Fourth Quarter 2017 Results

January 23, 2018

Forward-Looking Statements

Please note that the following materials containing information regarding Capital One's financial performance speak only as of the particular date or dates indicated in these materials. Capital One does not undertake any obligation to update or revise any of the information contained herein whether as a result of new information, future events or otherwise.

Certain statements in this presentation and other oral and written statements made by Capital One from time to time are forward-looking statements, including those that discuss, among other things: strategies, goals, outlook or other non-historical matters; projections, revenues, income, returns, expenses, capital measures, accruals for claims in litigation and for other claims against Capital One, earnings per share or other financial measures for Capital One; future financial and operating results; Capital One's plans, objectives, expectations and intentions; and the assumptions that underlie these matters. To the extent that any such information is forward-looking, it is intended to fit within the safe harbor for forward-looking information provided by the Private Securities Litigation Reform Act of 1995. Numerous factors could cause Capital One's actual results to differ materially from those described in such forward-looking statements, including, among other things: general economic and business conditions in the U.S., the U.K., Canada or Capital One's local markets, including conditions affecting employment levels, interest rates, collateral values, consumer income, credit worthiness and confidence, spending and savings that may affect consumer bankruptcies, defaults, charge-offs and deposit activity; an increase or decrease in credit losses, including increases due to a worsening of general economic conditions in the credit environment, and the impact of inaccurate estimates or inadequate reserves; financial, legal, regulatory, tax or accounting changes or actions, including the impacts of the Tax Act, the Dodd-Frank Act and the regulations promulgated thereunder, and other regulatory reforms and regulations governing bank capital and liquidity standards, including Basel-related initiatives and potential changes to financial accounting and reporting standards; developments, changes or actions relating to any litigation, governmental investigation or regulatory enforcement action or matter involving Capital One; the inability to sustain revenue and earnings growth; increases or decreases in interest rates; Capital One's ability to access the capital markets at attractive rates and terms to capitalize and fund Capital One's operations and future growth; the success of Capital One's marketing efforts in attracting and retaining customers; increases or decreases in Capital One's aggregate loan balances or the number of customers and the growth rate and composition thereof, including increases or decreases resulting from factors such as shifting product mix, amount of actual marketing expenses Capital One incurs, and attrition of loan balances; the level of future repurchase or indemnification requests Capital One may receive, the actual future performance of mortgage loans relating to such requests, the success rates of claimants against Capital One, any developments in litigation and the actual recoveries Capital One may make on any collateral relating to claims against Capital One; the amount and rate of deposit growth; changes in the reputation of, or expectations regarding, the financial services industry or Capital One with respect to practices, products or financial condition; changes in retail distribution strategies and channels, including in the behavior and expectations of Capital One's customers; any significant disruption in Capital One's operations or in the technology platforms on which Capital One relies, including security failures or breaches of Capital One's systems or those of Capital One's customers, partners, service providers or other third parties; Capital One's ability to maintain a compliance and technology infrastructure suitable for the nature of Capital One's business; Capital One's ability to develop digital technology that addresses the needs of Capital One's customers, including the challenges relating to rapid significant technological changes; the effectiveness of Capital One's risk management strategies; Capital One's ability to control costs, including the amount of, and rate of growth in, Capital One's expenses as Capital One's business develops or changes or as it expands into new market areas; Capital One's ability to execute on Capital One's strategic and operational plans; the extensive use of models in Capital One's business, including those to aggregate and assess various risk exposures and estimate certain financial values; any significant disruption of, or loss of public confidence in, the internet affecting the ability of Capital One's customers to access their accounts and conduct banking transactions; Capital One's ability to recruit and retain talented and experienced personnel; the impact from natural disasters and other catastrophic events, including hurricanes Harvey and Irma; changes in the labor and employment markets; fraud or misconduct by Capital One's customers, employees, business partners or third parties; competition from providers of products and services that compete with Capital One's businesses; increased competition for rewards customers resulting in higher rewards expense, or impairing Capital One's ability to attract and retain credit card customers; merchants' increasing focus on the fees charged by credit card networks; and other risk factors listed from time to time in reports that Capital One files with the Securities and Exchange Commission, including, but not limited to, the Annual Report on Form 10-K for the year ended December 31, 2016.

You should carefully consider the factors discussed above in evaluating these forward-looking statements. All information in these slides is based on the consolidated results of Capital One Financial Corporation, unless otherwise noted. A reconciliation of any non-GAAP financial measures included in this presentation can be found in Capital One's Current Report on Form 8-K filed January 23, 2018, available on its website at www.capitalone.com under "Investors."

Company Highlights

- Net loss for the fourth quarter of 2017 of $971 million, or $2.17 per diluted common share; full year 2017 net income of $2.0 billion, or $3.49 per diluted common share.
  - Excluding adjusting items, net income per diluted common share for the fourth quarter of 2017 was $1.62; full year 2017 was $7.74[1].
- Pre-provision earnings decreased 5% to $3.2 billion for the fourth quarter of 2017 and increased 9% to $13.0 billion for full year 2017[2].
- Efficiency ratio of 53.89% for the fourth quarter of 2017 and 52.11% for the full year 2017.
  - Efficiency ratio excluding adjusting items was 52.50% for the fourth quarter of 2017 and 51.02% for the full year 2017[1].
- Adjusting items in the quarter, which are excluded from diluted EPS and the efficiency ratio (see slide 14 for additional information):

(Dollars in millions, except per share data)	Pre-Tax Impact	Diluted EPS Impact
Impacts of the Tax Act	$ (1,769)	$ (3.61)
Restructuring charges	(76)	(0.10)
Build in the U.K. Payment Protection Insurance customer refund reserve ("U.K. PPI Reserve")	(31)	(0.07)

- Notable items in the quarter included:

(Dollars in millions, except per share data)	Pre-Tax Impact	Diluted EPS Impact
Mortgage representation and warranty settlement (included in discontinued operations)	$ (169)	$ (0.22)
Charges related to our Commercial Taxi Medallion Lending portfolio	(113)	(0.15)

- Common equity Tier 1 capital ratio under Basel III Standardized Approach of 10.3% at December 31, 2017.
- Period-end loans held for investment increased $2.1 billion, or 1%, to $254.5 billion.
- Average loans held for investment increased $6.7 billion, or 3%, to $252.6 billion.
- Period-end total deposits increased $4.6 billion, or 2%, to $243.7 billion.
- Average total deposits increased $2.7 billion, or 1%, to $241.6 billion.

Note: All comparisons are for the fourth quarter of 2017 compared with the third quarter of 2017 unless otherwise noted. Regulatory capital metrics and capital ratios as of December 31, 2017 are preliminary and therefore subject to change.

(1) Amounts excluding adjusting items are non-GAAP measures. See Appendix slides 14 and 15 for the reconciliation of non-GAAP measures to our reported results.

(2) Pre-provision earnings is calculated based on the sum of net interest income and non-interest income, less non-interest expense for the period.

Impacts of the Tax Act[(1)]

- Impacts included in the fourth quarter of 2017 income tax provision:

	(dollars in millions)
○ Deferred tax asset write-down	$ 1,568
○ Repatriation tax	125
○ Adjustments to tax credit portfolio	76
Total impact to net income	$ 1,769

- Net income per diluted common share in the fourth quarter of 2017 was impacted by $3.61.

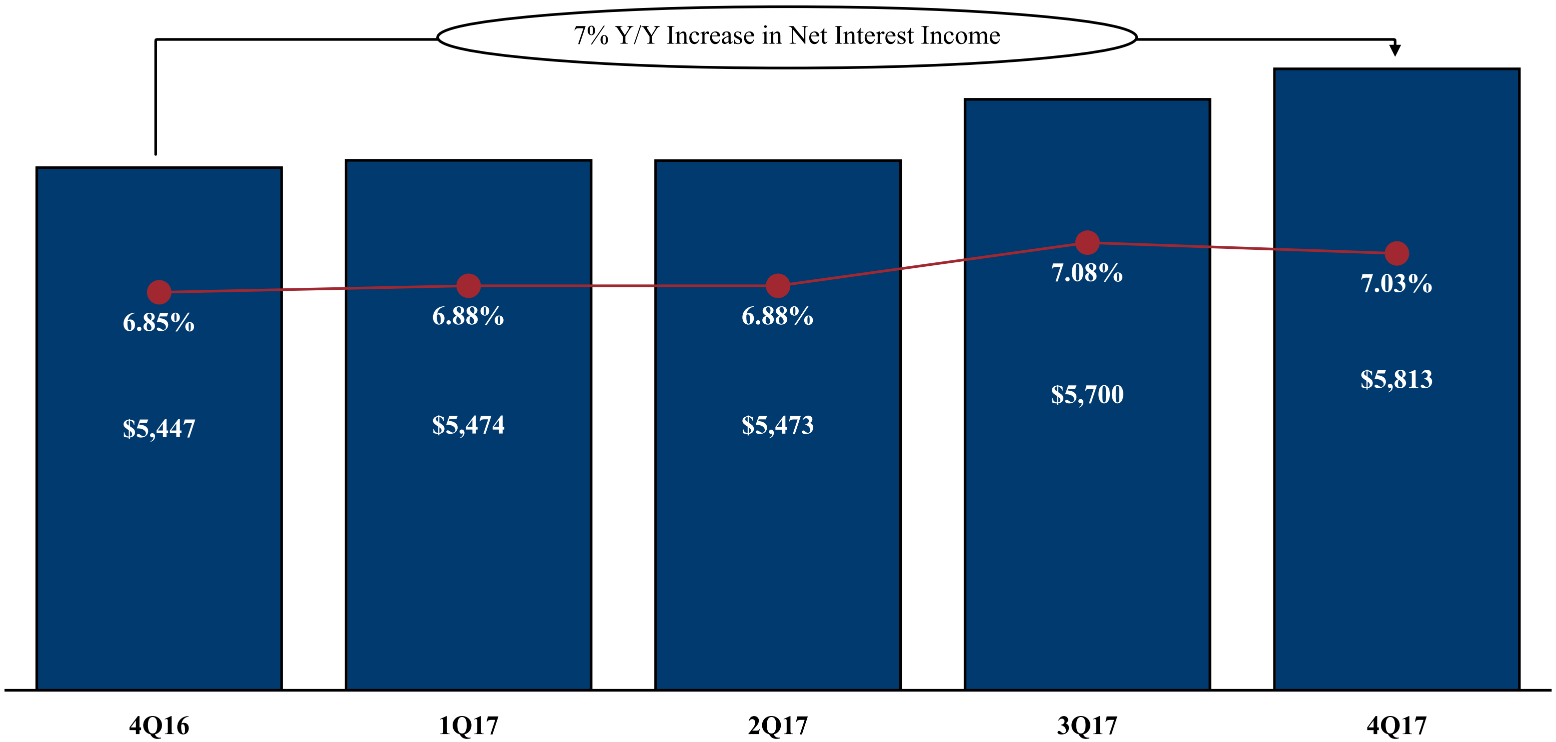
- One-time reduction of approximately 55 basis points to our common equity Tier 1 capital ratio.

- For 2018, we expect our annual effective tax rate to be around 19%.
  - Still potential for adjustments to all of our current tax-related estimates.

(1) Tax Act refers to the Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018 enacted on December 22, 2017. This amount is a reasonable estimate as of December 31, 2017, which may be adjusted during the measurement period ending no later than December 2018.

Net Interest Income and Net Interest Margin

Net Interest Income ($M) and Net Interest Margin

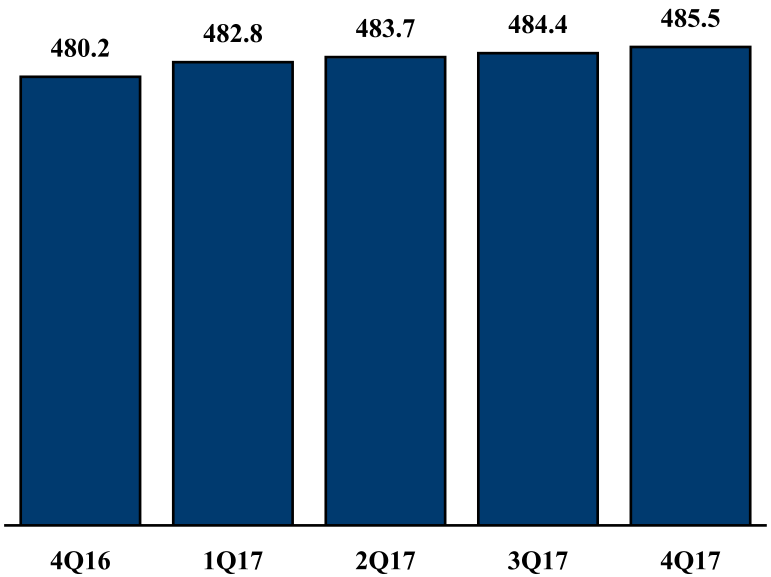


Fourth Quarter 2017 Highlights

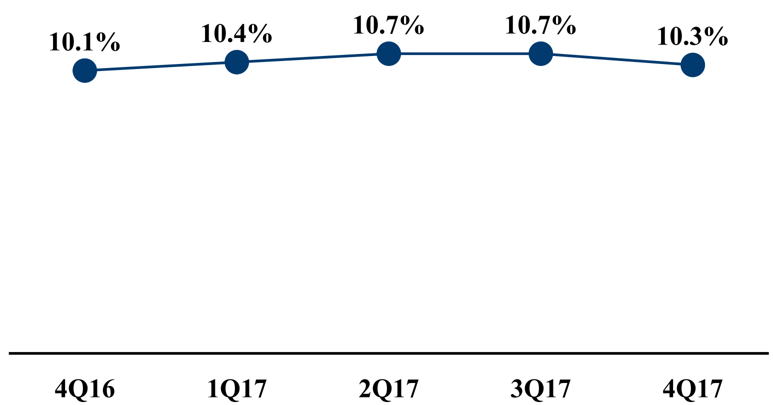
- Net interest margin decreased 5 basis points quarter-over-quarter primarily driven by lower yields in our Domestic Card business and higher rates on interest-bearing liabilities, partially offset by growth in our Domestic Card business.
- Net interest margin increased 18 basis points year-over-year primarily driven by growth in our Domestic Card business and run-off of our acquired home loan portfolio.

Capital and Liquidity

Ending Common Shares Outstanding (M)



Common Equity Tier 1 Capital Ratio



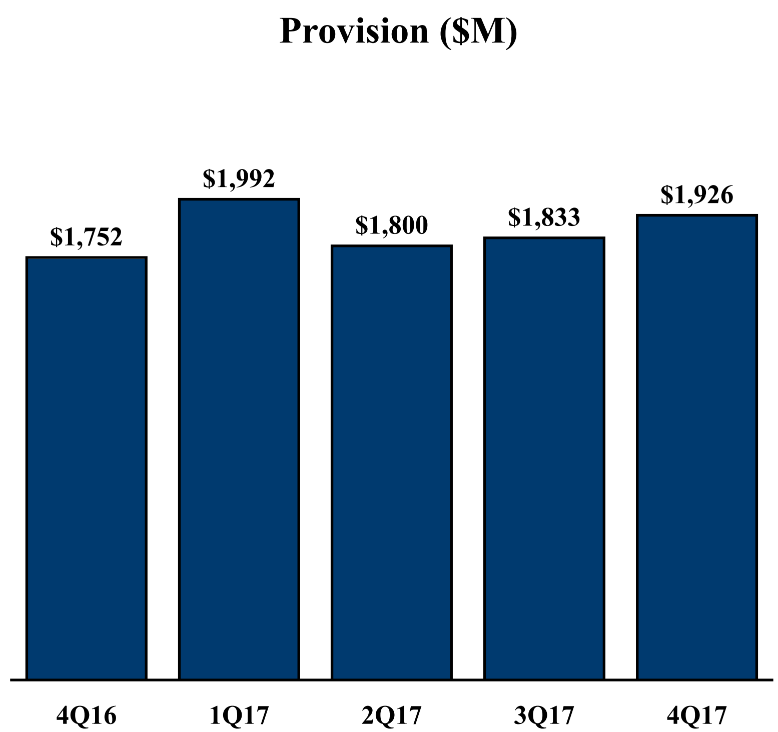
Fourth Quarter 2017 Highlights

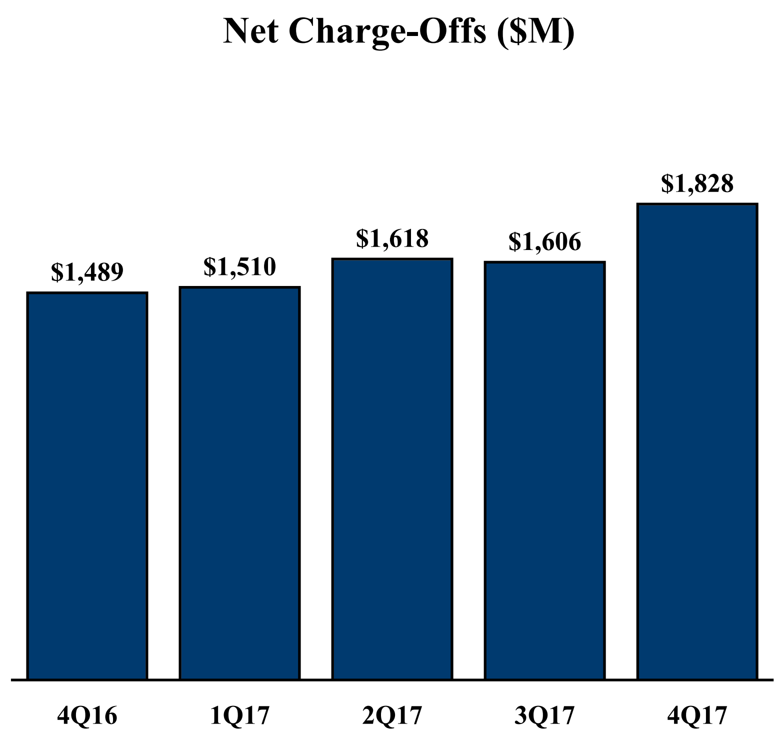
- Common equity Tier 1 capital ratio under Basel III Standardized Approach of 10.3% at December 31, 2017.
- We exceeded the fully phased-in LCR requirement at December 31, 2017[(1)].

Note: Regulatory capital metrics and capital ratios as of December 31, 2017 are preliminary and therefore subject to change.

(1) Based on our current interpretations, expectations and assumptions of the relevant regulations.

Credit Quality





Fourth Quarter 2017 Highlights

- Net charge-off rate of 2.89%.
- Allowance for loan and lease losses increased to $7.5 billion.
- Allowance as a percentage of loans held for investment of 2.95%.

Financial Summary—Business Segment Results

(Dollars in millions)	Three Months Ended December 31, 2017				
	Credit Card	Consumer Banking	Commercial Banking	Other	Total
Net interest income	$ 3,568	$ 1,636	$ 566	$ 43	$ 5,813
Non-interest income	847	179	188	(14)	1,200
Total net revenue	4,415	1,815	754	29	7,013
Provision for credit losses	1,486	340	100	—	1,926
Non-interest expense	2,108	1,081	437	153	3,779
Income (loss) from continuing operations before income taxes	821	394	217	(124)	1,308
Income tax provision	297	144	79	1,650	2,170
Income (loss) from continuing operations, net of tax	$ 524	$ 250	$ 138	$ (1,774)	$ (862)

Credit Card

(Dollars in millions, except as noted)	2017 Q4	2017 Q3	2016 Q4	2017 Q4 vs. 2017 Q3	2017 Q4 vs. 2016 Q4
Earnings:					
Net interest income	**$ 3,568**	$ 3,440	$ 3,353	4%	6%
Non-interest income	**847**	865	849	(2)	—
Total net revenue	**4,415**	4,305	4,202	3	5
Provision for credit losses	**1,486**	1,466	1,322	1	12
Non-interest expense	**2,108**	1,961	2,073	7	2
Pre-tax income	**821**	878	807	(6)	2
Selected performance metrics:					
Period-end loans held for investment	**$ 114,762**	$ 109,130	$ 105,552	5%	9%
Average loans held for investment	**110,029**	102,545	100,791	7	9
Total net revenue margin	**16.05%**	16.79%	16.68%	(74)bps	(63)bps
Net charge-off rate	**4.99**	4.51	4.56	48	43
Purchase volume	**$ 95,659**	$ 84,505	$ 82,824	13%	15%

Fourth Quarter 2017 Highlights

- Ending and average loans up $9.2 billion, or 9%, year-over-year.
- Purchase volume up 15% year-over-year.
- Revenue up $213 million, or 5%, year-over-year.
- Revenue margin of 16.05%.
- Non-interest expense up $35 million, or 2%, year-over-year.
- Provision for credit losses up $164 million, or 12%, year-over-year.
- Net charge-off rate of 4.99%.

Domestic Card

(Dollars in millions, except as noted)	2017 Q4	2017 Q3	2016 Q4	2017 Q4 vs. 2017 Q3	2017 Q4 vs. 2016 Q4
Earnings:					
Net interest income	**$ 3,268**	$ 3,132	$ 3,090	4%	6%
Non-interest income	**781**	787	791	(1)	(1)
Total net revenue	**4,049**	3,919	3,881	3	4
Provision for credit losses	**1,402**	1,417	1,229	(1)	14
Non-interest expense	**1,880**	1,754	1,859	7	1
Pre-tax income	**767**	748	793	3	(3)
Selected performance metrics:					
Period-end loans held for investment	**$ 105,293**	$ 99,981	$ 97,120	5%	8%
Average loans held for investment	**101,087**	93,729	92,623	8	9
Total net revenue margin	**16.03%**	16.72%	16.76%	(69)bps	(73)bps
Net charge-off rate	**5.08**	4.64	4.66	44	42
30+ day delinquency rate	**4.01**	3.94	3.95	7	6
Purchase volume	**$ 87,287**	$ 76,806	$ 75,639	14%	15%

Fourth Quarter 2017 Highlights

- Ending loans up $8.2 billion, or 8%, year-over-year; average loans up $8.5 billion, or 9%, year-over-year.
- Purchase volume up 15% year-over-year.
- Revenue up $168 million, or 4%, year-over-year.
- Revenue margin of 16.03%.
- Non-interest expense up $21 million, or 1%, year-over-year.
- Provision for credit losses up $173 million, or 14%, year-over-year.
- Net charge-off rate of 5.08%.

Consumer Banking

(Dollars in millions, except as noted)	2017 Q4	2017 Q3	2016 Q4	2017 Q4 vs. 2017 Q3	2017 Q4 vs. 2016 Q4
Earnings:					
Net interest income	**$ 1,636**	$ 1,649	$ 1,498	(1)%	9%
Non-interest income	**179**	192	166	(7)	8
Total net revenue	**1,815**	1,841	1,664	(1)	9
Provision for credit losses	**340**	293	365	16	(7)
Non-interest expense	**1,081**	1,051	1,109	3	(3)
Pre-tax income	**394**	497	190	(21)	107
Selected performance metrics:					
Period-end loans held for investment	**$ 75,078**	$ 75,564	$ 73,054	(1)%	3%
Average loans held for investment	**75,289**	75,363	72,659	—	4
Auto loan originations	**6,215**	7,043	6,542	(12)	(5)
Period-end deposits	**185,842**	184,719	181,917	1	2
Average deposits	**184,799**	185,072	180,019	—	3
Average deposits interest rate	**0.69%**	0.62%	0.57%	7bps	12bps
Net charge-off rate	**1.66**	1.47	1.45	19	21

Fourth Quarter 2017 Highlights

- Ending loans up $2.0 billion, or 3%, year-over-year; average loans up $2.6 billion, or 4%, year-over-year.
- Ending deposits of $185.8 billion, up 2% year-over-year.
- Auto loan originations down $327 million, or 5%, year-over-year.
- Revenue up $151 million, or 9%, year-over-year.
- Non-interest expense down $28 million, or 3%, year-over-year.
- Provision for credit losses down $25 million, or 7%, year-over-year.
- Net charge-off rate of 1.66%.

Commercial Banking

(Dollars in millions, except as noted)	2017 Q4	2017 Q3	2016 Q4	2017 Q4 vs. 2017 Q3	2017 Q4 vs. 2016 Q4
Earnings:					
Net interest income	**$ 566**	$ 560	$ 565	1%	—
Non-interest income	**188**	179	175	5	7%
Total net revenue	**754**	739	740	2	2
Provision for credit losses	**100**	63	66	59	52
Non-interest expense	**437**	394	393	11	11
Pre-tax income	**217**	282	281	(23)	(23)
Selected performance metrics:					
Period-end loans held for investment	**$ 64,575**	$ 67,670	$ 66,916	(5)%	(3)%
Average loans held for investment	**67,200**	67,859	66,515	(1)	1
Period-end deposits	**33,938**	32,783	33,866	4	—
Average deposits	**34,117**	33,197	34,029	3	—
Average deposits interest rate	**0.46%**	0.42%	0.30%	4bps	16bps
Net charge-off rate	**0.85**	0.96	0.47	(11)	38
Risk category as a percentage of period-end loans held for investment:[1]					
Criticized performing	**4.1%**	4.3%	3.7%	(20)bps	40bps
Criticized nonperforming	**0.4**	1.2	1.5	(80)	(110)

Fourth Quarter 2017 Highlights

- Ending loans down $2.3 billion, or 3%, year-over-year; average loans up $685 million, or 1%, year-over-year.
- Average deposits flat year-over-year.
- Revenue up $14 million, or 2%, year-over-year.
- Non-interest expense up $44 million, or 11%, year-over-year.
- Provision for credit losses up $34 million, or 52%, year-over-year.
- Net charge-off rate of 0.85%.
- Criticized performing loan rate of 4.1% and criticized nonperforming loan rate of 0.4%.

(1) Criticized exposures correspond to the "Special Mention," "Substandard" and "Doubtful" asset categories defined by bank regulatory authorities.

Appendix

Non-GAAP Measures

(Dollars in millions, except per share data and as noted)	Three Months Ended December 31, 2017 Reported Results	Adj.[1]	Adjusted Results	Nine Months Ended September 30, 2017 Reported Results	Adj.[1]	Adjusted Results	Year Ended December 31, 2017 Reported Results	Adj.[1]	Adjusted Results
Selected income statement data:									
Net interest income	**$ 5,813**	**$ 11**	**$ 5,824**	$ 16,647	$ 33	$ 16,680	**$ 22,460**	**$ 44**	**$ 22,504**
Non-interest income	**1,200**	**9**	**1,209**	3,577	37	3,614	**4,777**	**46**	**4,823**
Total net revenue	**7,013**	**20**	**7,033**	20,224	70	20,294	**27,237**	**90**	**27,327**
Provision for credit losses	**1,926**	**—**	**1,926**	5,625	(88)	5,537	**7,551**	**(88)**	**7,463**
Non-interest expense	**3,779**	**(87)**	**3,692**	10,415	(166)	10,249	**14,194**	**(253)**	**13,941**
Income from continuing operations before income taxes	**1,308**	**107**	**1,415**	4,184	324	4,508	**5,492**	**431**	**5,923**
Income tax provision (benefit)	**2,170**	**(1,742)**	**428**	1,205	82	1,287	**3,375**	**(1,660)**	**1,715**
Income (loss) from continuing operations, net of tax	**(862)**	**1,849**	**987**	2,979	242	3,221	**2,117**	**2,091**	**4,208**
Loss from discontinued operations, net of tax	**(109)**	**—**	**(109)**	(26)	—	(26)	**(135)**	**—**	**(135)**
Net income (loss)	**(971)**	**1,849**	**878**	2,953	242	3,195	**1,982**	**2,091**	**4,073**
Dividends and undistributed earnings allocated to participating securities[2]	**(1)**	**(5)**	**(6)**	(21)	—	(21)	**(13)**	**(15)**	**(28)**
Preferred stock dividends	**(80)**	**—**	**(80)**	(185)	—	(185)	**(265)**	**—**	**(265)**
Net income (loss) available to common stockholders	**$ (1,052)**	**$ 1,844**	**$ 792**	$ 2,747	$ 242	$ 2,989	**$ 1,704**	**$ 2,076**	**$ 3,780**
Selected performance metrics:									
Diluted EPS[2]	**$ (2.17)**	**$ 3.79**	**$ 1.62**	$ 5.63	$ 0.49	$ 6.12	**$ 3.49**	**$ 4.25**	**$ 7.74**
Efficiency ratio	**53.89%**	**(139)bps**	**52.50%**	51.50%	(100)bps	50.50%	**52.11%**	**(109)bps**	**51.02%**

Note: We believe these selected non-GAAP measures help investors and users of our financial information understand the effect of the adjustments on our selected reported results and provide an alternate measurement of our performance. These non-GAAP measures should not be viewed as a substitute for our reported results determined in accordance with accounting principles generally accepted in the U.S. ("GAAP"), nor are they necessarily comparable to non-GAAP measures that may be presented by other companies.

(1) The adjustments in 2017 consist of:

(Dollars in millions)	Three Months Ended December 31, 2017	Nine Months Ended September 30, 2017	Year Ended December 31, 2017
Impacts of the Tax Act	**$ 1,769**	—	**$ 1,769**
Restructuring charges	**76**	$ 108	**184**
U.K. Payment Protection Insurance customer refund reserve ("U.K. PPI Reserve")	**31**	99	**130**
Charges related to the Cabela's acquisition	**—**	117	**117**
Total	**1,876**	324	**2,200**
Income tax provision (benefit)	**27**	82	**109**
Net income (loss)	**$ 1,849**	$ 242	**$ 2,091**

(2) Dividends and undistributed earnings allocated to participating securities and earnings per share are computed independently for each period. Accordingly, the sum of each quarterly amount may not agree to the year-to-date total.

Non-GAAP Measures

(Dollars in millions, except per share data and as noted)	Three Months Ended December 31, 2016 Reported Results	Adj.[1]	Adjusted Results	Nine Months Ended September 30, 2016 Reported Results	Adj.[1]	Adjusted Results	Year Ended December 31, 2016 Reported Results	Adj.[1]	Adjusted Results
Selected income statement data:									
Net interest income	$ 5,447	$ 13	$ 5,460	$ 15,426	$ 41	$ 15,467	$ 20,873	$ 54	$ 20,927
Non-interest income	1,119	14	1,133	3,509	21	3,530	4,628	35	4,663
Total net revenue	6,566	27	6,593	18,935	62	18,997	25,501	89	25,590
Provision for credit losses	1,752	—	1,752	4,707	—	4,707	6,459	—	6,459
Non-interest expense	3,679	(45)	3,634	9,879	(31)	9,848	13,558	(76)	13,482
Income from continuing operations before income taxes	1,135	72	1,207	4,349	93	4,442	5,484	165	5,649
Income tax provision (benefit)	342	10	352	1,372	(7)	1,365	1,714	3	1,717
Income from continuing operations, net of tax	793	62	855	2,977	100	3,077	3,770	162	3,932
Loss from discontinued operations, net of tax	(2)	—	(2)	(17)	—	(17)	(19)	—	(19)
Net income	791	62	853	2,960	100	3,060	3,751	162	3,913
Dividends and undistributed earnings allocated to participating securities[2]	(6)	—	(6)	(18)	—	(18)	(24)	—	(24)
Preferred stock dividends	(75)	—	(75)	(139)	—	(139)	(214)	—	(214)
Net income available to common stockholders	$ 710	$ 62	$ 772	$ 2,803	$ 100	$ 2,903	$ 3,513	$ 162	$ 3,675
Selected performance metrics:									
Diluted EPS[2]	$ 1.45	$ 0.13	$ 1.58	$ 5.42	$ 0.20	$ 5.62	$ 6.89	$ 0.32	$ 7.21
Efficiency ratio	56.03%	(91)bps	55.12%	52.17%	(33)bps	51.84%	53.17%	(49)bps	52.68%

Note: We believe these selected non-GAAP measures help investors and users of our financial information understand the effect of the adjustments on our selected reported results and provide an alternate measurement of our performance. These non-GAAP measures should not be viewed as a substitute for our reported results determined in accordance with accounting principles generally accepted in the U.S. ("GAAP"), nor are they necessarily comparable to non-GAAP measures that may be presented by other companies.

(1) The adjustments in 2016 consist of:

(Dollars in millions)	Three Months Ended December 31, 2016	Nine Months Ended December 31, 2016	Year Ended December 31, 2016
U.K. PPI Reserve	$ 44	$ 117	$ 161
Impairment associated with certain acquired intangible and software assets	28	—	28
Gain related to the exchange of our ownership interest in Visa Europe with Visa Inc. as a result of Visa Inc's acquisition of Visa Europe	—	(24)	(24)
Total	72	93	165
Income tax provision (benefit)	10	(7)	3
Net income (loss)	$ 62	$ 100	$ 162

(2) Dividends and undistributed earnings allocated to participating securities and earnings per share are computed independently for each period. Accordingly, the sum of each quarterly amount may not agree to the year-to-date total.

Credit Score Distribution

(Percentage of portfolio)	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
Domestic credit card—Refreshed FICO scores:[1]					
Greater than 660	**66%**	65%	64%	63%	64%
660 or below	**34**	35	36	37	36
Total	**100%**	100%	100%	100%	100%
Auto—At origination FICO scores:[2]					
Greater than 660	**51%**	51%	51%	51%	52%
621 - 660	**18**	18	18	18	17
620 or below	**31**	31	31	31	31
Total	**100%**	100%	100%	100%	100%

(1) Percentages represent period-end loans held for investment in each credit score category. Domestic card credit scores generally represent FICO scores. These scores are obtained from one of the major credit bureaus at origination and are refreshed monthly thereafter. We approximate non-FICO credit scores to comparable FICO scores for consistency purposes. Balances for which no credit score is available or the credit score is invalid are included in the 660 or below category.

(2) Percentages represent period-end loans held for investment in each credit score category. Auto credit scores generally represent average FICO scores obtained from three credit bureaus at the time of application and are not refreshed thereafter. Balances for which no credit score is available or the credit score is invalid are included in the 620 or below category.

Commercial Oil and Gas Portfolio

(Dollars in millions, except as noted)	2017 Q4	2017 Q3	2017 Q2	2017 Q1	2016 Q4
Commercial oil and gas portfolio:					
Loans held for investment:[1]					
Exploration and production	**$ 1,523**	$ 1,584	$ 1,411	$ 1,333	$ 1,402
Oilfield services	**395**	462	507	599	657
Midstream and other	**547**	584	547	486	472
Total loans held for investment	**2,465**	2,630	2,465	2,418	2,531
Unfunded exposure:					
Exploration and production	**2,162**	2,291	2,128	2,086	1,855
Oilfield services	**247**	273	311	359	365
Midstream and other	**712**	653	691	661	662
Total unfunded exposure	**3,121**	3,217	3,130	3,106	2,882
Total commercial oil and gas portfolio maximum credit exposure	**$ 5,586**	$ 5,847	$ 5,595	$ 5,524	$ 5,413
Selected performance metrics:					
Allowance for loan and lease losses	**$ 152**	$ 166	$ 180	$ 192	$ 227
Allowance as a percentage of loans held for investment	**6.19%**	6.30%	7.30%	7.96%	8.99%
Total reserves[2]	**$ 169**	$ 186	$ 206	$ 233	$ 262
Loans as a percentage of total commercial loans held for investment	**3.82%**	3.89%	3.64%	3.59%	3.78%
Loans as a percentage of total company loans held for investment	**0.97**	1.04	1.01	1.01	1.03
Criticized performing loan rate	**20.64**	23.94	25.29	27.27	28.19
Nonperforming loan rate	**4.50**	7.04	10.90	15.63	20.98

(1) Loans held for investment represents unpaid principal balance less charge-offs.

(2) Total reserves represent the allowance for loan and lease losses and the reserve for unfunded lending commitments recorded in other liabilities.

Cabela's Impacts to 2017 Domestic Card Results

- Contributed $6.2 billion of ending loans to the fourth quarter; 2% year-over-year growth excluding Cabela's.
- Contributed $5.8 billion of purchase volume to the fourth quarter; 8% year-over-year growth excluding Cabela's.
- Decreased revenue margin by approximately 65 basis points in the fourth quarter; 16.68% excluding Cabela's.
- Decreased the fourth quarter net charge-off rate rate by 28 basis points; 5.36% excluding Cabela's.
- Decreased the full year net charge-off rate by 8 basis points; 5.07% excluding Cabela's.
- Reduced the 30+ day delinquency rate by 17 basis points; 4.18% excluding Cabela's.