FIFTH THIRD BANCORP Form 10-Q August 08, 2012 Table of Contents

# **UNITED STATES**

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **FORM 10-Q**

# QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF

# THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended June 30, 2012

Commission File Number 001-33653

(Exact name of Registrant as specified in its charter)

# (State or other jurisdiction

of incorporation or organization)

#### **Fifth Third Center**

# Cincinnati, Ohio 45263

#### (Address of principal executive offices)

#### Registrant s telephone number, including area code: (800) 972-3030

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the Registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No "

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer x Non-accelerated filer " (Do not check if a smaller reporting company) Smaller reporting company Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No x

There were 918,913,253 shares of the Registrant s common stock, without par value, outstanding as of June 30, 2012.

**Identification Number**)

Accelerated filer

(I.R.S. Employer

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# FORWARD-LOOKING STATEMENTS

This report may contain forward-looking statements about Fifth Third Bancorp and/or the company as combined acquired entities within the meaning of Section 27A of the Securities Act of 1933, as amended, and Rule 175 promulgated thereunder, and Section 21E of the Securities Exchange Act of 1934, as amended, and Rule 3b-6 promulgated thereunder, that involve inherent risks and uncertainties. This report may contain certain forward-looking statements with respect to the financial condition, results of operations, plans, objectives, future performance and business of Fifth Third Bancorp and/or the combined company including statements preceded by, followed by or that include the words or are expected to. is anticipated. phrases such as will likely result, may. estimate. forecast, projected, intends to, or may include other words or phrases such as believes, plans, trend, objective, continue, remain, or similar expressions, or future or conditional verbs such as would. should, could. might, can, or similar verbs. There are a number of important factors that could cause future results to differ materially from historical performance and these forward-looking statements. Factors that might cause such a difference include, but are not limited to: (1) general economic conditions and weakening in the economy, specifically the real estate market, either nationally or in the states in which Fifth Third, one or more acquired entities and/or the combined company do business, are less favorable than expected; (2) deteriorating credit quality; (3) political developments, wars or other hostilities may disrupt or increase volatility in securities markets or other economic conditions; (4) changes in the interest rate environment reduce interest margins; (5) prepayment speeds, loan origination and sale volumes, charge-offs and loan loss provisions; (6) Fifth Third s ability to maintain required capital levels and adequate sources of funding and liquidity; (7) maintaining capital requirements may limit Fifth Third s operations and potential growth; (8) changes and trends in capital markets; (9) problems encountered by larger or similar financial institutions may adversely affect the banking industry and/or Fifth Third; (10) competitive pressures among depository institutions increase significantly; (11) effects of critical accounting policies and judgments; (12) changes in accounting policies or

procedures as may be required by the Financial Accounting Standards Board (FASB) or other regulatory agencies; (13) legislative or regulatory changes or actions, or significant litigation, adversely affect Fifth Third, one or more acquired entities and/or the combined company or the businesses in which Fifth Third, one or more acquired entities and/or the combined company are engaged, including the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank Act); (14) ability to maintain favorable ratings from rating agencies; (15) fluctuation of Fifth Third s stock price; (16) ability to attract and retain key personnel; (17) ability to receive dividends from its subsidiaries; (18) potentially dilutive effect of future acquisitions on current shareholders ownership of Fifth Third; (19) effects of accounting or financial results of one or more acquired entities; (20) difficulties from the separation of Vantiv Holding, LLC from Fifth Third; (21) loss of income from any sale or potential sale of businesses that could have an adverse effect on Fifth Third s earnings and future growth; (22) ability to secure confidential information through the use of computer systems and telecommunications networks; and (23) the impact of reputational risk created by these developments on such matters as business generation and retention, funding and liquidity.

## **Glossary of Terms**

Fifth Third Bancorp provides the following list of acronyms as a tool for the reader. The acronyms identified below are used in Management s Discussion and Analysis of Financial Condition and Results of Operations, the Condensed Consolidated Financial Statements and in the Notes to Condensed Consolidated Financial Statements.

ALCO: Asset Liability Management Committee	HAMP: Home Affordable Modification Program
ALLL: Allowance for Loan and Lease Losses	HARP: Home Affordable Refinance Program
AOCI: Accumulated Other Comprehensive Income	HFS: Held for Sale
ARM: Adjustable Rate Mortgage	IFRS: International Financial Reporting Standards
ATM: Automated Teller Machine	<b>IPO</b> : Initial Public Offering
BOLI: Bank Owned Life Insurance	IRC: Internal Revenue Code
<b>bp:</b> Basis point(s)	IRLC: Interest Rate Lock Commitment
CCAR: Comprehensive Capital Analysis and Review	<b>IRS</b> : Internal Revenue Service
CDC: Fifth Third Community Development Corporation	LIBOR: London InterBank Offered Rate
CFPB: United States Consumer Financial Protection Bureau	LLC: Limited Liability Company
C&I: Commercial and Industrial	LTV: Loan-to-Value
DCF: Discounted Cash Flow	<b>MD&amp;A</b> : Management s Discussion and Analysis of Financial Condition and Results of Operations
DDAs: Demand Deposit Accounts	MSR: Mortgage Servicing Right
ERISA: Employee Retirement Income Security Act	NII: Net Interest Income
ERM: Enterprise Risk Management	NM: Not Meaningful
ERMC: Enterprise Risk Management Committee	OCI: Other Comprehensive Income
EVE: Economic Value of Equity	OREO: Other Real Estate Owned
FASB: Financial Accounting Standards Board	OTTI: Other-Than-Temporary Impairment
FDIC: Federal Deposit Insurance Corporation	<b>PMI</b> : Private Mortgage Insurance
FHLB: Federal Home Loan Bank	SEC: United States Securities and Exchange Commission
FHLMC: Federal Home Loan Mortgage Corporation	TARP: Troubled Asset Relief Program

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FICO: Fair Isaac Corporation (credit rating)	TBA: To Be Announced
FNMA: Federal National Mortgage Association	TDR: Troubled Debt Restructuring
FRB: Federal Reserve Bank	TruPS: Trust Preferred Securities
FTAM: Fifth Third Asset Management, Inc.	<b>U.S. GAAP</b> : Accounting principles generally accepted in the United States of America
FTE: Fully Taxable Equivalent	VIE: Variable Interest Entity
FTP: Funds Transfer Pricing	VRDN: Variable Rate Demand Note
FTS: Fifth Third Securities	U.S.: United States of America
GNMA: Government National Mortgage Association	U.S. Onited States of America
GSE: Government Sponsored Enterprise	

# Management s Discussion and Analysis of Financial Condition and Results of Operations (Item 2)

The following is MD&A of certain significant factors that have affected Fifth Third Bancorp s (the Bancorp or Fifth Third ) financial condition and results of operations during the periods included in the Condensed Consolidated Financial Statements, which are a part of this filing. Reference to the Bancorp incorporates the parent holding company and all consolidated subsidiaries.

# **TABLE 1: Selected Financial Data**

	For the three ended Jur			For the six ended Ju		
(\$ in millions, except for per share data)	2012	2011	% Change	2012	2011	% Change
Income Statement Data		2011	,o chunge		2011	,e chunge
Net interest income <sup>(a)</sup>	\$ 899	869	3	\$ 1,802	1,752	3
Noninterest income	678	656	3	1,448	1,240	17
Total revenue <sup>(a)</sup>	1,577	1,525	3	3,250	2,992	9
Provision for loan and lease losses	71	113	(37)	162	281	(42)
Noninterest expense	937	901	4	1,911	1,819	5
Net income attributable to Bancorp	385	337	14	815	602	35
Net income available to common shareholders	376	328	15	797	417	91
Common Share Data						
Earnings per share, basic	\$0.41	0.36	14	\$ 0.87	0.46	89
Earnings per share, diluted	0.40	0.35	14	0.85	0.46	85
Cash dividends per common share	0.08	0.06	33	0.16	0.12	33
Book value per share	14.56	13.23	10	14.56	13.23	10
Market value per share	13.40	12.75	5	13.40	12.75	5
Financial Ratios (%)						
Return on assets	1.32 %	1.22	8	1.40 %	1.09	28
Return on average common equity	11.4	11.0	4	12.2	7.2	69
Dividend payout ratio	19.5	16.7	17	18.4	26.1	(30)
Average equity as a percent of average assets	11.58	11.12	4	11.54	11.44	1
Tangible common equity <sup>(b)</sup>	9.15	8.64	6	9.15	8.64	6
Net interest margin <sup>(a)</sup>	3.56	3.62	(2)	3.59	3.66	(2)
Efficiency <sup>(a)</sup>	59.4	59.1	1	58.8	60.8	(3)
Credit Quality						
Net losses charged off	\$ 181	304	(40)	<b>\$ 401</b>	671	(40)
Net losses charged off as a percent of average loans and leases	0.88 %	1.56	(44)	0.98 %	1.74	(44)
ALLL as a percent of loans and leases	2.45	3.35	(27)	2.45	3.35	(27)
Allowance for credit losses as a percent of loans and leases <sup>(c)</sup>	2.66	3.61	(26)	2.66	3.61	(26)
Nonperforming assets as a percent of loans, leases and other assets, including other real estate $owned^{(d)}$	1.96	2.66	(26)	1.96	2.66	(26)
Average Balances						
Loans and leases, including held for sale	\$84,508	79,153	7	\$ 84,132	79,265	6
Total securities and other short-term investments	17,168	17,192	1	16,952	17,241	(2)
Total assets	117,654	111,200	6	116,989	111,023	5
Transaction deposits <sup>(e)</sup>	77,621	71,506	9	77,378	70,838	9
Core deposits <sup>(f)</sup>	81,980	78,244	5	81,833	77,887	5

Wholesale funding <sup>(g)</sup> Bancorp shareholders equity	17,533 13,628	16,433 12,365	7 10	17,065 13,497	16,430 12,706	4 6
Regulatory Capital Ratios (%)						
Tier I risk-based capital	12.31 %	11.93	3	12.31 %	11.93	3
Total risk-based capital	16.24	16.03	1	16.24	16.03	1
Tier I leverage	11.39	11.03	3	11.39	11.03	3
Tier I common equity <sup>(b)</sup>	9.77	9.20	6	9.77	9.20	6

(a) Amounts presented on an FTE basis. The FTE adjustment for the three months ended **June 30, 2012** and 2011 was **\$4** and \$5, respectively, and for the six months ended **June 30, 2012** and 2011 was **\$9**.

(b) The tangible common equity and Tier I common equity ratios are non-GAAP measures. For further information, see the Non-GAAP Financial Measures section of the MD&A.

(c) The allowance for credit losses is the sum of the ALLL and the reserve for unfunded commitments.

(d) Excludes nonaccrual loans held for sale.

(e) Includes demand, interest checking, savings, money market and foreign office deposits.

(f) Includes transaction deposits plus other time deposits.

(g) Includes certificates \$100,000 and over, other deposits, federal funds purchased, other short-term borrowings and long-term debt.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

# **OVERVIEW**

Fifth Third Bancorp is a diversified financial services company headquartered in Cincinnati, Ohio. At June 30, 2012, the Bancorp had \$117.5 billion in assets, operated 15 affiliates with 1,322 full-service Banking Centers, including 105 Bank Mart<sup>®</sup> locations open seven days a week inside select grocery stores, and 2,409 ATMs in 12 states throughout the Midwestern and Southeastern regions of the United States. The Bancorp reports on four business segments: Commercial Banking, Branch Banking, Consumer Lending and Investment Advisors. The Bancorp also has an approximate 39% interest in Vantiv Holding, LLC.

This overview of MD&A highlights selected information in the financial results of the Bancorp and may not contain all of the information that is important to you. For a more complete understanding of trends, events, commitments, uncertainties, liquidity, capital resources and critical accounting policies and estimates, you should carefully read this entire document. Each of these items could have an impact on the Bancorp s financial condition, results of operations and cash flows. In addition, see the Glossary of Terms in this report for a list of acronyms included as a tool for the reader of this quarterly report on Form 10-Q. The acronyms identified therein are used throughout this MD&A, as well as the Condensed Consolidated Financial Statements and Notes to Condensed Consolidated Financial Statements.

The Bancorp believes that banking is first and foremost a relationship business where the strength of the competition and challenges for growth can vary in every market. The Bancorp believes its affiliate operating model provides a competitive advantage by emphasizing individual relationships. Through its affiliate operating model, individual managers at all levels within the affiliates are given the opportunity to tailor financial solutions for their customers.

The Bancorp s revenues are dependent on both net interest income and noninterest income. For the three months ended June 30, 2012, net interest income, on an FTE basis, and noninterest income provided 57% and 43% of total revenue, respectively. The Bancorp derives the majority of its revenues within the United States from customers domiciled in the United States. Revenue from foreign countries and external customers domiciled in foreign countries is immaterial to the Bancorp s Condensed Consolidated Financial Statements. Changes in interest rates, credit quality, economic trends and the capital markets are primary factors that drive the performance of the Bancorp. As discussed later in the Risk Management section, risk identification, measurement, monitoring, control and reporting are important to the management of risk and to the financial performance and capital strength of the Bancorp.

Net interest income is the difference between interest income earned on assets such as loans, leases and securities, and interest expense incurred on liabilities such as deposits, short-term borrowings and long-term debt. Net interest income is affected by the general level of interest rates, the relative level of short-term and long-term interest rates, changes in interest rates and changes in the amount and composition of interest-earning assets and interest-bearing liabilities. Generally, the rates of interest the Bancorp earns on its assets and pays on its liabilities are established for a period of time. The change in market interest rates over time exposes the Bancorp to interest rate risk through potential adverse changes to net interest income and financial position. The Bancorp manages this risk by continually analyzing and adjusting the composition of its assets and liabilities based on their payment streams and interest rates, the timing of their maturities and their sensitivity to changes in market interest rates. Additionally, in the ordinary course of business, the Bancorp enters into certain derivative transactions as part of its overall strategy to manage its interest rate and prepayment risks. The Bancorp is also exposed to the risk of losses on its loan and lease portfolio, as a result of changing expected cash flows caused by loan defaults and inadequate collateral due to a weakened economy within the Bancorp is footprint.

Net interest income, net interest margin and the efficiency ratio are presented in MD&A on an FTE basis. The FTE basis adjusts for the tax-favored status of income from certain loans and securities held by the Bancorp that are not taxable for federal income tax purposes. The Bancorp believes this presentation to be the preferred industry measurement of net interest income as it provides a relevant comparison between taxable and non-taxable amounts.

Noninterest income is derived primarily from mortgage banking net revenue, service charges on deposits, corporate banking revenue, investment advisory revenue and card and processing revenue. Noninterest expense is primarily driven by personnel costs, net occupancy expenses, and technology and communications costs.

# Senior Notes Offerings

On March 7, 2012, the Bancorp issued \$500 million of Senior Notes to third party investors, and entered into a Supplemental Indenture with Wilmington Trust Company, as Trustee, which modified the existing Indenture for Senior Debt Securities dated as of April 30, 2008. The Supplemental Indenture and the Indenture define the rights of the Senior Notes, which Senior Notes are represented by a Global Security dated as of March 7, 2012. The Senior Notes bear a fixed rate of interest of 3.50% per annum. The notes are unsecured, senior obligations of the Bancorp. Payment of the full principal amount of the notes will be due upon maturity on March 15, 2022. The notes will not be subject to the redemption at the Bancorp s option at any time until 30 days prior to maturity. For additional information regarding long-term debt, see Note 11 of the Notes to the Condensed Consolidated Financial Statements.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

## **CCAR Results**

On March 13, 2012, the Bancorp announced the results of its capital plan submitted to the FRB as part of the 2012 CCAR. The FRB indicated to the Bancorp that it did not object to the following capital actions: a continuation of its quarterly common dividend of \$0.08 per share; the redemption of up to \$1.4 billion in certain TruPS; and the repurchase of common shares in an amount equal to any after-tax gains realized by the Bancorp from the sale of Vantiv, Inc. common shares by either the Bancorp or Vantiv, Inc.

The FRB indicated to the Bancorp that it did object to other elements of its capital plan, including increases in its quarterly common dividend and the initiation of common share repurchases other than those described in the paragraph above. The Bancorp resubmitted its capital plan to the FRB on June 8, 2012 and expects to receive a response within approximately 75 days of the resubmission date. The resubmitted plan included capital actions and distributions for the covered period through March 31, 2013 that were substantially similar to those included in the original submission, with adjustments primarily reflecting the change in the expected timing of capital actions and distributions relative to the timing assumed in the original submission.

#### **Accelerated Share Repurchase**

Based upon the FRB s indication that it did not object to certain capital actions submitted by the Bancorp as part of the 2012 CCAR, on April 23, 2012, the Bancorp entered into an accelerated share repurchase transaction with a counterparty pursuant to which the Bancorp purchased 4,838,710 shares or approximately \$75 million of its outstanding common stock on April 26, 2012. As part of this transaction, the Bancorp entered into a forward contract in which the final number of shares delivered at settlement of the accelerated share repurchase transaction was based on a discount to the average daily volume-weighted average price of the Bancorp s common stock during the term of the Repurchase Agreement. The accelerated share repurchase was treated as two separate transactions (i) the acquisition of treasury shares on the acquisition date and (ii) a forward contract indexed to the Bancorp s stock. At settlement of the forward contract on June 1, 2012, the Bancorp received an additional 631,986 shares which were recorded as an adjustment to the basis in the treasury shares purchased on the acquisition date.

# **Redemption of TruPS**

In connection with the 2012 CCAR results, on July 2, 2012, the Bancorp announced that it submitted redemption notices to the trustee for redemption on August 15, 2012, of all \$575 million of the outstanding TruPS issued by Fifth Third Capital Trust V. The Fifth Third Capital Trust V securities have a current distribution rate of 7.25% and a scheduled maturity date of August 15, 2067, although they may be redeemed at any time on or after August 15, 2012. The redemption price will be \$25 per security, which reflects 100% of the liquidation amount, plus accrued and unpaid distributions to the actual redemption date of \$0.453125 per security. The Bancorp will recognize an estimated loss on extinguishment of \$17 million of these TruPS on August 15, 2012 which will be reflected in the Bancorp s Condensed Consolidated Financial Statements for the quarter ending September 30, 2012.

Additionally, on August 8, 2012, the Bancorp redeemed all \$862.5 million of the outstanding TruPS issued by Fifth Third Capital Trust VI. The Bancorp had previously announced on July 9, 2012, that it had submitted redemption notices to the trustee for redemption of the outstanding TruPS issued by Fifth Third Capital Trust VI with a distribution rate at redemption of 7.25% and a scheduled maturity date of November 15, 2067. The redemption price was \$25 per security, which reflected 100% of the liquidation amount, plus accrued and unpaid distributions through the actual redemption date of \$0.422917 per security. The Bancorp recognized a \$9 million loss on extinguishment of these TruPS on August 8, 2012 which will be reflected in the Bancorp s Condensed Consolidated Financial Statements for the quarter ending September 30, 2012. The redemptions were funded with available cash.

See Note 21 of the Notes to Condensed Consolidated Financial Statements for further information.

# Vantiv, Inc. IPO

On June 30, 2009, the Bancorp completed the sale of a majority interest in its processing business to Advent International. As part of this transaction, the processing business was contributed into a partnership now known as Vantiv Holding, LLC. Vantiv, Inc., formed by Advent and

owned by certain funds managed by Advent, acquired an approximate 51% interest in Vantiv Holding, LLC for cash and warrants. The Bancorp retained the remaining approximate 49% interest in Vantiv Holding.

During the first quarter of 2012, Vantiv, Inc. priced an IPO of its shares and contributed the net proceeds to Vantiv Holding, LLC for additional ownership interests. As a result of this offering, the Bancorp s ownership of Vantiv Holding, LLC was reduced to approximately 39% and will continue to be accounted for as an equity method investment in the Condensed Consolidated Financial Statements. The impact of the capital contributions to Vantiv Holding, LLC and the resulting dilution in the Bancorp s interest resulted in the recognition of a pre-tax gain of \$115 million (\$75 million after-tax) by the Bancorp in the first quarter of 2012.

As of June 30, 2012, the Bancorp continued to hold approximately 84 million units of Vantiv Holding, LLC and a warrant to purchase approximately 20 million incremental Vantiv Holding, LLC non-voting units, both of which may be exchanged for common stock of Vantiv, Inc. on a one for one basis or at Vantiv, Inc s option for cash. In addition, the Bancorp holds approximately 84 million Class B common shares of Vantiv, Inc. The Class B common shares give the Bancorp voting rights, but no economic interest in Vantiv, Inc. The voting rights attributable to the Class B common shares are limited to 18.5% of the voting power in Vantiv, Inc. at any time other than in connection with a stockholder vote with respect to a change in control in Vantiv, Inc. These securities are subject to certain terms and restrictions.

<sup>6</sup> 

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### Legislative Developments

On July 21, 2010, the Dodd-Frank Act was signed into law. This act implements changes to the financial services industry and affects the lending, deposit, investment, trading and operating activities of financial institutions and their holding companies. The legislation establishes a CFPB responsible for implementing and enforcing compliance with consumer financial laws, changes the methodology for determining deposit insurance assessments, gives the FRB the ability to regulate and limit interchange rates charged to merchants for the use of debit cards, enacts new limitations on proprietary trading, broadens the scope of derivative instruments subject to regulation, requires on-going stress tests and the submission of annual capital plans for certain organizations and requires changes to regulatory capital ratios. This act also calls for federal regulatory agencies to conduct multiple studies over the next several years in order to implement its provisions.

The Bancorp was impacted by a number of the components of the Dodd-Frank Act which were implemented during 2011. The CFPB began operations on July 21, 2011 and holds primary responsibility for regulating consumer protection by enforcing existing consumer laws, writing new consumer legislation, conducting bank examinations, monitoring and reporting on markets, as well as collecting and tracking consumer complaints. The FRB final rule implementing the Dodd-Frank Act s Durbin Amendment, which limits debit card interchange fees, was issued on July 21, 2011 for transactions occurring after September 30, 2011. The final rule established a cap on the fees banks with more than \$10 billion in assets can charge merchants for debit card transactions. The fee was set at \$0.21 per transaction plus an additional 5 bp of the transaction amount and \$0.01 to cover fraud losses. The FRB repealed Regulation Q as mandated by the Dodd-Frank Act on July 21, 2011. Regulation Q was implemented as part of the Glass-Steagall Act in the 1930 s and provided a prohibition against the payment of interest on demand deposits. While the total impact of the Dodd-Frank Act on the Bancorp is not currently known, the impact is expected to be substantial and may have an adverse impact on the Bancorp s financial performance and growth opportunities.

In December of 2010 and revised in June of 2011, the Basel Committee on Banking Supervision issued Basel III, a global regulatory framework, to enhance international capital standards. In June of 2012, U.S. banking regulators proposed enhancements to the regulatory capital requirements for U.S. banks, which implement aspects of Basel III, such as re-defining the regulatory capital elements and minimum capital ratios, introducing regulatory capital buffers above those minimums, revising the agencies rules for calculating risk-weighted assets and introducing a new Tier I common equity ratio. The Bancorp continues to evaluate these proposals and their potential impact. For more information on the impact of the proposed regulatory capital enhancements, refer to the Capital Management section of the MD&A.

# **Earnings Summary**

The Bancorp s net income available to common shareholders for the second quarter of 2012 was \$376 million, or \$0.40 per diluted share, which was net of \$9 million in preferred stock dividends. The Bancorp s net income available to common shareholders for the second quarter of 2011 was \$328 million, or \$0.35 per diluted share, which was net of \$9 million in preferred stock dividends. The Bancorp s net income available to common shareholders for the six months ended June 30, 2012 was \$797 million, or \$0.85 per diluted share, which was net of \$18 million in preferred stock dividends. For the six months ended June 30, 2011, the Bancorp s net income available to common shareholders was \$417 million, or \$0.46 per diluted share, which was net of \$185 million in preferred stock dividends. The preferred stock dividends for the six months ended June 30, 2011, the Bancorp s net income available to common shareholders was \$417 million, or \$0.46 per diluted share, which was net of \$185 million in preferred stock dividends. The preferred stock dividends for the six months ended June 30, 2011 included \$153 million in discount accretion resulting from the Bancorp s repurchase of Series F preferred stock.

Net interest income increased three percent to \$899 million for the quarter ended June 30, 2012 compared to \$869 million in the second quarter of 2011. Net interest income in the second quarter of 2012 was positively impacted by a \$5.4 billion increase in average loans and leases, a 27 bp decrease in the average rate paid on interest-bearing liabilities compared to the second quarter of 2011 and a mix shift to lower cost deposit products. These effects were partially offset by a 29 bp decrease in the average yield on interest-earning assets. Net interest income was \$1.8 billion for the six months ended June 30, 2012 and 2011. Net interest income in the first half of 2012 was positively impacted by a \$4.9 billion increase in average loans and leases and a 25 bp decrease in the average rate paid on interest-bearing liabilities compared to the six months ended June 30, 2011 and a mix shift to lower cost deposit products. These effects were partially offset by a 35.6% and 3.59% for the three and six months ended June 30, 2012, respectively, compared to 3.62% and 3.66% for the same periods in the prior year.

Noninterest income increased \$22 million, or three percent, in the second quarter of 2012 compared to the same period in the prior year. The increase from the second quarter of 2011 was primarily due to an increase in mortgage banking net revenue and other noninterest income

partially offset by a decrease in card and processing revenue. Mortgage banking net revenue increased \$21 million, or 13%, primarily due to an increase in origination fees and gains on loan sales partially offset by an increase in losses on net valuation adjustments on servicing rights and free-standing derivatives entered into to economically hedge the MSR portfolio. Other noninterest income increased \$20 million, or 25%, primarily due to an increase in positive valuation adjustments on the Vantiv, Inc. warrants. These impacts were partially offset by a \$25 million decrease in card and processing revenue primarily as a result of the implementation of the Durbin Amendment. Noninterest income increased \$208 million, or 17%, for the six months ended June 30, 2012 compared to the same period in 2011. The increase from the first half of 2011 was primarily due to an increase in mortgage banking net revenue and other noninterest income partially offset by a decrease in card and processing revenue increased \$123 million, or 47%, primarily due to an increase in origination fees and gains on loan sales partially offset by an increase in losses on net valuation adjustments on servicing rights and free-standing derivatives entered into to economically hedge the MSR portfolio. Other noninterest income increased \$115 million, or 71%, primarily due to a \$115 million gain from the Vantiv, Inc. IPO. These impacts were partially offset by a \$47 million decrease in card and processing revenue primarily as a result of the implementation of the Durbin Amendment.

## Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Noninterest expense increased \$36 million, or four percent, in the second quarter of 2012 and increased \$92 million, or five percent, for the six months ended June 30, 2012 compared to the same periods in 2011. The increase for both periods was primarily due to increases of \$33 million and \$95 million, respectively, in total personnel costs.

#### **Credit Summary**

The Bancorp does not originate subprime mortgage loans and does not hold asset-backed securities backed by subprime mortgage loans in its securities portfolio. However, the Bancorp has exposure to disruptions in the capital markets and weakened economic conditions. Over the last few years, the Bancorp has continued to be negatively affected by high unemployment rates, weakened housing markets, particularly in Michigan and Florida, and a challenging credit environment. Credit trends have improved more recently, and as a result, the provision for loan and lease losses decreased to \$71 million and \$162 million for the three and six months ended June 30, 2012 compared to \$113 million and \$281 million, respectively, for the same periods in 2011. In addition, net charge-offs as a percent of average loans and leases decreased to 0.88% during the second quarter of 2012 compared to 1.56% during the second quarter of 2011 and decreased to 0.98% for the six months ended June 30, 2012 compared to 1.74% for the six months ended June 30, 2011. At June 30, 2012, nonperforming assets as a percent of loans, leases and other assets, including OREO (excluding nonaccrual loans held for sale) decreased to 1.96%, compared to 2.23% at December 31, 2011 and 2.66% at June 30, 2011. For further discussion on credit quality, see the Credit Risk Management section in MD&A.

#### **Capital Summary**

The Bancorp s capital ratios exceed the well-capitalized guidelines as defined by the Board of Governors of the Federal Reserve System. As of June 30, 2012, the Tier I risk-based capital ratio was 12.31%, the Tier I leverage ratio was 11.39% and the total risk-based capital ratio was 16.24%.

# NON-GAAP FINANCIAL MEASURES

The Bancorp considers various measures when evaluating capital utilization and adequacy, including the tangible equity ratio, tangible common equity ratio and Tier I common equity ratio, in addition to capital ratios defined by banking regulators. These calculations are intended to complement the capital ratios defined by banking regulators for both absolute and comparative purposes. Because U.S. GAAP does not include capital ratio measures, the Bancorp believes there are no comparable U.S. GAAP financial measures to these ratios. These ratios are not formally defined by U.S. GAAP or codified in the federal banking regulations and, therefore, are considered to be non-GAAP financial measures. Since analysts and banking regulators may assess the Bancorp s capital adequacy using these ratios, the Bancorp believes they are useful to provide investors the ability to assess its capital adequacy on the same basis.

The Bancorp believes these non-GAAP measures are important because they reflect the level of capital available to withstand unexpected market conditions. Additionally, presentation of these measures allows readers to compare certain aspects of the Bancorp s capitalization to other organizations. However, because there are no standardized definitions for these ratios, the Bancorp s calculations may not be comparable with other organizations, and the usefulness of these measures to investors may be limited. As a result, the Bancorp encourages readers to consider its Condensed Consolidated Financial Statements in their entirety and not to rely on any single financial measure.

Pre-provision net revenue is net interest income plus noninterest income minus noninterest expense. The Bancorp believes this measure is important because it provides a ready view of the Bancorp s earnings before the impact of provision expense.

The following table reconciles non-GAAP financial measures to U.S. GAAP as of or for the three months ended:

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

# **TABLE 2: Non-GAAP Financial Measures**

(\$ in millions)	June 30, 2012	December 31, 2011	June 30, 2011
Income before income taxes (U.S. GAAP)	\$ 565	418	506
Add: Provision expense (U.S. GAAP)	71	55	113
Pre-provision net revenue	636	473	619
Net income available to common shareholders (U.S. GAAP)	\$ 376	305	328
Add: Intangible amortization, net of tax	2	3	4
Tangible net income available to common shareholders	378	308	332
Total Bancorp shareholders equity (U.S. GAAP)	\$ 13,773	13,201	12,572
Less: Preferred stock	(398)	(398)	(398)
Goodwill	(2,417)	(2,417)	(2,417)
Intangible assets	(33)	(40)	(49)
Tangible common equity, including unrealized gains / losses	10,925	10,346	9,708
Less: Accumulated other comprehensive income	(454)	(470)	(396)
1	. ,	. ,	. ,
Tangible common equity, excluding unrealized gains / losses (1)	10,471	9,876	9.312
Add: Preferred stock	398	398	398
	070	570	570
Tangible equity (2)	\$ 10,869	10,274	9,710
Tatal areata (U.S. C.A.A.D.)	¢ 117 542	116.067	110 905
Total assets (U.S. GAAP)	\$ 117,543	116,967	110,805
Less: Goodwill	(2,417)	(2,417)	(2,417)
Intangible assets	(33)	(40)	(49)
Accumulated other comprehensive income, before tax	(698)	(723)	(609)
Tangible assets, excluding unrealized gains / losses (3)	\$ 114,395	113,787	107,730
Total Bancorp shareholders equity (U.S. GAAP)	\$ 13,773	13,201	12,572
Less: Goodwill and certain other intangibles	(2,512)	(2,514)	(2,536)
Accumulated other comprehensive income	(454)	(470)	(396)
Add: Qualifying trust preferred securities	2,248	2,248	2,312
Other	38	38	2,312
		00	20
Tier I risk-based capital	13,093	12,503	11,972
Less: Preferred stock	(398)	(398)	(398)
Qualifying TruPS	(2,248)	(2,248)	(2,312)
Qualified noncontrolling interests in consolidated subsidiaries	(51)	(2,210)	(30)
Culture noncontrolling increase in consolidated substitution	(01)	(50)	(50)
Tier I common equity (4)	\$ 10,396	9,807	9,232
Risk-weighted assets (5) <sup>(a)</sup>	\$ 106,398	104,945	100,320

Ratios:			
Tangible equity (2) / (3)	9.50 %	9.03	9.01
Tangible common equity (1) / (3)	9.15 %	8.68	8.64
Tier I common equity (4) / (5)	9.77 %	9.35	9.20

(a) Under the banking agencies risk-based capital guidelines, assets and credit equivalent amounts of derivatives and off-balance sheet exposures are assigned to broad risk categories. The aggregate dollar amount in each risk category is multiplied by the associated risk weight of the category. The resulting weighted values are added together, along with the measure for market risk, resulting in the Bancorp s total risk-weighted assets.

# RECENT ACCOUNTING STANDARDS

Note 3 of the Notes to Condensed Consolidated Financial Statements provides a discussion of the significant new accounting standards applicable to the Bancorp and the expected impact of significant accounting standards issued, but not yet required to be adopted.

# CRITICAL ACCOUNTING POLICIES

The Bancorp's Condensed Consolidated Financial Statements are prepared in accordance with U.S. GAAP. Certain accounting policies require management to exercise judgment in determining methodologies, economic assumptions and estimates that may materially affect the value of the Bancorp's assets or liabilities and results of operations and cash flows. The Bancorp's critical accounting policies include the accounting for the ALLL, reserve for unfunded commitments, income taxes, valuation of servicing rights, fair value measurements and goodwill. These accounting policies are discussed in detail in Management's Discussion and Analysis Critical Accounting Policies in the Bancorp's Annual Report on Form 10-K for the year ended December 31, 2011. No material changes were made to the valuation techniques or models during the six months ended June 30, 2012.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

# STATEMENTS OF INCOME ANALYSIS

#### **Net Interest Income**

Net interest income is the interest earned on securities, loans and leases (including yield-related fees) and other interest-earning assets less the interest paid for core deposits (includes transaction deposits and other time deposits) and wholesale funding (includes certificates of deposit \$100,000 and over, other deposits, federal funds purchased, short-term borrowings and long-term debt). The net interest margin is calculated by dividing net interest income by average interest-earning assets. Net interest rate spread is the difference between the average yield earned on interest-earning assets and the average rate paid on interest-bearing liabilities. Net interest margin is typically greater than net interest rate spread due to the interest income earned on those assets that are funded by noninterest-bearing liabilities, or free funding, such as demand deposits or shareholders equity.

Tables 3 and 4 present the components of net interest income, net interest margin and net interest rate spread for the three and six months ended June 30, 2012 and 2011, as well as the relative impact of changes in the balance sheet and changes in interest rates on net interest income. Nonaccrual loans and leases and loans held for sale have been included in the average loan and lease balances. Average outstanding securities balances are based on amortized cost with any unrealized gains or losses on available-for-sale securities included in other assets.

Net interest income was \$899 million for the second quarter of 2012, an increase of \$30 million compared to the second quarter of 2011. Net interest income was \$1.8 billion for the six months ended June 30, 2012, an increase of \$50 million from the six months ended June 30, 2011. Included within net interest income are amounts related to the accretion of discounts on acquired loans and deposits, primarily as a result of acquisitions in previous years, which increased net interest income by \$11 million and \$19 million during the three and six months ended June 30, 2012, respectively, compared to \$10 million and \$23 million during the three and six months ended June 30, 2011, respectively. The original purchase accounting discounts reflected the high discount rates in the market at the time of the acquisitions; the total loan discounts are being accreted into net interest income over the remaining period to maturity of the loans acquired. Based upon the remaining period to maturity, and excluding the impact of prepayments, the Bancorp anticipates recognizing approximately \$8 million in additional net interest income during the remainder of 2012 as a result of the amortization and accretion of premiums and discounts on acquired loans and deposits.

For the three and six months ended June 30, 2012, net interest income was positively impacted by an increase in average loans and leases of \$5.4 billion and \$4.9 billion, respectively, as well as a decrease in interest expense compared to the same periods in 2011. These benefits were partially offset by lower yields on the Bancorp s interest-earning assets. The increase in average loans and leases for both periods was driven primarily by increases in commercial and industrial loans and residential mortgage loans compared to the same periods in 2011. The decrease in interest expense for the three and six months ended June 30, 2012 was primarily the result of decreases in the rates paid on interest bearing liabilities of 27 bp and 25 bp, respectively, compared to the same periods in 2011, coupled with a continued mix shift to lower cost core deposits. For the three and six months ended June 30, 2012, the net interest rate spread decreased to 3.35% and 3.37%, respectively, from 3.37% and 3.41% in the same periods in 2011 as the benefit of the decrease in rates on interest bearing liabilities was more than offset by a 29 bp decrease in yield on average interest earnings assets in both periods when compared to the same periods in 2011.

Net interest margin was 3.56% and 3.59% for the three and six months ended June 30, 2012, respectively, compared to 3.62% and 3.66% for the three and six months ended June 30, 2011, respectively. Net interest margin was impacted by the amortization and accretion of premiums and discounts on acquired loans and deposits that resulted in an increase in net interest margin of 4 bp and 3 bp during the three and six months ended June 30, 2012, respectively, compared to a 4 bp and 8 bp increase during the three and six months ended June 30, 2011. Exclusive of these amounts, net interest margin decreased 6 bp and 2 bp for the three and six months ended June 30, 2012 compared to the same periods in the prior year. The decrease from both periods in 2011 was driven primarily by the previously mentioned decline in the yield on average interest-earning assets and securities and higher average balances on interest earning assets, partially offset by a mix shift to lower cost core deposits, the decline in rates paid on interest bearing liabilities and an increase in free funding balances.

Total average interest-earning assets for the three and six months ended June 30, 2012 increased six percent and five percent, respectively, compared to the three and six months ended June 30, 2011. The increase from the three and six months ended June 30, 2011 was primarily the result of an increase of 17% and 16%, respectively, in average commercial and industrial loans and an increase of 23% and 21%, respectively, in average residential mortgage loans. For more information on the Bancorp s loan and lease portfolio, see the Loans and Leases section of the

Balance Sheet analysis of MD&A.

Interest income from loans and leases decreased \$2 million compared to the second quarter of 2011 and \$13 million, or one percent, compared to the six months ended June 30, 2011. The decrease from the three months and six months ended June 30, 2011 was primarily the result of a decrease of 28 bp and 31 bp, respectively, in average loan yields partially offset by an increase of seven percent and six percent, respectively, in average loans. Interest income from investment securities and short-term investments decreased \$17 million, or 11%, compared to the three months ended June 30, 2011 primarily as the result of a 49 bp decrease in the average yield on taxable securities. Interest income from investments decreased \$25 million, or eight percent, compared to the six months ended June 30, 2011 primarily due to a 38 bp decrease in the average yield on taxable securities.

## Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Average core deposits increased \$3.7 billion, or five percent, compared to the second quarter of 2011 and increased \$3.9 billion, or five percent, compared to the six months ended June 30, 2011. The increase from both periods was primarily due to an increase in average demand deposits and average interest checking deposits partially offset by decreases in average foreign office deposits and average other time deposits. The cost of average core deposits decreased to 21 bp and 22 bp for the three and six months ended June 30, 2012, respectively, from 39 bp and 42 bp for the three and six months ended June 30, 2011. This decrease was primarily the result of a mix shift to lower cost core deposits as a result of run-off of higher priced CDs combined with decreases of 14 bp and 18 bp in the rate paid on average savings deposits and decreases of 80 bp and 77 bp on average other time deposits compared to the three and six months ended June 30, 2011, respectively.

For the three months ended June 30, 2012, interest expense on wholesale funding decreased \$15 million, or 14%, compared to the three months ended June 30, 2011 primarily as a result of an \$825 million decrease in average certificates \$100,000 and over and a \$858 million decrease in long-term debt. In addition, the rate paid on average certificates \$100,000 and over decreased by 55 bp. During the six months ended June 30, 2012, interest expense on wholesale funding decreased \$16 million, or eight percent, compared to the six months ended June 30, 2011 as a result of a \$936 million decrease in rates paid on average certificates \$100,000 and over, a \$670 million decrease in long-term debt and a 50 bp decrease in rates paid on average certificates \$100,000 and over, a \$670 million decrease in the rate paid on long-term debt. During the three and six months ended June 30, 2012, wholesale funding represented 24% and 23%, respectively, of interest bearing liabilities compared to 23% during the three and six months ended June 30, 2011. Refer to the Borrowings subsection of the Balance Sheet Analysis section of MD&A for additional information on the Bancorp s borrowings. For more information on the Bancorp s interest rate risk management, including estimated earnings sensitivity to changes in market interest rates, see the Market Risk Management section of MD&A.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

# TABLE 3: Condensed Average Balance Sheets and Analysis of Net Interest Income

For the three months ended	<b>June 30, 2012</b> June 30, 2011						Attribution of Change in Net Interest Income ( <i>a</i> )			
			Average Average							
	Average	Revenue/	Yield	Average	Revenue/	Yield				
(\$ in millions)	Balance	Cost	Rate	Balance	Cost	Rate	Volume	Yield/Rate	Total	
Assets										
Interest-earning assets:										
Loans and leases: <sup>(b)</sup>										
Commercial and industrial loans	\$ 32,770	\$ 337	4.13 %	\$ 27,970	\$ 304	4.35 %	\$ 49	(16)	33	
Commercial mortgage	9,873	93	3.81	10,491	105	4.00	(7)	(5)	(12)	
Commercial construction	886	7	3.05	1,950	15	3.01	(8)		(8)	
Commercial leases	3,471	32	3.68	3,349	34	4.06	1	(3)	(2)	
Subtotal commercial	47,000	469	4.01	43,760	458	4.19	35	(24)	11	
Residential mortgage loans	13,059	134	4.12	10,655	120	4.54	26	(12)	14	
Home equity	10,430	98	3.80	11,144	109	3.91	(8)	(3)	(11)	
Automobile loans	11,755	110	3.76	11,188	134	4.81	6	(30)	(24)	
Credit card	1,915	47	9.92	1,834	45	9.91	2		2	
Other consumer loans/leases	349	37	42.87	572	31	22.02	(15)	21	6	
Subtotal consumer	37,508	426	4.57	35,393	439	4.99	11	(24)	(13)	
	04 500	007	1.20	70 152	007	4 5 4	16	(40)	( <b>0</b> )	
Total loans and leases Securities:	84,508	895	4.26	79,153	897	4.54	46	(48)	(2)	
Taxable	15,548	134	3.48	15,115	150	3.97	3	(19)	(16)	
Exempt from income taxes <sup>(b)</sup>	15,548	134		96	2	6.41	(1)	(19)	(16)	
Other short-term investments	1,558	1	0.24	1,981	1	0.41	(1)		(1)	
Other short-term investments	1,550	1	0.24	1,901	1	0.25				
	101,676	1 0 2 1	4.09	06.245	1.050	4.27	40	((7))	(10)	
Total interest-earning assets Cash and due from banks	2,264	1,031	4.08	96,345 2,356	1,050	4.37	48	(67)	(19)	
Other assets	2,204			2,330						
Allowance for loan and lease losses	(2,121)			(2,799)						
Allowance for loan and lease losses	(2,121)			(2,799)						
Total assets	\$ 117,654			\$ 111,200						
Liabilities and Equity										
Interest-bearing liabilities:										
Interest checking	\$ 23,548	\$ 12	0.22 %	\$ 18,701	\$ 12	0.26 %	\$ 2	(2)		
Savings	22,143	11		21,817	18	0.33	1	(8)	(7)	
Money market	4,258	2		5,009	4	0.29	(1)	(1)	(2)	
Foreign office deposits	1,321	1	0.27	3,805	3	0.29	(2)		(2)	
Other time deposits	4,359	17		6,738	40	2.40	(12)	(11)	(23)	
Certificates - \$100,000 and over	3,130	12		3,955	20	2.05	(3)	(5)	(8)	
Other deposits	23		0.13	2		0.02	. /	. /		
Federal funds purchased	408		0.15	344		0.11				

0 0										
4,303		2	0.17	1,605		1	0.16	1		1
9,669		75	3.11	10,527		83	3.16	(7)	(1)	(8)
73,162	-	132	0.73	72,503		181	1.00	(21)	(28)	(49)
26,351				22,174						
4,462				4,129						
103,975				98,806						
13,679				12,394						
\$ 117,654				\$111,200						
	\$ 8	899			\$	869		\$ 69	(39)	30
			3.56 %				3.62 %			
			3.35				3.37			
			71.96				75.25			
	4,303 9,669 73,162 26,351 4,462 103,975 13,679	4,303 9,669 73,162 26,351 4,462 103,975 13,679 \$ 117,654	4,303   2     9,669   75     73,162   132     26,351   1     4,462   1     103,975   1     13,679   \$     \$   117,654	4,303   2   0.17     9,669   75   3.11     73,162   132   0.73     26,351   4,462     103,975   13,679     \$ 117,654   \$ 899     3.56 %   3.35	4,303   2   0.17   1,605     9,669   75   3.11   10,527     73,162   132   0.73   72,503     26,351   22,174   4,462   4,129     103,975   98,806   12,394     \$ 117,654   \$ 111,200     \$ 899   3.56 %     3.35   3.35	4,303   2   0.17   1,605     9,669   75   3.11   10,527     73,162   132   0.73   72,503     26,351   22,174   4,462   4,129     103,975   98,806   98,806     13,679   12,394   \$ 111,200     \$ 899   \$ 3.56 %   3.35	4,303   2   0.17   1,605   1     9,669   75   3.11   10,527   83     73,162   132   0.73   72,503   181     26,351   22,174   4   4     4,462   4,129   103,975   98,806     13,679   12,394   \$111,200     \$ 117,654   \$ 111,200   \$ 869     3.56 %   3.35   \$ 869	4,303   2   0.17   1,605   1   0.16     9,669   75   3.11   10,527   83   3.16     73,162   132   0.73   72,503   181   1.00     26,351   22,174   4,462   4,129   103,975   98,806     103,975   98,806   12,394   \$   111,200     \$ 117,654   \$ 111,200   \$ 869   3.62 %     3.35   3.37	4,303   2   0.17   1,605   1   0.16   1     9,669   75   3.11   10,527   83   3.16   (7)     73,162   132   0.73   72,503   181   1.00   (21)     26,351   22,174   4,462   4,129   4462   4,129     103,975   98,806   98,806   5   69     13,679   12,394   \$ 111,200   \$ 69     \$ 899   \$ 869   \$ 69     3.56 %   3.62 %   3.37	4,303   2   0.17   1,605   1   0.16   1     9,669   75   3.11   10,527   83   3.16   (7)   (1)     73,162   132   0.73   72,503   181   1.00   (21)   (28)     26,351   22,174   4,462   4,129   103,975   98,806   113,679   12,394     103,975   98,806   12,394   \$111,200   \$111,200   \$69   (39)     \$ 117,654   \$111,200   \$ 869   \$ 69   (39)     3.56 %   3.35   3.37   3.37

# (a) Changes in interest not solely due to volume or yield/rate are allocated in proportion to the absolute dollar amount of change in volume and yield/rate.

(b) The FTE adjustments included in the above table are \$4 and \$5 for the three months ended June 30, 2012 and 2011, respectively.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

## TABLE 4: Condensed Average Balance Sheets and Analysis of Net Interest Income

For the six months ended	<u>-</u> ,			Ju	Average	Attribution of Change in Net Interest Income ( <i>a</i> )			
	Average	Revenue/	Average Yield	Average	Revenue/	Yield			
(\$ in millions)	Balance	Cost	Rate	Balance	Cost	Rate	Volume	Yield/Rate	Total
Assets									
Interest-earning assets:									
Loans and leases: <sup>(b)</sup>									
Commercial and industrial loans	\$ 32,095	\$ 665	4.16 %	\$ 27,689	\$ 605	4.40 %	\$ 94	(34)	60
Commercial mortgage	9,975	192	3.88	10,652	214	4.06	(13)	(9)	(22)
Commercial construction	947	14	3.05	2,017	31	3.08	(17)		(17)
Commercial leases	3,507	65	3.73	3,356	69	4.12	3	(7)	(4)
Subtotal commercial	46,524	936	4.05	43,714	919	4.24	67	(50)	17
Residential mortgage loans	12,994	268	4.15	10,695	244	4.60	50	(26)	24
Home equity	10,518	200	3.82	11,259	220	3.94	(13)	(7)	(20)
Automobile loans	11,819	228	3.87	11,130	273	4.95	18	(63)	(45)
Credit card	1,920	92	9.67	1,843	93	10.17	4	(5)	(1)
Other consumer loans/leases	357	74	41.46	624	62	20.14	(34)	46	12
Subtotal consumer	37,608	862	4.61	35,551	892	5.06	25	(55)	(30)
Total loans and leases	84,132	1,798	4.30	79,265	1,811	4.61	92	(105)	(13)
Securities:									
Taxable	15,430	275	3.58	15,135	298	3.96	6	(29)	(23)
Exempt from income taxes <sup>(b)</sup>	61	1	5.31	147	3	5.31	(2)		(2)
Other short-term investments	1,461	2	0.25	1,959	2	0.25			
Total interest-earning assets	101,084	2,076	4.13	96,506	2,114	4.42	96	(134)	(38)
Cash and due from banks	2,304			2,313					
Other assets	15,785			15,098					
Allowance for loan and lease losses	(2,184)			(2,894)					
Total assets	\$ 116,989			\$ 111,023					
Liabilities and Equity									
Interest-bearing liabilities:									
Interest checking	\$ 22,928	\$ 25	0.22 %	\$ 18,621	\$ 25	0.27 %	\$4	(4)	
Savings	22,043	22	0.20	21,572	40	0.38	2	(20)	(18)
Money market	4,401	5	0.22	5,072	8	0.30	(1)	(2)	(3)
Foreign office deposits	1,799	2	0.26	3,693	6	0.30	(3)	(1)	(4)
Other time deposits	4,455	36	1.61	7,049	83	2.38	(25)	(22)	(47)
Certificates-\$100,000 and over	3,154	24	1.52	4,090	41	2.02	(8)	(9)	(17)
Other deposits	21		0.11	2		0.03			
Federal funds purchased	389		0.13	327		0.12			
Other short-term borrowings	3,782	3	0.15	1,622	2	0.18	1		1

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Long-term debt	9,719	157	3.26	10,389	157	3.05	(10)	10	
Total interest-bearing liabilities	72,691	274	0.76	72,437	362	1.01	(40)	(48)	(88)
Demand deposits	26,207			21,880					
Other liabilities	4,544			3,970					
Total liabilities	103,442			98,287					
Total equity	13,547			12,736					
Total liabilities and equity	\$ 116,989			\$ 111,023					
Net interest income		\$ 1,802			\$ 1,752		\$136	(86)	50
Net interest margin			3.59 %			3.66 %			
Net interest rate spread			3.37			3.41			
Interest-bearing liabilities to									
interest-earning assets			71.91			75.06			

(a) Changes in interest not solely due to volume or yield/rate are allocated in proportion to the absolute dollar amount of change in volume and yield/rate.

(b) The FTE adjustments included in the above table are \$9 for the six months ended June 30, 2012 and 2011.

# Provision for Loan and Lease Losses

The Bancorp provides as an expense an amount for probable loan and lease losses within the loan and lease portfolio that is based on factors previously discussed in the Critical Accounting Policies section of the Bancorp s Annual Report on Form 10-K for the year ended December 31, 2011. The provision is recorded to bring the ALLL to a level deemed appropriate by the Bancorp to cover losses inherent in the portfolio. Actual credit losses on loans and leases are charged against the ALLL. The amount of loans actually removed from the Condensed Consolidated Balance Sheets is referred to as charge-offs. Net charge-offs include current period charge-offs less recoveries on previously charged-off loans and leases.

# Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

The provision for loan and lease losses was \$71 million and \$162 million for the three and six months ended June 30, 2012 compared to \$113 million and \$281 million during the same periods in 2011. The decrease in provision expense compared to the same periods in the prior year was due to decreases in nonperforming loans and leases, improved delinquency metrics in commercial and consumer loans and leases, and improvement in underlying loss trends. The ALLL declined \$598 million from \$2.6 billion at June 30, 2011 to \$2.0 billion at June 30, 2012. The ALLL declined \$239 million from December 31, 2011 to June 30, 2012. As of June 30, 2012, the ALLL as a percent of loans and leases decreased to 2.45%, compared to 2.78% at December 31, 2011 and 3.35% at June 30, 2011.

Refer to the Credit Risk Management section of the MD&A as well as Note 6 of the Notes to Condensed Consolidated Financial Statements for more detailed information on the provision for loan and lease losses, including an analysis of loan portfolio composition, nonperforming assets, net charge-offs, and other factors considered by the Bancorp in assessing the credit quality of the loan and lease portfolio and the ALLL.

#### **Noninterest Income**

Noninterest income increased \$22 million, or three percent, for the second quarter of 2012 compared to the second quarter of 2011 and increased \$208 million, or 17%, for the six months ended June 30, 2012 compared to the same period in the prior year. The components of noninterest income for the three and six months ended June 30, 2012 and 2011 are as follows:

#### **TABLE 5: Noninterest Income**

	For the three months ended June 30,			For the size ended Ju		
(\$ in millions)	2012	2011	% Change	2012	2011	% Change
Mortgage banking net revenue	\$ 183	162	13	\$ 387	264	47
Service charges on deposits	130	126	4	260	250	4
Corporate banking revenue	102	95	7	199	181	10
Investment advisory revenue	93	95	(2)	190	193	(2)
Card and processing revenue	64	89	(28)	122	169	(28)
Other noninterest income	103	83	25	279	164	71
Securities gains, net	3	6	(50)	11	14	(21)
Securities gains, net - non-qualifying hedges on mortgage servicing rights			NM		5	NM
Total noninterest income	\$ 678	656	3	\$ 1,448	1,240	17

#### Mortgage banking net revenue

Mortgage banking net revenue increased \$21 million for the three months ended June 30, 2012 compared to the three months ended June 30, 2011 and increased \$123 million during the six months ended June 30, 2012 compared to the six months ended June 30, 2011. The components of mortgage banking net revenue are as follows:

### **TABLE 6: Components of Mortgage Banking Net Revenue**

	For the three	e months	For the si	x months
	ended Ju	ine 30,	ended J	une 30,
(\$ in millions)	2012	2011	2012	2011
Origination fees and gains on loan sales	\$ 183	64	\$ 357	126

Net servicing revenue:				
Gross servicing fees	63	58	124	116
Servicing rights amortization	(41)	(25)	(86)	(53)
Net valuation adjustments on servicing rights and free-standing derivatives entered				
into to economically hedge MSR	(22)	65	(8)	75
Net servicing revenue		98	30	138
Mortgage banking net revenue	\$ 183	162	\$ 387	264
hiorigage canning net revenue	Ψ 100	102	φ 001	201

Origination fees and gains on loan sales increased \$119 million and \$231 million for the three and six months ended June 30, 2012, respectively, compared to the three and six months ended June 30, 2011. The increase from both periods in the prior year was primarily the result of an 89% and 76% increase in residential mortgage loan originations from the three and six months ended June 30, 2011, respectively, coupled with an increase in profit margins on sold residential mortgage loans. Residential mortgage loan originations increased to \$5.9 billion during the second quarter of 2012 compared to \$3.1 billion during the second quarter of 2011 and increase in originations is primarily due to strong refinancing activity as mortgage rates remain at historical lows coupled with an increase in refinancing activity under the HARP 2.0 program.

Net servicing revenue is comprised of gross servicing fees and related servicing rights amortization as well as valuation adjustments on MSRs and mark-to-market adjustments on both settled and outstanding free-standing derivative financial instruments used to economically hedge the MSR portfolio. Net servicing revenue decreased \$98 million and \$108 million for the three and six months ended June 30, 2012

## Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

compared to the three and six months ended June 30, 2011, driven primarily by decreases of \$87 million and \$83 million, respectively, in net valuation adjustments.

The net valuation adjustment loss of \$22 million during the second quarter of 2012 included \$60 million of temporary impairment on the MSRs partially offset by \$38 million in gains from derivatives economically hedging the MSRs. Mortgage rates decreased slightly for the three months ended June 30, 2012. This caused modeled prepayments speeds to increase, which led to the temporary impairment on servicing rights during the three months ended June 30, 2012. The derivatives economically hedging the MSRs only partially offset the temporary impairment on servicing rights as a result of inefficiencies in the Bancorp s non-qualifying hedging strategy. The net valuation adjustment of \$65 million during the second quarter of 2011 included \$129 million in gains from derivatives economically hedging the MSRs partially offset by \$64 million in temporary impairment on the MSR portfolio. The net valuation adjustment loss of \$8 million for the six months ended June 30, 2012 included \$49 million of temporary impairment on the MSRs partially offset by \$42 million in gains from derivatives economically hedging the MSRs. The net valuation adjustment of \$75 million for the six months ended June 30, 2011 included \$102 million in gains from derivatives economically hedging the MSR portfolio. Gross servicing fees increased \$5 million from the second quarter of 2011 and \$8 million from the six months ended June 30, 2012 as a result of an increase in the size of the Bancorp s servicing portfolio. The Bancorp s total residential loans serviced as of June 30, 2012, December 31, 2011 and June 30, 2011 were \$74.8 billion, \$70.6 billion and \$66.8 billion, respectively, with \$61.6 billion, \$57.1 billion and \$56.0 billion, respectively, of residential mortgage loans serviced for others.

Servicing rights are deemed impaired when a borrower s loan rate is distinctly higher than prevailing rates. Impairment on servicing rights is reversed when the prevailing rates return to a level commensurate with the borrower s loan rate. Further detail on the valuation of MSRs can be found in Note 9 of the Notes to Condensed Consolidated Financial Statements. The Bancorp maintains a non-qualifying hedging strategy to manage a portion of the risk associated with changes in the valuation on the MSR portfolio. See Note 10 of the Notes to Condensed Consolidated Financial Statements used to economically hedge the MSR portfolio.

In addition to the derivative positions used to economically hedge the MSR portfolio, the Bancorp acquires various securities as a component of its non-qualifying hedging strategy. There were no sales of securities related to the Bancorp s non-qualifying hedging strategy during the three months ended June 30, 2012 and 2011 and six months ended June 30, 2012. Net gains on sales of these securities were \$5 million for the six months ended June 30, 2011, which were recorded in securities gains, net, non-qualifying hedges on mortgage servicing rights in the Bancorp s Condensed Consolidated Statements of Income.

#### Service charges on deposits

Service charges on deposits increased \$4 million and \$10 million for the three and six months ended June 30, 2012, respectively, compared to the three and six months ended June 30, 2011. This increase was primarily driven by commercial deposit revenue which increased \$5 million and \$10 million for the three and six months ended June 30, 2012, respectively, compared to the same periods in the prior year due to an increase in new customer relationships.

#### Corporate banking revenue

Corporate banking revenue increased \$7 million and \$18 million for the three and six months ended June 30, 2012, respectively, compared to the three and six months ended June 30, 2011. The increase compared to the three months ended June 30, 2011 was primarily due to increases in foreign exchange income, business lending fees and institutional sales. The increase compared to the six months ended June 30, 2011 included the impact of the previously mentioned factors coupled with a \$9 million increase in syndication fees due to increased market and business activity.

#### Investment advisory revenue

Investment advisory revenue decreased \$2 million and \$3 million for the three and six months ended June 30, 2012, respectively, compared to the same periods in 2011. The decrease from both prior year periods was primarily driven by a decline in mutual fund fees. The Bancorp had approximately \$291 billion and \$276 billion in total assets under care as of June 30, 2012 and 2011, respectively, and managed \$25 billion in

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assets for individuals, corporations and not-for-profit organizations for both comparative periods.

On April 5, 2012, the Bancorp announced that FTAM entered into two agreements under which a third party will acquire assets of 16 mutual funds from FTAM and another third party will acquire certain assets relating to the management of Fifth Third money market funds. The closings of the transactions are subject to certain conditions and approvals and are expected to be completed in the third quarter of 2012. The transactions are not expected to have a material impact on the Bancorp s results.

#### Card and processing revenue

Card and processing revenue decreased \$25 million and \$47 million for the three and six months ended June 30, 2012 compared to the three and six months ended June 30, 2011. The decrease was primarily the result of the impact of the implementation of the Dodd-Frank Act s debit card interchange fee cap in the fourth quarter of 2011. This impact was partially offset by increased debit and credit card transaction volumes.

# Other noninterest income

The major components of other noninterest income are as follows:

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **TABLE 7: Components of Other Noninterest Income**

		For the three months ended June 30,		c months ane 30,
(\$ in millions)	2012	2011	2012	2011
Gain on Vantiv, Inc. IPO	\$		\$ 115	
Operating lease income	15	14	29	30
Cardholder fees	12	9	22	18
BOLI income	9	11	18	21
Banking center income	8	7	15	14
Gain on loan sales	8	8	14	25
Insurance income	7	5	14	13
Consumer loan and lease fees	7	8	13	15
Loss on sale of OREO	(19)	(26)	(36)	(28)
Equity method earnings from interest in Vantiv Holding, LLC	26	6	2	15
Other, net	30	41	73	41
Total other noninterest income	\$ 103	83	\$ 279	164

Other noninterest income increased \$20 million, or 25%, in the second quarter of 2012 compared to the second quarter of 2011 and \$115 million, or 71%, for the six months ended June 30, 2012 compared to the same period in the prior year. The increase compared to the second quarter of 2011 was primarily due to a \$28 million increase in positive valuation adjustments on the warrants issued as part of the Bancorp s sale of its processing business sale, recorded in the other caption above. Additionally, other noninterest income included a \$20 million increase in equity method income recorded from the Bancorp s ownership interest in Vantiv Holding, LLC and a \$7 million decrease in the loss on sale of OREO. These impacts were partially offset by a \$7 million reduction in income related to the Visa total return swap and \$17 million in lower of cost or market adjustments associated with bank premises held-for-sale. The increase compared to the six months ended June 30, 2011 was primarily due to a \$115 million gain from the Vantiv, Inc. IPO recognized in the first quarter of 2012 and a \$77 million increase in gains on the valuation of warrants and put options issued as part of the Bancorp s sale of its processing business, recorded in the other caption. The increase was partially offset by \$34 million in debt termination charges, included in equity method earnings, incurred in the first quarter of 2012 related to Vantiv Holding, LLC s debt refinancing and \$17 million in lower of cost or market adjustments associated with bank premises held-for-sale. For additional information on the valuation of the swap associated with the sale of Visa, Inc. Class B shares and the valuation of warrants and put options descently with the sale of the sale of the sale of the sale of the processing business, see Note 19 of the Notes to Condensed Consolidated Financial Statements.

#### Noninterest Expense

Total noninterest expense increased \$36 million, or four percent, for the three months ended June 30, 2012, and \$92 million, or five percent, for the six months ended June 30, 2012 compared to the three and six months ended June 30, 2011, respectively. The major components of noninterest expense are as follows:

#### **TABLE 8: Noninterest Expense**

		For the three months ended June 30,			For the six months ended June 30,			
(\$ in millions)	2012	2011	% Change	2012	2011	% Change		
Salaries, wages and incentives	\$ 393	365	8	\$ 792	716	11		
Employee benefits	84	79	6	195	176	11		

Net occupancy expense	74	75	(1)	151	152	(1)
Technology and communications	48	48	1	95	93	2
Card and processing expense	30	29	4	60	58	4
Equipment expense	27	28	(2)	55	57	(4)
Other noninterest expense	281	277	1	563	567	(1)
Total noninterest expense	\$ 937	901	4	\$ 1,911	1,819	5
Efficiency ratio	59.4 %	59.1 %		58.8 %	60.8 %	

Total personnel costs increased \$33 million and \$95 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in 2011. The increase from both periods in the prior year was primarily due to an increase in base and incentive compensation driven by higher compensation costs reflecting improved production levels, as well as higher employee benefits expense due primarily to an increase in medical claims under the Bancorp s self-insured medical plan and a seasonal increase in payroll tax expense. Full time equivalent employees totaled 20,888 at June 30, 2012 compared to 20,953 at June 30, 2011.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

# **TABLE 9: Components of Other Noninterest Expense**

		For the three months ended June 30,		months ne 30,
(\$ in millions)	2012	2011	2012	2011
Loan and lease	\$ 46	48	\$91	94
Marketing	36	31	59	53
Losses and adjustments	29	22	69	51
FDIC insurance and other taxes	27	50	45	101
Affordable housing investments impairment	19	26	46	50
Professional services fees	15	12	25	26
Travel	13	14	25	26
Postal and courier	12	12	25	25
Operating lease	10	10	21	21
Recruitment and education	7	8	14	15
OREO	5	6	10	18
Insurance	5	1	10	13
Intangible asset amortization	4	6	7	13
Provision for unfunded commitments and letters of credit	(1)	(14)	(3)	(30)
Other, net	54	45	119	91
Total other noninterest expense	\$ 281	277	\$ 563	567

Total other noninterest expense increased \$4 million and decreased \$4 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in 2011. The provision for representation and warranty claims, included in losses and adjustments, increased by \$5 million and \$14 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in the prior year primarily due to an increase in demand requests during the first half of 2012. FDIC insurance and other taxes decreased \$23 million and \$56 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in the prior year. The decrease in FDIC expense and other taxes is primarily attributable to a decrease in the assessment rate due to changes in the level and measurement of higher risk assets and improved credit quality metrics. These effects were partially offset by a decrease in the benefit from the provision for unfunded commitments and letters of credit of \$13 million and \$27 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in 2011. The reduction in the benefit was due to improving credit trends in the first half of 2012 as well as an increase in the unfunded commitments for which the Bancorp holds reserves as of June 30, 2012 compared to June 30, 2011.

The Bancorp continues to focus on efficiency initiatives as part of its core emphasis on operating leverage and expense control. The efficiency ratio (noninterest expense divided by the sum of net interest income (FTE) and noninterest income) was 59.4% and 58.8% for the three and six months ended June 30, 2012 compared to 59.1% and 60.8% for the three and six months ended June 30, 2011.

# **Applicable Income Taxes**

The Bancorp s income before income taxes, applicable income tax expense and effective tax rate are as follows:

# **TABLE 10: Applicable Income Taxes**

	ended Ju	ne 30,	ended Jun	ie 30,
(\$ in millions)	2012	2011	2012	2011
Income before income taxes	\$ 565	506	\$ 1,168	883
Applicable income tax expense	180	169	352	281
Effective tax rate	31.8 %	33.3	30.2 %	31.8

Applicable income tax expense for all periods includes the benefit from tax-exempt income, tax-advantaged investments, certain gains on sales of leases that are exempt from federal taxation and tax credits, partially offset by the effect of certain nondeductible expenses. The tax credits are associated with the Low-Income Housing Tax Credit program established under Section 42 of the IRC, the New Markets Tax Credit program established under Section 45D of the IRC, the Rehabilitation Investment Tax Credit program established under Section 47 of the IRC, and the Qualified Zone Academy Bond program established under Section 1397E of the IRC. The decrease in the effective tax rate for the three and six months ended June 30, 2012 from the comparable prior year periods was primarily due to a decrease in the amount of income tax expense associated with previously recognized tax benefits associated with stock-based awards that will not be realized.

# **Deductibility of Executive Compensation**

Certain sections of the IRC limit the deductibility of compensation paid to or earned by certain executive officers of a public company. This has historically limited the deductibility of certain executive compensation to \$1 million per executive officer, and the Bancorp s compensation philosophy has been to position pay to ensure deductibility. However, both the amount of the executive compensation that is deductible for certain executive officers and the allowable compensation vehicles changed as a result of the Bancorp s participation in TARP. In particular, the Bancorp was not permitted to deduct compensation earned by certain executive officers in excess of \$500,000 per executive officer as a result of the Bancorp s participation in TARP. Therefore, a portion of the compensation earned by certain executive officers was

#### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

not deductible by the Bancorp for the period in which the Bancorp participated in TARP. Subsequent to ending its participation in TARP, certain limitations on the deductibility of executive compensation will continue to apply to some forms of compensation earned while under TARP. The Bancorp s Compensation Committee determined that the underlying executive compensation programs are appropriate and necessary to attract, retain and motivate senior executives, and that failing to meet these objectives creates more risk for the Bancorp and its value than the financial impact of losing the tax deduction. For the year ended 2011, the total tax impact for non-deductible compensation was \$2 million.

#### **BALANCE SHEET ANALYSIS**

#### Loans and Leases

The Bancorp classifies its loans and leases based upon the primary purpose of the loan. Table 11 summarizes end of period loans and leases, including loans held for sale and Table 12 summarizes average total loans and leases, including loans held for sale.

## TABLE 11: Components of Total Loans and Leases (includes held for sale)

	June	June 30, 2012		r 31, 2011	June 3	0, 2011
(\$ in millions)	Balance	% of Total	Balance	% of Total	Balance	% of Total
Commercial:						
Commercial and industrial loans	\$ 32,625	39	30,828	38	28,155	36
Commercial mortgage loans	9,697	12	10,214	12	10,331	13
Commercial construction loans	834	1	1,037	1	1,805	2
Commercial leases	3,471	4	3,531	4	3,326	4
Subtotal commercial	46,627	56	45,610	55	43,617	55
Consumer:						
Residential mortgage loans	13,217	15	13,474	16	10,838	14
Home equity	10,378	13	10,719	13	11,048	14
Automobile loans	11,739	14	11,827	14	11,315	14
Credit card	1,943	2	1,978	2	1,856	2
Other consumer loans and leases	318		364		478	1
Subtotal consumer	37,595	44	38,362	45	35,535	45
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,					
Total loans and leases	\$ 84,222	100	83,972	100	79,152	100
Total portfolio loans and leases (excludes loans held for sale)	\$ 82,359		81,018		77,967	

Total loans and leases, including held for sale, increased \$250 million from December 31, 2011 and increased \$5.1 billion, or six percent, from June 30, 2011. The increase from December 31, 2011 was due to an increase of \$1.0 billion, or two percent, in commercial loans and leases partially offset by a decrease of \$767 million, or two percent in consumer loans and leases. The increase from June 30, 2011 was due to an increase of \$3.0 billion, or six percent, in commercial loans and leases.

Total commercial loans and leases increased from December 31, 2011 and June 30, 2011 primarily due to an increase in commercial and industrial loans partially offset by a decrease in commercial mortgage loans and commercial construction loans. Commercial and industrial loans increased \$1.8 billion, or six percent, from December 31, 2011 and \$4.5 billion, or 16%, from June 30, 2011 due to an increase in new loan origination activity from an increase in demand due to a strengthening economy and an increased sales force personnel. Commercial

construction loans decreased \$203 million, or 20%, from December 31, 2011 and \$971 million, or 54%, from June 30, 2011 and commercial mortgage loans decreased \$517 million, or five percent, from December 31, 2011 and \$634 million, or six percent, from June 30, 2011 due to continued run-off in these loan categories. The run-off reflects weak customer demand and previous suspensions of new homebuilder and developer lending and non-owner occupied real estate lending.

Total consumer loans and leases decreased from December 31, 2011 primarily due to a decrease in residential mortgage loans and home equity loans. Residential mortgage loans decreased \$257 million, or two percent, from December 31, 2011 due to a decrease in residential mortgage loans held for sale partially offset by an increase in portfolio residential mortgage loans. Residential mortgage loans held for sale decreased \$1.0 billion from December 31, 2011 primarily due to strong refinancing in the fourth quarter of 2011 and the timing of delivery of loans. Portfolio residential mortgage loans increased \$757 million from December 31, 2011 due to management s decision to retain certain shorter term residential mortgage loans originated through the Bancorp s retail branches. Home equity loans decreased \$341 million, or three percent, from December 31, 2011 as payoffs exceeded new loan production.

Total consumer loans and leases increased from June 30, 2011 primarily due to an increase in residential mortgage loans and automobile loans partially offset by a decrease in home equity loans and other consumer loans and leases. Residential mortgage loans increased \$2.4 billion, or 22%, from June 30, 2011 primarily due to management s decision to retain certain shorter term residential mortgage loans originated through the Bancorp s retail branches throughout 2011 and 2012 and stronger loan production in the first half of 2012 compared to the first half of 2011. Automobile loans increased \$424 million, or four percent, compared to June 30, 2011 due to strong origination volumes through consistent and competitive pricing, enhanced customer service with our dealership network, and disciplined sales execution. Home equity loans decreased \$670 million, or six percent, from June 30, 2011 as payoffs exceeded new loan production. Other consumer loans and

## Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

leases decreased \$160 million, or 33%, from June 30, 2011 due to the runoff of automobile leases as the Bancorp stopped originating automobile leases in November of 2008.

# TABLE 12: Components of Average Total Loans and Leases (includes held for sale)

	June 30, 2012		Decembe	r 31, 2011	June 3	0, 2011
For the three months ended (\$ in millions)	Balance	% of Total	Balance	% of Total	Balance	% of Total
Commercial:						
Commercial and industrial loans	\$ 32,770	39	29,954	36	27,970	36
Commercial mortgage loans	9,873	12	10,350	13	10,491	13
Commercial construction loans	886	1	1,155	1	1,950	2
Commercial leases	3,471	4	3,352	4	3,349	4
Subtotal commercial	47,000	56	44,811	54	43,760	55
Consumer:						
Residential mortgage loans	13,059	16	12,638	16	10,655	14
Home equity	10,430	12	10,810	13	11,144	14
Automobile loans	11,755	14	11,696	14	11,188	14
Credit card	1,915	2	1,906	2	1,834	2
Other consumer loans and leases	349		417	1	572	1
Subtotal consumer	37,508	44	37,467	46	35,393	45
Total average loans and leases	\$ 84,508	100	82,278	100	79,153	100
Total average portfolio loans and leases (excludes loans held for sale)	\$ 82,586		79,914		77,937	

Average total loans and leases, including held for sale, increased \$2.2 billion, or three percent, from December 31, 2011 and increased \$5.4 billion, or seven percent, from June 30, 2011. The increase from December 31, 2011 was primarily driven by an increase of \$2.2 billion, or five percent, in average commercial loans and leases. The increase from June 30, 2011 was due to an increase of \$3.2 billion, or seven percent, in average commercial loans and leases and an increase of \$2.1 billion, or six percent, in average consumer loans and leases.

Average total commercial loans and leases increased from December 31, 2011 due to an increase of \$2.8 billion, or nine percent, in average commercial and industrial loans, partially offset by a decrease of \$477 million, or five percent, in average commercial mortgage loans, and a decrease of \$269 million, or 23%, in average commercial construction loans due to the reasons previously discussed. Average commercial loans and leases increased from June 30, 2011 due to an increase of \$4.8 billion, or 17%, in average commercial and industrial loans, partially offset by a decrease of \$4.8 billion, or 17%, in average commercial and industrial loans, partially offset by a decrease of \$4.8 billion, or 17%, in average commercial and industrial loans, partially offset by a decrease of \$1.1 billion, or 55%, in average commercial construction loans and a decrease of \$618 million, or six percent, in average commercial mortgage loans due to the reasons previously discussed.

Average total consumer loans increased \$41 million from December 31, 2011 due to an increase of \$421 million, or three percent, in average residential mortgage loans partially offset by a decrease of \$380 million, or four percent, in average home equity loans. Average residential mortgage loans increased from December 31, 2011 due to continued strong refinancing activity associated with historically low interest rates as well as the continued retention of certain branch originated fixed-rate residential mortgages with shorter terms. Average home equity loans decreased from December 31, 2011 as payoffs exceeded new loan production.

Average total consumer loans increased from June 30, 2011 due to an increase of \$2.4 billion, or 23%, in average residential mortgage loans and an increase of \$567 million, or five percent, in average automobile loans partially offset by a decrease of \$714 million, or six percent, in average home equity loans and a decrease of \$223 million, or 39%, in average other consumer loans and leases due to the reasons previously discussed in the year-over-year end of period discussion above.

## **Investment Securities**

The Bancorp uses investment securities as a means of managing interest rate risk, providing liquidity support and providing collateral for pledging purposes. Total investment securities were \$16.1 billion at June 30, 2012 and 2011 and \$15.9 billion at December 31, 2011.

Securities are classified as trading when bought and held principally for the purpose of selling them in the near term. Securities are classified as available-for-sale when, in management s judgment, they may be sold in response to, or in anticipation of, changes in market conditions. Securities that management has the intent and ability to hold to maturity are classified as held-to-maturity and reported at amortized cost.

At June 30, 2012, the Bancorp s investment portfolio consisted primarily of AAA-rated available-for-sale securities. The Bancorp did not hold asset-backed securities backed by subprime mortgage loans in its investment portfolio. Additionally, there was approximately \$117 million of securities classified as below investment grade as of June 30, 2012, compared to \$122 million as of December 31, 2011 and \$131 million as of June 30, 2011. The Bancorp s management has evaluated the securities in an unrealized loss position in the available-for-sale and held-to-maturity portfolios for OTTI. The Bancorp recognized \$17 million of OTTI on its available-for-sale investment securities portfolio during the three and six months ended June 30, 2012 and an immaterial amount was recognized during the three and six months ended June 30, 2011. The Bancorp did not recognize any OTTI on any of its held to maturity investment securities during the three and six

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

months ended June 30, 2012 and 2011. See Note 4 of the Notes to the Condensed Consolidated Financial Statements for further information on OTTI.

### **TABLE 13: Components of Investment Securities**

(\$ in millions)	June 30, 2012	December 31, 2011	June 30, 2011
Available-for-sale and other: (amortized cost basis)			
U.S. Treasury and government agencies	\$51	171	199
U.S. Government sponsored agencies	1,781	1,782	2,141
Obligations of states and political subdivisions	205	96	113
Agency mortgage-backed securities	8,807	9,743	10,269
Other bonds, notes and debentures <sup>(a)</sup>	2,743	1,792	1,135
Other securities <sup>(b)</sup>	1,231	1,030	1,032
Total available-for-sale and other securities	\$ 14,818	14,614	14,889
Held-to-maturity: (amortized cost basis)			
Obligations of states and political subdivisions	\$ 303	320	340
Other bonds, notes and debentures	2	2	4
Total held-to-maturity	\$ 305	322	344
Trading: (fair value)			
Obligations of states and political subdivisions	<b>\$ 14</b>	9	38
Agency mortgage-backed securities	19	11	33
Other bonds, notes and debentures	11	13	11
Other securities	156	144	135
Total trading	\$ 200	177	217

- (a) Other bonds, notes, and debentures consist of non-agency mortgage backed securities, certain other asset backed securities (primarily automobile and commercial loan backed securities) and corporate bond securities.
- (b) Other securities consist of FHLB and FRB restricted stock holdings that are carried at par, FHLMC and FNMA preferred stock holdings and certain mutual fund holdings and equity security holdings.

Available-for-sale securities on an amortized cost basis increased \$204 million, or 1%, from December 31, 2011 primarily due to an increase in other bonds, notes, and debentures and other securities partially offset by a decrease in agency-mortgage backed securities. Agency mortgage-backed securities decreased \$936 million, or 10%, primarily due to sales of collateralized mortgage obligations and mortgage-backed securities totaling \$814 million during the first half of 2012. The remaining decrease is due to principal and interest pay downs on agency mortgage-backed securities being reinvested in other bonds, notes, and debentures. Other bonds, notes, and debentures increased \$951 million, or 53%, primarily due to \$1.1 billion in purchases of commercial mortgage-backed securities, asset-backed securities, and corporate bonds during the first half of 2012. Other securities increased \$201 million, or 20%, as excess cash from the runoff of agency mortgage-backed securities was invested in money market mutual funds.

Available-for-sale securities on an amortized cost basis decreased \$71 million from June 30, 2011 primarily due to a decrease in agency mortgage-backed securities and U.S. Government sponsored agency securities partially offset by an increase in other bonds, notes, and debentures. Agency mortgage-backed securities decreased \$1.5 billion, or 14%, primarily due to sales of collateralized mortgage obligations and

mortgage-backed securities totaling \$1.4 billion during the second half of 2011 and first half of 2012. The remaining decrease is due to principal and interest pay downs on agency mortgage-backed securities being reinvested in other bonds, notes, and debentures which increased \$1.6 billion, or 142%. Government sponsored agency securities decreased \$360 million, or 17%, due to sales in the second half of 2011.

At June 30, 2012 available-for-sale securities were 15% of total interest-earning assets compared to 14% at December 31, 2011 and 16% at June 30, 2011. The estimated weighted-average life of the debt securities in the available-for-sale portfolio was 4.0 years at June 30, 2012, 3.6 years at December 31, 2011, and 4.5 years at June 30, 2011. In addition, at June 30, 2012, the available-for-sale securities portfolio had a weighted-average yield of 3.64%, compared to 3.66% at December 31, 2011 and 4.28% at June 30, 2011.

Information presented in Table 14 is on a weighted-average life basis, anticipating future prepayments. Yield information is presented on an FTE basis and is computed using historical cost balances. Maturity and yield calculations for the total available-for-sale portfolio exclude equity securities that have no stated yield or maturity. Total net unrealized gains on the available-for-sale securities portfolio were \$734 million at June 30, 2012, compared to \$748 million at December 31, 2011 and \$613 million at June 30, 2011. The increase from June 30, 2011 was due to a continued low interest rate environment.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

### TABLE 14: Characteristics of Available-for-Sale and Other Securities

As of June 30, 2012 (\$ in millions)	Amo	rtized Cost	Fair Value	Weighted-Average Life (in years)	Weighted-Average Yield
U.S. Treasury and government agencies:				•	
Average life of one year or less	\$	50	50	0.2	1.43 %
Average life 5 10 years		1	1	6.6	1.48
Total		51	51	0.3	1.44
U.S. Government sponsored agencies:					
Average life of one year or less		154	156	0.7	2.51
Average life 1 5 years		1,516	1,689	4.2	3.57
Average life 5 10 years		111	121	5.4	2.95
Total		1,781	1,966	4.0	3.44
Obligations of states and political subdivisions: <sup>(a)</sup>					
Average life of one year or less		1	1	0.2	8.05
Average life 1 5 years		91	91	3.0	1.40
Average life 5 10 years		111	117	6.7	4.56
Average life greater than 10 years		2	2	12.1	0.01
Total		205	211	5.2	3.14
Agency mortgage-backed securities:					
Average life of one year or less		564	581	0.7	5.01
Average life 1 5 years		7,080	7,484	3.2	4.08
Average life 5 10 years		1,163	1,214	5.7	3.12
Total		8,807	9,279	3.4	4.01
Other bonds, notes and debentures:					
Average life of one year or less		208	213	0.4	5.06
Average life 1 5 years		1,616	1,658	3.5	2.38
Average life 5 10 years		432	449	6.0	3.06
Average life greater than 10 years		487	491	16.7	2.25
Total		2,743	2,811	6.0	2.67
Other securities		1,231	1,234		
Total available-for-sale and other securities	\$	14,818	15,552	4.0	3.64 %

(a) Taxable-equivalent yield adjustments included in the above table are 2.68%, 0.02%, 0.62%, 0.01% and 0.35% for securities with an average life of one year or less, 1-5 years, 5-10 years, greater than 10 years and in total, respectively.

Deposits

The Bancorp s deposit balances represent an important source of funding and revenue growth opportunity. The Bancorp continues to focus on core deposit growth in its retail and commercial franchises by improving customer satisfaction, building full relationships and offering competitive rates. Core deposits represented 69% of the Bancorp s asset funding base at June 30, 2012 and 2011 and 71% at December 31, 2011.

## **TABLE 15: Deposits**

	June 30,	2012	December 3	31, 2011	June 30,	2011
		% of		% of		% of
(\$ in millions)	Balance	Total	Balance	Total	Balance	Total
Demand	\$ 26,251	31	27,600	32	22,589	28
Interest checking	23,197	28	20,392	24	18,072	22
Savings	22,011	26	21,756	25	21,764	27
Money market	4,223	5	4,989	6	4,859	6
Foreign office	1,265	1	3,250	4	3,271	4
Transaction deposits	76,947	91	77,987	91	70,555	87
Other time	4,261	5	4,638	5	6,399	8
Core deposits	81,208	96	82,625	96	76,954	95
Certificates-\$100,000 and over	3,065	4	3,039	4	3,642	5
Other			46		2	
Total deposits	\$ 84,273	100	85,710	100	80,598	100

Core deposits decreased \$1.4 billion, or two percent, from December 31, 2011, driven by a decrease of \$1.0 billion, or one percent, in transaction deposits and a decrease of \$377 million, or eight percent, in other time deposits. The decrease in transaction deposits is primarily due to a decrease in demand deposits, money market deposits, and foreign office deposits partially offset by an increase in interest checking deposits. Demand deposits decreased \$1.3 billion, or five percent, due to seasonality as commercial customers opted to hold excess cash at December 31, 2011 and reinvest the cash during the first half of 2012. Interest checking deposits increased \$2.8 billion, or 14%, from December 31, 2011 partially driven by account migration from foreign office deposits which decreased \$2.0 billion, or 61%, and money market deposits which decreased \$766 million, or 15%, from December 31, 2011. The decrease in other time deposits from December 31,

#### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

2011 was primarily the result of continued run-off of certificates of deposits due to the low interest rate environment, as customers have opted to maintain balances in more liquid transaction accounts.

Core deposits increased \$4.3 billion, or six percent, compared to June 30, 2011 driven by an increase of \$6.4 billion, or nine percent, in transaction deposits, partially offset by a decrease of \$2.1 billion, or 33%, in other time deposits. The increase in transaction deposits was primarily due to an increase in interest checking deposits and demand deposits, partially offset by a decrease in foreign office deposits. Interest checking deposits increased \$5.1 billion, or 28%, from June 30, 2011 partially driven by account migration from foreign office deposits which decreased \$2.0 billion, or 61%, and money market deposits which decreased \$636 million, or 13%. The remaining increase in interest checking deposits was due to growth from maturing certificates of deposits and continued growth from the preferred checking program which was introduced in February of 2011. Demand deposits, and commercial customers opting to hold money in demand deposit accounts rather than investing excess cash given current market conditions. Other time deposits decreased primarily as a result of continued run-off of certificates of deposits decreased primarily as a result of continued run-off of certificates of deposits decreased primarily as a result of continued run-off of certificates of deposits due to the low interest rate environment, as customers have opted to maintain balances in more liquid transaction accounts.

The Bancorp uses certificates \$100,000 and over, as a method to fund earning asset growth. At June 30, 2012, certificates \$100,000 and over increased \$26 million, or one percent, compared to December 31, 2011 and decreased \$577 million, or 16%, from June 30, 2011. The decrease from June 30, 2011 was due to continued run-off attributable to the low rate environment.

The following table presents average deposits for the three months ending:

#### **TABLE 16: Average Deposits**

	June 30,	2012 % of	December 3	81, 2011 % of	June 30,	2011 % of
(\$ in millions)	Balance	Total	Balance	Total	Balance	Total
Demand	\$ 26,351	31	26,069	31	22,174	27
Interest checking	23,548	27	19,263	23	18,701	23
Savings	22,143	26	21,715	26	21,817	27
Money market	4,258	5	5,255	6	5,009	6
Foreign office	1,321	2	3,325	4	3,805	4
Transaction deposits	77,621	91	75,627	90	71,506	87
Other time	4,359	5	4,960	6	6,738	8
	, í					
Core deposits	81,980	96	80,587	96	78,244	95
Certificates-\$100,000 and over	3,130	4	3,085	4	3,955	5
Other	23		16		2	
Total average deposits	\$ 85,133	100	83,688	100	82,201	100

On an average basis, core deposits increased \$1.4 billion, or two percent, compared to December 31, 2011 due to an increase of \$2.0 billion, or three percent, in average transaction deposits partially offset by a decrease of \$601 million, or 12%, in other time deposits. The increase in average transaction deposits was driven by an increase in average interest checking deposits partially offset by a decrease in average foreign office deposits and average money market deposits. Average interest checking deposits increased \$4.3 billion, or 22%, from December 31, 2011 partially driven by the account migration from average foreign office deposits mentioned above which decreased \$2.0 billion, or 60%, from December 31, 2011 and from average money market deposits which decreased \$997 million, or 19%, from December 31, 2011. The remaining increase in average interest checking deposits. The decrease in average other time deposits was primarily the result of continued in February of 2011 and growth from maturing certificates of deposits. The decrease in average other time deposits was primarily the result of continued

run-off of certificates of deposits due to the low interest rate environment, as customers have opted to maintain balances in more liquid transaction accounts.

Average core deposits increased \$3.7 billion, or five percent, from June 30, 2011 due to an increase of \$6.1 billion, or nine percent, in average transaction deposits partially offset by a decrease of \$2.4 billion, or 35%, in average other time deposits. The increase in average core deposits was due to an increase in average demand deposits and average interest checking deposits partially offset by a decrease in foreign office deposits and money market deposits due to the reasons discussed above in the end of period year over year section. The decrease in average other time deposits was due to the impact of historically low interest rates and excess customer liquidity discussed above.

Other time deposits and certificates \$100,000 and over totaled \$7.3 billion, \$7.7 billion, and \$10.0 billion at June 30, 2012, December 31, 2011, and June 30, 2011, respectively. Substantially all of these deposits were interest bearing. The contractual maturities of these deposits as of June 30, 2012 are summarized in the following table.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

### TABLE 17: Contractual Maturities of Other Time Deposits and Certificates \$100,000 and over

(\$ in millions)	June	30, 2012
Next 12 months	\$	3,785
13-24 months		2,199
25-36 months		852
37-48 months		213
49-60 months		224
After 60 months		53
Total	\$	7,326

Certificates \$100,000 and over were \$3.1 billion, \$3.0 billion, and \$3.6 billion at June 30, 2012, December 31, 2011, and June 30, 2011, respectively. The contractual maturities of these deposits as of June 30, 2012 are summarized in the following table.

## TABLE 18: Contractual Maturities of Certificates - \$100,000 and over

(\$ in millions)	June	30, 2012
Three months or less	\$	540
After three months through six months		575
After six months through 12 months		563
After 12 months		1,387
Total	\$	3,065

#### Borrowings

Total borrowings increased \$1.7 billion, or 13 percent, from both December 31, 2011 and June 30, 2011. The increase in total borrowings from December 31, 2011 was primarily due to an increase in other short-term borrowings and federal funds purchased and the increase from June 30, 2011 was primarily due to an increase in other short-term borrowings and federal funds purchased partially offset by a decrease in long-term debt. As of June 30, 2012, total borrowings as a percentage of interest-bearing liabilities were 20% compared to 19% at both December 31, 2011 and June 30, 2011.

## **TABLE 19: Borrowings**

(\$ in millions)	June	30, 2012	December 31, 2011	June 30, 2011
Federal funds purchased	\$	641	346	403
Other short-term borrowings		4,613	3,239	2,702
Long-term debt		9,685	9,682	10,152
Total borrowings	\$	14,939	13,267	13,257

Federal funds purchased increased by \$295 million, or 85%, from December 31, 2011 driven by an increase in excess balances in reserve accounts held at Federal Reserve Banks that the Bancorp purchased from other member banks on an overnight basis. Other short-term borrowings increased \$1.4 billion, or 42%, from December 31, 2011 driven by an increase of \$1.6 billion in short-term FHLB borrowings partially offset by a decrease of \$293 million in securities sold under repurchase agreements which are accounted for as collateralized financing transactions.

Federal funds purchased increased by \$238 million, or 59%, from June 30, 2011, driven by an increase in excess balances in reserve accounts held at Federal Reserve Banks that the Bancorp purchased from other member banks on an overnight basis. Other short-term borrowings increased \$1.9 billion, or 71%, from June 30, 2011 driven by an increase of \$1.9 billion in short-term FHLB borrowings, which replaced certificates of deposits greater than \$100,000 as customers opted to maintain their balances in more liquid accounts. The increase in short-term FHLB borrowings was partially offset by the decline in demand deposits due to seasonality. Long-term debt decreased \$467 million, or five percent, from June 30, 2011 primarily due to the termination of \$375 million of structured repurchase agreements classified as long-term debt and the decrease of \$500 million in long-term FHLB advances, partially offset by the issuance of \$500 million of senior notes by the Bancorp to third party investors in the first quarter of 2012.

The following table presents average borrowings for the three months ending:

### **TABLE 20: Average Borrowings**

(\$ in millions)	June	e 30, 2012	December 31, 2011	June 30, 2011
Federal funds purchased	\$	408	348	344
Other short-term borrowings		4,303	3,793	1,605
Long-term debt		9,669	9,707	10,527
Total average borrowings	\$	14,380	13,848	12,476

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Average total borrowings increased \$532 million, or four percent, compared to December 31, 2011, primarily due to the previously mentioned increase in average other short-term borrowings. Average total borrowings increased \$1.9 billion, or 15%, compared to June 30, 2011, primarily due to the previously mentioned increase in average other short-term borrowings partially offset by a decrease in average long-term debt.

Information on the average rates paid on borrowings is discussed in the Net Interest Income section of the MD&A. In addition, refer to the Liquidity Risk Management section for a discussion on the role of borrowings in the Bancorp s liquidity management.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

### BUSINESS SEGMENT REVIEW

The Bancorp reports on four business segments: Commercial Banking, Branch Banking, Consumer Lending and Investment Advisors. Additional detailed financial information on each business segment is included in Note 20 of the Notes to Condensed Consolidated Financial Statements. Results of the Bancorp s business segments are presented based on its management structure and management accounting practices. The structure and accounting practices are specific to the Bancorp; therefore, the financial results of the Bancorp s business segments are not necessarily comparable with similar information for other financial institutions. The Bancorp refines its methodologies from time to time as management s accounting practices are improved or businesses change.

The Bancorp manages interest rate risk centrally at the corporate level and employs a FTP methodology at the business segment level. This methodology insulates the business segments from interest rate volatility, enabling them to focus on serving customers through loan originations and deposit taking. The FTP system assigns charge rates and credit rates to classes of assets and liabilities, respectively, based on expected duration and the U.S. swap curve. Matching duration allocates interest income and interest expense to each segment so its resulting net interest income is insulated from interest rate risk. In a rising rate environment, the Bancorp benefits from the widening spread between deposit costs and wholesale funding costs. However, the Bancorp s FTP system credits this benefit to deposit-providing businesses, such as Branch Banking and Investment Advisors, on a duration-adjusted basis. The net impact of the FTP methodology is captured in General Corporate and Other.

The Bancorp adjusts the FTP charge and credit rates as dictated by changes in interest rates for various interest-earning assets and liabilities and by the review of the estimated durations for the indeterminate-lived deposits. The credit rate provided for DDAs is reviewed annually based upon the account type, its estimated duration and the corresponding fed funds, U.S. swap curve or swap rate. The credit rates for several deposit products were reset January 1, 2012 to reflect the current market rates and updated duration assumptions. These rates were lower than those in place during 2011, thus net interest income for deposit providing businesses was negatively impacted for the three and six months ended June 30, 2012.

The business segments are charged provision expense based on the actual net charge-offs experienced by the loans owned by each segment. Provision expense attributable to loan growth and changes in factors in the ALLL are captured in General Corporate and Other. The financial results of the business segments include allocations for shared services and headquarters expenses. Even with these allocations, the financial results are not necessarily indicative of the business segments financial condition and results of operations as if they existed as independent entities. Additionally, the business segments form synergies by taking advantage of cross-sell opportunities and when funding operations, by accessing the capital markets as a collective unit. Net income by business segment is summarized in the following table.

#### **TABLE 21: Business Segment Net Income Available to Common Shareholders**

	For the three ended Ju		For the size ended Ju	
(\$ in millions)	2012	2011	2012	2011
Income Statement Data				
Commercial Banking	\$ 163	88	\$ 305	170
Branch Banking	50	54	79	73
Consumer Lending	33	30	81	5
Investment Advisors	8	10	16	18
General Corporate & Other	131	155	335	336
Net income	385	337	816	602
Less: Net income attributable to noncontrolling interest			1	002
Net income attributable to Bancorp	385	337	815	602

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Dividends on preferred stock	9	9	18	185
Net income available to common shareholders	\$ 376	328	<b>\$ 797</b>	417

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **Commercial Banking**

Commercial Banking offers credit intermediation, cash management and financial services to large and middle-market businesses and government and professional customers. In addition to the traditional lending and depository offerings, Commercial Banking products and services include global cash management, foreign exchange and international trade finance, derivatives and capital markets services, asset-based lending, real estate finance, public finance, commercial leasing and syndicated finance. The following table contains selected financial data for the Commercial Banking segment.

#### **TABLE 22: Commercial Banking**

	en	ne three months ded June 30,		six months June 30,
(\$ in millions)	2012	2011	2012	2011
Income Statement Data				
Net interest income (FTE) <sup>(a)</sup>	\$ 3	<b>52</b> 339	\$ 705	671
Provision for loan and lease losses		<b>61</b> 147	137	299
Noninterest income:				
Corporate banking revenue		<b>97</b> 90	190	172
Service charges on deposits		<b>54</b> 52	109	101
Other noninterest income		<b>26</b> 21	55	65
Noninterest expense:				
Salaries, incentives and benefits		<b>65</b> 60	137	117
Other noninterest expense	2	<b>04</b> 216	420	427
Income before taxes	1	<b>99</b> 79	365	166
Applicable income tax expense $(\text{benefit})^{(a)}$	_	<b>36</b> (9)		(4)
Net income	\$ 1	<b>63</b> 88	\$ 305	170
Average Balance Sheet Data				
Commercial loans, including held for sale	\$ 41,3	<b>88</b> 38,049	\$ 40,875	38,034
Demand deposits	14,4	· · · · · ·	14,660	12,028
Interest checking	7,7		8,049	8,129
Savings and money market	2,6	· · · · · ·	2,636	2,820
Certificates over \$100,000	1,8	<b>51</b> 1,818	1,853	1,928
Foreign office deposits	1,2		1,334	1,888

(a) Includes FTE adjustments of \$4 for the three months ended June 30, 2012 and 2011, \$9 for the six months ended June 30, 2012 and \$8 for the six months ended June 30, 2011.

(b) Applicable income tax benefit for all periods includes the tax benefit from tax-exempt income and business tax credits, partially offset by the effect of certain nondeductible expenses. Refer to the Applicable Income Taxes section of MD&A for additional information.

Net income was \$163 million for the three months ended June 30, 2012, compared to net income of \$88 million for the three months ended June 30, 2011. The increase in net income was driven by a decrease in the provision for loan and lease losses, lower noninterest expense, higher noninterest income and higher net interest income. For the six months ended June 30, 2012, net income was \$305 million compared to \$170 million for the same period of the prior year. The increase in net income was driven by a decrease in the provision for loan and lease losses, higher noninterest income and higher net interest income, partially offset by higher noninterest expense.

Net interest income increased \$13 million and \$34 million for the three and six months ended June 30, 2012, respectively, compared to the same periods of the prior year. The increases were driven primarily by growth in average commercial and industrial loans, partially offset by a decline in yields of 14 bps and 30 bps, respectively, on average commercial loans.

Provision for loan and lease losses decreased \$86 million and \$162 million for the three and six months ended June 30, 2012 compared to the same periods of the prior year as a result of improved credit trends. Net charge-offs as a percent of average loans and leases decreased to 59 bps for the three months ended June 30, 2012 compared to 155 bps for the same period of the prior year and decreased to 67 bps for the six months ended June 30, 2012 compared to 159 bps for the same period of the prior year.

Noninterest income increased \$14 million in the second quarter of 2012 compared to the second quarter of 2011, primarily due to an increase in corporate banking revenue and an increase in other noninterest income. The increase in corporate banking revenue is primarily due to increases in business lending fees, which were driven by refinancing activities in the current market environment. The increase in other noninterest income was primarily driven by a decrease in losses recognized on the sale of OREO. For the six months ended June 30, 2012, noninterest income increased \$16 million compared to the same period of the prior year due to an increase in corporate banking revenue and service charges on deposits partially offset by a decrease in other noninterest income. The increase in corporate banking revenue for the six months ended June 30, 2012, was due to an increase in business lending fees and the decrease in other noninterest income was driven by a decrease in gains recognized on the sale of OREO and loans, partially offset by an increase in corporate overhead allocations.

Noninterest expense decreased \$7 million and increased \$13 million for the three and six months ended June 30, 2012 compared to the same periods of the prior year. The decrease for the three months ended June 30, 2012 was driven by a decrease in other noninterest expense,

#### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

partially offset by an increase in salaries, incentives and benefits of \$5 million compared to the same period of the prior year. The increase for the six months ended June 30, 2012 was driven by an increase in salaries, incentives and benefits of \$20 million, partially offset by a decrease in other noninterest expense compared to the same period of the prior year. Both the three and six months ended June 30, 2012 included an \$8 million benefit from the sale of affordable housing investments in other noninterest expense.

Average commercial loans increased \$3.3 billion and \$2.8 billion for the three and six months ended June 30, 2012 compared to the same periods of the prior year primarily due to an increase in average commercial and industrial loans. The increase in commercial and industrial loans was partially offset by decreases in average commercial construction and mortgage loans. Average commercial and industrial loans increased \$4.9 billion and \$4.5 billion, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year as a result of an increase in new loan origination activity. Average commercial mortgage loans decreased \$649 million and \$699 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior million, respectively, for the three and six months ended June 30, 2012 compared \$955 million and \$957 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year, due to continued run-off in these loan categories. The run-off reflects weak customer demand and previous suspensions of new homebuilder and developer lending and non-owner occupied real estate lending.

Average core deposits increased \$1.6 billion for the three months ended June 30, 2012 compared to the three months ended June 30, 2011, and \$1.8 billion for the six months ended June 30, 2012 compared to the same period of 2011. The increase was primarily driven by strong growth in demand deposit accounts, which increased \$2.4 billion and \$2.6 billion, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year. The increase in DDAs was partially offset by decreases in interest bearing deposits of \$842 million and \$825 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year, as customers opted to maintain their balances in more liquid accounts due to interest rates remaining near historical lows.

### **Branch Banking**

Branch Banking provides a full range of deposit and loan and lease products to individuals and small businesses through 1,322 full-service Banking Centers. Branch Banking offers depository and loan products, such as checking and savings accounts, home equity loans and lines of credit, credit cards and loans for automobiles and other personal financing needs, as well as products designed to meet the specific needs of small businesses, including cash management services. The following table contains selected financial data for the Branch Banking segment.

#### **TABLE 23: Branch Banking**

	-	or the thre ended Ju	ine 30,	ended	x months une 30,	
(\$ in millions)	í	2012	2011	2012	2011	
Income Statement Data						
Net interest income	\$	342	359	\$ 677	698	
Provision for loan and lease losses		69	98	155	214	
Noninterest income:						
Service charges on deposits		75	73	149	147	
Card and processing revenue		70	86	130	163	
Investment advisory revenue		32	29	64	58	
Other noninterest income		28	25	52	49	
Noninterest expense:						
Salaries, incentives and benefits		143	148	293	297	
Net occupancy and equipment expense		60	59	119	117	
Card and processing expense		29	28	57	55	
Other noninterest expense		169	156	326	321	

Income before taxes	77	83	122	111
Applicable income tax expense	27	29	43	38
Net income	\$ 50	54	\$ 79	73
	φ 20	51	ψ	15
Average Balance Sheet Data				
Consumer loans	\$ 14,871	13,912	\$ 14,843	13,858
Commercial loans	4,598	4,651	4,605	4,610
Demand deposits	9,798	8,329	9,457	8,107
Interest checking	9,499	8,061	9,293	7,806
Savings and money market	22,928	22,349	22,791	22,069
Other time and certificates-\$100,000 and over	5,454	8,387	5,561	8,727

Net income was \$50 million for the three months ended June 30, 2012, compared to net income of \$54 million for the three months ended June 30, 2011. The decrease was driven by a decrease in net interest income and noninterest income and an increase in noninterest expense, partially offset by a decline in the provision for loan and lease losses. For the six months ended June 30, 2012, net income was \$79 million compared to \$73 million for the same period of the prior year. The increase was driven by a decline in the provision for loan and lease losses, partially offset by an increase in noninterest expense and a decrease in net interest income and noninterest income.

### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Net interest income decreased \$17 million and \$21 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year. The primary drivers of the declines are decreases in the FTP credits for checking and savings products. These decreases are partially offset by favorable shifts from certificates of deposit to lower cost transaction and savings products resulting in a decline in interest expense on core deposits, and higher loan interest income driven by higher loan balances.

Provision for loan and lease losses for the three months ended June 30, 2012 decreased \$29 million compared to the second quarter of 2011, and declined \$59 million for the six months ended June 30, 2012 compared to the same period of the prior year as a result of improved credit trends. Net charge-offs as a percent of average loans and leases decreased to 143 bps for the three months ended June 30, 2012 compared to 212 bps for three months ended June 30, 2011 and decreased to 160 bps for the six months ended June 30, 2012 compared to 234 bps for the same period of the prior year. The decreases are the result of improved credit trends and tighter underwriting standards.

Noninterest income decreased \$8 million and \$22 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year. These declines were primarily driven by lower card and processing revenue, which declined \$16 million and \$33 million, respectively, primarily due to the implementation of the Dodd-Frank Act s debit card interchange fee cap in the fourth quarter of 2011, partially offset by higher debit and credit card transaction volumes from the impact of the Bancorp s initial mitigation activity and allocated commission revenue associated with merchant sales. These declines were partially offset by investment advisory revenue which increased \$3 million and \$6 million for the three and six months ended June 30, 2012 compared to the same periods of 2011, due to improved market performance.

Noninterest expense increased \$10 million and \$5 million, respectively, from the three and six months ended June 30, 2011, primarily driven by increases in other noninterest expense, which increased \$13 million and \$5 million, respectively. The increase for the three months ended June 30, 2012 was primarily due to increases in corporate overhead allocations. The increase for the six months ended June 30, 2012 was primarily due to increases in corporate overhead allocations. The increase in FDIC insurance expense. The increases in other noninterest expense were partially offset by decreases in salaries, incentives and benefits of \$5 million and \$4 million for the three and six months ended June 30, 2012 compared to the same periods of the prior year.

Average consumer loans increased \$959 million for the second quarter of 2012 and \$985 million for the six months ended June 30, 2012 compared to the same periods in the prior year. These increases were primarily due to increases in average residential mortgage loans of \$1.4 billion for both the three and six months ended June 30, 2012 compared to the same periods in the prior year due to the retention of certain shorter-term originated mortgage loans rather than selling them in the secondary market. The increases in average residential mortgage loans were partially offset by decreases in average home equity loans of \$528 million and \$518 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year as payoffs exceeded new loan production.

Average core deposits increased by \$1.2 billion and \$1.1 billion for the three and six months ended June 30, 2012 compared to the same periods in the prior year as the growth in transaction accounts due to excess customer liquidity and historically low interest rates outpaced the run-off of higher priced other time deposits.

### **Consumer Lending**

Consumer Lending includes the Bancorp s mortgage, home equity, automobile and other indirect lending activities. Mortgage and home equity lending activities include the origination, retention and servicing of mortgage and home equity loans or lines of credit, sales and securitizations of those loans, pools of loans or lines of credit, and all associated hedging activities. Indirect lending activities include extending loans to consumers through mortgage brokers and automobile dealers. The following table contains selected financial data for the Consumer Lending segment.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **TABLE 24: Consumer Lending**

	F	For the three months ended June 30.			months months
(\$ in millions)	:	2012	2011	2012	2011
Income Statement Data					
Net interest income	\$	77	81	\$ 157	171
Provision for loan and lease losses		49	55	103	149
Noninterest income:					
Mortgage banking net revenue		179	160	380	259
Other noninterest income		10	7	20	22
Noninterest expense:					
Salaries, incentives and benefits		56	39	112	83
Other noninterest expense		110	108	217	213
Income before taxes		51	46	125	7
Applicable income tax expense		18	16	44	2
Net income	\$	33	30	\$ 81	5
	Ŧ		20	Ψ UI	U
Average Balance Sheet Data					
Residential mortgage loans	\$	9,898	8,906	\$ 9,953	9,088
Home equity		651	740	662	756
Automobile loans	1	11,097	10,510	11,154	10,447
Consumer leases		41	181	51	213

Net income was \$33 million and \$81 million for the three and six months ended June 30, 2012 compared to net income of \$30 million and \$5 million, respectively, for the same periods in the prior year. For both comparative periods, the increases in net income were driven by an increase in noninterest income and a decline in provision for loan and lease losses, partially offset by a decrease in net interest income and an increase in noninterest expense.

Net interest income decreased \$4 million for the three months ended June 30, 2012 compared to the three months ended June 30, 2011 and decreased \$14 million for the six months ended June 30, 2012 compared to the six months ended June 30, 2011. These decreases were primarily driven by lower yields on average automobile loans due to continued competition on new originations, partially offset by increases in average loan balances for residential mortgage and automobile loans.

Provision for loan and lease losses decreased \$6 million and \$46 million, respectively, for the three and six months ended June 30, 2012, compared to the same periods of the prior year, as delinquency metrics and underlying loss trends improved across all consumer loan types. Net charge-offs as a percent of average loans and leases decreased to 99 bps for the three months ended June 30, 2012 compared to 113 bps for the same period of the prior year and decreased to 103 bps for the six months ended June 30, 2012 compared to 156 bps for the same period of the prior year.

Noninterest income increased \$22 million for the three months ended June 30, 2012 and increased \$119 million for the six months ended June 30, 2012 compared to the same periods of the prior year. The increase from both periods in the prior year was primarily due to increases in mortgage banking net revenue of \$19 million and \$121 million for the three and six months ended June 30, 2012, respectively. These increases for the three and six months ended June 30, 2012 were driven by an increase in gains on loan sales of \$117 million and \$229 million due to an increase in profit margins on sold residential mortgage loans coupled with higher origination volumes, partially offset by a decrease in net residential mortgage servicing revenue of \$98 million and \$108 million for the three and six months ended June 30, 2012 compared to the same periods of the prior year.

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Noninterest expense increased \$19 million and \$33 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year. For both periods, the increases were driven by salaries, incentives and benefits which increased primarily as a result of higher mortgage loan originations.

Average consumer loans and leases increased \$1.3 billion for both the three and six months ended June 30, 2012 compared to the same periods of the prior year. Average automobile loans increased \$587 million and \$707 million, respectively, compared to the three and six months ended June 30, 2012 due to a strategic focus to increase automobile lending throughout 2011 and 2012 through consistent and competitive pricing, disciplined sales execution, and enhanced customer service with our dealership network. Average residential mortgage loans increased \$992 million and \$865 million, respectively, for the three and six months ended June 30, 2012, compared to the same periods of the prior year, due to the low interest rate environment. The increases were partially offset by decreases in home equity and consumer leases. Average home equity loans decreased \$89 million and \$94 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in the prior year due to continued run-off in the discontinued brokered home equity product. Average consumer leases decreased \$140 million and \$162 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods in the Bancorp discontinued this product in the fourth quarter of 2008.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **Investment Advisors**

Investment Advisors provides a full range of investment alternatives for individuals, companies and not-for-profit organizations. Investment Advisors is made up of four main businesses: FTS, an indirect wholly-owned subsidiary of the Bancorp; FTAM, an indirect wholly-owned subsidiary of the Bancorp; FTAM, an indirect wholly-owned subsidiary of the Bancorp; Fifth Third Private Bank; and Fifth Third Institutional Services. FTS offers full service retail brokerage services to individual clients and broker dealer services to the institutional marketplace. FTAM provides asset management services and also advises the Bancorp s proprietary family of mutual funds. Fifth Third Private Bank offers holistic strategies to affluent clients in wealth planning, investing, insurance and wealth protection. Fifth Third Institutional Services provides advisory services for institutional clients including states and municipalities. Table 25 contains selected financial data for the Investment Advisors segment.

As previously mentioned, the Bancorp entered into two separate agreements in April of 2012, to sell certain assets relating to the management of Fifth Third money market funds and 16 mutual funds from FTAM. The transactions are expected to be completed in the third quarter of 2012. The transactions will reduce the money market assets managed by Fifth Third by approximately \$5 billion and will create a new sub-advisory relationship with FTAM and the third-party. The transactions are not expected to have a material impact on the Bancorp s results.

#### **TABLE 25: Investment Advisors**

		ended June 30, ende			ended J	ix months June 30,
(\$ in millions)	20	012	2011	2	012	2011
Income Statement Data						
Net interest income	\$	29	28	\$	57	56
Provision for loan and lease losses		2	4		6	9
Noninterest income:						
Investment advisory revenue		91	92		185	187
Other noninterest income		7	3		11	6
Noninterest expense:						
Salaries, incentives and benefits		41	42		84	85
Other noninterest expense		71	62		138	127
Income before taxes		13	15		25	28
Applicable income tax expense		5	5		9	10
Net income	\$	8	10	\$	16	18
Average Balance Sheet Data						
Loans and leases	\$1	,898	2,063	\$1	,905	2,096
Core deposits	7	,495	6,746	7	,432	6,601

Net income was \$8 million and \$16 million for the three and six months ended June 30, 2012 compared to net income of \$10 million and \$18 million, respectively, for the same periods in the prior year. For both comparative periods, the decreases in net income were driven by an increase in noninterest expense, partially offset by an increase in noninterest income and a decrease in the provision for loan and lease losses.

Net interest income increased \$1 million for both the three and six months ended June 30, 2012 compared to the same periods of the prior year due to a decrease in interest expense on core deposits, partially offset by a decline in average loan and lease balances as well as declines in yields on loans and leases.

Provision for loan and leases losses decreased \$2 million and \$3 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year as a result of improved credit trends across all loan types. Net charge-offs as a percent of average loans and leases decreased to 54 bps for the three months ended June 30, 2012 compared to 86 bps for the same period of the prior year and decreased to 64 bps for the six months ended June 30, 2012 compared to 90 bps for the same period of the prior year.

Noninterest income increased \$3 million for both the three and six months ended June 30, 2012 compared to the same periods of the prior year, primarily driven by a gain on the sale of loans held for sale, partially offset by lower mutual fund fees and private client services revenue.

Noninterest expense increased \$8 million and \$10 million, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year, primarily driven by increases in corporate overhead allocations of \$5 million and \$10 million for the three and six months ended June 30, 2012.

Average loans and leases decreased \$165 million and \$191 million, respectively, for the three and six months ended June 30, 2012, compared to the same periods of the prior year. These decreases were primarily driven by declines in home equity loans of \$85 million and \$118 million, respectively, for the three and six months ended June 30, 2012 due to tighter underwriting standards. Average core deposits increased \$749 million, or 11%, and \$831 million, or 13%, respectively, for the three and six months ended June 30, 2012 compared to the same periods of the prior year due to growth in interest checking as customers have opted to maintain excess funds in liquid transaction accounts as a result of interest rates remaining near historic lows, partially offset by account migration from foreign office deposits.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **General Corporate and Other**

General Corporate and Other includes the unallocated portion of the investment securities portfolio, securities gains and losses, certain non-core deposit funding, unassigned equity, provision expense in excess of net charge-offs or a benefit from the reduction of the ALLL, representation and warranty expense in excess of actual losses or a benefit from the reduction of representation and warranty reserves, the payment of preferred stock dividends and certain support activities and other items not attributed to the business segments.

Results for the three months and six months ended June 30, 2012 were impacted by a benefit of \$110 million and \$239 million, respectively, due to reductions in the ALLL, dividends on preferred stock of \$9 million and \$18 million, respectively, and net interest income of \$99 million and \$206 million, respectively. Second quarter 2012 noninterest income results included \$56 million in positive valuation adjustments on the Vantiv warrant, \$17 million in negative value adjustments associated with bank premises held-for-sale, and a \$11 million reduction in other noninterest income related to the valuation of a total return swap entered into as part of the 2009 sale of Visa, Inc. Class B shares. For the three and six months ended June 30, 2011, results were impacted by a benefit of \$191 million and \$390 million, respectively, due to reductions in the ALLL, dividends on preferred stock of \$9 million and \$185 million, respectively, and net interest income of \$62 million and \$156 million, respectively. For the three and six months ended June 30, 2012 and 2011, benefits to provision expense resulting from reductions in the ALLL were driven by general improvements in credit quality and declines in net-charge-offs.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

## RISK MANAGEMENT OVERVIEW

Managing risk is an essential component of successfully operating a financial services company. The Bancorp s risk management approach includes processes for identifying, assessing, managing, monitoring and reporting risks. The ERM division, led by the Bancorp s Chief Risk Officer, and the Bancorp Credit division, led by the Bancorp s Chief Credit Officer, ensure the consistency and adequacy of the Bancorp s risk management approach within the structure of the Bancorp s affiliate operating model. In addition, the Internal Audit division provides an independent assessment of the Bancorp s internal control structure and related systems and processes.

The assumption of risk requires robust and active risk management practices that comprise an integrated and comprehensive set of activities, measures and strategies that apply to the entire organization. The Bancorp has established a Risk Appetite Framework that provides the foundations of corporate risk capacity, risk appetite and risk tolerances. The Bancorp s risk capacity is represented by its available financial resources. Risk capacity sets an absolute limit on risk-assumption in the Bancorp s annual and strategic plans. The Bancorp understands that not all financial resources may persist as viable loss buffers over time. Further, consideration must be given to planned or foreseeable events that would reduce risk capacity. Those factors take the form of capacity adjustments to arrive at an Operating Risk Capacity. Operating Risk Capacity by a minimum of five percent to provide a buffer; as a result, the Bancorp s risk appetite is limited by policy to, at most, 95% of its Operating Risk Capacity.

Economic capital is the amount of unencumbered financial resources required to support the Bancorp s risks. The Bancorp measures economic capital under the assumption that it expects to maintain debt ratings at strong investment grade levels over time. The Bancorp s capital policies require that the Operating Risk Capacity less the aforementioned buffer exceed the calculated economic capital required in its business.

Risk appetite is the aggregate amount of risk the Bancorp is willing to accept in pursuit of its strategic and financial objectives. By establishing boundaries around risk taking and business decisions, and by incorporating the needs and goals of its shareholders, regulators, rating agencies and customers, the Bancorp s risk appetite is aligned with its priorities and goals. Risk tolerance is the maximum amount of risk applicable to each of the eight specific risk categories included in its Enterprise Risk Management Framework. This is expressed primarily in qualitative terms. The Bancorp s risk appetite and risk tolerances are supported by risk targets and risk limits. Those limits are used to monitor the amount of risk assumed at a granular level.

The risks faced by the Bancorp include, but are not limited to, credit, market, liquidity, operational, regulatory compliance, legal, reputational and strategic. Each of these risks is managed through the Bancorp s risk program which includes the following key functions:

Enterprise Risk Management Programs is responsible for developing and overseeing the implementation of risk programs and reporting that facilitate a broad integrated view of risk. The department also leads the continual fostering of a strong risk management culture and the framework, policies and committees that support effective risk governance, including the oversight of Sarbanes-Oxley compliance;

Commercial Credit Risk Management provides safety and soundness within an independent portfolio management framework that supports the Bancorp s commercial loan growth strategies and underwriting practices, ensuring portfolio optimization and appropriate risk controls;

Risk Strategies and Reporting is responsible for quantitative analysis needed to support the commercial dual rating methodology, ALLL methodology and analytics needed to assess credit risk and develop mitigation strategies related to that risk. The department also provides oversight, reporting and monitoring of commercial underwriting and credit administration processes. The Risk Strategies and Reporting department is also responsible for the economic capital program;

Consumer Credit Risk Management provides safety and soundness within an independent management framework that supports the Bancorp s consumer loan growth strategies, ensuring portfolio optimization, appropriate risk controls and oversight, reporting, and monitoring of underwriting and credit administration processes;

Operational Risk Management works with affiliates and lines of business to maintain processes to monitor and manage all aspects of operational risk, including ensuring consistency in application of operational risk programs;

Bank Protection oversees and manages fraud prevention and detection and provides investigative and recovery services for the Bancorp;

Capital Markets Risk Management is responsible for instituting, monitoring, and reporting appropriate trading limits, monitoring liquidity, interest rate risk and risk tolerances within Treasury, Mortgage, and Capital Markets groups and utilizing a value at risk model for Bancorp market risk exposure;

Regulatory Compliance Risk Management ensures that processes are in place to monitor and comply with federal and state banking regulations, including fiduciary compliance processes. The function also has the responsibility for maintenance of an enterprise-wide compliance framework; and

The ERM division creates and maintains other functions, committees or processes as are necessary to effectively manage risk throughout the Bancorp.

Risk management oversight and governance is provided by the Risk and Compliance Committee of the Board of Directors and through multiple management committees whose membership includes a broad cross-section of line-of-business, affiliate and support

### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

representatives. The Risk and Compliance Committee of the Board of Directors consists of five outside directors and has the responsibility for the oversight of risk management for the Bancorp, as well as for the Bancorp s overall aggregate risk profile. The Risk and Compliance Committee of the Board of Directors has approved the formation of key management governance committees that are responsible for evaluating risks and controls. The primary committee responsible for the oversight of risk management is the ERMC. Committees accountable to the ERMC, which support the core risk programs, are the Corporate Credit Committee, the Operational Risk Committee, the Management Compliance Committee, the Asset/Liability Committee and the Enterprise Marketing Committee. Other committees accountable to the ERMC oversee the ALLL, capital and community reinvestment act/fair lending functions. There are also new products and initiatives processes applicable to every line of business to ensure an appropriate standard readiness assessment is performed before launching a new product or initiative. Significant risk policies approved by the management governance committees are also reviewed and approved by the Risk and Compliance Committee of the Board of Directors.

Credit Risk Review is an independent function responsible for evaluating the sufficiency of underwriting, documentation and approval processes for consumer and commercial credits, the accuracy of risk grades assigned to commercial credit exposure, appropriate accounting for charge-offs, and nonaccrual status and specific reserves. Credit Risk Review reports directly to the Risk and Compliance Committee of the Board of Directors and administratively to the Director of Internal Audit.

### CREDIT RISK MANAGEMENT

The objective of the Bancorp s credit risk management strategy is to quantify and manage credit risk on an aggregate portfolio basis, as well as to limit the risk of loss resulting from an individual customer default. The Bancorp s credit risk management strategy is based on three core principles: conservatism, diversification and monitoring. The Bancorp believes that effective credit risk management begins with conservative lending practices. These practices include conservative exposure and counterparty limits and conservative underwriting, documentation and collection standards. The Bancorp s credit risk management strategy also emphasizes diversification on a geographic, industry and customer level as well as regular credit examinations and timely management reviews of large credit exposures and credits experiencing deterioration of credit quality. Credit officers with the authority to extend credit are delegated specific authority amounts, the utilization of which is closely monitored. Underwriting activities are centrally managed, and ERM manages the policy and the authority delegation process directly. The Credit Risk Review function provides objective assessments of the quality of underwriting and documentation, the accuracy of risk grades and the charge-off, nonaccrual and reserve analysis process. The Bancorp s credit review process and overall assessment of the adequacy of the allowance for credit losses is based on quarterly assessments of the probable estimated losses inherent in the loan and lease portfolio. The Bancorp uses these assessments to promptly identify potential problem loans or leases within the portfolio, maintain an adequate reserve and take any necessary charge-offs. The Bancorp defines potential problem loans as those rated substandard that do not meet the definition of a nonperforming asset or a restructured loan. See Note 6 of the Notes to the Condensed Consolidated Financial Statements for further information on the Bancorp s credit grade categories, which are derived from standard regulatory rating definitions. The following tables provide a summary of potential problem loans:

### **TABLE 26: Potential Problem Loans**

	Carrying	Unpaid Principal	
As of June 30, 2012 (\$ in millions)	Value	Balance	Exposure
Commercial and industrial	\$ 1,152	1,154	1,394
Commercial mortgage	1,039	1,039	1,042
Commercial construction	133	133	157
Commercial leases	18	18	18
Total	\$ 2,342	2,344	2,611

### **TABLE 27: Potential Problem Loans**

		Unpaid	
	Carrying	Principal	
As of December 31, 2011 (\$ in millions)	Value	Balance	Exposure
Commercial and industrial	\$ 1,376	1,376	1,744
Commercial mortgage	1,215	1,216	1,223
Commercial construction	239	240	258
Commercial leases	33	33	33
Total	\$ 2,863	2,865	3,258

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **TABLE 28: Potential Problem Loans**

		Unpaid	
	Carrying	Principal	
As of June 30, 2011 (\$ in millions)	Value	Balance	Exposure
Commercial and industrial	\$ 1,500	1,501	1,891
Commercial mortgage	1,396	1,398	1,402
Commercial construction	322	323	361
Commercial leases	78	78	78
Total	\$ 3,296	3,300	3,732

In addition to the individual review of larger commercial loans that exhibit probable or observed credit weaknesses, the commercial credit review process includes the use of two risk grading systems. The risk grading system currently utilized for reserve analysis purposes encompasses ten categories. The Bancorp also maintains a dual risk rating system for credit approval and pricing, portfolio monitoring and capital allocation that includes a through-the-cycle rating philosophy for modeling expected losses. The dual risk rating system includes thirteen probabilities of default grade categories and an additional six grade categories for estimating losses given an event of default. The probability of default and loss given default evaluations are not separated in the ten-category risk rating system. The Bancorp has completed significant validation and testing of the dual risk rating system outputs to develop a GAAP compliant ALLL model and will make a decision on the use of modified dual risk ratings for purposes of determining the Bancorp s ALLL once the FASB has issued a final standard regarding previously proposed methodology changes to the determination of credit impairment as outlined in the Accounting for Financial Instruments and Revisions to the Accounting for Derivative Instruments and Hedging Activities Exposure Draft and Supplementary Document dated May 2010 and January 2011, respectively. Scoring systems, various analytical tools and delinquency monitoring are used to assess the credit risk in the Bancorp s homogenous consumer and small business loan portfolios.

#### Overview

The economy maintained a moderate recovery throughout 2011 and the first half of 2012. Geographically, the Bancorp continues to experience the most stress in Michigan and Florida due to the decline in real estate values. Real estate value deterioration, as measured by the Home Price Index, was most prevalent in Florida due to past real estate price appreciation and related over-development, and in Michigan due in part to cutbacks in automobile manufacturing and the state seconomic downturn. Among commercial portfolios, the homebuilder, residential developer and portions of the remaining non-owner occupied commercial real estate portfolios continue to remain under stress.

Among consumer portfolios, residential mortgage and brokered home equity portfolios exhibited the most stress. Management suspended homebuilder and developer lending in the fourth quarter of 2007 and new commercial non-owner occupied real estate lending in the second quarter of 2008, discontinued the origination of brokered home equity products at the end of 2007 and tightened underwriting standards across both the commercial and consumer loan product offerings. Since the fourth quarter of 2008, in an effort to reduce loan exposure to the real estate and construction industries, the Bancorp has sold certain consumer loans and sold or transferred to held for sale certain commercial loans. Throughout 2011 and 2012, the Bancorp continued to aggressively engage in other loss mitigation strategies such as reducing credit commitments, restructuring certain commercial and consumer loans, tightening underwriting standards on commercial loans and across the consumer loan portfolio, as well as utilizing expanded commercial and consumer loan workout teams. For commercial and consumer loans owned by the Bancorp, loan modification strategies are developed that are workable for both the borrower and the Bancorp when the borrower displays a willingness to cooperate. These strategies typically involve either a reduction of the stated interest rate of the loan, an extension of the loan s maturity date(s) with a stated rate lower than the current market rate for a new loan with similar risk, or in limited circumstances, a reduction of the principal balance of the loan or the loan s accrued interest. For residential mortgage loans serviced for FHLMC and FNMA, the Bancorp participates in the HAMP and HARP 2.0 programs. For loans refinanced under the HARP 2.0 program, the Bancorp strictly adheres to the underwriting requirements of the program and promptly sells the refinanced loan back to the agencies. Loan restructuring under the HAMP

program is performed on behalf of FHLMC or FNMA and the Bancorp does not take possession of these loans during the modification process. Therefore, participation in these programs does not significantly impact the Bancorp s credit quality statistics. The Bancorp participates in trial modifications in conjunction with the HAMP program for loans it services for FHLMC and FNMA. As these trial modifications relate to loans serviced for others, they are not included in the Bancorp s troubled debt restructurings as they are not assets of the Bancorp. In the event there is a representation and warranty violation on loans sold through the programs were immaterial to the Bancorp s Condensed Consolidated Financial Statements. Additionally, as of June 30, 2012, \$526 million of loans refinanced under HARP 2.0 were included in loans held for sale in the Bancorp s Condensed Consolidated Balance Sheets. For the three and six months ended June 30, 2012, the Bancorp recognized \$49 million and \$89 million of fee income in mortgage banking net revenue in the Bancorp s Condensed Consolidated Statements of Income related to the sale of loans restructured or refinanced under the ARP 2.0 programs.

In the financial services industry, there has been heightened focus on foreclosure activity and processes. The Bancorp actively works with borrowers experiencing difficulties and has regularly modified or provided forbearance to borrowers where a workable solution could be

### Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

found. Foreclosure is a last resort, and the Bancorp undertakes foreclosures only when it believes they are necessary and appropriate and are careful to ensure that customer and loan data are accurate. Reviews of the Bancorp s foreclosure process and procedures conducted in 2010 did not reveal any material deficiencies. These reviews were expanded and extended in 2011 to improve our processes as additional aspects of the industry s foreclosure practices have come under intensified scrutiny and criticism. These reviews are complete and the Bancorp has enhanced some of its processes and procedures to address some concerns that were raised and to comply with changes in state laws.

#### **Commercial Portfolio**

The Bancorp s credit risk management strategy includes minimizing concentrations of risk through diversification. The Bancorp has commercial loan concentration limits based on industry, lines of business within the commercial segment, geography and credit product type.

The risk within the commercial loan and lease portfolio is managed and monitored through an underwriting process utilizing detailed origination policies, continuous loan level reviews, monitoring of industry concentration and product type limits and continuous portfolio risk management reporting. The origination policies for commercial real estate outline the risks and underwriting requirements for owner and non-owner occupied and construction lending. Included in the policies are maturity and amortization terms, maximum LTVs, minimum debt service coverage ratios, construction loan monitoring procedures, appraisal requirements, pre-leasing requirements (as applicable) and sensitivity and pro-forma analysis requirements. The Bancorp requires a valuation of real estate collateral, which may include third-party appraisals, be performed at the time of origination and renewal in accordance with regulatory requirements and on an as needed basis when market conditions justify. Although the Bancorp does not back test these collateral value assumptions, the Bancorp maintains an appraisal review department to order and review third-party appraisals in accordance with regulatory requirements. Collateral values on criticized assets with relationships exceeding \$1 million are reviewed quarterly to assess the appropriateness of the value ascribed in the assessment of charge-offs and specific reserves. In addition, the Bancorp applies incremental valuation haircuts to older appraisals that relate to collateral dependent loans, which can currently be up to 25-40% of the appraised value based on the type of collateral. These incremental valuation haircuts generally reflect the age of the most recent appraisal as well as collateral type. Trends in collateral values, such as home price indices and recent asset dispositions, are monitored in order to determine whether adjustments to the appraisal haircuts are warranted. Other factors such as local market conditions or location may also be considered as necessary.

The Bancorp assesses all real estate and non-real estate collateral securing a loan and considers all cross collateralized loans in the calculation of the LTV ratio. The following table provides detail on the most recent LTV ratios for commercial mortgage loans greater than \$1 million, excluding impaired commercial mortgage loans individually evaluated. The Bancorp does not typically aggregate the LTV ratios for commercial mortgage loans less than \$1 million.

### TABLE 29: Commercial Mortgage Loans Outstanding by LTV, Loans Greater Than \$1 Million

As of June 30, 2012 (\$ in millions)	LTV	> 100%	LTV 80-100%	LTV < 80%
Commercial mortgage owner-occupied loans	\$	426	330	2,419
Commercial mortgage nonowner-occupied loans		515	585	2,028
Total	\$	941	915	4,447

The following table provides detail on commercial loans and leases by industry classification (as defined by the North American Industry Classification System), by loan size and by state, illustrating the diversity and granularity of the Bancorp s commercial loans and leases.

Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

## TABLE 30: Commercial Loan and Lease Portfolio (Excluding loans held for sale)

	2012			2011	
Outstanding	Exposure	Nonaccrual	Outstanding	Exposure	Nonaccrual
\$ 9,567	17,638	133	\$ 7,881	15,298	109
6,014	6,966	287	7,757	8,782	359
4,680	11,039	48	3,824	8,733	117
4,225	6,291	76	3,498	5,718	76
3,693	6,904	34	3,211	5,873	72
3,552	5,563	18	3,278	4,994	28
2,679	3,599	8	2,063	2,713	21
2,517	5,646	45	2,363	5,543	41
2,091	3,225	153	2,519	3,663	223
1,377	2,344	19	937	1,650	7
1,202	2,175	7	1,023	1,694	
1,108	1,500	40	1,067	1,479	47
1,103	1,751	17	1,062	1,584	55
957	1,327	17	844	1,095	18
529	1,900		559	1,656	
479	709		607	778	4
386	429	20	426	477	8
378	535	61	435	587	67
26	30		82	140	1
\$ 46,563	79,571	983	\$ 43,436	72,457	1,253
	,				
2 %	2	7	3 %	2	7
7	6	20	9	7	22
17	12	29	20		
	\$9,567 6,014 4,680 4,225 3,693 3,552 2,679 2,517 2,091 1,377 1,202 1,108 1,103 957 529 479 386 378 26 \$46,563 2% 7	Outstanding     Exposure       \$ 9,567     17,638       6,014     6,966       4,680     11,039       4,225     6,291       3,693     6,904       3,552     5,563       2,679     3,599       2,517     5,646       2,091     3,225       1,377     2,344       1,202     2,175       1,108     1,500       1,103     1,751       957     1,327       529     1,900       479     709       386     429       378     535       26     30       \$ 46,563     79,571       2 %     2       7     6	Outstanding     Exposure     Nonaccrual       \$ 9,567     17,638     133       6,014     6,966     287       4,680     11,039     48       4,225     6,291     76       3,693     6,904     34       3,552     5,563     18       2,679     3,599     8       2,517     5,646     45       2,091     3,225     153       1,377     2,344     19       1,202     2,175     7       1,108     1,500     40       1,103     1,751     17       957     1,327     17       529     1,900     479       479     709     386       429     20     378       378     535     61       26     30     30       \$ 46,563     79,571     983       2 %     2     7       7     6     20	Outstanding     Exposure     Nonaccrual     Outstanding       \$ 9,567     17,638     133     \$ 7,881       6,014     6,966     287     7,757       4,680     11,039     48     3,824       4,225     6,291     76     3,498       3,693     6,904     34     3,211       3,552     5,563     18     3,278       2,679     3,599     8     2,063       2,517     5,646     45     2,363       2,091     3,225     153     2,519       1,377     2,344     19     937       1,202     2,175     7     1,023       1,108     1,500     40     1,067       1,103     1,751     17     1,062       957     1,327     17     844       529     1,900     559       479     709     607       386     429     20     426       378     535     61     435  26     30	Outstanding     Exposure     Nonaccrual     Outstanding     Exposure       \$ 9,567     17,638     133     \$ 7,881     15,298       6,014     6,966     287     7,757     8,782       4,680     11,039     48     3,824     8,733       4,225     6,291     76     3,498     5,718       3,693     6,904     34     3,211     5,873       3,552     5,563     18     3,278     4,994       2,679     3,599     8     2,063     2,713       2,517     5,646     45     2,363     5,543       2,091     3,225     153     2,519     3,663       1,377     2,344     19     937     1,650       1,202     2,175     7     1,023     1,694       1,108     1,500     40     1,067     1,479       1,103     1,751     17     844     1,095       529     1,900     559     1,656       479     709     607