Spring Business Update

April 21, 2022

CORPORATION

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements include statements that refer to expectations, projections or other characterizations of future events or circumstances and are identified by words such as “believe,” “expect,” “will,” “may,” “should,” “could,” “continue,” “growth,” “remain,” “sustain,” “enhance,” “estimate,” “potential,” “build,” “progress,” “maintain,” “anticipate,” “lead,” “consistent,” “advance,” “position,” “investment,” “assumption,” “trajectory,” “increase,” “enable,” “bolster,” “upside,” “evolve,” “target,” “outlook,” “scenario,” “ongoing,” “illustrative,” “opportunity,” and other similar expressions.

These forward-looking statements relate to: the company’s strategy and approach; business momentum; key strategic initiatives to add scale and efficiency, win-win monetization, and client segmentation; positioning; enhancing and expanding offerings and solutions for clients and RIAs; investments in people, technology, and platforms to fuel and support growth, serve clients, and drive scale and efficiency; stockholder value; the integration of Ameritrade, including the timing of client conversion; competitive advantages; growth in the client base, client accounts, and assets; disruptive actions; growth in revenues, earnings, and profits; market share; asset-liability framework; benefits from higher interest rates; capital and liquidity management; client cash allocations; expense growth; January 2022 financial scenario, including macro and business factor assumptions; Tier 1 Leverage Ratio operating objective; net interest margin; balance sheet management; reinvestment yields; deposit betas and liability pricing; timeline for crossing the $700 billion total asset threshold; and estimated impact from revenue sensitivities.

These forward-looking statements, which reflect management’s beliefs, objectives, and expectations as of today, are estimates based on the best judgment of the company’s senior management. Achievement of the expressed beliefs, expectations, and objectives is subject to risks and uncertainties that could cause actual results to differ materially from those beliefs, expectations, or objectives. Important factors that may cause such differences are discussed in the company’s filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Other important factors include the company’s ability to develop and launch new and enhanced products, services, and capabilities, as well as enhance its infrastructure, in a timely and successful manner; client use of the company’s advisory and lending solutions and other products and services; the company’s ability to support client activity levels and attract and retain talent; the risk that expected revenue and expense synergies and other benefits from the Ameritrade acquisition may not be fully realized or may take longer to realize than expected, and that integration expense may be higher than expected; general market conditions, including equity valuations, trading activity, and the level of interest rates; market volatility; the company’s ability to attract and retain clients and RIAs and grow those relationships and associated client assets; competitive pressures on pricing; client cash sorting; client sensitivity to rates; the level of client assets, including cash balances; the company’s ability to monetize client assets; capital and liquidity needs and management; the migration of bank deposit account balances; the company’s ability to manage expenses; integration-related and other technology projects; compensation; daily average trades; securities lending; margin balances; capital expenditures; balance sheet positioning relative to changes in interest rates; prepayment speeds for mortgage-backed securities; loan growth; interest earning asset mix and growth; the scope and duration of the COVID-19 pandemic and actions taken by governmental authorities to contain the spread of the virus and the economic impact; regulatory guidance; the effect of adverse developments in litigation or regulatory matters and the extent of any charges associated with such matters; and any adverse impact of financial reform legislation and related regulations.

The information in this presentation speaks only as of April 21, 2022 (or such earlier date as may be specified herein). The company makes no commitment to update any of this information.

Strategic Update

Walt Bettinger

Chief Executive Officer

Rick Wurster

President

Schwab's consistent "no trade-offs" approach continues to resonate with investors.

- While some of last year's tailwinds faded during the quarter due to emerging economic concerns and the outbreak of war in Ukraine, our strong business momentum persisted as we supported clients through a turbulent environment.

- We made noticeable progress across all three of our key strategic initiatives, including the launch of several new solutions designed to further support client goals as well as advance our long-term monetization efforts.

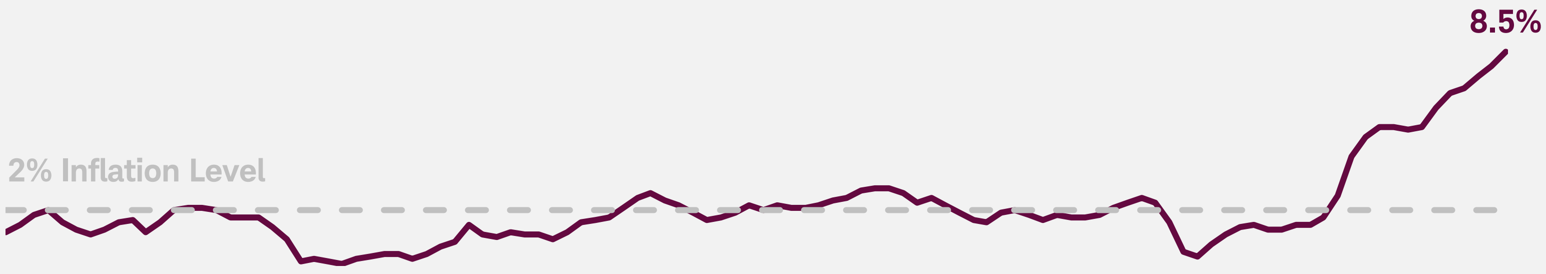
- "Through Clients' Eyes" remains our strategic north star; our resolute focus enables us to stay well-positioned to meet the needs of individual investors and the advisors who serve them.

As the overall environment grew increasingly volatile during the first quarter,...

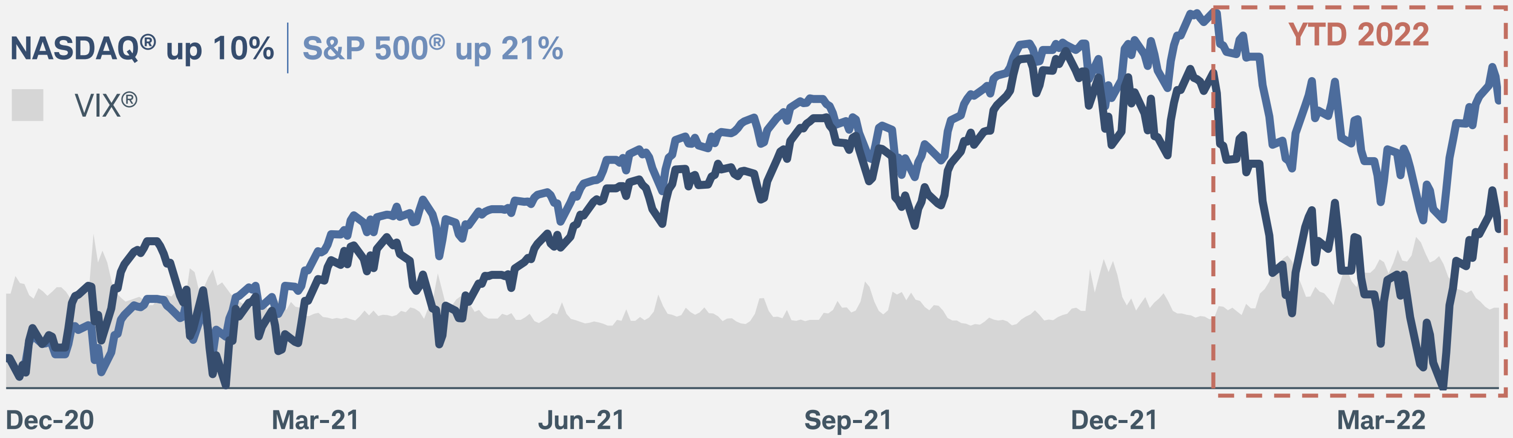
Lingering impacts from the pandemic, plus a darkening geopolitical landscape, have pushed inflation to levels not seen since the early 1980s.

Although the emergence of negative volatility pressured equity markets, particularly growth sectors, a late March rally helped preserve some 2021 gains as of quarter-end.

U.S. Inflation Rate, April 2013 – March 2022 (%)[1]



Select Index Returns Since December 2020 (%)



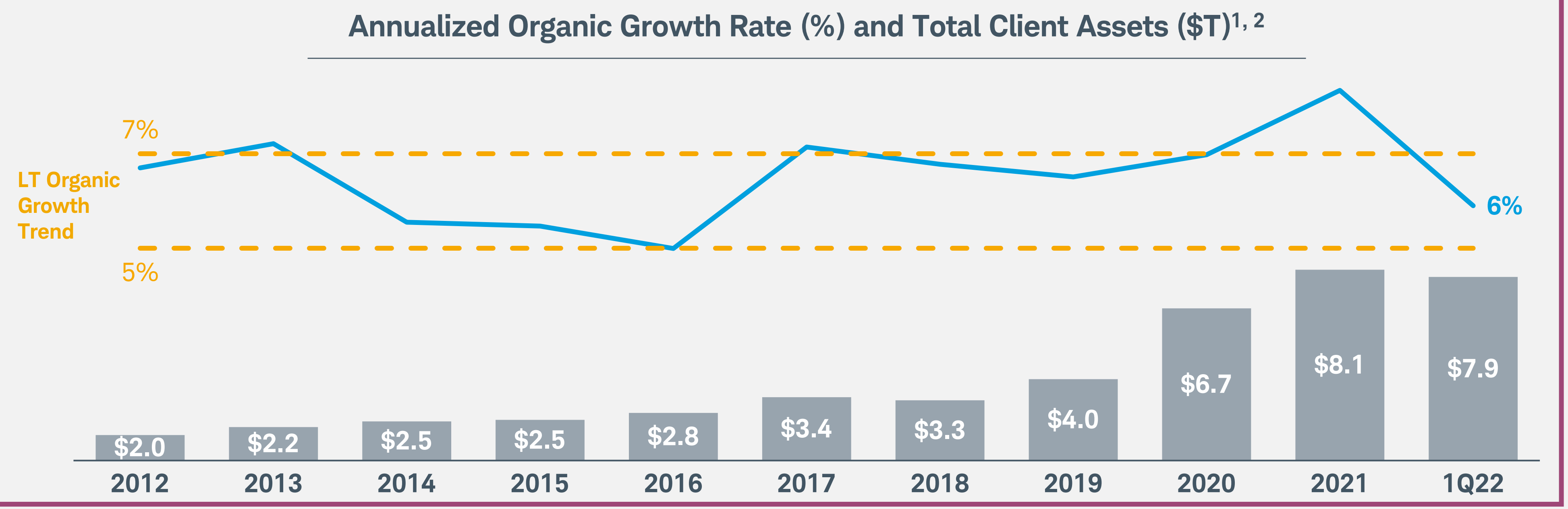
Note: 1. U.S. Bureau of Labor Statistics.

...clients continued to turn to Schwab.

1Q22 Highlights

$121B	1.2M	33.6M
Core NNA	New Brokerage Accounts	Total Brokerage Accounts[1]

Post-surge organic growth remained in-line with longer-term trends



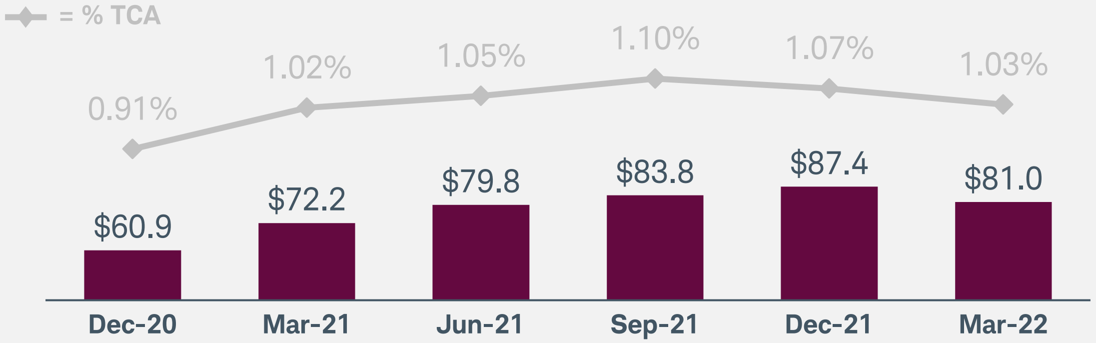
Note: LT = Long-term. M = Millions. B = Billions. T = Trillions. NNA = Net new assets. Core net new assets = net new assets before significant one-time flows, such as acquisitions/divestitures or extraordinary flows (generally greater than $10 billion) relating to a specific client. These flows may span multiple reporting periods. 1. Represents end-of-period level. 2. Full-year reported results only include Ameritrade from the transaction closing on October 6, 2020 forward.

Although sentiment softened under more challenging conditions, client engagement levels remained healthy.

Sentiment

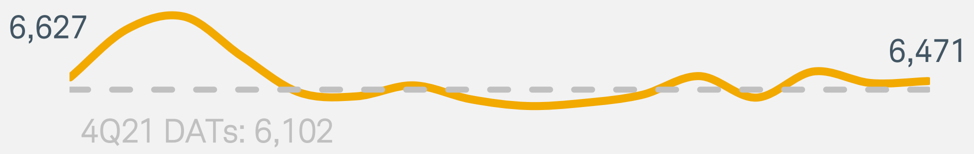
AAII® Bull-Bear Spread Sentiment Survey[1]

Margin Loan Balance, EOP

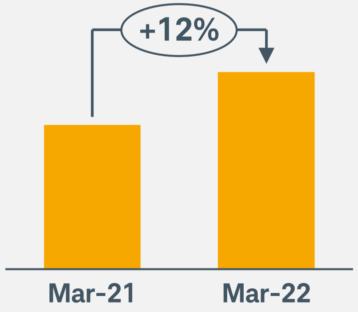


Client Activity

Monthly Daily Average Trades, Dec-20 to Mar-22 (K)



Retail Advised Client Asset Growth[3]



Outpaced total client asset growth by ~100 bps

Note: TCA = Total client assets. EOP = End of period. K = Thousands. 1. AAII® represents American Association of Individual Investors; Bull-Bear Spread is calculated as % of surveyed investors with a positive outlook on the stock market over the next six months versus % of surveyed investors with a more negative outlook (excludes investors with a neutral outlook). 3. Based on Schwab "blue" retail Managed Investing assets only.

At the same time, we pushed ahead on our key strategic initiatives.

Scale & Efficiency

Win-Win Monetization

Client Segmentation

Further **enhancing our offer** to clients positions us to keep **building long-term stockholder value**

At the same time, we pushed ahead on our key strategic initiatives.

Scale & Efficiency

15 bps of expense on client assets[1]

Enhanced trading system capacity by more than 5x since 2017[2]

TD Ameritrade

Continue to advance preparations for client conversion next year, including dual registration of Ameritrade FCs

Further **enhancing our offer** to clients positions us to keep **building long-term stockholder value**

Note: FC = Financial Consultant. 1. Presented on a GAAP basis; adjusted expense on client assets for 1Q22 equaled ~13 bps. Further details on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 33-37 of this presentation as well as within our 1Q22 Earnings Release. 2. Trading system capacity includes orders, fills, and other trade-related processes.

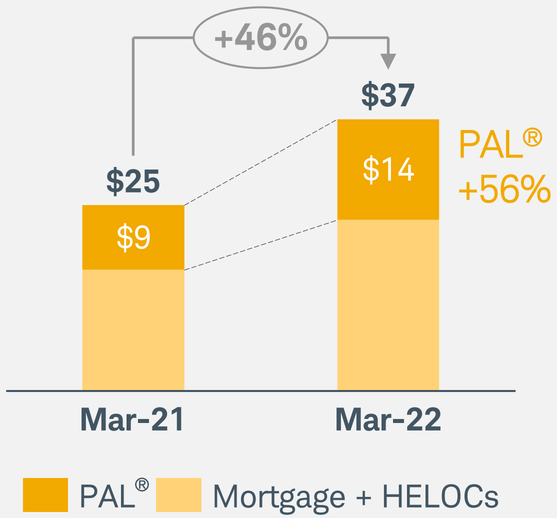
At the same time, we pushed ahead on our key strategic initiatives.

Win-Win Monetization

Schwab Personalized Investing

- 3 “base” indices for retail investors and RIAs to customize:
  - MSCI KLD 400 Social Index
  - Schwab 1000 Index®
  - S&P SmallCap 600®
- Competitive price points for retail (40 bps) and RIA clients (25 bps)
- $100K account minimum
- Advisor-led experience
- Solution to evolve over time, including additional indices, enhanced digital features, and more self-service capabilities

Bank Loan Growth ($B, %)



Further **enhancing our offer** to clients positions us to keep **building long-term stockholder value**

Note: RIA = Registered Investment Advisor. PAL = Pledged-asset line. HELOC = Home equity line of credit. K = Thousands. B = Billions.

At the same time, we pushed ahead on our key strategic initiatives.

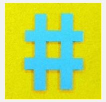
Client Segmentation

Launched Schwab thematic research, with **40+ stock lists focused on select trends** such as:


Big Data


Cyber Security


Electric Vehicles


U.S. Millennials


Space Economy


Healthy Eating


Renewable Energy


Workforce Diversity


Online Gaming

Focused on meeting the evolving needs of our segmented client base

RIAs

Traders

ESG

High-net Worth

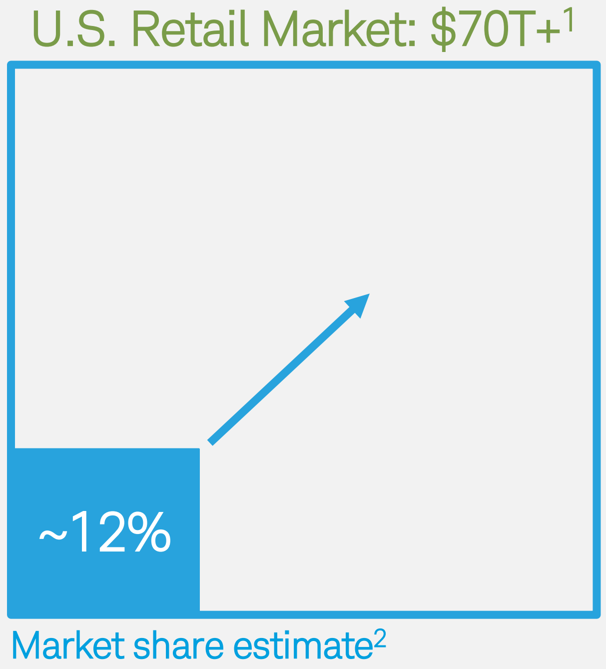
Further **enhancing our offer** to clients positions us to keep **building long-term stockholder value**

Note: RIA = Registered Investment Advisor. ESG = Environmental, social, and governance.

Looking ahead, we will continue to execute on our “Through Clients’ Eyes” strategy.

The combination of our competitive advantages and Virtuous Cycle, along with our ‘Through Clients’ Eyes’ strategy,...

...should enable us to continue attracting more retail investors and independent advisors.



Note: 1. Total U.S. Retail Investable Assets based on Schwab estimates from Federal Reserve Flow of Funds. 2. Market share estimate based on total client assets as of December 31, 2021.

Schwab’s consistent “no trade-offs” approach continues to resonate with investors.

- While some of last year’s tailwinds faded during the quarter due to emerging economic concerns and the outbreak of war in Ukraine, our strong business momentum persisted as we supported clients through a turbulent environment.

- We made noticeable progress across all three of our key strategic initiatives, including the launch of several new solutions designed to further support client goals as well as advance our long-term monetization efforts.

- “Through Clients’ Eyes” remains our strategic north star; our resolute focus enables us to stay well-positioned to meet the needs of individual investors and the advisors who serve them.

Financial Update

Peter Crawford

Chief Financial Officer

Our all-weather model helped us deliver solid financial results while maintaining our consistent focus on clients.

- Negative volatility and shifting investor sentiment offset some of the benefits from healthy client engagement to start the year
- Ongoing adherence to our durable and effective asset-liability framework keeps us well-positioned to benefit from higher rates
- We will continue to prioritize capital and liquidity management to support ongoing growth and evolving client asset allocation decisions

Our priorities remain unchanged:

- Continued business growth through our client-first strategy
- Long-term revenue growth through multiple sources
- Thoughtful expense management enabling sustainable performance

As 2022 began, there were plenty of questions regarding external forces and client choices.

Macroeconomic

	YTD Impact
Covid-19 recovery	+
Trajectory of interest rates	+
Inflationary trends	−

Market

	YTD Impact
Equity market resiliency	−
Investor sentiment	−
Range of Volatility	+ / −

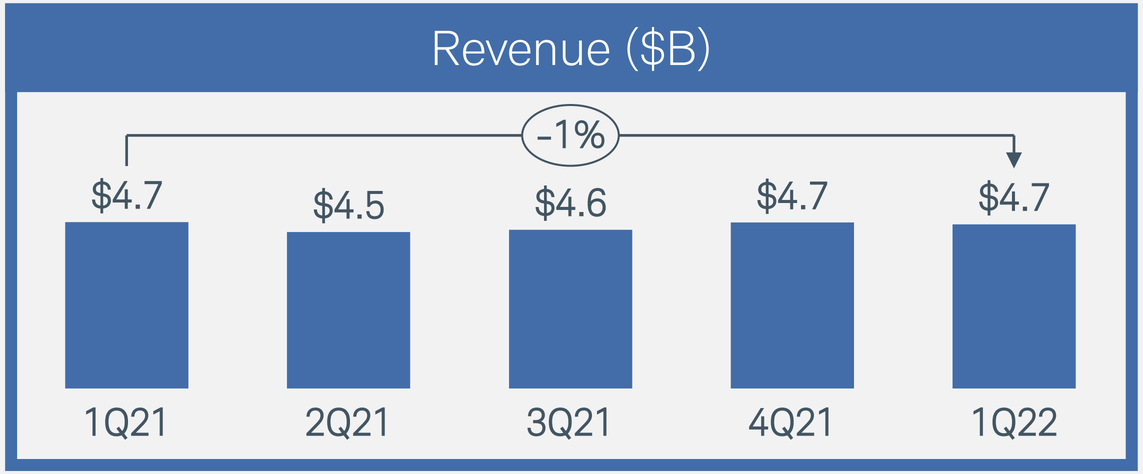
Clients

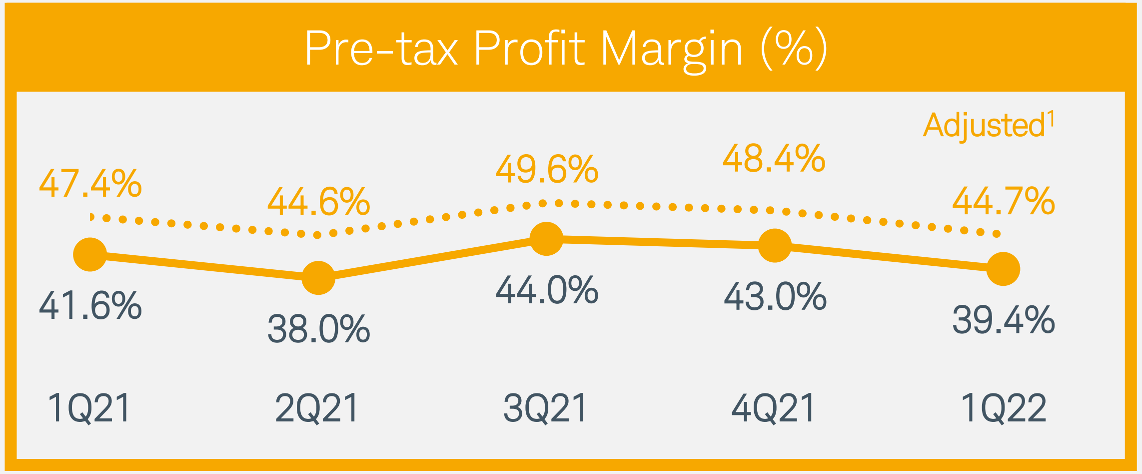
	YTD Impact
Trading activity levels	+
Risk appetite and leverage	−
Allocation decisions	+ / −

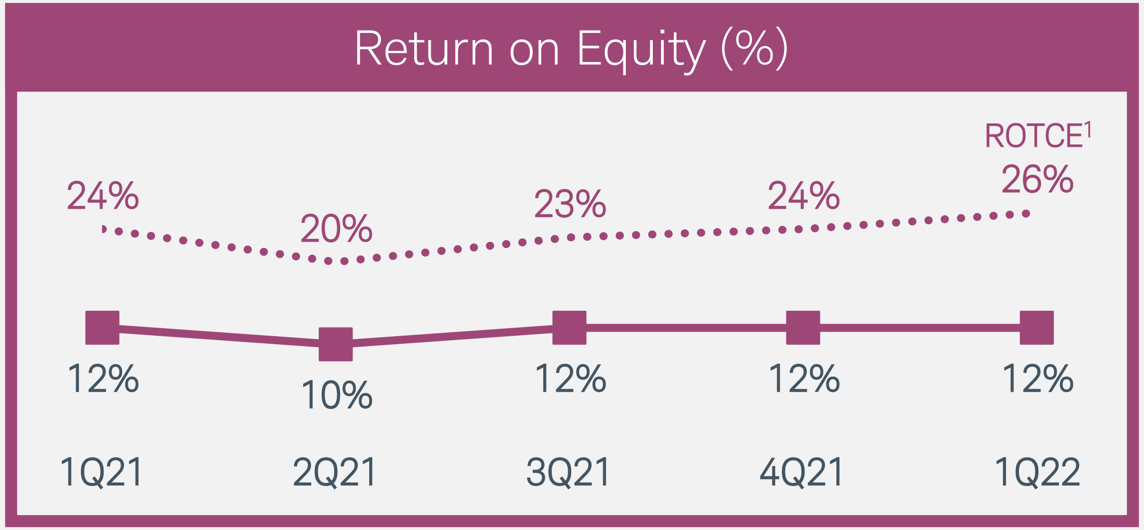
During the first quarter, a less favorable environment and the return of volatility created both opportunities and uncertainty for our clients.

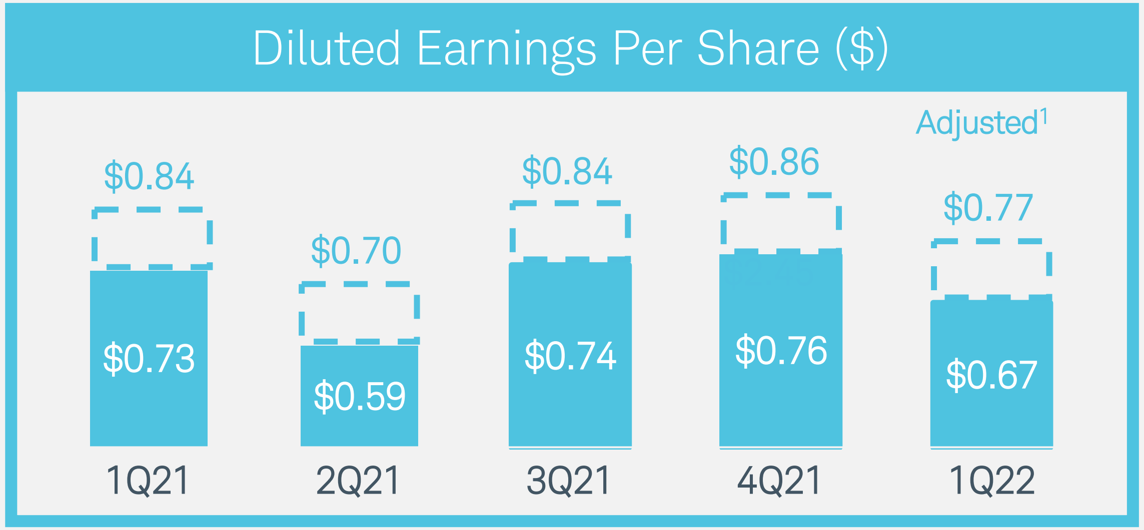
Note: YTD= Year-to-date.

We delivered solid 1Q22 results against a mixed backdrop.









Note: ROTCE = Return on tangible common equity. 1. Adjusted measures, including ROTCE, exclude acquisition and integration-related costs as well as the amortization of acquired intangible assets, consistent with the non-GAAP adjustments discussed on slide 34. Further details on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 33-37 of this presentation as well as within our 1Q22 Earnings Release.

1Q22 reflected our ongoing success with clients while operating within a challenging environment.

		January 2022 Scenario[1]	YTD 2022 Actual Results
Macro Factors	Market	S&P 500® appreciates 6.5% on an annualized basis	S&P 500® down 5% versus year-end 2021
	Rates	Forward curve pricing 3 hikes, with first increase in March	Initial Fed Funds increase in March
Business Factors	DATs	6.1 million DATs @ ~$2.65 RPT	6.6 million DATs @ $2.36 RPT
	Securities Lending	~$150 million per quarter	~$123 million in 1Q22
	B/S Growth	+3% full year growth vs. 12/31/21 total assets	+2% YTD through March 2022

Note: YTD= Year-to-date. DAT = Daily average trades. RPT = Revenue per trade. B/S = Balance sheet. 1. As presented during Winter Business Update on January 28, 2022.

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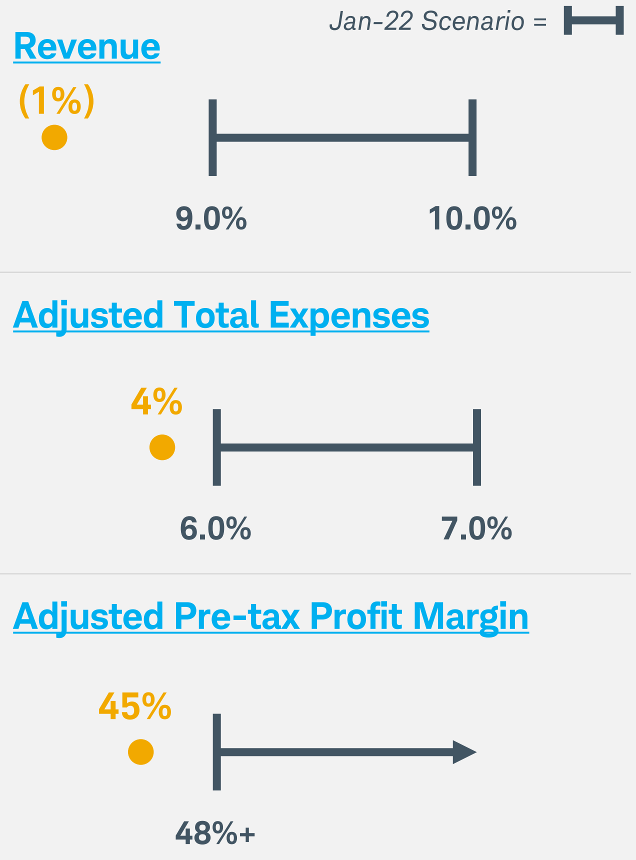
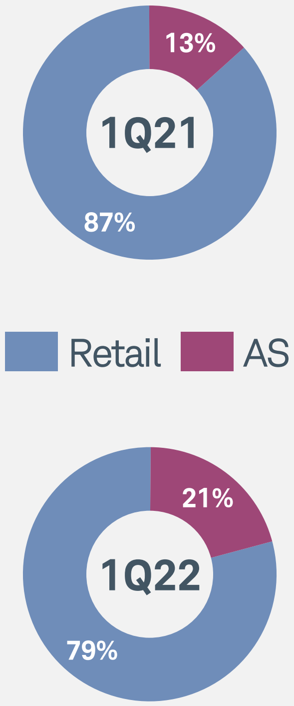
YTD 2022 Financials[2]



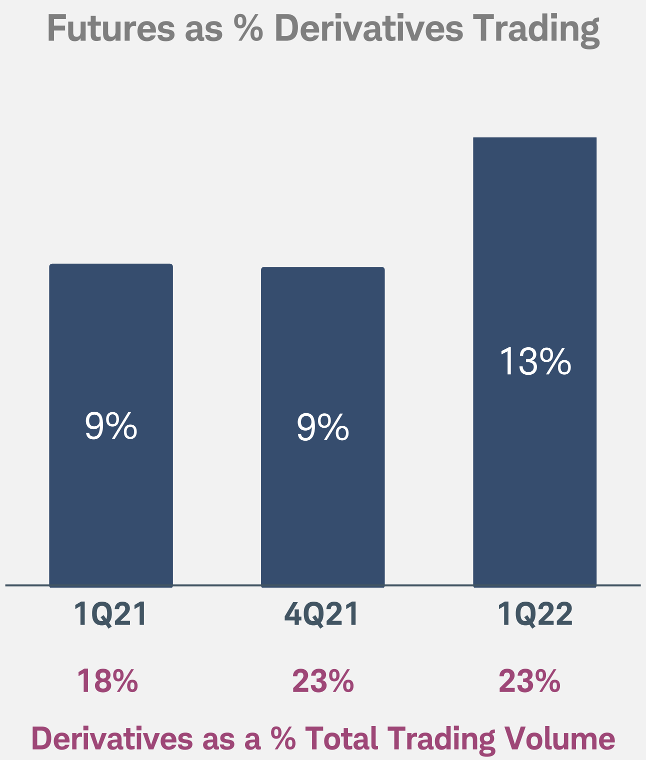
Note: YTD= Year-to-date. DAT = Daily average trades. RPT = Revenue per trade. B/S = Balance sheet. 1. As presented during Winter Business Update on January 28, 2022. 2. Further details on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 33-37 of this presentation as well as within our 1Q22 Earnings Release.

Although trading volumes strengthened relative to 4Q21, several trends weighed on revenue per trade.

Trading mix by segment trended back towards prior levels



Utilization of futures ticked upward slightly



Contracts per option trade declined

Note: AS = Advisor Services. DAT = Daily average trades.

The balance sheet grew by 2% during the quarter,...

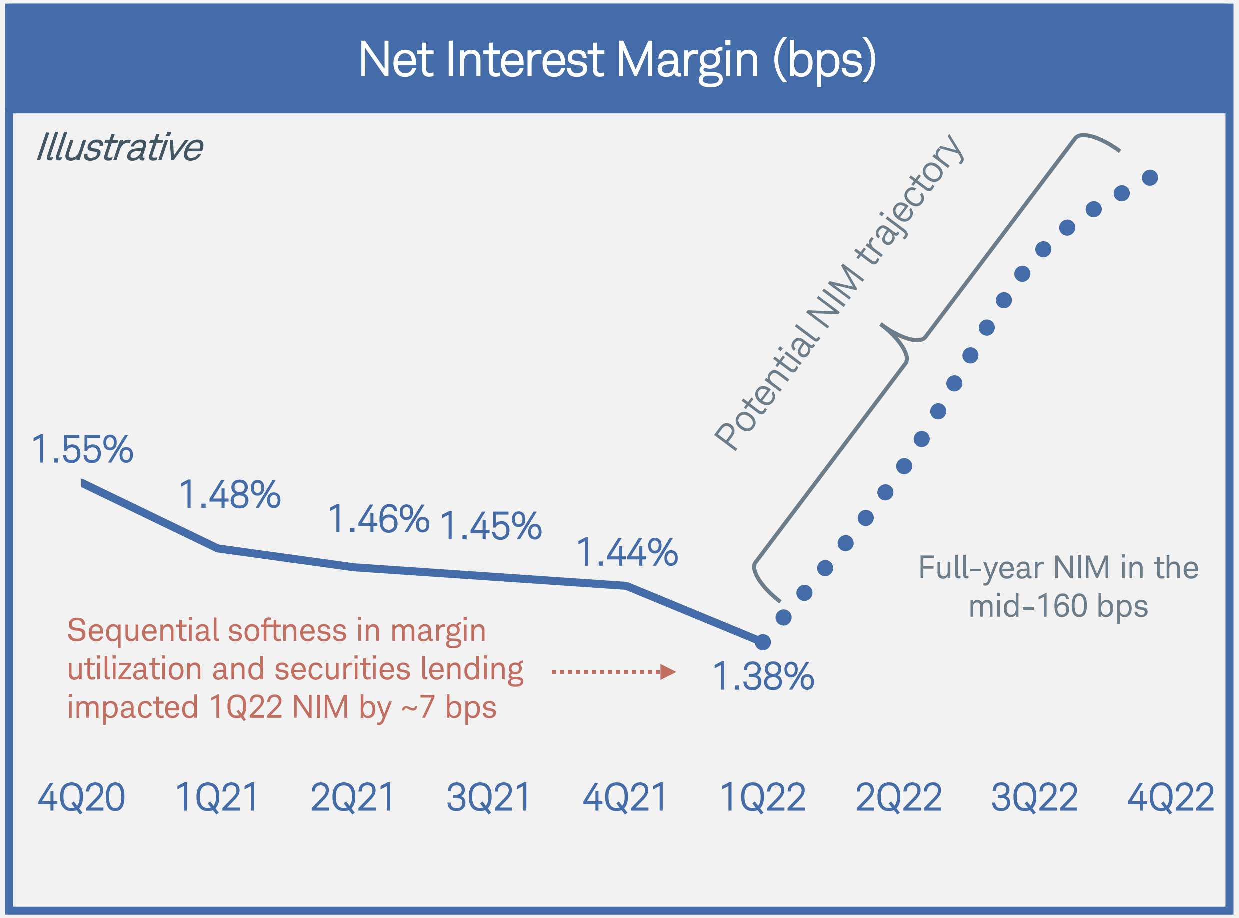
($M, EOP)	1Q21	4Q21	1Q22*
Total Assets	$563,457	$667,270	$680,950
Receivables from Brokerage Clients	$74,711	$90,565	$84,070
Bank Deposits	$369,898	$443,778	$465,827
Payables to Brokerage Clients	$101,339	$125,671	$125,307
Long-term Debt	$17,698	$18,914	$21,873
Stockholders' Equity	$55,594	$56,261	$48,098
Parent Liquidity	$14,345	$11,057	$11,494
Tier 1 Leverage Ratio	6.4%	6.2%	6.1%

- Balance sheet expansion during the quarter was almost entirely driven by BDA transfers
- Margin loans declined 7% quarter-over-quarter due to depressed equity market valuation and heightened volatility
- In support of our ongoing liquidity management program, we raised $3 billion in senior notes
- We also issued $750 million of preferred equity to further augment capital
- Stockholders' Equity declined sequentially as unrealized mark-to-market losses on AFS securities within AOCI offset an increase in retained earnings
- Tier 1 Leverage Ratio remained relatively stable Q/Q at 6.1%, which remains well above regulatory minimums, but still below our long-term operating objective of 6.75% - 7.00%

Note: BDA = Bank deposit account balances. AOCI = Accumulated Other Comprehensive Income. Results include TDA from October 6, 2020 forward. Parent Liquidity equals Parent Working Capital plus Level 1 Securities (at fair market value) as defined by the Liquidity Coverage Ratio rule. Tier 1 Leverage Ratio is based on Tier 1 Capital, which is End of Period Capital (Stockholders' Equity less AOCI and other regulatory adjustments), divided by Average Total Consolidated Assets. * Preliminary.

Under certain assumptions, we anticipate NIM could reach the mid-180 bps zone by the fourth quarter[1].

Rates	Fed Funds reaches 1.50% by 1H22 and **finishes the year at 2.50%**
Client Cash Allocations	Cash **sorting begins during 2Q22**
Balance Sheet Positioning	**Margin balances remain at recent levels**, while our investment strategy **prioritizes flexibility and liquidity**
Securities Lending	**Activity similar to 1Q22** levels

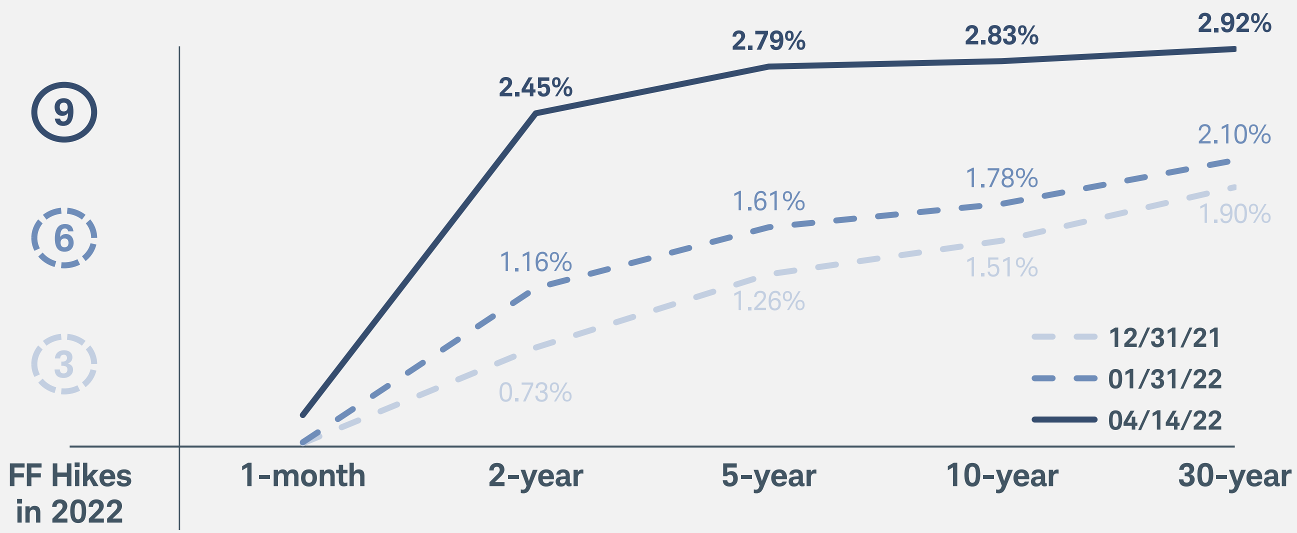


Note: NIM = Net interest Margin. Bps = Basis points. 1. Assumes the Fed Funds target will reach 2.25%–2.50% by the end of the year.

Rate expectations have evolved rapidly since the beginning of the year.

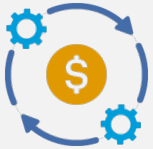
Benchmark rates have moved higher at all tenors, but the emergence of recessionary concerns has impacted the curve.

Short-rate Expectations and the U.S. Treasury Curve (%)[1]

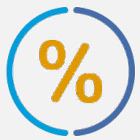


Regardless of the ultimate path of rates, our key considerations remain unchanged:

Liquidity to support clients' cash allocation decisions



Balance sheet positioning and reinvestment yields

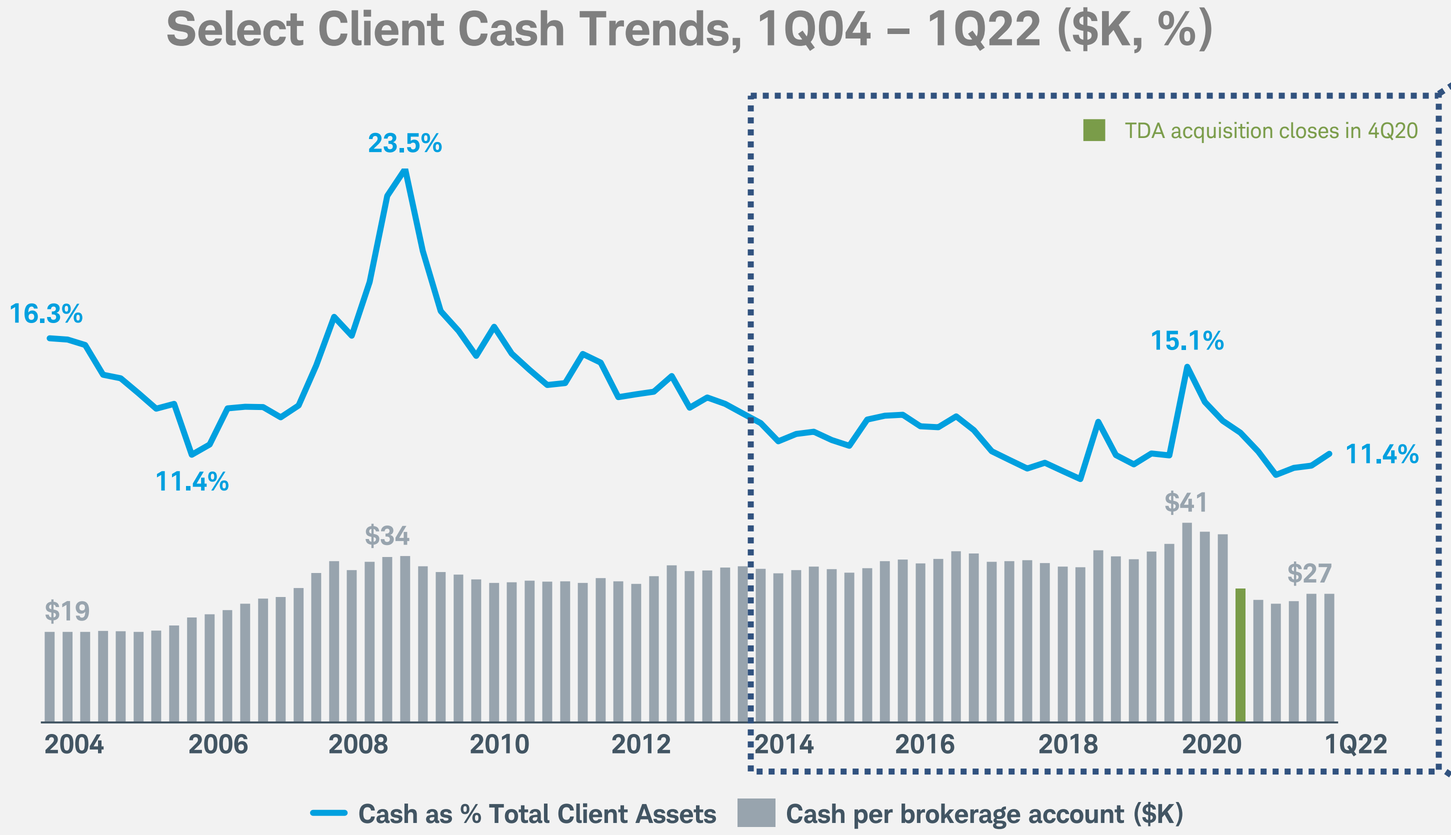


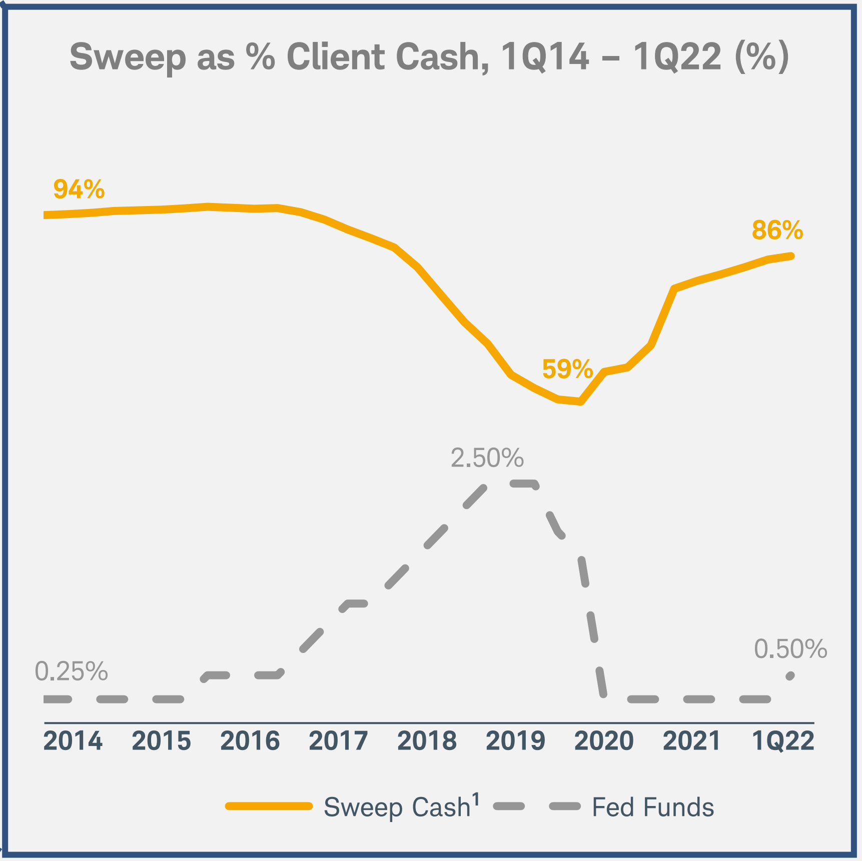
Deposit betas and liability pricing

Consistent with our historical approach, we will **continue to seek reasonable investment returns – while maintaining balance sheet flexibility** to support long-term business growth

Note: FF = Fed Funds. 1. Forward rate expectations sourced via Factset and dated as of April 14, 2022.

Given our understanding of the relationship between interest rates and client cash allocations,...





Similar to prior higher interest rate environments, we **anticipate clients allocating their cash** between “yield insensitive” (balance sheet / BDA) and “yield seeking” (money market funds) alternatives

Note: 1. “Sweep Cash” includes Schwab balance sheet cash, sweep money market fund balances, and BDA balances.

…we've taken steps to evolve our balance sheet positioning in-line with our established ALM framework…

Over the past year, we have enhanced our overall asset sensitivity by building up liquidity and shortening duration on new security purchases within the portfolio.

Liquidity Profile[3] (1Q21)

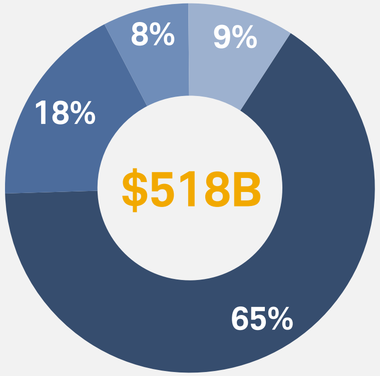
$35B+	~8%
average cash balance	Reserves as % Deposits

Securities Portfolio (1Q21)

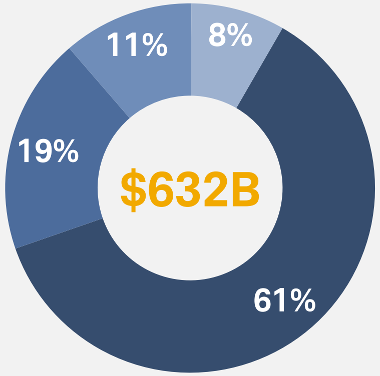
~90%	~88%	~4.3
Fixed	MBS	Duration (years)

Average Interest-Earning Asset Mix

1Q21



1Q22



AFS + HTM Securities | Loans to clients[1] | Cash[2] | Other

Liquidity Profile[3] (1Q22)

$70B+	~15%
average cash balance	Reserves as % Deposits

Securities Portfolio (1Q22)

~90%	~80%	~4.7
Fixed	MBS	Duration (years)

Adopting **a more flexible balance sheet posture** facilitates evolving client cash allocation decisions and **increases asset sensitivity to help us benefit from higher rates**

Note: Percentages may not sum to 100% due to rounding. AFS = Available-for-sale. HTM = Held-to-maturity. MBS = Mortgage-based security. ALM = Asset-liability management. 1. Loans to clients includes bank loans as well as margin loans extended by both the CS&Co and TD Ameritrade broker-dealers. 2. Cash includes bank portfolio and parent cash as well as working capital. 3. "Liquidity" equals balances held at the Federal Reserve as a percentage of total bank deposits.

...to bolster flexibility as we execute our investment strategy within a rapidly evolving environment.

Illustrative

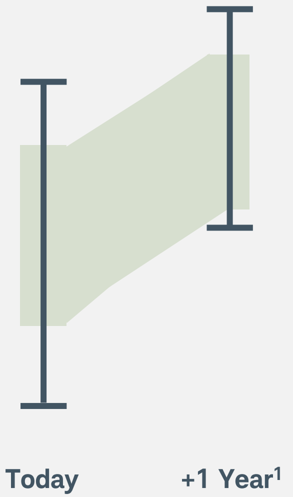
Potential Reinvestment Opportunities

		Cash & Equivalents	U.S. Treasuries	MBS Securities	Other IG Securities
	Security				
Yield	Current	~0.40%	~2.15%	~2.90%	~2.75%
Yield	1-yr Fwd[1]	~2.90%	~3.15%	~3.40%	~3.65%
	Duration[2]	< 1 month	~ 1-2 years	~2 years	~ 1-3 years

Selection Criteria

- Shorter duration
- Front-loaded cash flows
- Lower convexity
- Risk appropriate credit exposure
- Investment grade

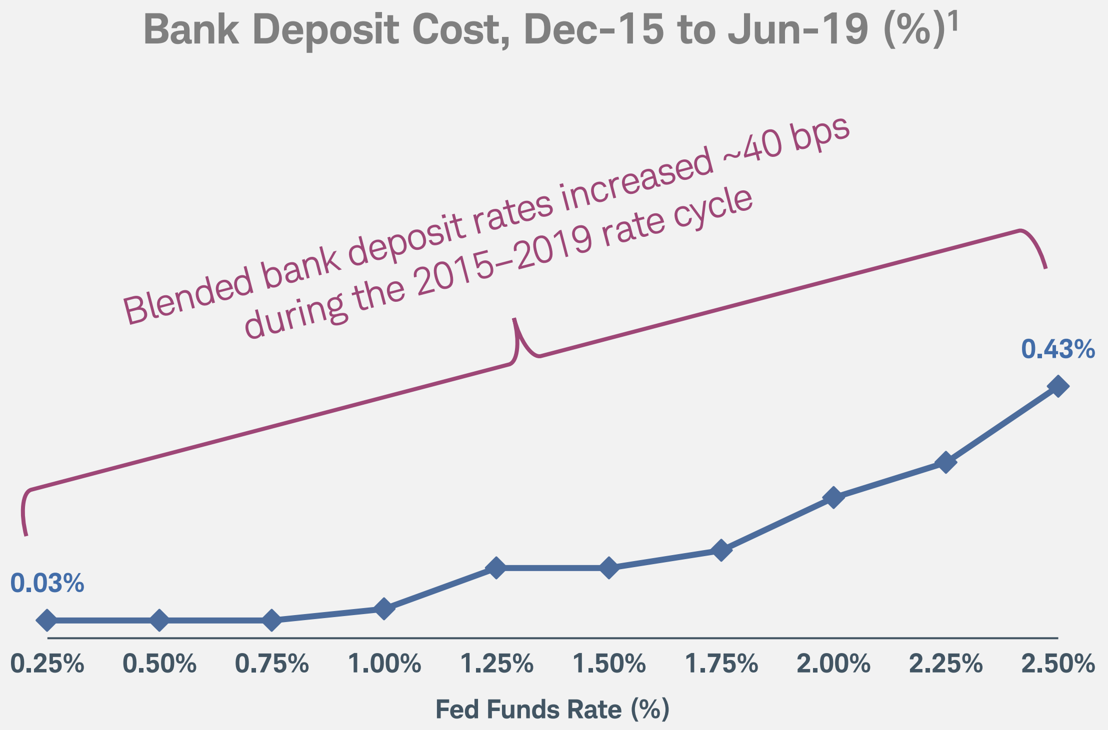
Potential Blended Reinvestment Yield



Higher balance sheet **liquidity helps us efficiently accommodate client cash allocation decisions** and increases asset sensitivity – preserving flexibility **without sacrificing available rate upside**

Note: Fwd = Forward. MBS = Mortgage-based security. IG = Investment grade. 1. Illustrative future yields based on current market expectations as of April 14, 2022. 2. Illustrative durations shown on an option-adjusted basis.

We believe deposit rates should track in-line with prior cycles.



- Observed betas during the 2015–2019 cycle remained relatively muted:

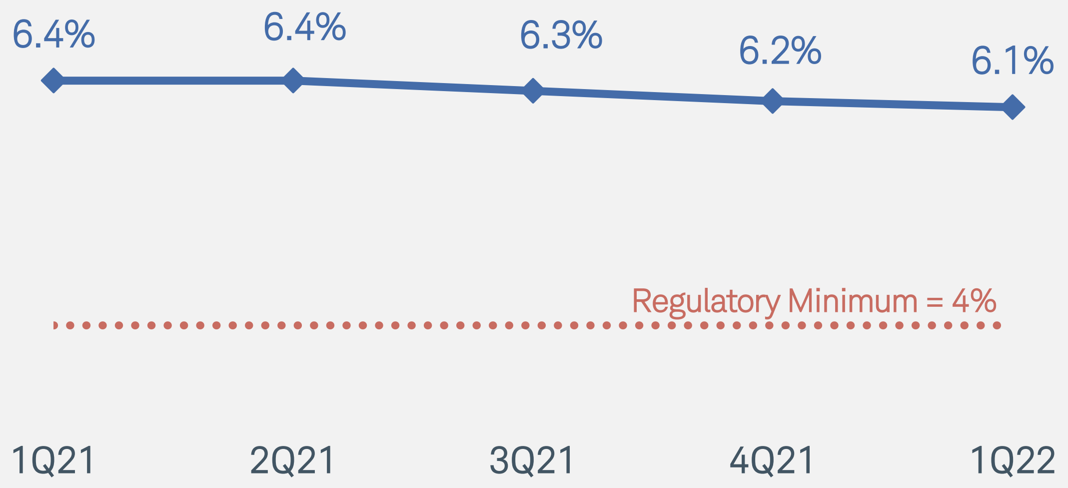
Fed Funds Target Upper Limit Range	Cumulative Beta
0.25% - 1.50%	<10%
1.00% - 2.50%	<30%
Full ’15–’19 Cycle	<20%

Currently we see **no indications that overall deposit betas should be higher** than the most recent tightening cycle

Note: Deposit betas = Relative change in client deposit rates versus changes in the Fed Funds benchmark rate. 1. Bank deposit cost represents the highest reported blended cost of deposits at each respective Fed Funds level.

Attentive capital and liquidity management maintains our flexibility to support long-term growth.

Consolidated Tier 1 Leverage Ratio (%)



Changes in AOCI and Capital Ratios

- Changes in interest rates can lead to unrealized gains or losses as our fixed rate AFS securities are marked-to-market
- These unrealized changes in fair value do not impact our income statement, but are instead captured within AOCI
- As a Category III institution, we have elected to exclude the impact of AOCI from our regulatory capital calculations
- Total assets must average at least $700B for four consecutive quarters before AOCI impacts our capital ratios
- Based on prior cycles, we believe that client cash sorting behavior during a higher rate environment will extend our timeline for crossing the $700B threshold

Note: AFS = Available-for-sale. HTM = Held-to-maturity. AOCI = Accumulated other comprehensive income.

Our all-weather model helped us deliver solid financial results while maintaining our consistent focus on clients.

- Negative volatility and shifting investor sentiment offset some of the benefits from healthy client engagement to start the year
- Ongoing adherence to our durable and effective asset-liability framework keeps us well-positioned to benefit from higher rates
- We will continue to prioritize capital and liquidity management to support ongoing growth and evolving client asset allocation decisions

Our priorities remain unchanged:

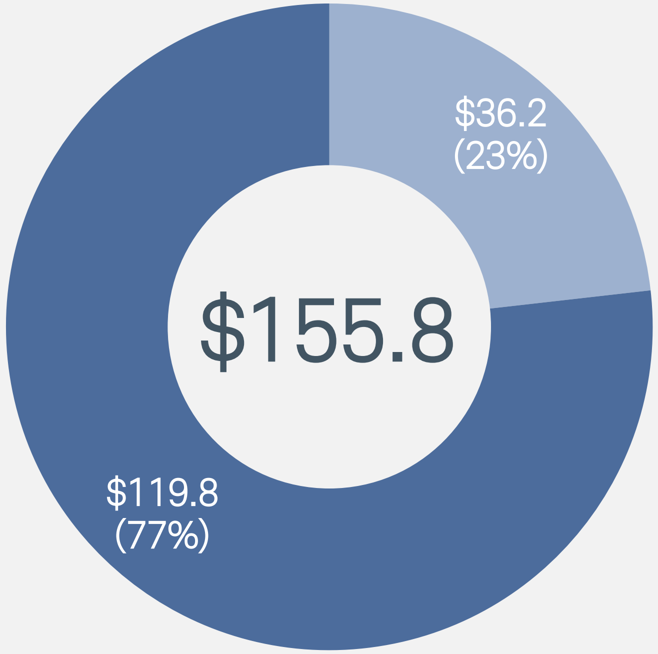
- Continued business growth through our client-first strategy
- Long-term revenue growth through multiple sources
- Thoughtful expense management enabling sustainable performance

Q&A

Appendix

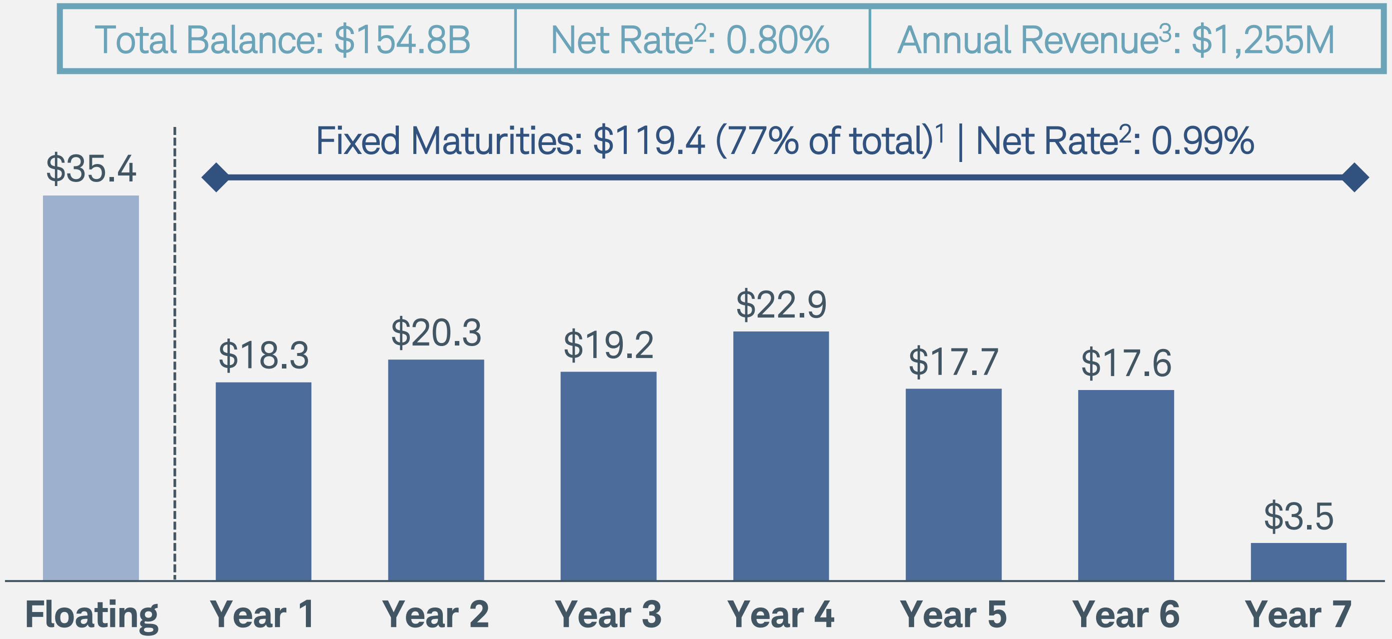
Bank Deposit Account Summary (as of March 31, 2022)

Mix of Average BDA Balances ($B,%)[1]



	Net Rate	1Q22 Revenue
Floating	(0.01%)	($1M)
Fixed	0.99%	$295M

BDA Balances by Maturity, EOP ($B)



	Floating	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Net Rate[2]	0.17%	1.68%	1.74%	1.60%	0.15%	0.17%	0.53%	1.48%
Annual Revenue[3]	$62M	$311M	$359M	$312M	$35M	$31M	$94M	$53M

Note: Certain totals may not sum due to rounding. BDA = Bank Deposit Account. EOP = End-of-period. Net yields calculated on an actual/360 basis. 1. Balances maturing by remaining duration term (e.g., Year 1 maturities are balances rolling off the fixed-rate ladder over the next 12 months). 2. EOP net rate of maturities as of early April 2022 and includes all related fees and client pay rates. 3. Revenue figures presented on an annualized run-rate basis per the amended Insured Deposit Agreement (IDA) arrangement.

Appendix

Select Revenue Sensitivities (as of March 31, 2022)

S&P 500® +/- 1%	~$25M
Bank Sweep Balances +/- $1B	~$20M
Daily Average Trades +/- 100K	~$60M
Margin Balances +/- $1B	~$30M

Appendix

Non-GAAP Introduction

In addition to disclosing financial results in accordance with generally accepted accounting principles in the U.S. (GAAP), this presentation contains references to the non-GAAP financial measures described below. We believe these non-GAAP financial measures provide useful supplemental information about the financial performance of the Company, and facilitate meaningful comparison of Schwab's results in the current period to both historic and future results. These non-GAAP measures should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may not be comparable to non-GAAP financial measures presented by other companies.

Schwab's use of non-GAAP measures is reflective of certain adjustments made to GAAP financial measures as described below.

Non-GAAP Adjustment or Measure	Definition	Usefulness to Investors and Uses by Management
Acquisition and integration-related costs and amortization of acquired intangible assets	Schwab adjusts certain GAAP financial measures to exclude the impact of acquisition and integration-related costs incurred as a result of the Company's acquisitions, amortization of acquired intangible assets, and, where applicable, the income tax effect of these expenses. Adjustments made to exclude amortization of acquired intangible assets are reflective of all acquired intangible assets, which were recorded as part of purchase accounting. These acquired intangible assets contribute to the Company's revenue generation. Amortization of acquired intangible assets will continue in future periods over their remaining useful lives.	We exclude acquisition and integration-related costs and amortization of acquired intangible assets for the purpose of calculating certain non-GAAP measures because we believe doing so provides additional transparency of Schwab's ongoing operations, and is useful in both evaluating the operating performance of the business and facilitating comparison of results with prior and future periods. Acquisition and integration-related costs fluctuate based on the timing of acquisitions and integration activities, thereby limiting comparability of results among periods, and are not representative of the costs of running the Company's ongoing business. Amortization of acquired intangible assets is excluded because management does not believe it is indicative of the Company's underlying operating performance.
Return on tangible common equity	Return on tangible common equity represents annualized adjusted net income available to common stockholders as a percentage of average tangible common equity. Tangible common equity represents common equity less goodwill, acquired intangible assets – net, and related deferred tax liabilities.	Acquisitions typically result in the recognition of significant amounts of goodwill and acquired intangible assets. We believe return on tangible common equity may be useful to investors as a supplemental measure to facilitate assessing capital efficiency and returns relative to the composition of Schwab's balance sheet.

The company also uses adjusted diluted EPS and return on tangible common equity as components of performance for employee bonus and certain executive management incentive compensation arrangements. The Compensation Committee of CSC's Board of Directors maintains discretion in evaluating performance against these criteria.

Appendix

Non-GAAP Reconciliation: Adjusted total expenses and Adjusted net income

(In millions, except ratios and per share amounts)

	Three Months Ended,									
	March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income
Total expenses excluding interest (GAAP), Net income (GAAP)	$ 2,833	$ 1,402	$ 2,685	$ 1,580	$ 2,559	$ 1,526	$ 2,808	$ 1,265	$ 2,755	$ 1,484
Acquisition and integration-related costs (1)	(96)	96	(101)	101	(104)	104	(144)	144	(119)	119
Amortization of acquired intangible assets	(154)	154	(154)	154	(153)	153	(154)	154	(154)	154
Income tax effects (2)	N/A	(61)	N/A	(60)	N/A	(61)	N/A	(80)	N/A	(67)
Adjusted total expenses (Non-GAAP), Adjusted net income (Non-GAAP)	$ 2,583	$ 1,591	$ 2,430	$ 1,775	$ 2,302	$ 1,722	$ 2,510	$ 1,483	$ 2,482	$ 1,690

Note: N/A = Not applicable. 1. Acquisition and integration-related expenses are primarily included in compensation and benefits, professional services, occupancy and equipment, and other expense. 2. The income tax effect of the non-GAAP adjustments is determined using an effective tax rate reflecting the exclusion of non-deductible acquisition costs and is used to present the acquisition and integration-related costs and amortization of acquired intangible assets on an after-tax basis.

Appendix

Non-GAAP Reconciliation: Adjusted income before taxes on income and Adjusted pre-tax profit margin

	Three Months Ended,									
	March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
(In millions, except ratios and per share amounts)	Amount	% of Total Net Revenues	Amount	% of Total Net Revenues	Amount	% of Total Net Revenues	Amount	% of Total Net Revenues	Amount	% of Total Net Revenues
Income before taxes on income (GAAP), Pre-tax profit margin (GAAP)	$ 1,839	39.4%	$ 2,023	43.0%	$ 2,011	44.0%	$ 1,719	38.0%	$ 1,960	41.6%
Acquisition and integration-related costs	96	2.1%	101	2.1%	104	2.3%	144	3.2%	119	2.5%
Amortization of acquired intangible assets	154	3.2%	154	3.3%	153	3.3%	154	3.4%	154	3.3%
Adjusted income before taxes on income (Non-GAAP), Adjusted pre-tax profit margin (Non-GAAP)	$ 2,089	44.7%	$ 2,278	48.4%	$ 2,268	49.6%	$ 2,017	44.6%	$ 2,233	47.4%

Appendix

Non-GAAP Reconciliation: Adjusted net income to common stockholders and Adjusted diluted EPS

	Three Months Ended,									
	March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
(In millions, except ratios and per share amounts)	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS
Net income available to common stockholders (GAAP), Earnings per common share – diluted (GAAP)	$ 1,278	$ .67	$ 1,449	$ .76	$ 1,406	$ .74	$ 1,117	$ 59	$ 1,388	$ .73
Acquisition and integration-related costs	96	.05	101	.05	104	.05	144	.08	119	.06
Amortization of acquired intangible assets	154	.08	154	.08	153	.08	154	.08	154	.08
Income tax effects	(61)	(.03)	(60)	(.03)	(61)	(.03)	(80)	(.05)	(67)	(.03)
Adjusted net income available to common stockholders (Non-GAAP), Adjusted diluted EPS (Non-GAAP)	$ 1,467	$ .77	$ 1,644	$ .86	$ 1,602	$ .84	$ 1,335	$ .70	$ 1,594	$ .84

Appendix

Non-GAAP Reconciliation: Return on average tangible common stockholders' equity

(In millions, except ratios and per share amounts)	Three Months Ended,				
	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Return on average common stockholders' equity (GAAP)	12%	12%	12%	10%	12%
Average common stockholders' equity	$ 41,856	$ 46,898	$ 47,492	$ 46,276	$ 46,691
Less: Average goodwill	(11,952)	(11,952)	(11,952)	(11,952)	(11,952)
Less: Average acquired intangible assets — net	(9,303)	(9,456)	(9,609)	(9,762)	(9,915)
Plus: Average deferred tax liabilities related to goodwill and acquired intangible assets — net	1,886	1,889	1,895	1,907	1,935
Average tangible common equity	$ 22,487	$ 27,379	$ 27,826	$ 26,469	$ 26,759
Adjusted net income available to common stockholders[1]	$ 1,467	$ 1,644	$ 1,602	$ 1,335	$ 1,594
Return on tangible common equity (Non-GAAP)	26%	24%	23%	20%	24%

Note: 1. See table on slide 36 for the reconciliation of net income available to common stockholders to adjusted net income available to common stockholders (non-GAAP).

Spring Business Update

April 21, 2022

CORPORATION