | 368.4 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 50.7 |  | 61.2 |  | 77.7 |  | 103.2 |  | 138.3 |  | 475.8 |  | 664.9 |
| Interest on borrowings |  | 56.1 |  | 58.4 |  | 61.9 |  | 62.3 |  | 64.2 |  | 257.5 |  | 287.1 |
| Total interest expense |  | 106.8 |  | 119.6 |  | 139.6 |  | 165.5 |  | 202.5 |  | 733.3 |  | 952.0 |
| Net finance revenue |  | 316.9 |  | 326.9 |  | 334.8 |  | 328.0 |  | 308.1 |  | 1,336.7 |  | 1,433.2 |
| Other non-interest income ${ }^{(1)}$ |  | 160.7 |  | 146.9 |  | 161.3 |  | 146.0 |  | 102.6 |  | 540.5 |  | 415.2 |
| Non-interest expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating expenses ${ }^{(2)}$ |  | 257.4 |  | 267.1 |  | 280.7 |  | 295.0 |  | 303.3 |  | 1,196.3 |  | 1,069.2 |
| (Gain) loss on debt extinguishments and deposit redemption |  | - |  | 0.1 |  | 0.1 |  | - |  | (14.8) |  | (14.7) |  | 0.5 |
| Total non-interest expenses |  | 257.4 |  | 267.2 |  | 280.8 |  | 295.0 |  | 288.5 |  | 1,181.6 |  | 1,069.7 |
| Pre-provision net revenue |  | 220.2 |  | 206.6 |  | 215.3 |  | 179.0 |  | 122.2 |  | 695.6 |  | 778.7 |
| Provision for credit losses |  | (72.2) |  | (117.4) |  | (0.5) |  | 63.3 |  | 223.6 |  | 755.5 |  | 110.8 |
| Income (loss) from continuing operations before provision (benefit) for income taxes |  | 292.4 |  | 324.0 |  | 215.8 |  | 115.7 |  | (101.4) |  | (59.9) |  | 667.9 |
| Provision (benefit) for income taxes |  | 70.3 |  | 76.6 |  | 55.4 |  | 30.2 |  | (52.3) |  | (22.1) |  | 158.8 |
| Income (loss) from continuing operations |  | 222.1 |  | 247.4 |  | 160.4 |  | 85.5 |  | (49.1) |  | (37.8) |  | 509.1 |
| Discontinued operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from discontinued operations, net of taxes |  | - |  | - |  | - |  | - |  | - |  | - |  | 0.5 |
| Net income (loss) |  | 222.1 |  | 247.4 |  | 160.4 |  | 85.5 |  | (49.1) |  | (37.8) |  | 509.6 |
| Less: preferred stock dividends |  | 12.3 |  | 2.8 |  | 12.2 |  | 2.8 |  | 12.3 |  | 31.1 |  | 18.9 |
| Net income (loss) available to common shareholders | \$ | 209.8 | \$ | 244.6 | \$ | 148.2 | \$ | 82.7 | \$ | (61.4) | \$ | (68.9) | \$ | 490.7 |
| Income (loss) from continuing operations, available to common shareholders | \$ | 209.8 | \$ | 244.6 | \$ | 148.2 | \$ | 82.7 | \$ | (61.4) | \$ | (68.9) | \$ | 490.2 |
| Basic income (loss) per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | 2.12 | \$ | 2.48 | \$ | 1.50 | \$ | 0.84 | \$ | (0.62) | \$ | (0.70) | \$ | 5.08 |
| Income (loss) from discontinued operations |  | - |  | - |  | - |  | - |  | . |  | (0.70) |  | 0.00 |
| Basic income (loss) per common share | \$ | 2.12 | \$ | 2.48 | \$ | 1.50 | \$ | 0.84 | \$ | (0.62) | \$ | (0.70) | \$ | 5.08 |
| Average number of common shares - basic (thousands) |  | 99,110 |  | 98,812 |  | 98,569 |  | 98,523 |  | 98,438 |  | 98,405 |  | 96,503 |
| Diluted income (loss) per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | 2.09 | \$ | 2.47 | \$ | 1.50 | \$ | 0.84 | \$ | (0.62) | \$ | (0.70) | \$ | 5.06 |
| Income (loss) from discontinued operations |  | - |  | - |  | - |  | - |  | - |  | - |  | 0.00 |
| Diluted income (loss) per common share | \$ | 2.09 | \$ | 2.47 | \$ | 1.50 | \$ | 0.84 | \$ | (0.62) | \$ | (0.70) | \$ | 5.06 |
| Average number of common shares - diluted (thousands) |  | 100,340 |  | 99,076 |  | 98,569 |  | 98,556 |  | 98,438 |  | 98,405 |  | 96,921 |
| ${ }^{(1)}$ Other Non-Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fee income | \$ | 36.2 | \$ | 29.5 | \$ | 36.4 | \$ | 32.6 | \$ | 30.3 | \$ | 133.2 | \$ | 116.7 |
| Factoring commissions |  | 26.6 |  | 23.9 |  | 29.2 |  | 19.8 |  | 11.3 |  | 83.3 |  | 98.8 |
| Gains on leasing equipment, net of impairments |  | 29.1 |  | 28.0 |  | 24.4 |  | 24.3 |  | 20.5 |  | 92.5 |  | 71.1 |
| BOLI income |  | 8.2 |  | 8.1 |  | 8.5 |  | 15.7 |  | 8.1 |  | 39.9 |  | 29.1 |
| Gains on investment securities, net of impairments |  | 3.7 |  | 21.7 |  | 8.4 |  | 8.3 |  | 7.9 |  | 38.1 |  | 6.2 |
| Property tax income |  | 3.9 |  | 4.1 |  | 4.6 |  | 4.0 |  | 4.7 |  | 17.9 |  | 22.2 |
| Other income |  | 53.0 |  | 31.6 |  | 49.8 |  | 41.3 |  | 19.8 |  | 135.6 |  | 71.1 |
| Total other non-interest income | \$ | 160.7 | \$ | 146.9 | \$ | 161.3 | \$ | 146.0 | \$ | 102.6 | \$ | 540.5 | \$ | 415.2 |
| ${ }^{[2]}$ Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits | \$ | 148.6 | \$ | 155.0 | \$ | 150.2 | \$ | 155.9 | \$ | 164.0 | \$ | 647.7 | \$ | 566.8 |
| Technology |  | 31.8 |  | 33.3 |  | 34.8 |  | 34.8 |  | 38.1 |  | 143.4 |  | 135.8 |
| Professional fees |  | 21.1 |  | 7.1 |  | 11.1 |  | 18.9 |  | 18.9 |  | 66.9 |  | 75.9 |
| Insurance |  | 14.1 |  | 14.9 |  | 26.0 |  | 25.3 |  | 16.9 |  | 81.5 |  | 51.1 |
| Net occupancy expense |  | 16.3 |  | 17.7 |  | 18.4 |  | 19.7 |  | 20.1 |  | 77.1 |  | 62.4 |
| Advertising and marketing |  | 5.0 |  | 3.5 |  | 4.0 |  | 4.9 |  | 6.6 |  | 29.8 |  | 40.4 |
| Property tax expense |  | 4.4 |  | 4.4 |  | 4.7 |  | 4.8 |  | 4.8 |  | 19.1 |  | 24.1 |
| Intangible asset amortization |  | 8.3 |  | 8.4 |  | 8.4 |  | 8.5 |  | 8.5 |  | 33.9 |  | 23.2 |
| Other expenses |  | 7.8 |  | 22.8 |  | 23.1 |  | 22.2 |  | 25.4 |  | 96.9 |  | 89.5 |
| Operating expenses | \$ | 257.4 | \$ | 267.1 | \$ | 280.7 | \$ | 295.0 | \$ | 303.3 | \$ | 1,196.3 | \$ | 1,069.2 |
| Intangible asset amortization |  | 8.3 |  | 8.4 |  | 8.4 |  | 8.5 |  | 8.5 |  | 33.9 |  | 23.2 |
| Operating expenses, excluding noteworthy items and intangible asset amortization |  | 249.1 |  | 258.7 |  | 272.3 |  | 286.5 |  | 294.8 |  | 1,162.4 |  | 1,046.0 |

## CIT Group Inc.

Business Segment Income Statement, excluding Noteworthy Items
(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2Q21 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial Banking |  | Consumer Banking |  | Corporate |  | Total |  |
| Income Statement |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 280.8 | \$ | 74.9 | \$ | - | \$ | 355.7 |
| Other interest and dividends |  | 0.3 |  | 0.3 |  | 16.8 |  | 17.4 |
| Total interest income |  | 281.1 |  | 75.2 |  | 16.8 |  | 373.1 |
| Net operating lease revenue |  |  |  |  |  |  |  |  |
| Rental income on operating leases |  | 188.2 |  | - |  | - |  | 188.2 |
| Depreciation on operating lease equipment |  | 82.8 |  | - |  | - |  | 82.8 |
| Maintenance and other operating lease expenses |  | 54.8 |  | - |  | - |  | 54.8 |
| Total net operating lease revenue |  | 50.6 |  | - |  | - |  | 50.6 |
| Interest expense |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 9.5 |  | 28.5 |  | 12.7 |  | 50.7 |
| Interest (benefit) on borrowings |  | 68.0 |  | (51.3) |  | 39.4 |  | 56.1 |
| Total interest (benefit) expense |  | 77.5 |  | (22.8) |  | 52.1 |  | 106.8 |
| Net finance revenue |  | 254.2 |  | 98.0 |  | (35.3) |  | 316.9 |
| Other non-interest income |  | 111.2 |  | 36.6 |  | 12.9 |  | 160.7 |
| Non-interest expenses |  |  |  |  |  |  |  |  |
| Operating expenses |  | 183.0 |  | 93.1 |  | (18.7) |  | 257.4 |
| Total non-interest expenses |  | 183.0 |  | 93.1 |  | (18.7) |  | 257.4 |
| Pre-provision net revenue |  | 182.4 |  | 41.5 |  | (3.7) |  | 220.2 |
| (Benefit) provision for credit losses |  | (66.8) |  | (5.4) |  | - |  | (72.2) |
| Income (loss) from continuing operations before provision (benefit) for income taxes | \$ | 249.2 | \$ | 46.9 | \$ | (3.7) | \$ | 292.4 |

Certain balances may not sum due to rounding.

|  | 2 Q 21 |  | 1 Q21 |  | 4 Q 20 |  | 3 Q20 |  | 2 Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total cash and interest bearing cash | \$ | 5,280.7 | \$ | 5,348.6 | \$ | 4,011.7 | \$ | 6,705.6 | \$ | 8,080.3 | \$ | 4,011.7 | \$ | 2,685.6 |
| Securities purchased under agreement to resell |  | 150.0 |  | 75.0 |  | 150.0 |  | - |  | 100.0 |  | 150.0 |  | 950.0 |
| Investment securities |  | 5,295.8 |  | 4,937.9 |  | 6,889.0 |  | 6,608.8 |  | 5,656.5 |  | 6,889.0 |  | 6,276.8 |
| Assets held for sale |  | 51.5 |  | 757.4 |  | 721.2 |  | 56.7 |  | 82.7 |  | 721.2 |  | 32.1 |
| Loans |  | 33,711.1 |  | 34,957.5 |  | 36,144.6 |  | 37,319.6 |  | 37,518.3 |  | 36,144.6 |  | 30,998.9 |
| Allowance for credit losses |  | (850.6) |  | (942.3) |  | $(1,063.8)$ |  | $(1,206.2)$ |  | $(1,202.7)$ |  | $(1,063.8)$ |  | (482.6) |
| Loans, net of allowance for credit losses |  | 32,860.5 |  | 34,015.2 |  | 35,080.8 |  | 36,113.4 |  | 36,315.6 |  | 35,080.8 |  | 30,516.3 |
| Operating lease equipment, net |  | 7,781.8 |  | 7,733.4 |  | 7,836.6 |  | 7,799.3 |  | 7,778.1 |  | 7,836.6 |  | 7,319.7 |
| Goodwill |  | - |  | - |  | - |  | 140.4 |  | 146.8 |  | - |  | 369.9 |
| Bank-owned life insurance |  | 1,185.2 |  | 1,176.9 |  | 1,168.8 |  | 1,160.4 |  | 1,158.9 |  | 1,168.8 |  | 1,043.2 |
| Other assets ${ }^{\text {(1) }}$ |  | 2,098.2 |  | 2,004.7 |  | 2,248.5 |  | 2,280.4 |  | 2,383.5 |  | 2,248.5 |  | 1,639.2 |
| Assets of discontinued operations |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total assets | \$ | 54,703.7 | \$ | 56,049.1 | \$ | 58,106.6 | \$ | 60,865.0 | \$ | 61,702.4 | \$ | 58,106.6 | \$ | 50,832.8 |
| Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 41,271.0 | \$ | 42,024.7 | \$ | 43,071.6 | \$ | 44,706.2 | \$ | 45,815.2 | \$ | 43,071.6 | \$ | 35,139.5 |
| Credit balances of factoring clients |  | 1,530.5 |  | 1,471.1 |  | 1,719.9 |  | 1,320.2 |  | 989.1 |  | 1,719.9 |  | 1,176.2 |
| Other liabilities ${ }^{(2)}$ |  | 1,622.3 |  | 1,897.9 |  | 1,754.9 |  | 1,789.9 |  | 1,560.9 |  | 1,754.9 |  | 1,704.7 |
| Borrowings |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FHLB advances |  | - |  | 600.0 |  | 1,100.0 |  | 2,550.0 |  | 2,850.0 |  | 1,100.0 |  | 1,650.0 |
| Other secured and structured financings |  | 10.3 |  | 7.6 |  | 6.1 |  | 3.1 |  | 15.8 |  | 6.1 |  | 361.1 |
| Senior unsecured |  | 3,738.6 |  | 3,737.1 |  | 4,236.3 |  | 4,236.9 |  | 4,237.5 |  | 4,236.3 |  | 3,967.9 |
| Subordinated unsecured |  | 495.2 |  | 495.0 |  | 494.9 |  | 494.7 |  | 494.6 |  | 494.9 |  | 494.4 |
| Securities sold under agreement to repurchase |  | - |  | - |  | - |  | - |  |  |  | - |  | - |
| Total borrowings |  | 4,244.1 |  | 4,839.7 |  | 5,837.3 |  | 7,284.7 |  | 7,597.9 |  | 5,837.3 |  | 6,473.4 |
| Liabilities of discontinued operations |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total liabilities | \$ | 48,667.9 | \$ | 50,233.4 | \$ | 52,383.7 | \$ | 55,101.0 | \$ | 55,963.1 | \$ | 52,383.7 | \$ | 44,493.8 |
| Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock | \$ | 525.0 | \$ | 525.0 | \$ | 525.0 | \$ | 525.0 | \$ | 525.0 | \$ | 525.0 | \$ | 525.0 |
| Common stock |  | 1.6 |  | 1.6 |  | 1.6 |  | 1.6 |  | 1.6 |  | 1.6 |  | 1.6 |
| Paid-in capital |  | 6,922.5 |  | 6,914.3 |  | 6,892.0 |  | 6,882.1 |  | 6,885.5 |  | 6,892.0 |  | 6,853.7 |
| Retained earnings |  | 1,873.7 |  | 1,694.5 |  | 1,428.3 |  | 1,467.1 |  | 1,419.4 |  | 1,428.3 |  | 2,307.6 |
| Accumulated other comprehensive income (loss) |  | (115.4) |  | (148.2) |  | 35.7 |  | 46.4 |  | 65.8 |  | 35.7 |  | (52.1) |
| Treasury stock, at cost |  | $(3,171.6)$ |  | $(3,171.5)$ |  | $(3,159.7)$ |  | $(3,158.2)$ |  | (3,158.0) |  | $(3,159.7)$ |  | $(3,296.8)$ |
| Total common stockholders' equity |  | 5,510.8 |  | 5,290.7 |  | 5,197.9 |  | 5,239.0 |  | 5,214.3 |  | 5,197.9 |  | 5,814.0 |
| Total equity | \$ | 6,035.8 | \$ | 5,815.7 | \$ | 5,722.9 | \$ | 5,764.0 | \$ | 5,739.3 | \$ | 5,722.9 | \$ | 6,339.0 |
| Total liabilities and equity | \$ | 54,703.7 | \$ | 56,049.1 | \$ | 58,106.6 | \$ | 60,865.0 | \$ | 61,702.4 | \$ | 58,106.6 | \$ | 50,832.8 |
| Book Value Per Common Share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stockholders' equity | \$ | 5,510.8 | \$ | 5,290.7 | \$ | 5,197.9 | \$ | 5,239.0 | \$ | 5,214.3 | \$ | 5,197.9 | \$ | 5,814.0 |
| Less: goodwill |  |  |  |  |  |  |  | 140.4 |  | 146.8 |  |  |  | 369.9 |
| Less: intangible assets |  | 118.1 |  | 126.5 |  | 134.9 |  | 143.4 |  | 151.8 |  | 134.9 |  | 66.0 |
| Tangible common equity | \$ | 5,392.7 | \$ | 5,164.2 | \$ | 5,063.0 | \$ | 4,955.2 | \$ | 4,915.7 | \$ | 5,063.0 | \$ | 5,378.1 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per common share |  | 55.58 |  | 53.41 |  | 52.71 |  | 53.17 |  | 52.97 |  | 52.71 |  | 61.37 |
| Tangible book value per common share |  | 54.39 |  | 52.13 |  | 51.34 |  | 50.29 |  | 49.93 |  | 51.34 |  | 56.77 |
| Outstanding common shares (in thousands) |  | 99,143 |  | 99,066 |  | 98,609 |  | 98,526 |  | 98,447 |  | 98,609 |  | 94,743 |
| ${ }^{(1)}$ Other Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tax credit investments in unconsolidated entities | \$ | 505.9 | \$ | 437.5 | \$ | 427.0 | \$ | 405.8 | \$ | 415.4 | \$ | 427.0 | \$ | 365.6 |
| Property, furniture and fixtures |  | 184.9 |  | 178.2 |  | 187.0 |  | 191.6 |  | 189.6 |  | 187.0 |  | 160.0 |
| Current and deferred federal and state tax assets |  | 38.2 |  | 37.8 |  | 60.8 |  | 50.1 |  | 111.2 |  | 60.8 |  | 55.6 |
| Intangible assets, net |  | 118.1 |  | 126.5 |  | 134.9 |  | 143.4 |  | 151.8 |  | 134.9 |  | 66.0 |
| Counterparty receivables |  | 139.1 |  | 150.1 |  | 174.1 |  | 198.3 |  | 200.2 |  | 174.1 |  | 126.5 |
| Indemnification assets |  |  |  | - |  | - |  | - |  |  |  | - |  | - |
| Right of use assets |  | 259.3 |  | 193.5 |  | 198.8 |  | 220.7 |  | 228.5 |  | 198.8 |  | 194.9 |
| Fair value of derivative financial instruments |  | 302.1 |  | 278.1 |  | 431.6 |  | 487.7 |  | 545.1 |  | 431.6 |  | 190.7 |
| Prepaid expenses |  | 170.5 |  | 174.9 |  | 169.9 |  | 146.4 |  | 122.7 |  | 169.9 |  | 98.3 |
| Other |  | 380.1 |  | 428.1 |  | 464.4 |  | 436.3 |  | 418.9 |  | 464.4 |  | 381.6 |
| Total other assets | \$ | 2,098.2 | \$ | 2,004.7 | \$ | 2,248.5 | \$ | 2,280.4 | \$ | 2,383.5 | \$ | 2,248.5 | \$ | 1,639.2 |
| ${ }^{(2)}$ Other Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accrued expenses and accounts payable | \$ | 438.0 | \$ | 429.0 | \$ | 546.4 | \$ | 509.6 | \$ | 491.6 | \$ | 546.4 | \$ | 565.4 |
| Current and deferred taxes payable |  | 188.8 |  | 124.6 |  | 122.1 |  | 99.5 |  | 73.7 |  | 122.1 |  | 167.2 |
| Accrued interest payable |  | 79.2 |  | 42.2 |  | 88.2 |  | 47.4 |  | 90.0 |  | 88.2 |  | 92.9 |
| Fair value of derivative financial instruments |  | 71.7 |  | 99.9 |  | 79.2 |  | 86.3 |  | 91.2 |  | 79.2 |  | 32.0 |
| Lease liabilities |  | 296.4 |  | 241.8 |  | 249.9 |  | 267.5 |  | 275.4 |  | 249.9 |  | 242.6 |
| Commitment to fund tax credit investments |  | 202.2 |  | 166.3 |  | 167.7 |  | 163.6 |  | 141.4 |  | 167.7 |  | 119.5 |
| Allowance for off-balance sheet credit exposure |  | 61.8 |  | 68.6 |  | 78.3 |  | 74.8 |  | 81.2 |  | 78.3 |  | 37.1 |
| Other |  | 284.2 |  | 725.5 |  | 423.1 |  | 541.2 |  | 316.4 |  | 423.1 |  | 448.0 |
| Total other liabilities | \$ | 1,622.3 | \$ | 1,897.9 | \$ | 1,754.9 | \$ | 1,789.9 | , | 1,560.9 | \$ | 1,754.9 | 5 | 1,704.7 |




Certain balances may not sum due to rounding


|  | 2 Q 21 |  |  | 1 Q21 |  |  | 4Q20 |  |  | 3 Q20 |  |  | 2 Q20 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Balance | \% of Total Deposits |  | Balance | \% of Total Deposits |  | Balance | \% of Total Deposits |  | Balance | \% of Total Deposits |  | Balance | \% of Total Deposits |
| Ending Balance Deposits by Type |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total interest bearing deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest bearing checking | \$ | 3,355.7 | 8.1\% | \$ | 3,421.4 | 8.1\% | \$ | 3,247.6 | 7.5\% |  | 3,201.6 | 7.2\% |  | 3,256.4 | 7.1\% |
| Savings and money market |  | 26,134.3 | 63.3\% |  | 26,362.5 | 62.7\% |  | 26,019.1 | 60.4\% |  | 27,213.0 | 60.9\% |  | 27,068.9 | 59.1\% |
| Time deposits |  | 8,264.2 | 20.0\% |  | 8,904.5 | 21.2\% |  | 10,420.2 | 24.2\% |  | 11,269.5 | 25.2\% |  | 12,378.5 | 27.0\% |
| Non-interest bearing deposits |  | 3,516.8 | 8.5\% |  | 3,336.3 | 7.9\% |  | 3,384.7 | 7.9\% |  | 3,022.1 | 6.7\% |  | 3,111.4 | 6.8\% |
| Total deposits | \$ | 41,271.0 | 100.0\% | \$ | 42,024.7 | 100.0\% | \$ | 43,071.6 | 100.0\% |  | 44,706.2 | 100.0\% |  | 45,815.2 | 100.0\% |
| Ending Balance Deposits by Channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Online channel | \$ | 16,670.9 | 40.4\% | \$ | 17,628.0 | 41.9\% | \$ | 18,864.6 | 43.8\% |  | 20,156.5 | 45.1\% |  | 21,490.0 | 46.9\% |
| Branch channel |  | 11,218.1 | 27.2\% |  | 11,395.4 | 27.1\% |  | 11,461.8 | 26.6\% |  | 11,813.9 | 26.4\% |  | 11,993.0 | 26.2\% |
| Commercial channel |  | 4,401.3 | 10.7\% |  | 4,215.4 | 10.0\% |  | 4,445.0 | 10.3\% |  | 4,510.4 | 10.1\% |  | 4,298.2 | 9.4\% |
| Brokered/other channel |  | 2,167.3 | 5.2\% |  | 2,251.0 | 5.4\% |  | 2,428.6 | 5.7\% |  | 2,658.4 | 5.9\% |  | 2,693.1 | 5.9\% |
| Homeowners association |  | 6,813.4 | 16.5\% |  | 6,534.9 | 15.6\% |  | 5,871.6 | 13.6\% |  | 5,567.0 | 12.5\% |  | 5,340.9 | -\% |
| Total deposits | \$ | 41,271.0 | $\xrightarrow{100.0 \%}$ | \$ | 42,024.7 | $\xrightarrow{100.0 \%}$ |  | 43,071.6 | $\xrightarrow{100.0 \%}$ |  | 44,706.2 | 100.0\% |  | 45,815.2 | 100.0\% |

## CIT Group Inc.

Charge-offs and Credit Provision
(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2Q21 |  |  | 1 Q 21 |  |  | 4Q20 |  |  | 3 Q 20 |  |  | 2 Q 20 |  |  | 2020 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |
| Gross Charge-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance | \$ | 12.6 | 0.31\% | \$ | 8.0 | 0.20\% | \$ | 131.0 | 3.11\% | \$ | 48.2 | 1.17\% | \$ | 149.5 | 3.57\% | \$ | 362.2 | 2.18\% | \$ | 68.6 | 0.48\% |
| Business Capital |  | 15.4 | 1.33\% |  | 17.8 | 1.52\% |  | 26.0 | 2.18\% |  | 29.0 | 2.37\% |  | 43.5 | 3.50\% |  | 125.8 | 2.56\% |  | 80.9 | 1.65\% |
| Real Estate Finance |  | 17.1 | 0.99\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | 1.7 | 0.03\% |
| Commercial Banking |  | 45.1 | 0.65\% |  | 25.8 | 0.37\% |  | 157.0 | 2.14\% |  | 77.2 | 1.06\% |  | 193.0 | 2.63\% |  | 488.0 | 1.67\% |  | 151.2 | 0.62\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking |  | 0.3 | 0.03\% |  | 0.3 | 0.02\% |  | 0.4 | 0.02\% |  | 0.2 | 0.01\% |  | - | 0.00\% |  | 0.6 | 0.01\% |  | 0.2 | 0.00\% |
| Legacy Consumer Mortgages |  | 2.0 | 0.52\% |  | 2.8 | 0.70\% |  | 3.0 | 0.68\% |  | 0.8 | 0.17\% |  | 0.5 | 0.10\% |  | 6.5 | 0.33\% |  | 2.5 | 0.10\% |
| Consumer Banking |  | 2.3 | 0.13\% |  | 3.1 | 0.17\% |  | 3.4 | 0.17\% |  | 1.0 | 0.05\% |  | 0.5 | 0.02\% |  | 7.1 | 0.08\% |  | 2.7 | 0.04\% |
| Consolidated CIT Gross Charge-offs | \$ | 47.4 | 0.55\% | \$ | 28.9 | 0.33\% | \$ | 160.4 | 1.73\% | \$ | 78.2 | 0.84\% | \$ | 193.5 | 2.04\% | \$ | 495.1 | 1.32\% | \$ | 153.9 | 0.49\% |
| Net Charge-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance | \$ | 1.5 | 0.04\% | \$ | 0.1 | 0.00\% | \$ | 128.6 | 3.05\% | \$ | 46.6 | 1.14\% | \$ | 136.4 | 3.26\% | \$ | 342.9 | 2.06\% | \$ | 61.0 | 0.43\% |
| Business Capital |  | 6.2 | 0.53\% |  | 10.6 | 0.90\% |  | 6.2 | 0.52\% |  | 19.2 | 1.58\% |  | 33.5 | 2.70\% |  | 79.4 | 1.62\% |  | 59.6 | 1.22\% |
| Real Estate Finance |  | 17.1 | 0.99\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | - | 0.00\% |  | 1.5 | 0.03\% |
| Commercial Banking |  | 24.8 | 0.36\% |  | 10.7 | 0.15\% |  | 134.8 | 1.84\% |  | 65.8 | 0.91\% |  | 169.9 | 2.31\% |  | 422.3 | 1.44\% |  | 122.1 | 0.50\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking |  | 0.3 | 0.03\% |  | 0.3 | 0.02\% |  | 0.3 | 0.02\% |  | 0.2 | 0.01\% |  | - | 0.00\% |  | 0.5 | 0.01\% |  | 0.2 | 0.00\% |
| Legacy Consumer Mortgages |  | 1.0 | 0.28\% |  | 2.3 | 0.56\% |  | 2.5 | 0.56\% |  | (0.0) | 0.02\% |  | (0.1) | (0.03\%) |  | 4.2 | 0.21\% |  | - | 0.00\% |
| Consumer Banking |  | 1.3 | 0.08\% |  | 2.6 | 0.14\% |  | 2.8 | 0.14\% |  | 0.2 | 0.01\% |  | (0.1) | (0.01\%) |  | 4.7 | 0.06\% |  | 0.2 | 0.00\% |
| Consolidated CIT Net Charge-offs | \$ | 26.1 | 0.30\% | \$ | 13.3 | 0.15\% | \$ | 137.6 | 1.48\% | \$ | 66.0 | 0.71\% | \$ | 169.8 | 1.79\% |  | 427.0 | 1.14\% | \$ | 122.3 | 0.39\% |
| Provision for Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for loans individually reviewed | \$ | 1.6 |  | \$ | 14.0 |  |  | (13.5) |  | \$ | 36.0 |  | \$ | 48.1 |  | \$ | 118.3 |  | \$ | 107.4 |  |
| Provision for loans collectively reviewed |  | (73.8) |  |  | (131.4) |  |  | 13.0 |  |  | 27.3 |  |  | 175.5 |  |  | 682.0 |  |  | 3.4 |  |
| Consolidated CIT Provision for Credit Losses | \$ | $\stackrel{\text { (72.2) }}{ }$ |  | \$ | (117.4) |  |  | ${ }^{(0.5)}$ |  | \$ | 63.3 |  | \$ | 223.6 |  | \$ | 800.3 |  | \$ | 110.8 |  |
| Provision for Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Banking | \$ | (66.8) |  | \$ | (104.5) |  | \$ | 22.7 |  | \$ | 87.9 |  | \$ | 214.7 |  | \$ | 834.2 |  | \$ | 117.3 |  |
| Consumer Banking |  | (5.4) |  |  | (12.9) |  |  | (23.2) |  |  | (24.6) |  |  | 8.9 |  |  | (33.9) |  |  | (6.5) |  |
| Consolidated CIT Provision for Credit Losses | \$ | $\stackrel{\text { (72.2) }}{ }$ |  | \$ | (117.4) |  | \$ | $\xrightarrow{(0.5)}$ |  | \$ | 63.3 |  | \$ | 223.6 |  | \$ | 800.3 |  | \$ | 110.8 |  |

Percentages are based on average loans, excluding loans held for sale.

## CIT Group Inc.

## Credit Quality

(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2Q21 |  |  | 1Q21 |  |  | 4Q20 |  |  | 3Q20 |  |  | 2Q20 |  |  | 2020 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |
| Non-Accruing Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance | \$ | 277.5 | 1.74\% | \$ | 300.2 | 1.87\% | \$ | 239.4 | 1.47\% | \$ | 357.4 | 2.15\% | \$ | 319.6 | 1.97\% | \$ | 239.4 | 1.47\% |  | \$ 246.7 | 1.77\% |
| Business Capital |  | 60.2 | 1.29\% |  | 69.6 | 1.47\% |  | 72.8 | 1.52\% |  | 83.2 | 1.71\% |  | 78.8 | 1.57\% |  | 72.8 | 1.52\% |  | 60.9 | 1.21\% |
| Real Estate Finance |  | 79.3 | 1.21\% |  | 83.5 | 1.16\% |  | 83.2 | 1.10\% |  | 57.1 | 0.74\% |  | 52.3 | 0.68\% |  | 83.2 | 1.10\% |  | 0.4 | 0.01\% |
| Commercial Banking |  | 417.0 | 1.53\% |  | 453.3 | 1.61\% |  | 395.4 | 1.38\% |  | 497.7 | 1.70\% |  | 450.7 | 1.56\% |  | 395.4 | 1.38\% |  | 308.0 | 1.26\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking |  | 73.1 | 1.44\% |  | 72.0 | 1.35\% |  | 53.4 | 0.92\% |  | 22.0 | 0.36\% |  | 9.7 | 0.15\% |  | 53.4 | 0.92\% |  | 4.0 | 0.09\% |
| Legacy Consumer Mortgages |  | 58.8 | 4.31\% |  | 139.4 | 8.97\% |  | 139.3 | 8.22\% |  | 126.8 | 6.78\% |  | 96.0 | 4.75\% |  | 139.3 | 8.22\% |  | 14.3 | 0.69\% |
| Consumer Banking |  | 131.9 | 2.05\% |  | 211.4 | 3.07\% |  | 192.7 | 2.57\% |  | 148.8 | 1.84\% |  | 105.7 | 1.24\% |  | 192.7 | 2.57\% |  | 18.3 | 0.28\% |
| Consolidated CIT Non-Accruing Loans | \$ | 548.9 | 1.63\% | \$ | 664.7 | 1.90\% | \$ | 588.1 | 1.63\% | \$ | 646.5 | 1.73\% | \$ | 556.4 | 1.48\% | \$ | 588.1 | 1.63\% |  | \$ 326.3 | 1.05\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance For Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance on loans individually reviewed | \$ | 91.6 |  | \$ | 113.6 |  | \$ | 106.3 |  | \$ | 128.1 |  | \$ | 109.7 |  | \$ | 106.3 |  |  | \$ 96.2 |  |
| Allowance on loans collectively reviewed |  | 759.0 |  |  | 828.7 |  |  | 957.5 |  |  | 1,078.1 |  |  | 1,093.0 |  |  | 957.5 |  |  | 386.4 |  |
| Consolidated CIT Allowance For Credit Losses | \$ | 850.6 |  | \$ | 942.3 |  | \$ | 1,063.8 |  | \$ | 1,206.2 |  | \$ | 1,202.7 |  | \$ | 1,063.8 |  |  | \$ 482.6 |  |


| Allowance For Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Banking | \$ | 743.4 | 2.73\% | \$ | 828.1 | 2.95\% | \$ | 933.7 | 3.26\% | \$ | 1,049.3 | 3.59\% | \$ | 1,020.1 | 3.52\% | \$ | 933.7 | 3.26\% | \$ | 460.4 | 1.89\% |
| Consumer Banking |  | 107.2 | 1.66\% |  | 114.2 | 1.66\% |  | 130.1 | 1.73\% |  | 156.9 | 1.94\% |  | 182.6 | 2.14\% |  | 130.1 | 1.73\% |  | 22.2 | 0.34\% |
| Consolidated CIT Allowance For Credit Losses | \$ | 850.6 | 2.52\% | \$ | 942.3 | 2.70\% | \$ | 1,063.8 | 2.94\% | \$ | 1,206.2 | 3.23\% | \$ | 1,202.7 | 3.21\% | \$ | 1,063.8 | 2.94\% | \$ | 482.6 | 1.56\% |

Percentages are based on end of period loans.

## CIT Group Inc.

## Selected Data \& Ratios

## (dollars in millions)

Certain balances may not sum due to rounding.

|  | 2Q21 | 1 Q21 |  | 4Q20 |  | 3Q20 |  | 2Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Balances: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average loans (including held for sale and net of credit balances of factoring clients) | \$ 33,226.5 | \$ | 34,592.3 | \$ | 35,590.9 | \$ | 36,301.6 | \$ | 37,109.8 | \$ | 36,371.6 | \$ | 29,775.5 |
| Average operating leases (AOL) (including held for sale) | 7,754.0 |  | 7,831.2 |  | 7,845.3 |  | 7,824.4 |  | 7,602.1 |  | 7,672.9 |  | 7,075.6 |
| Average loans and leases | 40,980.5 |  | 42,423.5 |  | 43,436.2 |  | 44,126.0 |  | 44,711.9 |  | 44,044.5 |  | 36,851.1 |
| Average core loans and leases | 39,478.7 |  | 40,769.8 |  | 41,625.4 |  | 42,146.3 |  | 42,646.3 |  | 42,042.1 |  | 34,378.9 |
| Average earning assets (AEA) ${ }^{(1)}$ | 51,811.1 |  | 53,202.2 |  | 56,508.4 |  | 57,768.0 |  | 57,589.0 |  | 56,391.7 |  | 46,267.2 |
| Average common stockholders' equity | 5,927.8 |  | 5,236.8 |  | 5,226.7 |  | 5,223.0 |  | 5,291.2 |  | 5,414.7 |  | 5,653.8 |
| Average tangible common stockholders' equity | 5,279.4 |  | 5,105.1 |  | 4,972.1 |  | 4,927.9 |  | 4,987.3 |  | 5,038.4 |  | 5,176.2 |
| Profitability Measures (continuing operations): |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross yield ${ }^{(2)}$ | 4.33\% |  | 4.38\% |  | 4.35\% |  | 4.32\% |  | 4.50\% |  | 4.63\% |  | 6.21\% |
| Net yield ${ }^{(3)}$ | 3.27\% |  | 3.36\% |  | 3.36\% |  | 3.42\% |  | 3.55\% |  | 3.67\% |  | 5.16\% |
| Net finance margin (net finance revenue as a percentage of AEA) ${ }^{(1)}$ | 2.45\% |  | 2.46\% |  | 2.37\% |  | 2.27\% |  | 2.14\% |  | 2.37\% |  | 3.10\% |
| Net efficiency ratio ${ }^{(4)(5)}$ | 52.5\% |  | 47.7\% |  | 62.7\% |  | 60.6\% |  | 76.6\% |  | 66.0\% |  | 58.2\% |
| Return on average earning assets available to common shareholders (ROA) | 1.66\% |  | 2.26\% |  | NM |  | 0.57\% |  | NM |  | NM |  | 1.10\% |
| Return on average common stockholders' equity available to common shareholders (ROE) | 14.48\% |  | 22.99\% |  | NM |  | 6.35\% |  | NM |  | NM |  | 9.03\% |
| ROTCE $^{(6)}$ (ROE) | 16.73\% |  | 24.07\% |  | 8.37\% |  | 7.24\% |  | NM |  | NM |  | 10.20\% |
| ROTCE (normalized for the preferred dividend) ${ }^{(7)}$ | 17.09\% |  | 23.70\% |  | 9.04\% |  | 6.86\% |  | NM |  | NM |  | 10.20\% |
| Profitability Measures (continuing operations) Excluding Noteworthy Items: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross yield ${ }^{(2)}$ | 4.33\% |  | 4.38\% |  | 4.35\% |  | 4.32\% |  | 4.50\% |  | 4.63\% |  | 6.21\% |
| Net yield ${ }^{(3)}$ | 3.27\% |  | 3.36\% |  | 3.36\% |  | 3.42\% |  | 3.55\% |  | 3.67\% |  | 5.16\% |
| Net finance margin (net finance revenue as a percentage of AEA) ${ }^{(1)}$ | 2.45\% |  | 2.46\% |  | 2.37\% |  | 2.27\% |  | 2.14\% |  | 2.37\% |  | 3.10\% |
| Net efficiency ratio ${ }^{(5)}$ | 52.2\% |  | 54.6\% |  | 54.9\% |  | 60.4\% |  | 71.8\% |  | 61.9\% |  | 56.6\% |
| Return on average earning assets available to common shareholders (ROA) | 1.62\% |  | 1.84\% |  | 1.05\% |  | 0.57\% |  | NM |  | NM |  | 1.06\% |
| Return on average common stockholders' equity available to common shareholders (ROE) | 14.16\% |  | 18.68\% |  | 11.34\% |  | 6.33\% |  | NM |  | NM |  | 8.67\% |
| ROTCE ${ }^{(6)}$ | 16.37\% |  | 19.65\% |  | 12.41\% |  | 7.22\% |  | NM |  | NM |  | 9.81\% |
| ROTCE (normalized for the preferred dividend) ${ }^{(7)}$ | 16.72\% |  | 19.28\% |  | 12.79\% |  | 6.84\% |  | NM |  | NM |  | 9.81\% |
|  | 2Q21 |  | 1 Q21 |  | 4Q20 |  | 3Q20 |  | 2 Q20 |  | 2020 |  | 2019 |
| Capital \& Leverage: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk-weighted assets | \$ 48,365.1 | \$ | 50,081.4 | \$ | 51,847.0 | \$ | 51,899.5 | \$ | 50,730.3 | \$ | 51,847.0 | \$ | 45,262.0 |
| CET1 capital | 5,623.5 |  | 5,443.6 |  | 5,192.8 |  | 5,120.2 |  | 5,051.4 |  | 5,192.8 |  | 5,444.4 |
| Tier 1 capital | 6,148.5 |  | 5,968.6 |  | 5,717.8 |  | 5,645.1 |  | 5,576.4 |  | 5,717.8 |  | 5,969.3 |
| Total capital | 7,249.3 |  | 7,091.2 |  | 6,863.2 |  | 6,792.1 |  | 6,708.4 |  | 6,863.2 |  | 6,983.3 |
| CET1 capital ratio | 11.6\% |  | 10.9\% |  | 10.0\% |  | 9.9\% |  | 10.0\% |  | 10.0\% |  | 12.0\% |
| Tier 1 capital ratio | 12.7\% |  | 11.9\% |  | 11.0\% |  | 10.9\% |  | 11.0\% |  | 11.0\% |  | 13.2\% |
| Total capital ratio | 15.0\% |  | 14.2\% |  | 13.2\% |  | 13.1\% |  | 13.2\% |  | 13.2\% |  | 15.4\% |
| Tier 1 leverage ratio | 11.0\% |  | 10.4\% |  | 9.5\% |  | 9.2\% |  | 9.2\% |  | 9.5\% |  | 11.9\% |

[^0]
## CIT Group Inc.

## Commercial Banking

(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2Q21 |  | 1Q21 |  | 4Q20 |  | 3Q20 |  | 2Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 281.1 | \$ | 291.1 | \$ | 300.3 | \$ | 306.7 | \$ | 324.5 | \$ | 1,299.4 | \$ | 1,425.7 |
| Rental income on operating leases |  | 188.2 |  | 194.7 |  | 198.9 |  | 201.3 |  | 200.9 |  | 810.9 |  | 857.7 |
| Finance revenue |  | 469.3 |  | 485.8 |  | 499.2 |  | 508.0 |  | 525.4 |  | 2,110.3 |  | 2,283.4 |
| Interest expense |  | 77.5 |  | 88.7 |  | 97.2 |  | 105.3 |  | 135.5 |  | 501.5 |  | 758.3 |
| Depreciation on operating lease equipment |  | 82.8 |  | 84.7 |  | 85.5 |  | 82.5 |  | 81.1 |  | 327.4 |  | 308.6 |
| Maintenance and other operating lease expenses |  | 54.8 |  | 51.6 |  | 54.2 |  | 48.6 |  | 56.1 |  | 212.5 |  | 180.7 |
| Net finance revenue |  | 254.2 |  | 260.8 |  | 262.3 |  | 271.6 |  | 252.7 |  | 1,068.9 |  | 1,035.8 |
| Provision for credit losses |  | (66.8) |  | (104.5) |  | 22.7 |  | 87.9 |  | 214.7 |  | 834.2 |  | 117.3 |
| Other non-interest income |  | 111.2 |  | 91.7 |  | 105.1 |  | 89.6 |  | 77.2 |  | 359.2 |  | 331.6 |
| Goodwill impairment |  | - |  | - |  | 135.5 |  | - |  | - |  | 437.0 |  | - |
| Operating expenses |  | 183.0 |  | 186.9 |  | 191.6 |  | 196.7 |  | 201.2 |  | 802.8 |  | 701.5 |
| Income (loss) from continuing operations before taxes | \$ | 249.2 | \$ | 270.1 | \$ | 17.6 | \$ | 76.6 | \$ | (86.0) | \$ | (645.9) | \$ | 548.6 |
| Average Loans and Leases |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance | \$ | 15,260.7 | \$ | 15,570.9 | \$ | 15,696.3 | \$ | 15,635.5 | \$ | 16,133.2 | \$ | 15,744.8 | \$ | 13,160.7 |
| Business Capital |  | 4,934.7 |  | 5,013.7 |  | 5,114.1 |  | 5,225.9 |  | 5,296.5 |  | 5,234.1 |  | 5,147.6 |
| Rail |  | 7,152.7 |  | 7,157.0 |  | 7,166.3 |  | 7,137.2 |  | 7,000.4 |  | 7,037.5 |  | 6,554.7 |
| Real Estate Finance |  | 6,890.3 |  | 7,412.1 |  | 7,616.6 |  | 7,728.4 |  | 7,652.0 |  | 7,652.2 |  | 5,352.2 |
| Commercial Banking Average Loans and Leases | \$ | 34,238.4 | \$ | 35,153.7 | \$ | 35,593.3 | \$ | 35,727.0 | \$ | 36,082.1 | \$ | 35,668.6 | \$ | 30,215.2 |
| Average Earning Assets ("AEA") |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance | \$ | 15,295.3 | \$ | 15,605.4 | \$ | 15,744.2 | \$ | 15,709.9 | \$ | 16,224.7 | \$ | 15,821.5 | \$ | 13,253.2 |
| Business Capital |  | 4,952.8 |  | 5,028.3 |  | 5,127.2 |  | 5,236.0 |  | 5,316.3 |  | 5,249.2 |  | 5,165.9 |
| Rail |  | 7,188.8 |  | 7,194.2 |  | 7,188.1 |  | 7,194.8 |  | 7,058.9 |  | 7,077.9 |  | 6,588.7 |
| Real Estate Finance |  | 6,890.3 |  | 7,412.1 |  | 7,616.6 |  | 7,728.4 |  | 7,652.0 |  | 7,652.2 |  | 5,352.2 |
| Commercial Banking Average Earnings Assets | \$ | 34,327.2 | \$ | 35,240.0 | \$ | 35,676.1 | \$ | 35,869.1 | \$ | 36,251.9 | \$ | 35,800.8 | \$ | 30,360.0 |
| Gross Yield ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance |  | 3.96\% |  | 4.00\% |  | 4.13\% |  | 4.14\% |  | 4.33\% |  | 4.45\% |  | 6.09\% |
| Business Capital |  | 8.98\% |  | 9.22\% |  | 9.00\% |  | 9.11\% |  | 8.95\% |  | 9.07\% |  | 9.52\% |
| Rail |  | 8.13\% |  | 8.29\% |  | 8.56\% |  | 8.68\% |  | 8.92\% |  | 8.97\% |  | 10.54\% |
| Real Estate Finance |  | 3.52\% |  | 3.49\% |  | 3.55\% |  | 3.62\% |  | 3.84\% |  | 3.86\% |  | 5.41\% |
| Commercial Banking Gross Yield |  | 5.47\% |  | 5.51\% |  | 5.60\% |  | 5.67\% |  | 5.80\% |  | 5.90\% |  | 7.52\% |
| Net Finance Margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance |  | 3.19\% |  | 3.08\% |  | 3.13\% |  | 3.10\% |  | 2.90\% |  | 3.12\% |  | 3.15\% |
| Business Capital |  | 5.53\% |  | 5.60\% |  | 5.35\% |  | 5.45\% |  | 5.12\% |  | 5.31\% |  | 5.43\% |
| Rail |  | 0.89\% |  | 1.10\% |  | 1.00\% |  | 1.39\% |  | 1.01\% |  | 1.29\% |  | 2.77\% |
| Real Estate Finance |  | 2.78\% |  | 2.73\% |  | 2.77\% |  | 2.78\% |  | 2.58\% |  | 2.69\% |  | 2.88\% |
| Commercial Banking Net Finance Margin |  | 2.96\% |  | 2.96\% |  | 2.94\% |  | 3.03\% |  | 2.79\% |  | 2.99\% |  | 3.41\% |
| Select Metric |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net yield |  | 3.87\% |  | 3.97\% |  | 4.03\% |  | 4.20\% |  | 4.28\% |  | 4.39\% |  | 5.91\% |
| Pre-tax Income ROAEA |  | 2.90\% |  | 3.07\% |  | 0.20\% |  | 0.85\% |  | NM |  | NM |  | 1.81\% |

[^1]
## CIT Group Inc.

## Consumer Banking

(dollars in millions)
Certain balances may not sum due to rounding

|  | 2Q21 |  | 1Q21 |  | 4Q20 |  | 3Q20 |  | 2Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 75.2 | \$ | 74.0 | \$ | 87.9 | \$ | 90.3 | \$ | 93.9 | \$ | 373.7 | \$ | 364.9 |
| Interest expense |  | (22.8) |  | (19.7) |  | (18.5) |  | (5.9) |  | 5.5 |  | (29.0) |  | (125.3) |
| Net finance revenue ("NFR") |  | 98.0 |  | 93.7 |  | 106.4 |  | 96.2 |  | 88.4 |  | 402.7 |  | 490.2 |
| Provision for credit losses |  | (5.4) |  | (12.9) |  | (23.2) |  | (24.6) |  | 8.9 |  | (33.9) |  | (6.5) |
| Other non-interest income |  | 36.6 |  | 26.5 |  | 28.5 |  | 30.9 |  | 2.7 |  | 76.1 |  | 33.8 |
| Goodwill impairment |  | - |  | - |  | 4.9 |  | - |  | - |  | 48.1 |  | - |
| Operating expenses |  | 93.1 |  | 79.5 |  | 88.2 |  | 94.9 |  | 101.4 |  | 386.6 |  | 345.0 |
| Income (loss) from continuing operations before taxes | \$ | 46.9 | \$ | 53.6 | \$ | 65.0 | \$ | 56.8 | \$ | (19.2) | \$ | 78.0 | \$ | 185.5 |
| Average Loans and Leases |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking | \$ | 5,240.3 | \$ | 5,616.1 | \$ | 6,032.1 | \$ | 6,419.3 | \$ | 6,564.2 | \$ | 6,373.5 | \$ | 4,163.7 |
| Legacy Consumer Mortgages |  | 1,501.8 |  | 1,653.7 |  | 1,810.8 |  | 1,979.7 |  | 2,065.6 |  | 2,002.4 |  | 2,462.0 |
| Consumer Banking Average Loans and Leases | \$ | 6,742.1 | \$ | 7,269.8 | \$ | 7,842.9 | \$ | 8,399.0 | \$ | 8,629.8 | \$ | 8,375.9 | \$ | 6,625.7 |
| Average Earning Assets ("AEA") |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking | \$ | 5,308.4 | \$ | 5,745.9 | \$ | 6,143.1 | \$ | 6,446.9 | \$ | 6,592.7 | \$ | 6,422.5 | \$ | 4,180.6 |
| Legacy Consumer Mortgages |  | 1,501.8 |  | 1,653.7 |  | 1,810.8 |  | 1,979.7 |  | 2,065.6 |  | 2,002.4 |  | 2,463.9 |
| Consumer Banking Average Earning Assets | \$ | 6,810.2 | \$ | 7,399.6 | \$ | 7,953.9 | \$ | 8,426.6 | \$ | 8,658.3 | \$ | 8,424.9 | \$ | 6,644.5 |
| Gross Yield ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking |  | 2.88\% |  | 2.75\% |  | 2.91\% |  | 3.04\% |  | 3.18\% |  | 3.17\% |  | 3.63\% |
| Legacy Consumer Mortgages |  | 9.82\% |  | 8.34\% |  | 9.52\% |  | 8.32\% |  | 8.05\% |  | 8.49\% |  | 8.65\% |
| Consumer Banking Gross Yield |  | 4.41\% |  | 4.00\% |  | 4.42\% |  | 4.28\% |  | 4.34\% |  | 4.44\% |  | 5.49\% |
| Net Finance Margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer and Community Banking |  | 4.93\% |  | 4.44\% |  | 4.44\% |  | 3.74\% |  | 3.24\% |  | 4.02\% |  | 7.82\% |
| Legacy Consumer Mortgages |  | 8.68\% |  | 7.22\% |  | 8.43\% |  | 7.25\% |  | 6.79\% |  | 7.23\% |  | 6.63\% |
| Consumer Banking Net Finance Margin |  | 5.76\% |  | 5.06\% |  | 5.35\% |  | 4.57\% |  | 4.09\% |  | 4.78\% |  | 7.38\% |
| Select Metric |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net yield |  | 4.41\% |  | 4.00\% |  | 4.42\% |  | 4.28\% |  | 4.34\% |  | 4.44\% |  | 5.49\% |
| Pre-tax Income ROAEA |  | 2.75\% |  | 2.90\% |  | 3.26\% |  | 2.70\% |  | NM |  | 0.92\% |  | 2.79\% |

## CIT Group Inc.

Corporate
(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2 Q21 |  | 1Q21 |  | 4Q20 |  | 3 Q20 |  | 2 Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 16.8 | \$ | 23.0 | \$ | 27.0 | \$ | 26.3 | \$ | 28.5 | \$ | 125.9 | \$ | 226.2 |
| Interest expense |  | 52.1 |  | 50.6 |  | 60.9 |  | 66.1 |  | 61.5 |  | 260.8 |  | 319.0 |
| Net finance revenue ("NFR") |  | (35.3) |  | (27.6) |  | (33.9) |  | (39.8) |  | (33.0) |  | (134.9) |  | (92.8) |
| Other non-interest income |  | 12.9 |  | 111.7 |  | 27.7 |  | 25.5 |  | 22.7 |  | 105.2 |  | 49.8 |
| Operating expenses - including (gain) loss on debt extinguishment |  | (24.9) |  | 7.7 |  | 39.9 |  | 3.9 |  | 43.0 |  | 105.8 |  | 67.2 |
| Income (loss) from continuing operations before taxes | \$ | 2.5 | \$ | 76.4 | \$ | (46.1) | \$ | (18.2) | \$ | (53.3) | \$ | (135.5) | \$ | (110.2) |
| Select Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans and Leases | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 10.2 |
| Average Earning Assets ("AEA") | \$ | 10,673.7 | \$ | 10,562.6 | \$ | 12,878.4 | \$ | 13,472.3 | \$ | 12,678.8 | \$ | 12,166.0 | \$ | 9,262.7 |
| Gross Yield ${ }^{(1)}$ |  | 0.63\% |  | 0.87\% |  | 0.84\% |  | 0.78\% |  | 0.89\% |  | 1.03\% |  | 2.44\% |
| Net Finance Margin |  | (1.33\%) |  | (1.04\%) |  | (1.05\%) |  | (1.18\%) |  | (1.05\%) |  | (1.11\%) |  | (1.00\%) |
| Pre-tax Income ROAEA |  | 0.09\% |  | 2.89\% |  | NM |  | NM |  | NM |  | NM |  | NM |

${ }^{(1)}$ Gross Yield includes Interest Income plus Rental Income as a \% of AEA.

CIT Group Inc.

## Earning Assets - by Division

(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2Q21 |  | 1Q21 |  | 4Q20 |  | 3Q20 |  | 2 Q 20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 15,969.9 | \$ | 16,089.8 | \$ | 16,243.9 | \$ | 16,644.5 | \$ | 16,194.3 | \$ | 16,243.9 | \$ | 13,912.8 |
| Operating lease equipment, net |  | 369.9 |  | 376.5 |  | 395.6 |  | 390.9 |  | 401.4 |  | 395.6 |  | 332.8 |
| Assets held for sale |  | 32.5 |  | 723.7 |  | 702.1 |  | 35.4 |  | 48.1 |  | 702.1 |  | 6.8 |
| Total loans and leases |  | 16,372.3 |  | 17,190.0 |  | 17,341.6 |  | 17,070.8 |  | 16,643.8 |  | 17,341.6 |  | 14,252.4 |
| Interest bearing cash |  | 9.7 |  | 9.3 |  | 7.7 |  | 6.6 |  | 9.0 |  | 7.7 |  | 11.1 |
| Investment securities |  | 28.6 |  | 25.5 |  | 26.9 |  | 55.1 |  | 68.2 |  | 26.9 |  | 79.0 |
| Credit balances on factoring receivables |  | $(1,530.5)$ |  | $(1,471.1)$ |  | (1,719.9) |  | $(1,320.2)$ |  | (989.1) |  | $(1,719.9)$ |  | $(1,176.2)$ |
| Earning assets | \$ | 14,880.1 | \$ | 15,753.7 | \$ | 15,656.3 | \$ | 15,812.3 | \$ | 15,731.9 | \$ | 15,656.3 | \$ | 13,166.3 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business Capital |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,660.8 | \$ | 4,724.5 | \$ | 4,777.8 | \$ | 4,870.2 | \$ | 5,005.7 | \$ | 4,777.8 | \$ | 5,038.5 |
| Operating lease equipment, net |  | 292.8 |  | 287.9 |  | 342.1 |  | 335.3 |  | 337.7 |  | 342.1 |  | 280.9 |
| Assets held for sale |  | 0.7 |  | 0.2 |  | - |  | - |  | - |  | - |  | - |
| Total loans and leases |  | 4,954.3 |  | 5,012.6 |  | 5,119.9 |  | 5,205.5 |  | 5,343.4 |  | 5,119.9 |  | 5,319.4 |
| Interest bearing cash |  | 20.3 |  | 16.2 |  | 12.8 |  | 11.9 |  | 8.7 |  | 12.8 |  | 15.8 |
| Earning assets | \$ | 4,974.6 | \$ | 5,028.8 | \$ | 5,132.7 | \$ | 5,217.4 | \$ | 5,352.1 | \$ | 5,132.7 | \$ | 5,335.2 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 62.6 | \$ | 61.5 | \$ | 60.7 | \$ | 60.7 | \$ | 59.5 | \$ | 60.7 | \$ | 59.6 |
| Operating lease equipment, net |  | 7,119.1 |  | 7,069.0 |  | 7,098.9 |  | 7,073.1 |  | 7,039.0 |  | 7,098.9 |  | 6,706.0 |
| Assets held for sale |  | - |  | 0.5 |  | 0.3 |  | 0.1 |  | 0.1 |  | 0.3 |  | 0.4 |
| Total loans and leases |  | 7,181.7 |  | 7,131.0 |  | 7,159.9 |  | 7,133.9 |  | 7,098.6 |  | 7,159.9 |  | 6,766.0 |
| Interest bearing cash |  | 30.4 |  | 39.1 |  | 31.9 |  | 32.0 |  | 62.8 |  | 31.9 |  | 25.8 |
| Earning assets | \$ | 7,212.1 | \$ | 7,170.1 | \$ | 7,191.8 | \$ | 7,165.9 | \$ | 7,161.4 | \$ | 7,191.8 | \$ | 6,791.8 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Finance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 6,572.6 | \$ | 7,197.9 | \$ | 7,554.1 | \$ | 7,669.2 | \$ | 7,713.4 | \$ | 7,554.1 | \$ | 5,382.5 |
| Assets held for sale |  | - |  | - |  | - |  | - |  | 6.6 |  | - |  | 15.9 |
| Total loans and leases |  | 6,572.6 |  | 7,197.9 |  | 7,554.1 |  | 7,669.2 |  | 7,720.0 |  | 7,554.1 |  | 5,398.4 |
| Earning assets | \$ | 6,572.6 | \$ | 7,197.9 | \$ | 7,554.1 | \$ | 7,669.2 | \$ | 7,720.0 | \$ | 7,554.1 | \$ | 5,398.4 |


| Total Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans | \$ | 27,265.9 | \$ | 28,073.7 | \$ | 28,636.5 | \$ | 29,244.6 | \$ | 28,972.9 | \$ | 28,636.5 | \$ | 24,393.4 |
| Operating lease equipment, net |  | 7,781.8 |  | 7,733.4 |  | 7,836.6 |  | 7,799.3 |  | 7,778.1 |  | 7,836.6 |  | 7,319.7 |
| Assets held for sale |  | 33.2 |  | 724.4 |  | 702.4 |  | 35.5 |  | 54.8 |  | 702.4 |  | 23.1 |
| Total loans and leases |  | 35,080.9 |  | 36,531.5 |  | 37,175.5 |  | 37,079.4 |  | 36,805.8 |  | 37,175.5 |  | 31,736.2 |
| Interest bearing cash |  | 60.4 |  | 64.6 |  | 52.4 |  | 50.5 |  | 80.5 |  | 52.4 |  | 52.7 |
| Investment securities |  | 28.6 |  | 25.5 |  | 26.9 |  | 55.1 |  | 68.2 |  | 26.9 |  | 79.0 |
| Credit balances on factoring receivables |  | $(1,530.5)$ |  | $(1,471.1)$ |  | $(1,719.9)$ |  | $(1,320.2)$ |  | (989.1) |  | (1,719.9) |  | (1,176.2) |
| Earning assets | \$ | 33,639.4 | \$ | 35,150.5 | \$ | 35,534.9 | \$ | 35,864.8 | \$ | 35,965.4 | \$ | 35,534.9 | \$ | 30,691.7 |

Consumer Banking

| Consumer and Community Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans | \$ | 5,079.5 | \$ | 5,330.4 | \$ | 5,814.3 | \$ | 6,205.3 | \$ | 6,522.8 | \$ | 5,814.3 | \$ | 4,524.0 |
| Assets held for sale |  | 18.3 |  | 27.2 |  | 13.9 |  | 17.0 |  | 24.1 |  | 13.9 |  | 7.4 |
| Total loans and leases |  | 5,097.8 |  | 5,357.6 |  | 5,828.2 |  | 6,222.3 |  | 6,546.9 |  | 5,828.2 |  | 4,531.4 |
| Investment securities |  | 69.1 |  | 65.2 |  | 137.3 |  | 26.5 |  | 29.3 |  | 137.3 |  | 26.0 |
| Earning assets | \$ | 5,166.9 | \$ | 5,422.8 | \$ | 5,965.5 | \$ | 6,248.8 | \$ | 6,576.2 | \$ | 5,965.5 | \$ | 4,557.4 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Legacy Consumer Mortgages |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 1,365.7 | \$ | 1,553.4 | \$ | 1,693.8 | \$ | 1,869.7 | \$ | 2,022.6 | \$ | 1,693.8 | \$ | 2,081.5 |
| Assets held for sale |  | - |  | 5.8 |  | 4.9 |  | 4.2 |  | 3.8 |  | 4.9 |  | 1.5 |
| Total loans and leases |  | 1,365.7 |  | 1,559.2 |  | 1,698.7 |  | 1,873.9 |  | 2,026.4 |  | 1,698.7 |  | 2,083.0 |
| Earning assets | \$ | 1,365.7 | \$ | 1,559.2 | \$ | 1,698.7 | \$ | 1,873.9 | \$ | 2,026.4 | \$ | 1,698.7 | \$ | 2,083.0 |
| Total Consumer Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 6,445.2 | \$ | 6,883.8 | \$ | 7,508.1 | \$ | 8,075.0 | \$ | 8,545.4 | \$ | 7,508.1 | \$ | 6,605.5 |
| Assets held for sale |  | 18.3 |  | 33.0 |  | 18.8 |  | 21.2 |  | 27.9 |  | 18.8 |  | 8.9 |
| Total loans and leases |  | 6,463.5 |  | 6,916.8 |  | 7,526.9 |  | 8,096.2 |  | 8,573.3 |  | 7,526.9 |  | 6,614.4 |
| Investment securities |  | 69.1 |  | 65.2 |  | 137.3 |  | 26.5 |  | 29.3 |  | 137.3 |  | 26.0 |
| Earning assets | \$ | 6,532.6 | \$ | 6,982.0 | \$ | 7,664.2 | \$ | 8,122.7 | \$ | 8,602.6 | \$ | 7,664.2 | \$ | 6,640.4 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 0.1 |
| Interest bearing cash |  | 5,073.7 |  | 5,126.4 |  | 3,784.7 |  | 6,479.4 |  | 7,818.2 |  | 3,784.7 |  | 1,642.8 |
| Securities purchased under agreements to resell |  | 150.0 |  | 75.0 |  | 150.0 |  | - |  | 100.0 |  | 150.0 |  | 950.0 |
| Investment securities |  | 5,198.1 |  | 4,847.2 |  | 6,724.8 |  | 6,527.2 |  | 5,559.0 |  | 6,724.8 |  | 6,171.8 |
| Total earning assets | \$ | 10,421.8 | \$ | 10,048.6 | \$ | 0,659.5 | \$ | 3,006.6 | \$ | 3,477.2 | \$ | 10,659.5 | \$ | 8,764.7 |


| Loans | \$ | 33,711.1 | \$ | 34,957.5 | \$ | 36,144.6 | \$ | 37,319.6 | \$ | 37,518.3 | \$ | 36,144.6 | \$ | 30,998.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating lease equipment, net |  | 7,781.8 |  | 7,733.4 |  | 7,836.6 |  | 7,799.3 |  | 7,778.1 |  | 7,836.6 |  | 7,319.7 |
| Assets held for sale |  | 51.5 |  | 757.4 |  | 721.2 |  | 56.7 |  | 82.7 |  | 721.2 |  | 32.1 |
| Total loans and leases |  | 41,544.4 |  | 43,448.3 |  | 44,702.4 |  | 45,175.6 |  | 45,379.1 |  | 44,702.4 |  | 38,350.7 |
| Interest bearing cash |  | 5,134.1 |  | 5,191.0 |  | 3,837.1 |  | 6,529.9 |  | 7,898.7 |  | 3,837.1 |  | 1,695.5 |
| Securities purchased under agreements to resell |  | 150.0 |  | 75.0 |  | 150.0 |  | - |  | 100.0 |  | 150.0 |  | 950.0 |
| Investment securities |  | 5,295.8 |  | 4,937.9 |  | 6,889.0 |  | 6,608.8 |  | 5,656.5 |  | 6,889.0 |  | 6,276.8 |
| Credit balances on factoring receivables |  | $(1,530.5)$ |  | $(1,471.1)$ |  | $(1,719.9)$ |  | $(1,320.2)$ |  | (989.1) |  | $(1,719.9)$ |  | (1,176.2) |
| Earning assets | \$ | 50,593.8 | \$ | 52,181.1 | \$ | 53,858.6 | \$ | 56,994.1 | \$ | 58,045.2 | \$ | 53,858.6 | \$ | 46,096.8 |

## CIT Group Inc.

Average Earning Assets - by Division
(dollars in millions)
Certain balances may not sum due to rounding.

|  | 2 Q 21 |  | 1 Q 21 |  | 4Q20 |  | 3Q20 |  | 2Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Finance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 16,209.3 | \$ | 16,091.9 | \$ | 16,862.8 | \$ | 16,430.5 | \$ | 16,737.0 | \$ | 16,641.7 | \$ | 14,274.2 |
| Operating lease equipment, net |  | 371.3 |  | 389.1 |  | 404.6 |  | 402.3 |  | 324.7 |  | 365.4 |  | 346.9 |
| Assets held for sale |  | 265.6 |  | 717.7 |  | 28.3 |  | 46.9 |  | 27.1 |  | 29.4 |  | 46.4 |
| Total loans and leases |  | 16,846.2 |  | 17,198.7 |  | 17,295.7 |  | 16,879.7 |  | 17,088.8 |  | 17,036.5 |  | 14,667.5 |
| Interest bearing cash |  | 11.2 |  | 8.4 |  | 6.5 |  | 10.5 |  | 11.6 |  | 10.6 |  | 13.6 |
| Investment securities |  | 23.4 |  | 26.1 |  | 41.4 |  | 63.9 |  | 79.9 |  | 66.1 |  | 78.9 |
| Credit balances on factoring receivables |  | $(1,585.5)$ |  | $(1,627.8)$ |  | $(1,599.4)$ |  | (1,244.2) |  | (955.6) |  | $(1,291.7)$ |  | $(1,506.8)$ |
| Average earning assets | \$ | 15,295.3 | \$ | 15,605.4 | \$ | 15,744.2 | \$ | 15,709.9 | \$ | 16,224.7 | \$ | 15,821.5 | \$ | 13,253.2 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business Capital |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 4,644.1 | \$ | 4,670.9 | \$ | 4,778.3 | \$ | 4,887.0 | \$ | 4,967.5 | \$ | 4,909.4 | \$ | 4,905.7 |
| Operating lease equipment, net |  | 289.9 |  | 341.9 |  | 335.8 |  | 338.9 |  | 329.0 |  | 324.7 |  | 230.9 |
| Assets held for sale |  | 0.7 |  | 0.9 |  | - |  | - |  | - |  | - |  | 11.0 |
| Total loans and leases |  | 4,934.7 |  | 5,013.7 |  | 5,114.1 |  | 5,225.9 |  | 5,296.5 |  | 5,234.1 |  | 5,147.6 |
| Interest bearing cash |  | 18.1 |  | 14.6 |  | 13.1 |  | 10.1 |  | 19.8 |  | 15.1 |  | 18.3 |
| Average earning assets | \$ | 4,952.8 | \$ | 5,028.3 | \$ | 5,127.2 | \$ | 5,236.0 | \$ | 5,316.3 | \$ | 5,249.2 | \$ | 5,165.9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 59.9 | \$ | 56.8 | \$ | 61.4 | \$ | 54.0 | \$ | 52.0 | \$ | 55.0 | \$ | 57.8 |
| Operating lease equipment, net |  | 7,092.8 |  | 7,100.0 |  | 7,104.8 |  | 7,083.2 |  | 6,948.0 |  | 6,982.3 |  | 6,496.7 |
| Assets held for sale |  | - |  | 0.2 |  | 0.1 |  | - |  | 0.4 |  | 0.2 |  | 0.2 |
| Total loans and leases |  | 7,152.7 |  | 7,157.0 |  | 7,166.3 |  | 7,137.2 |  | 7,000.4 |  | 7,037.5 |  | 6,554.7 |
| Interest bearing cash |  | 36.1 |  | 37.2 |  | 21.8 |  | 57.6 |  | 58.5 |  | 40.4 |  | 34.0 |
| Average earning assets | \$ | 7,188.8 | \$ | 7,194.2 | \$ | 7,188.1 | \$ | 7,194.8 | \$ | 7,058.9 | \$ | 7,077.9 | \$ | 6,588.7 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Finance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 6,886.5 | \$ | 7,412.1 | \$ | 7,616.6 | \$ | 7,722.1 | \$ | 7,639.6 | \$ | 7,640.1 | \$ | 5,322.4 |
| Assets held for sale |  | 3.8 |  | - |  | - |  | 6.3 |  | 12.4 |  | 12.1 |  | 29.8 |
| Total loans and leases |  | 6,890.3 |  | 7,412.1 |  | 7,616.6 |  | 7,728.4 |  | 7,652.0 |  | 7,652.2 |  | 5,352.2 |
| Average earning assets | \$ | 6,890.3 | \$ | 7,412.1 | \$ | 7,616.6 | \$ | 7,728.4 | \$ | 7,652.0 | \$ | 7,652.2 | \$ | 5,352.2 |


| Total Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans | \$ | 27,799.8 | \$ | 28,231.7 | \$ | 29,319.1 | \$ | 29,093.6 | \$ | 29,396.1 | \$ | 29,246.2 | \$ | 24,560.1 |
| Operating lease equipment, net |  | 7,754.0 |  | 7,831.0 |  | 7,845.2 |  | 7,824.4 |  | 7,601.7 |  | 7,672.4 |  | 7,074.5 |
| Assets held for sale |  | 270.1 |  | 718.8 |  | 28.4 |  | 53.2 |  | 39.9 |  | 41.7 |  | 87.4 |
| Total loans and leases |  | 35,823.9 |  | 36,781.5 |  | 37,192.7 |  | 36,971.2 |  | 37,037.7 |  | 36,960.3 |  | 31,722.0 |
| Interest bearing cash |  | 65.4 |  | 60.2 |  | 41.4 |  | 78.2 |  | 89.9 |  | 66.1 |  | 65.9 |
| Investment securities |  | 23.4 |  | 26.1 |  | 41.4 |  | 63.9 |  | 79.9 |  | 66.1 |  | 78.9 |
| Credit balances on factoring receivables |  | $(1,585.5)$ |  | $(1,627.8)$ |  | $(1,599.4)$ |  | (1,244.2) |  | (955.6) |  | $(1,291.7)$ |  | $(1,506.8)$ |
| Average earning assets | \$ | 34,327.2 | \$ | 35,240.0 | \$ | 35,676.1 | \$ | 35,869.1 | \$ | 36,251.9 | \$ | 35,800.8 | \$ | 30,360.0 |



| Corporate |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 10.2 |
| Interest bearing cash |  | 5,517.7 |  | 4,574.2 |  | 6,202.2 |  | 7,573.9 |  | 7,020.8 |  | 5,646.6 |  | 1,623.9 |
| Securities purchased under agreements to resell |  | 109.3 |  | 52.9 |  | 52.2 |  | 82.6 |  | 56.0 |  | 234.6 |  | 1,174.1 |
| Investment securities |  | 5,046.7 |  | 5,935.5 |  | 6,624.0 |  | 5,815.8 |  | 5,602.0 |  | 6,284.8 |  | 6,454.5 |
| Average earning assets | \$ | 10,673.7 | \$ | 10,562.6 | \$ | 12,878.4 | \$ | 13,472.3 | \$ | 12,678.8 | \$ | 12,166.0 | \$ | 9,262.7 |


| Loans | \$ | 34,488.9 | \$ | 35,460.1 | \$ | 37,101.6 | \$ | 37,432.5 | \$ | 37,996.2 | \$ | 37,577.8 | \$ | 31,161.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating lease equipment, net |  | 7,754.0 |  | 7,831.0 |  | 7,845.2 |  | 7,824.4 |  | 7,601.7 |  | 7,672.4 |  | 7,074.5 |
| Assets held for sale |  | 323.1 |  | 760.2 |  | 88.8 |  | 113.3 |  | 69.6 |  | 86.0 |  | 122.1 |
| Total loans and leases |  | 42,566.0 |  | 44,051.3 |  | 45,035.6 |  | 45,370.2 |  | 45,667.5 |  | 45,336.2 |  | 38,357.9 |
| Interest bearing cash |  | 5,583.1 |  | 4,634.4 |  | 6,243.6 |  | 7,652.1 |  | 7,110.7 |  | 5,712.7 |  | 1,689.8 |
| Securities purchased under agreements to resell |  | 109.3 |  | 52.9 |  | 52.2 |  | 82.6 |  | 56.0 |  | 234.6 |  | 1,174.1 |
| Investment securities |  | 5,138.2 |  | 6,091.4 |  | 6,776.4 |  | 5,907.3 |  | 5,710.4 |  | 6,399.9 |  | 6,550.3 |
| Indemnification assets |  | - |  | - |  | - |  | - |  | - |  | - |  | 1.9 |
| Credit balances on factoring receivables |  | $(1,585.5)$ |  | $(1,627.8)$ |  | $(1,599.4)$ |  | $(1,244.2)$ |  | (955.6) |  | $(1,291.7)$ |  | $(1,506.8)$ |
| Average earning assets | \$ | 51,811.1 | \$ | 53,202.2 | \$ | 56,508.4 | \$ | 57,768.0 | \$ | 57,589.0 | \$ | 56,391.7 | \$ | 46,267.2 |


|  | 2 Q 21 |  | 1Q21 |  | 4Q20 |  | 3Q20 |  | 2 Q20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | \$ | 5,032.9 | \$ | 5,140.3 | \$ | 3,829.8 | \$ | 6,488.5 | \$ | 7,883.9 | \$ | 3,829.8 | \$ | 2,425.2 |
| Securities purchased under agreement to resell |  | 150.0 |  | 75.0 |  | 150.0 |  | - |  | 100.0 |  | 150.0 |  | 950.0 |
| Investment securities |  | 5,277.8 |  | 4,920.3 |  | 6,871.1 |  | 6,591.9 |  | 5,640.8 |  | 6,871.1 |  | 6,264.9 |
| Assets held for sale |  | 48.5 |  | 754.1 |  | 718.2 |  | 53.4 |  | 79.4 |  | 718.2 |  | 27.4 |
| Loans |  | 31,554.8 |  | 32,755.3 |  | 33,632.5 |  | 35,153.1 |  | 35,908.6 |  | 33,632.5 |  | 28,781.1 |
| Allowance for credit losses |  | (834.7) |  | (911.6) |  | $(1,024.6)$ |  | $(1,162.7)$ |  | $(1,168.5)$ |  | $(1,024.6)$ |  | (455.2) |
| Loans, net of allowances for loan losses |  | 30,720.1 |  | 31,843.7 |  | 32,607.9 |  | 33,990.4 |  | 34,740.1 |  | 32,607.9 |  | 28,325.9 |
| Operating lease equipment, net |  | 5,205.8 |  | 5,137.6 |  | 5,232.2 |  | 5,206.6 |  | 5,130.1 |  | 5,232.2 |  | 4,686.8 |
| Bank-owned life insurance |  | 1,185.2 |  | 1,176.9 |  | 1,168.8 |  | 1,160.4 |  | 1,158.9 |  | 1,168.8 |  | 1,043.2 |
| Goodwill |  | - |  | - |  | - |  | 115.1 |  | 121.5 |  | - |  | 323.1 |
| Other assets |  | 1,688.9 |  | 1,610.3 |  | 1,806.7 |  | 1,813.2 |  | 1,885.7 |  | 1,806.7 |  | 1,222.4 |
| Discontinued assets |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total assets | \$ | 49,309.2 | \$ | 50,658.2 | \$ | 52,384.7 | \$ | 55,419.5 | \$ | 56,740.4 | \$ | 52,384.7 | \$ | 45,268.9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities \& Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 42,183.3 | \$ | 42,626.6 | \$ | 44,202.9 | \$ | 45,638.9 | \$ | 47,268.8 | \$ | 44,202.9 | \$ | 35,822.9 |
| FHLB advances |  | - |  | 600.0 |  | 1,100.0 |  | 2,550.0 |  | 2,850.0 |  | 1,100.0 |  | 1,650.0 |
| Borrowings |  | 626.3 |  | 874.0 |  | 872.7 |  | 869.9 |  | 619.2 |  | 872.7 |  | 1,201.1 |
| Other liabilities |  | 1,221.0 |  | 1,523.0 |  | 1,266.1 |  | 1,435.0 |  | 1,176.5 |  | 1,266.1 |  | 1,328.6 |
| Discontinued liabilities |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total liabilities |  | 44,030.6 |  | 45,623.6 |  | 47,441.7 |  | 50,493.8 |  | 51,914.5 |  | 47,441.7 |  | 40,002.6 |
| Stockholders' equity |  | 5,278.6 |  | 5,034.6 |  | 4,943.0 |  | 4,925.7 |  | 4,825.9 |  | 4,943.0 |  | 5,266.3 |
| Total liabilities and equity | \$ | 49,309.2 | \$ | 50,658.2 | \$ | 52,384.7 | \$ | 55,419.5 | \$ | 56,740.4 | \$ | 52,384.7 | \$ | 45,268.9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and leases by segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Banking | \$ | 30,345.6 | \$ | 31,730.2 | \$ | 32,056.0 | \$ | 32,316.9 | \$ | 32,544.8 | \$ | 32,056.0 | \$ | 26,880.9 |
| Consumer Banking |  | 6,463.5 |  | 6,916.8 |  | 7,526.9 |  | 8,096.2 |  | 8,573.3 |  | 7,526.9 |  | 6,614.4 |
| CIT Bank Total Loans and Leases | \$ | 36,809.1 | \$ | 38,647.0 | \$ | 39,582.9 | \$ | 40,413.1 | \$ | 41,118.1 | \$ | 39,582.9 | \$ | 33,495.3 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital to average assets (leverage ratio) |  | 13.1\% |  | 12.1\% |  | 11.2\% |  | 8.5\% |  | 8.3\% |  | 11.2\% |  | 11.0\% |
| CET1 capital ratio |  | 13.1\% |  | 12.1\% |  | 11.2\% |  | 10.8\% |  | 10.4\% |  | 11.2\% |  | 13.1\% |
| Total capital to risk weighed assets |  | 15.1\% |  | 14.0\% |  | 13.1\% |  | 12.7\% |  | 12.3\% |  | 13.1\% |  | 15.2\% |
|  |  | 2Q21 |  | 1Q21 |  | 4Q20 |  | 3 Q20 |  | 2Q20 |  | 2020 |  | 2019 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 342.4 | \$ | 350.9 | \$ | 373.1 | \$ | 383.9 | \$ | 403.3 | \$ | 1,608.6 | \$ | 1,691.5 |
| Other interest and dividends |  | 17.1 |  | 23.7 |  | 27.7 |  | 27.2 |  | 29.2 |  | 129.4 |  | 227.2 |
| Total interest income |  | 359.5 |  | 374.6 |  | 400.8 |  | 411.1 |  | 432.5 |  | 1,738.0 |  | 1,918.7 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 50.7 |  | 61.2 |  | 77.7 |  | 103.2 |  | 138.3 |  | 475.8 |  | 664.9 |
| Interest on borrowings |  | 3.4 |  | 4.7 |  | 6.3 |  | 6.8 |  | 10.6 |  | 37.5 |  | 56.7 |
| Interest expense with affiliated companies |  | 4.5 |  | 4.5 |  | 4.5 |  | 3.4 |  | 3.2 |  | 15.5 |  | 19.0 |
| Interest expense |  | 58.6 |  | 70.4 |  | 88.5 |  | 113.4 |  | 152.1 |  | 528.8 |  | 740.6 |
| Net interest revenue |  | 300.9 |  | 304.2 |  | 312.3 |  | 297.7 |  | 280.4 |  | 1,209.2 |  | 1,178.1 |
| Rental income on operating leases |  | 117.2 |  | 120.4 |  | 125.6 |  | 126.8 |  | 119.1 |  | 496.0 |  | 486.5 |
| Other income |  | 130.1 |  | 200.5 |  | 105.8 |  | 116.5 |  | 87.3 |  | 410.3 |  | 274.1 |
| Provision for credit losses |  | (53.1) |  | (98.4) |  | 7.3 |  | 21.5 |  | 122.8 |  | 658.6 |  | 112.5 |
| Goodwill impairment |  | - |  | - |  | 115.1 |  | - |  | - |  | 438.2 |  | - |
| (Gain) loss on debt extinguishment and deposit redemption |  | - |  | - |  | 0.1 |  | - |  | (15.4) |  | (15.3) |  | 0.5 |
| Other expenses |  | 314.0 |  | 352.9 |  | 370.3 |  | 353.0 |  | 423.1 |  | 1,530.9 |  | 1,257.5 |
| Income (loss) before taxes |  | 287.3 |  | 370.6 |  | 50.9 |  | 166.5 |  | (43.7) |  | (496.9) |  | 568.2 |
| Provision (benefit) for income taxes |  | 75.7 |  | 94.9 |  | 19.0 |  | 46.5 |  | 4.7 |  | (47.2) |  | 131.8 |
| Net income (loss) from continuing operations |  | 211.6 |  | 275.7 |  | 31.9 |  | 120.0 |  | (48.4) |  | (449.7) |  | 436.4 |
| Income (loss) from discontinued operations |  | - |  | - |  | - |  | - |  | - |  | - |  | (2.0) |
| Net income (loss) | \$ | 211.6 | \$ | 275.7 | \$ | 31.9 | \$ | 120.0 | \$ | (48.4) | \$ | (449.7) | \$ | 434.4 |


|  | 2 Q21 |  | 1 Q21 |  | 4 Q 20 |  | 3 Q 20 |  | 2 Q 20 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earning Assets ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 33,711.1 | \$ | 34,957.5 | \$ | 36,144.6 | \$ | 37,319.6 | \$ | 37,518.3 | \$ | 36,144.6 | \$ | 30,998.9 |
| Operating lease equipment, net |  | 7,781.8 |  | 7,733.4 |  | 7,836.6 |  | 7,799.3 |  | 7,778.1 |  | 7,836.6 |  | 7,319.7 |
| Assets held for sale |  | 51.5 |  | 757.4 |  | 721.2 |  | 56.7 |  | 82.7 |  | 721.2 |  | 32.1 |
| Interest-bearing cash |  | 5,134.1 |  | 5,191.0 |  | 3,837.1 |  | 6,529.9 |  | 7,898.7 |  | 3,837.1 |  | 1,695.5 |
| Investment securities and securities purchased under agreements to resell |  | 5,445.8 |  | 5,012.9 |  | 7,039.0 |  | 6,608.8 |  | 5,756.5 |  | 7,039.0 |  | 7,226.8 |
| Credit balances of factoring clients |  | $(1,530.5)$ |  | $(1,471.1)$ |  | (1,719.9) |  | $(1,320.2)$ |  | (989.1) |  | $(1,719.9)$ |  | (1,176.2) |
| Total earning assets (Non-GAAP) | S | 50,593.8 | \$ | 52,181.1 | \$ | 53,858.6 | \$ | 56,994.1 | \$ | 58,045.2 | \$ | 53,858.6 | \$ | 46,096.8 |
| Average earning assets (for the respective periods)(AEA) | \$ | 51,811.1 | \$ | 53,202.2 | \$ | 56,508.4 | \$ | 57,768.0 | \$ | 57,589.0 | \$ | 56,391.7 | \$ | 46,267.2 |
| Total Net Revenues ${ }^{(5)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 373.1 | \$ | 388.1 | \$ | 415.2 | \$ | 423.3 | \$ | 446.9 | \$ | 1,799.0 | \$ | 2,016.8 |
| Rental income on operating leases |  | 188.2 |  | 194.7 |  | 198.9 |  | 201.3 |  | 200.9 |  | 810.9 |  | 857.7 |
| Finance revenue (Non-GAAP) |  | 561.3 |  | 582.8 |  | 614.1 |  | 624.6 |  | 647.8 |  | 2,609.9 |  | 2,874.5 |
| Interest expense |  | 106.8 |  | 119.6 |  | 139.6 |  | 165.5 |  | 202.5 |  | 733.3 |  | 952.0 |
| Depreciation on operating lease equipment |  | 82.8 |  | 84.7 |  | 85.5 |  | 82.5 |  | 81.1 |  | 327.4 |  | 308.6 |
| Maintenance and other operating lease expenses |  | 54.8 |  | 51.6 |  | 54.2 |  | 48.6 |  | 56.1 |  | 212.5 |  | 180.7 |
| Net finance revenue (NFR) (Non-GAAP) |  | 316.9 |  | 326.9 |  | 334.8 |  | 328.0 |  | 308.1 |  | 1,336.7 |  | 1,433.2 |
| Other non-interest income |  | 160.7 |  | 229.9 |  | 161.3 |  | 146.0 |  | 102.6 |  | 540.5 |  | 415.2 |
| Total net revenues (Non-GAAP) | \$ | 477.6 | \$ | 556.8 | \$ | 496.1 | \$ | 474.0 | \$ | 410.7 | \$ | 1,877.2 | \$ | 1,848.4 |
| NFR (Non-GAAP) | \$ | 316.9 | \$ | 326.9 | \$ | 334.8 | \$ | 328.0 | \$ | 308.1 | \$ | 1,336.7 | \$ | 1,433.2 |
| Net finance margin (NFR as a \% of AEA)(NFR)(Non-GAAP) |  | 2.45\% |  | 2.46\% |  | 2.37\% |  | 2.27\% |  | 2.14\% |  | 2.37\% |  | 3.10\% |
| Net operating lease revenues ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rental income on operating leases | \$ | 188.2 | \$ | 194.7 | \$ | 198.9 | \$ | 201.3 | \$ | 200.9 | \$ | 810.9 | \$ | 857.7 |
| Depreciation on operating lease equipment |  | 82.8 |  | 84.7 |  | 85.5 |  | 82.5 |  | 81.1 |  | 327.4 |  | 308.6 |
| Maintenance and other operating lease expenses |  | 54.8 |  | 51.6 |  | 54.2 |  | 48.6 |  | 56.1 |  | 212.5 |  | 180.7 |
| Net operating lease revenue (Non-GAAP) | \$ | 50.6 | \$ | 58.4 | \$ | 59.2 | \$ | 70.2 | \$ | 63.7 | \$ | 271.0 | \$ | 368.4 |
| Tangible Book Value |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total common stockholders' equity | \$ | 5,510.8 | \$ | 5,290.7 | \$ | 5,197.9 | \$ | 5,239.0 | \$ | 5,214.3 | \$ | 5,197.9 | \$ | 5,814.0 |
| Less: goodwill and intangible assets, net |  | 118.1 |  | 126.5 |  | 134.9 |  | 283.8 |  | 298.6 |  | 134.9 |  | 435.9 |
| Tangible book value ${ }^{(4)}$ | \$ | 5,392.7 | \$ | 5,164.2 | \$ | 5,063.0 | \$ | 4,955.2 | \$ | 4,915.7 | \$ | 5,063.0 | \$ | 5,378.1 |
| Adjusted Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating expenses | \$ | 251.2 | \$ | 274.0 | \$ | 319.6 | \$ | 295.5 | \$ | 360.4 | \$ | 1,309.9 | \$ | 1,113.2 |
| Intangible asset amortization |  | 8.3 |  | 8.4 |  | 8.4 |  | 8.5 |  | 8.5 |  | 33.9 |  | 23.2 |
| Restructuring costs |  | (7.9) |  |  |  | - |  | - |  | 37.2 |  | 37.2 |  | 15.1 |
| Operating expenses exclusive of restructuring costs and intangible assets amortization ${ }^{(4)}$ |  | 250.8 |  | 265.6 |  | 311.2 |  | 287.0 |  | 314.7 |  | 1,238.8 |  | 1,074.9 |
| Adjustments for noteworthy items |  | (1.7) |  | (6.9) |  | (38.9) |  | (0.5) |  | (19.9) |  | (76.4) |  | (28.9) |
| Operating expenses exclusive of intangible assets amortization and noteworthy items ${ }^{(4)}$ | \$ | 249.1 | \$ | 258.7 | \$ | 272.3 | \$ | 286.5 | \$ | 294.8 | \$ | 1,162.4 | \$ | 1,046.0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 477.6 | \$ | 556.8 | \$ | 496.1 | \$ | 474.0 | \$ | 410.7 | \$ | 1,877.2 | \$ | 1,848.4 |
| Noteworthy items |  | - |  | (83.0) |  | - |  | - |  | - |  | - |  | - |
| Total adjusted net revenue | \$ | 477.6 | \$ | 473.8 | \$ | 496.1 | \$ | 474.0 | \$ | 410.7 | \$ | 1,877.2 | \$ | 1,848.4 |
| Net efficiency ratio ${ }^{(5)}$ |  | 52.5\% |  | 47.7\% |  | 62.7\% |  | 60.6\% |  | 76.6\% |  | 66.0\% |  | 58.2\% |
| Net efficiency ratio, excluding noteworthy items ${ }^{(5)}$ |  | 52.2\% |  | 54.6\% |  | 54.9\% |  | 60.4\% |  | 71.8\% |  | 61.9\% |  | 56.6\% |
| Pre-provision Net Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations before provision (benefit) for income taxes | \$ | 298.6 | \$ | 400.1 | \$ | 36.5 | \$ | 115.2 | \$ | (158.5) | \$ | (703.4) | \$ | 623.9 |
| Provision for credit losses |  | (72.2) |  | (117.4) |  | (0.5) |  | 63.3 |  | 223.6 |  | 800.3 |  | 110.8 |
| Pre-provision net revenue (Non-GAAP) | \$ | 226.4 | \$ | 282.7 | \$ | 36.0 | \$ | 178.5 | \$ | 65.1 | \$ | 96.9 | \$ | 734.7 |
| Income Excluding Noteworthy Items |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from continuing operations, available to common shareholders | \$ | 214.6 | \$ | 301.0 | \$ | (3.6) | \$ | 82.9 | \$ | (97.6) | \$ | (646.4) | \$ | 510.5 |
| Noteworthy items - detailed on noteworthy items tab |  | (4.8) |  | (56.4) |  | 151.8 |  | (0.2) |  | 36.2 |  | 577.5 |  | (20.3) |
| Adjusted Income (loss) from continuing operations, available to common shareholders | \$ | 209.8 | \$ | 244.6 | \$ | 148.2 | \$ | 82.7 | \$ | (61.4) | \$ | (68.9) | \$ | 490.2 |
| Net income (loss) | \$ | 214.6 | \$ | 301.0 | \$ | (3.6) | \$ | 82.9 | \$ | (97.6) | \$ | (646.4) | \$ | 511.0 |
| Noteworthy items - detailed on noteworthy items tab |  | (4.8) |  | (56.4) |  | 151.8 |  | (0.2) |  | 36.2 |  | 577.5 |  | (20.3) |
| Adjusted net income (loss) | \$ | 209.8 | \$ | 244.6 | \$ | 148.2 | \$ | 82.7 | \$ | (61.4) | \$ | (68.9) | \$ | 490.7 |

[^2]|  | Ilions, except for per share data) | Segment | Item | Line Item | Pre-Tax | After-Tax | Per Share ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q20 | Continuing Operations | Commercial Banking \& Consumer Banking Commercial Banking \& Consumer Banking Corporate | Goodwill impairment <br> MOB Day 1 provision for credit losses <br> MOB merger and integration costs | Goodwill impairment <br> Provision for credit losses <br> Operating expenses | (\$345) <br> (\$45) <br> (\$17) | (\$339) <br> (\$37) <br> (\$14) | (\$3.46) <br> (\$0.37) <br> (\$0.14) |
| 2Q20 | Continuing Operations | Corporate <br> Corporate | Restructuring charges <br> MOB merger and integration costs | Operating expenses Operating expenses | $\begin{aligned} & (\$ 37) \\ & (\$ 20) \\ & \hline \end{aligned}$ | $\begin{aligned} & (\$ 24) \\ & (\$ 13) \end{aligned}$ | $\begin{aligned} & (\$ 0.24) \\ & (\$ 0.13) \end{aligned}$ |
| 3Q20 | Continuing Operations | Corporate <br> Corporate | MOB merger and integration costs <br> Performance Stock Units expense reversal | Operating expenses Operating expenses | $\begin{gathered} \$ 13 \\ (\$ 12) \end{gathered}$ | \$9 <br> (\$9) | $\begin{aligned} & \$ 0.09 \\ & (\$ 0.09) \end{aligned}$ |
| 4Q20 | Continuing Operations | Commercial Banking \& Consumer Banking <br> Corporate <br> Corporate <br> Corporate <br> Corporate | Goodwill impairment <br> Deferred tax asset adjustment <br> Facilities impairment charges <br> FCB merger costs <br> MOB merger and integration costs | Goodwill impairment <br> Provision for income taxes <br> Operating expenses <br> Operating expenses <br> Operating expenses | \$140 <br> \$18 <br> \$11 <br> \$10 | $\begin{aligned} & \$ 102 \\ & \$ 21 \\ & \$ 13 \\ & \$ 9 \\ & \$ 7 \end{aligned}$ | $\$ 1.03$ <br> $\$ 0.22$ <br> $\$ 0.14$ <br> $\$ 0.09$ <br> $\$ 0.07$ |
| 1Q21 | Continuing Operations | Corporate <br> Corporate | Gains on sales of investment securities <br> FCB merger costs | Other non-interest income Operating expenses | $\begin{gathered} (\$ 83) \\ \$ 7 \end{gathered}$ | $\begin{gathered} (\$ 61) \\ \$ 5 \end{gathered}$ | $\begin{gathered} (\$ 0.62) \\ \$ 0.05 \end{gathered}$ |
| 2Q21 | Continuing Operations | Corporate <br> Corporate | Reversal of prior restructuring costs <br> FCB merger costs | Operating expenses Operating expenses | (\$8) <br> \$2 | (\$6) <br> \$1 | (\$0.06) <br> $\$ 0.01$ |


| (\$ in millions, except for per share data) |  | Segment | Item | Line Item | Pre-Tax | After-Tax | Per <br> Share ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY20 | Continuing Operations | Commercial Banking \& Consumer Banking | MOB day 1 provision for credit losses | Provision for credit losses | \$45 | \$37 | \$0.37 |
|  |  | Corporate | MOB merger and integration costs | Operating expenses | \$59 | \$43 | \$0.43 |
|  |  | Corporate | Restructuring charges | Operating expenses | \$37 | \$24 | \$0.24 |
|  |  | Corporate | Facilities impairment charges | Operating expenses | \$18 | \$13 | \$0.14 |
|  |  | Corporate | FCB merger costs | Operating expenses | \$11 | \$9 | \$0.09 |
|  |  | Corporate | Performance Stock Units expense reversal | Operating expenses | (\$12) | (\$9) | (\$0.09) |
|  |  | Commercial Banking \& Consumer Banking | Goodwill impairment | Goodwill impairment | \$485 | \$441 | \$4.45 |
|  |  | Corporate | Deferred tax asset ajustment | Provision for income taxes | - | \$21 | \$0.21 |

## APPENDIX - Select Financial Terms


 ratios, including Gross Yield, Net Yield, Net Finance Margin and return on AEA.
 period.

Book value per common share and tangible book value per common share are measurements of shareholder value.
 relation to revenue earned.

Loans include loans, capital lease receivables and factoring receivables.
Loans and Leases include Loans, operating lease equipment and assets held for sale.
Gross Yield includes interest income and rental income as a \% of AEA.
Held for Sale describes assets that we intend to sell in the near-term. These are carried at the lower of cost or market.
Interest income includes interest and fees earned on finance receivables and interest and dividends on interest bearing deposits and investments.
Lease - operating is a lease in which we retain ownership of the asset, collect rental payments, recognize depreciation on the asset, and retain the risks of ownership, including obsolescence.
Net Finance Margin (NFM) reflects Net Finance Revenue divided by AEA.
 costs of equipment ownership.

Net Interest Revenue reflects interest and fees on loans and interest/dividends on investments less interest expense on deposits and long term borrowings.
Net Yield includes rental income and interest income, reduced by depreciation and maintenance and other operating lease expenses as a \% of AEA.
Non-accruing Assets include loans placed on non-accrual status, typically after becoming 90 days delinquent or prior to that time due to doubt of collectability of principal and interest.
 Other non-interest income combined with rental income on operating leases is defined as Non-interest income.

Return on Common Equity (ROE) is net income available to common stockholders, expressed as a percentage of average common equity, and is a key measurement of profitability.

 risk of the counterparty.

Common Tier 1 Capital ,Tier 1 Capital and Total Capital are regulatory capital as defined in the capital adequacy guidelines issued by the Federal Reserve.
Total Net Revenue is the combination of net finance revenue and non-interest income. This amount excludes provision for credit losses from total revenue and is a measurement of our revenue growth.
 origination fees, in Interest Income over the life of the lending transaction.


[^0]:    ${ }^{(1)}$ See Non-GAAP Disclosures
    ${ }^{(2)}$ Gross Yield includes Interest Income plus Rental Income as a \% of AEA.
    ${ }^{(3)}$ Net Yield includes Interest Income plus Rental Income less Depreciation and Maintenance \& operating lease expenses as a \% of AEA.
    ${ }^{(4)}$ Excludes restructuring costs and intangible asset amortization.
    ${ }^{(5)}$ Ratio of operating expenses (excluding restructuring costs and intangible asset amortization) to Total Net Revenues (see Non-GAAP disclosures)
     the average tangible common equity is reduced for disallowed deferred tax assets.
    
    

[^1]:    ${ }^{(1)}$ Gross Yield includes Interest Income plus Rental Income as a \% of AEA.

[^2]:    Non-GAAP financial measures disclosed by management are meant to provide additional information and insight relative to trends in the business to investors and, in certain cases, to present financial information as measured by ${ }_{(2)}{ }^{(2)}$ Earning ascies and other users of financial information. These measures are not in accordance
    ${ }^{(3)}$ Total net revenues are the combination of net finance revenues and other income.
    ${ }^{(4)}$ Tangible book value is a non-GAAP measure, which represents an adjusted common shareholders' equity balance that has been reduced by goodwill and intangible assets. Tangible book value is used to compute a per common share amount, which is used to evaluate our use of equity
    management to measure operating expenses (before intangible asset amortization and restructuring charges) to the level of total net revenues. In order to assist in

