## FINANCIAL \& STATISTICAL SUMMARY

GAAP BASIS*

*Effective January 1, 2010, Capital One prospectively adopted two new accounting standards that resulted in the consolidation of the majority of the Company's credit card securitization trusts. The adoption of these new accounting standards resulted in the addition of approximately $\$ 41.9$ billion of assets, consisting primarily of credit card loan receivables, and a reduction of $\$ 2.9$ billion in stockholders' equity as of January 1, 2010. As the new accounting standards were adopted prospectivey, prior period results have not been adjusted. See the accompanying schedule "Impact of Adopting New Accounting Guidance. While the adoption of these new accounting standards has a significant impact on the comparability of the Company's GAAP financial results prior to and subsequent to adoption, the Company's reported GAAP results after adoption are now comparable to the prior "managed" results.

## CAPITAL ONE FINANCIAL CORPORATION (COF) <br> FINANCIAL \& STATISTICAL SUMMARY MANAGED BASIS* ${ }^{*}$ (for 2009 data)

| (in millions, except per share data and as noted) (unaudited) | $\begin{gathered} 2010 \\ \text { Q2 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2010 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \mathrm{Q} 4 \\ \hline \end{gathered}$ |  | $2009$Q3 |  | $\begin{gathered} 2009 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Earnings |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income | \$ | 3,097 | \$ | 3,228 | \$ | 3,170 | \$ | 3,212 | \$ | 2,957 |  |
| Non-Interest Income ${ }^{(1)}$ | \$ | $807{ }^{(7)}$ | \$ | $1,061{ }^{(7)(8)}$ | \$ | 1,199 | \$ | 1,373 | \$ | 1,190 | (9) |
| Total Revenue ${ }^{(2)}$ | \$ | 3,904 | \$ | 4,289 | \$ | 4,369 | \$ | 4,585 | \$ | 4,147 |  |
| Provision for Loan and Lease Losses | \$ | 723 | \$ | 1,478 | \$ | 1,847 | \$ | 2,200 | \$ | 1,904 |  |
| Marketing Expenses | \$ | 219 | \$ | 180 | \$ | 188 | \$ | 104 | \$ | 134 |  |
| Restructuring Expenses ${ }^{(3)}$ | \$ | - | \$ | - | \$ | 32 | \$ | 26 | \$ | 44 |  |
| Operating Expenses ${ }^{(4)}$ | \$ | 1,781 | \$ | 1,667 | \$ | 1,728 | \$ | 1,672 | \$ | 1,744 | (10) |
| Income Before Taxes | \$ | 1,181 | \$ | 964 | \$ | 574 | \$ | 583 | \$ | 321 |  |
| Effective Tax Rate |  | 31.2 \% |  | 25.3 \% |  | 29.6 \% |  | 25.0 \% |  |  |  |
| Income From Continuing Operations, Net of Tax | \$ | 812 | \$ | 720 | \$ | 404 | \$ | 437 | \$ | 229 |  |
| Loss From Discontinued Operations, Net of Tax | \$ | (204) ${ }^{(7)}$ | \$ | (84) ${ }^{(7)}$ | \$ | (28) | \$ | (43) | \$ | (6) |  |
| Net Income | \$ | 608 | \$ | 636 | \$ | 376 | \$ | 394 | \$ | 223 |  |
| Net Income (Loss) Available to Common Shareholders ${ }^{(A)}$ | \$ | 608 | \$ | 636 | \$ | 376 | \$ | 394 | \$ | (277) |  |
| Common Share Statistics |  |  |  |  |  |  |  |  |  |  |  |
| Basic EPS: ${ }^{(B)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) From Continuing Operations | \$ | 1.79 | \$ | 1.59 | \$ | 0.90 | \$ | 0.97 | \$ | (0.64) |  |
| Loss From Discontinued Operations | \$ | (0.45) | \$ | (0.18) | \$ | (0.07) | \$ | (0.09) | \$ | (0.01) |  |
| Net Income (Loss) | \$ | 1.34 | \$ | 1.41 | \$ | 0.83 | \$ | 0.88 | \$ | (0.66) |  |
| Diluted EPS: ${ }^{(8)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Income (Loss) From Continuing Operations | \$ | 1.78 | \$ | 1.58 | \$ | 0.89 | \$ | 0.96 | \$ | (0.64) |  |
| Loss From Discontinued Operations | \$ | (0.45) | \$ | (0.18) | \$ | (0.06) | \$ | (0.09) | \$ | (0.01) |  |
| Net Income (Loss) | \$ | 1.33 | \$ | 1.40 | \$ | 0.83 | \$ | 0.87 | \$ | (0.66) |  |
| Dividends Per Common Share | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 |  |
| Tangible Book Value Per Common Share (period end) ${ }^{(C)}$ | \$ | 24.89 | \$ | 22.86 | \$ | 27.72 | \$ | 26.86 | \$ | 24.95 |  |
| Stock Price Per Common Share (period end) | \$ | 40.30 | \$ | 41.41 | \$ | 38.34 | \$ | 35.73 | \$ | 21.88 |  |
| Total Market Capitalization (period end) | \$ | 18,228 | \$ | 18,713 | \$ | 17,268 | \$ | 16,064 | \$ | 9,826 |  |
| Common Shares Outstanding (period end) |  | 452.3 |  | 451.9 |  | 450.4 |  | 449.6 |  | 449.1 |  |
| Shares Used to Compute Basic EPS |  | 452.1 |  | 451.0 |  | 450.0 |  | 449.4 |  | 421.9 |  |
| Shares Used to Compute Diluted EPS |  | 456.4 |  | 455.4 |  | 454.9 |  | 453.7 |  | 421.9 |  |
| Managed Balance Sheet Statistics (period average) |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans Held for Investment | \$ | 128,203 | \$ | 134,206 | \$ | 138,184 | \$ | 143,540 | \$ | 148,013 |  |
| Average Earning Assets | \$ | 174,650 | \$ | 181,881 | \$ | 183,899 | \$ | 185,874 | \$ | 191,208 |  |
| Total Average Assets | \$ | 199,329 | \$ | 207,207 | \$ | 210,425 | \$ | 214,655 | \$ | 218,402 |  |
| Average Interest Bearing Deposits | \$ | 104,163 | \$ | 104,018 | \$ | 101,144 | \$ | 103,105 | \$ | 107,033 |  |
| Total Average Deposits | \$ | 118,484 | \$ | 117,530 | \$ | 114,598 | \$ | 115,882 | \$ | 119,604 |  |
| Average Equity | \$ | 24,526 | \$ | 23,681 | \$ | 26,518 | \$ | 26,002 | \$ | 27,668 |  |
| Return on Average Assets (ROA) |  | 1.63 \% |  | 1.39 \% |  | 0.77 \% |  | 0.81 \% |  | 0.42 | \% |
| Return on Average Equity (ROE) |  | 13.24 \% |  | 12.16 \% |  | 6.09 \% |  | 6.72 \% |  | 3.31 | \% |
| Return on Average Tangible Common Equity ${ }^{(\mathrm{D})}$ |  | 30.97 \% |  | 29.98 \% |  | 13.02 \% |  | 14.75 \% |  | 6.75 | \% |
| Managed Balance Sheet Statistics (period end) |  |  |  |  |  |  |  |  |  |  |  |
| Loans Held for Investment | \$ | 127,140 | \$ | 130,115 | \$ | 136,803 | \$ | 140,990 | \$ | 146,117 |  |
| Total Assets ${ }^{(\mathrm{E})}$ | \$ | 197,479 | \$ | 200,691 | \$ | 212,389 | \$ | 209,683 | \$ | 214,178 |  |
| Interest Bearing Deposits | \$ | 103,172 | \$ | 104,013 | \$ | 102,370 | \$ | 101,769 | \$ | 104,121 |  |
| Total Deposits | \$ | 117,331 | \$ | 117,787 | \$ | 115,809 | \$ | 114,503 | \$ | 116,725 |  |
| Tangible Assets ${ }^{(E)(F)}$ | \$ | 183,468 | \$ | 186,647 | \$ | 198,283 | \$ | 195,566 | \$ | 200,012 |  |
| Tangible Common Equity (TCE) ${ }^{(E)(G)}$ | \$ | 11,259 | \$ | 10,330 | \$ | 12,483 | \$ | 12,075 | \$ | 11,204 |  |
| Tangible Common Equity to Tangible Assets Ratio ${ }^{(\mathrm{E})}{ }^{(\mathrm{H})}$ |  | 6.14 \% |  | 5.53 \% |  | 6.30 \% |  | 6.17 \% |  | 5.60 | $\%^{(12)}$ |
| Performance Statistics (Managed) Quarter over Quarter |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income Growth ${ }^{(5)}$ |  | (4) \% |  | 2 \% |  | (1) \% |  | 9 \% |  | 8 | \% |
| Non-Interest Income Growth ${ }^{(5)}$ |  | (24) \% |  | (12) \% |  | (13) \% |  | 15 \% |  | 21 | \% |
| Revenue Growth ${ }^{(5)}$ |  | (9) \% |  | (2) $\%$ |  | (5) \% |  | 11 \% |  | 11 | \% |
| Net Interest Margin |  | 7.09 \% |  | 7.10 \% |  | 6.90 \% |  | 6.91 \% |  | 6.19 | \% |
| Revenue Margin |  | 8.94 \% |  | 9.43 \% |  | 9.50 \% |  | 9.87 \% |  | 8.68 | \% |
| Risk-Adjusted Margin ${ }^{(1)}$ |  | 5.01 \% |  | 4.99 \% |  | 4.74 \% |  | 5.23 \% |  | 4.31 | \% |
| Non-Interest Expense as a \% of Average Loans Held for Investment |  | 6.24 \% |  | 5.50 \% |  | 5.64 \% |  | 5.02 \% |  | 5.19 | \% |
| Efficiency Ratio ${ }^{(J)}$ |  | 51.23 \% |  | 43.06 \% |  | 43.85 \% |  | 38.74 \% |  | 45.29 | \% |
| Asset Quality Statistics (Managed) ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-Offs | \$ | 1,717 | \$ | 2,018 | \$ | 2,188 | \$ | 2,155 | \$ | 2,087 |  |
| Net Charge-Off Rate |  | 5.36 \% |  | 6.01 \% |  | 6.33 \% |  | 6.00 \% |  | 5.64 | \% |
| $30+$ day performing delinquency rate |  | 3.81 \% |  | 4.22 \% |  | 4.73 \% |  | 4.55 \% |  | 4.10 | \% |
| Full-time equivalent employees (in thousands) |  | 25.7 |  | 25.9 |  | 25.9 |  | 26.0 |  | 26.6 |  |

*Prior to the adoption of the new consolidation accounting standards, management evaluated the Company and each of its lines of business results on a "managed" basis, which is a nonGAAP measure. With the adoption of the new consolidation accounting standards, the Company's reported results are comparable to the "managed" basis, which reflect the consolidation of the majority of the Company's credit card securitization trusts. The accompanying Exhibit "Reconciliation to GAAP Financial Measures" presents a reconciliation of the Company's non-GAAP "managed" results to its GAAP results for periods prior to January 1, 2010. See the accompanying schedule "Impact of Adopting New Accounting Guidance" for additional information on the impact of new accounting standards.

## CAPITAL ONE FINANCIAL CORPORATION (COF)

## FINANCIAL \& STATISTICAL SUMMARY NOTES

(1) Includes the impact from the change in fair value of retained interests, including the interest-only strips, which totaled $\$ 17.4$ million in Q2 2010, $\$(35.7)$ million in Q1 2010, $\$ 55.3$ million in Q 42009 , $\$ 37.3$ million in Q3 2009 and $\$(114.5)$ million in Q2 2009.
 Q4 2009, \$517.0 million in Q3 2009 and \$571.9 million in Q2 2009.
(3) The Company completed its 2007 restructuring initiative during 2009.
 costs of $\$ 22.4$ million in Q2 2010, $\$ 16.7$ million in Q1 2010, $\$ 22.1$ million in Q4 2009, $\$ 10.7$ million in Q3 2009 and $\$ 8.8$ million in Q2 2009.
 ("CCB").
 acquisition. The metrics excluding such loans are as follows.

|  | Q2 2010 |  | Q1 2010 |  | Q4 2009 |  | Q3 2009 |  | Q2 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CCB period end acquired loan portfolio (in millions)(unaudited) | \$ | 6,381 | \$ | 6,799 | \$ | 7,251 | \$ | 7,885 | \$ | 8,644 |
| CCB average acquired loan portfolio (in millions)(unaudited) | \$ | 6,541 | \$ | 7,037 | \$ | 7,512 | \$ | 8,029 | \$ | 8,499 |
| Allowance as a \% of loans held for investment, excluding CCB |  | 5.63\% |  | 6.29\% |  | 4.95\% |  | 5.08\% |  | 4.86\% |
| Net charge-off rate (GAAP), excluding CCB |  | 5.64\% |  | 6.35\% |  | 5.44\% |  | 4.94\% |  | 4.65\% |
| Net charge-off rate (Managed), excluding CCB |  | 5.64\% |  | 6.35\% |  | 6.70\% |  | 6.36\% |  | 5.98\% |
| $30+$ day performing delinquency rate (GAAP), excluding CCB |  | 4.01\% |  | 4.46\% |  | 4.49\% |  | 4.48\% |  | 4.06\% |
| $30+$ day performing delinquency rate (Managed), excluding CCB |  | 4.01\% |  | 4.46\% |  | 4.99\% |  | 4.82\% |  | 4.36\% |

(7) During Q2 and Q1 2010, the Company recorded charges of $\$ 403.6$ million and $\$ 224.4$ million, respectively, related to representation and warranty matters. A portion of this expense is included in Discontinued Operations and the remainder is included in Non-Interest Income.
 which is included in non-interest income.
(9) In Q2 2009, the Company elected to convert and sell 404,508 shares of MasterCard class B common stock, which resulted in a gain of $\$ 65.5$ million that is included in non-interest income.
(10) Includes the FDIC Special Assessment of $\$ 80.5$ million.
 Treasury as described in note 13 below, the recognition of the remaining accretion was accelerated to Q2 2009 and accounted for as a dividend. Subsequent to this transaction, there is no difference between net income (loss) and net income (loss) available to common shareholders.
(12) Includes the impact of the issuance of $56,000,000$ common shares at $\$ 27.75$ per share on May $14,2009$.

 $\$ 11.75$ per warrant. The sale by the US Treasury had no impact on the Company's equity. The warrants remain outstanding and are included in paid-in capital on the balance sheet.

## STATISTICS / METRIC CALCULATIONS

(A) Consists of net income (loss) less dividends on preferred shares.
(B) Calculated based on net income (loss) available to common shareholders.
(C) Calculated based on tangible common equity divided by common shares outstanding.
(D) Calculated based on income from continuing operations divided by average tangible common equity, which is a non-GAAP measure. See page 4,Reconciliation To GAAP Financial Measures for a reconciliation of average equity to average tangible common equity.
(E) Calculated based on continuing operations, except for Average Equity and Return on Average Equity (ROE), which are based on average stockholders' equity.
 common equity ratio.
(G) Consists of stockholders' equity less preferred shares and intangible assets and the related deferred tax liabilities.
 common equity ratio.
(I) Calculated based on total revenue less net charge-offs divided by average earning assets, expressed as a percentage.
(J) Calculated based on non-interest expense less restructuring expense divided by total revenue.

## CAPITAL ONE FINANCIAL CORPORATION

## Reconciliation to GAAP Financial Measures

(dollars in millions)(unaudited)
The table below presents a reconciliation of tangible common equity and tangible assets, which are the components used to reconcile the non-GAAP tangible common equity "TCE" ratio to the comparable GAAP measure. The Company believes the non-GAAP TCE ratio is an important measure for investors to use in assessing the Company's capital strength. This measure may not be comparable to similarly titled measures used by other companies.

${ }^{(1)}$ Includes impact from related deferred taxes.
${ }^{(2)}$ Calculated based on tangible common equity divided by tangible assets.
${ }^{(3)}$ Adjustments to our GAAP results to reflect loans that have been securitized and sold as though the loans remained on our consolidated balance sheet.

* In addition to analyzing the Company's results on a reported basis, management previously evaluated Capital One's results on a "managed" basis, which consisted of non-GAAP financial measures. Capital One's managed results reflected the Company's reported results, adjusted to reflect the consolidation of the majority of the Company's credit securitization trusts. Because of the January 1 , 2010, adoption of the new consolidation accounting standards, the Company's consolidated reported results subsequent to January 1, 2010 are comparable to its "managed" results. The accompanying Exhibit "Reconciliation to GAAP Financial Measures" presents a reconciliation of the Company's non-GAAP "managed" results to its GAAP results for periods prior to January $1,2010$.


## Capital One Financial Corporation

## Impact of Adopting New Accounting Guidance

| (dollars in millions)(unaudited) | Opening Balance Sheet <br> January 1, 2010 |  | VIE Consolidation Impact |  | Ending Balance Sheet December 31, 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |
| Cash and due from banks | \$ | 12,683 | \$ | 3,998 | \$ | 8,685 |
| Loans held for investment |  | 138,184 |  | 47,565 |  | 90,619 |
| Allowance for loan and lease losses |  | $(8,391)$ |  | $(4,264)$ |  | $(4,127)$ |
| Net loans held for investment |  | 129,793 |  | 43,301 |  | 86,492 |
| Accounts receivable from securitizations |  | 166 |  | $(7,463)$ |  | 7,629 |
| Other assets |  | 68,869 |  | 2,029 |  | 66,840 |
| Total assets |  | 211,511 |  | 41,865 |  | 169,646 |
| Liabilities: |  |  |  |  |  |  |
| Securitization liability |  | 48,300 |  | 44,346 |  | 3,954 |
| Other liabilities |  | 139,561 |  | 458 |  | 139,103 |
| Total liabilities |  | 187,861 |  | 44,804 |  | 143,057 |
| Stockholders' equity |  | 23,650 |  | $(2,939)$ |  | 26,589 |
| Total liabilities and stockholders' equity | \$ | 211,511 | \$ | 41,865 | \$ | 169,646 |

## Allocation of the Allowance by Segment

| (dollars in millions)(unaudited) | January 1, 2010 |  | Consolidation Impact |  |  | December 31, 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Domestic credit card | \$ | 5,590 | \$ | 3,663 | (3) | \$ | 1,927 |
| International credit card |  | 727 |  | 528 |  |  | 199 |
| Total credit card |  | 6,317 |  | 4,191 |  |  | 2,126 |
| Commercial and multi-family real estate |  | 471 |  | - |  |  | 471 |
| Middle market |  | 131 |  | - |  |  | 131 |
| Specialty lending |  | 90 |  | - |  |  | 90 |
| Total commercial lending |  | 692 |  | - |  |  | 692 |
| Small ticket commercial real estate |  | 93 |  | - |  |  | 93 |
| Total commercial banking |  | 785 |  | - |  |  | 785 |
| Automobile |  | 665 |  | - |  |  | 665 |
| Mortgage (inc all new CCB originations) |  | 248 |  | 73 | (2) |  | 175 |
| Other retail |  | 236 |  | - |  |  | 236 |
| Total consumer banking |  | 1,149 |  | 73 |  |  | 1,076 |
| Other |  | 140 |  | - |  |  | 140 |
| Total company | \$ | 8,391 | \$ | 4,264 |  | \$ | 4,127 |

(1) Included within the "Other assets" line item is a deferred tax asset of $\$ 3.9$ billion, of which $\$ 1.6$ billion related to the January 1 , 2010, adoption of the new consolidation accounting standards.
(2) $\$ 73$ million of the reduction in the allowance for the first quarter is associated with the deconsolidation of certain mortgage trusts. This reduction in the allowance is recorded in non-interest income.
(3) An adjustment for $\$ 34$ million to retained earnings and the allowance for loan and lease losses was made in the second quarter for the impact of impairment on consolidated loans accounted for troubled debt restructurings. These adjustments are not reflected in the above table.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Statements of Income

(in millions, except per share data)(unaudited)

## Interest Income:

Loans held for investment, including past-due fees
Investment securities
Other
Total interest income

## Interest Expense:

Deposits
Securitized debt
Senior and subordinated notes
Other borrowings
Total interest expense

## Net interest income

Provision for loan and lease losses
Net interest income after provision for loan and lease losses

| Three Months Ended |  |  |
| :---: | :---: | :---: |
| June 30, | March 31, | June 30, |
| 2010 | 2010 | $2009^{(1)}$ |


|  | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2009^{(1)} \end{gathered}$ |
| \$ | 7,134 | \$ | 4,428 |
|  | 691 |  | 808 |
|  | 40 |  | 131 |
|  | 7,865 |  | 5,367 |
|  | 767 |  | 1,187 |
|  | 454 |  | 165 |
|  | 140 |  | 115 |
|  | 179 |  | 162 |
|  | 1,540 |  | 1,629 |
|  | 6,325 |  | 3,738 |
|  | 2,201 |  | 2,213 |
|  | 4,124 |  | 1,525 |
|  | (15) |  | 816 |
|  | 1,081 |  | 998 |
|  | 644 |  | 267 |
|  | (57) |  | (10) |
|  | 215 |  | 251 |
|  | 1,868 |  | 2,322 |
|  | 1,296 |  | 1,188 |
|  | 399 |  | 297 |
|  | 333 |  | 394 |
|  | 253 |  | 247 |
|  | 237 |  | 215 |
|  | - |  | 61 |
|  | 1,329 |  | 1,265 |
|  | 3,847 |  | 3,667 |
|  | 2,145 |  | 180 |
|  | 613 |  | 34 |
|  | 1,532 |  | 146 |
|  | (288) |  | (31) |
| \$ | 1,244 | \$ | 115 |
|  | - |  | (564) |
| \$ | 1,244 | \$ | (449) |

Servicing and securitizations
Service charges and other customer-related fees
Interchange
Net other-than-temporary impairment losses recognized in earnings ${ }^{(2)}$ Other

Total non-interest income


Non-Interest Expense:
Salaries and associate benefits
Marketing
Communications and data processing
Supplies and equipment
Occupancy
Restructuring expense ${ }^{(3)}$
Other
Total non-interest expense
Income from continuing operations before income taxes
Income tax provision
Income from continuing operations, net of tax
Loss from discontinued operations, net of tax
Net income
Preferred stock dividends
Net income (loss) available to common shareholders

Basic earnings per common share:
Income (loss) from continuing operations
Loss from discontinued operations
Net Income (loss) per common share
Diluted earnings per common share:
Income (loss) from continuing operations
Loss from discontinued operations
Net Income (loss) per common share
Dividends paid per common share

(1) Certain prior period amounts have been revised to conform to the current period presentation.
(2) For the three and six months ended June 30, 2010, the Company recorded other-than-temporary impairment losses of $\$ 26.2$ million and $\$ 57.4$ million, respectively. Additional unrealized losses of $\$ 119.7$ million on these securities was recognized in other comprehensive income as a component of stockholders' equity at June 30 , 2010.
(3) The Company completed its 2007 restructuring initiative during 2009.

## CAPITAL ONE FINANCIAL CORPORATION

## Consolidated Balance Sheets

(in millions)(unaudited)

|  | As of June 30 2010 |  | As of December 31 $2009{ }^{(1)}$ |  | As of June 30 $2009{ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |
| Cash and due from banks | \$ | 2,668 | \$ | 3,100 | \$ | 2,432 |
| Federal funds sold and repurchase agreements |  | 384 |  | 542 |  | 604 |
| Interest-bearing deposits at other banks |  | 2,147 |  | 5,043 |  | 1,166 |
| Cash and cash equivalents |  | 5,199 |  | 8,685 |  | 4,202 |
| Restricted cash for securitization investors |  | 3,446 |  | 501 |  | 570 |
| Securities available for sale |  | 39,424 |  | 38,830 |  | 37,667 |
| Securities held to maturity |  | - |  | 80 |  | 88 |
| Loans held for sale |  | 249 |  | 268 |  | 320 |
| Loans held for investment |  | 71,491 |  | 75,097 |  | 81,838 |
| Restricted loans for securitization investors |  | 55,649 |  | 15,522 |  | 19,102 |
| Less: Allowance for loan and lease losses |  | $(6,799)$ |  | $(4,127)$ |  | $(4,482)$ |
| Net loans held for investment |  | 120,341 |  | 86,492 |  | 96,458 |
| Accounts receivable from securitizations |  | 206 |  | 7,128 |  | 5,220 |
| Premises and equipment, net |  | 2,730 |  | 2,736 |  | 2,827 |
| Interest receivable |  | 1,077 |  | 936 |  | 951 |
| Goodwill |  | 13,588 |  | 13,596 |  | 13,568 |
| Other |  | 11,229 |  | 10,394 |  | 10,123 |
| Total assets | \$ | 197,489 | \$ | 169,646 | \$ | 171,994 |
|  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Non-interest-bearing deposits | \$ | 14,159 | \$ | 13,439 | \$ | 12,604 |
| Interest-bearing deposits |  | 103,172 |  | 102,370 |  | 104,121 |
| Senior and subordinated notes |  | 9,424 |  | 9,045 |  | 10,092 |
| Other borrowings |  | 5,585 |  | 8,015 |  | 7,990 |
| Securitized debt obligations |  | 33,009 |  | 3,954 |  | 5,270 |
| Interest payable |  | 543 |  | 509 |  | 660 |
| Other |  | 6,327 |  | 5,725 |  | 5,925 |
| Total liabilities |  | 172,219 |  | 143,057 |  | 146,662 |
| Stockholders' Equity: |  |  |  |  |  |  |
| Preferred stock |  | - |  | - |  | - |
| Common stock |  | 5 |  | 5 |  | 5 |
| Paid-in capital, net |  | 19,029 |  | 18,955 |  | 18,891 |
| Retained earnings and accumulated other comprehensive income |  | 9,436 |  | 10,809 |  | 9,605 |
| Less: Treasury stock, at cost |  | $(3,200)$ |  | $(3,180)$ |  | $(3,169)$ |
| Total stockholders' equity |  | 25,270 |  | 26,589 |  | 25,332 |
| Total liabilities and stockholders' equity | \$ | 197,489 | \$ | 169,646 | \$ | 171,994 |

(1) Certain prior period amounts have been revised to conform to the current period presentation.

## CAPITAL ONE FINANCIAL CORPORATION

Statements of Average Balances, Income and Expense, Yields and Rates ${ }^{(1)}$
(dollars in millions)(unaudited)

## GAAP Basis

Interest-earning assets:
Loans held for investment
Investment securities ${ }^{(2)}$
Other
Total interest-earning assets
Interest-bearing liabilities:
Interest-bearing deposits
NOW accounts
Money market deposit accounts

Savings accounts
Other consumer time deposits
Public fund CD's of \$100,000 or more
CD's of $\$ 100,000$ or more
Foreign time deposits
Total interest-bearing deposits
Senior and subordinated notes
Other borrowings
Securitization liability
Total interest-bearing liabilities
Net interest spread
Interest income to average interest-earning assets
Interest expense to average interest-earning assets
Net interest margin

| Quarter |  |  |  | Ended 06/30/10 |
| :--- | :--- | :--- | :---: | :---: |
| Average | Income/ | Yield/ |  |  |
| Balance | Expense | Rate |  |  |


| Quarter Ended 3/31/10 |  |  |
| :---: | :---: | :---: |
| Average | Income/ | Yield/ |
| Balance | Expense | Rate |


| Quarter Ended 06/30/09 |  |  |
| :---: | :---: | :---: |
| Average | Income/ | Yield/ |
| Balance | Expense | Rate |

## Managed Basis*

Interest-earning assets:
Loans held for investment
Investment securities ${ }^{(2)}$
Other
Total interest-earning assets

| $\$$ | 128,203 | $\$$ | 3,476 | $10.85 \%$ |
| :--- | ---: | :--- | ---: | ---: |
| $\$$ | 39,022 | $\$$ | 342 | $3.51 \%$ |
| $\$$ | 7,425 | $\$$ | 17 | $0.92 \%$ |
| $\$$ | 174,650 | $\$$ | 3,835 | $8.78 \%$ |


| $\$$ | 134,206 | $\$$ | 3,658 | $10.90 \%$ |
| :--- | ---: | :--- | ---: | ---: |
|  | 38,087 |  | 349 | $3.67 \%$ |
|  | 9,588 |  | 23 | $0.96 \%$ |
| $\$$ | 181,881 | $\$$ | 4,030 | $8.86 \%$ |


| \$ | 148,013 | $\$$ | 3,568 | $9.64 \%$ |
| :--- | ---: | :--- | ---: | :--- |
|  | 37,499 |  | 412 | $4.39 \%$ |
|  | 5,696 |  | 17 | $1.19 \%$ |
| $\$$ | 191,208 | $\$$ | 3,997 | $8.36 \%$ |

Interest-bearing liabilities:

Interest-bearing deposits
NOW accounts
Money market deposit accounts
Savings accounts
Other consumer time deposits
Public fund CD's of $\$ 100,000$ or more
CD's of $\$ 100,000$ or more
Foreign time deposits
Total interest-bearing deposits
Senior and subordinated notes
Other borrowings
Securitization liability
Total interest-bearing liabilities
Net interest spread
Interest income to average interest-earning assets
Interest expense to average interest-earning assets
Net interest margin


| \$ | 10,915 | $\$$ | 15 | $0.55 \%$ |
| :--- | ---: | :--- | ---: | :--- |
|  | 35,751 |  | 104 | $1.16 \%$ |
|  | 9,931 |  | 13 | $0.52 \%$ |
|  | 35,834 |  | 305 | $3.40 \%$ |
|  | 1,117 |  | 3 | $1.07 \%$ |
|  | 11,098 |  | 108 | $3.89 \%$ |
|  | 2,387 |  | 12 | $2.01 \%$ |
| $\$$ | 107,033 | $\$$ | 560 | $2.09 \%$ |
|  | 8,323 |  | 57 | $2.74 \%$ |
|  | 10,399 | 81 | $3.12 \%$ |  |
|  | 46,682 |  | 342 | $2.93 \%$ |
| $\$$ | 172,437 | $\$$ | 1,040 | $2.41 \%$ |

(1) Reflects amounts based on continuing operations.
(2) Consists of available-for-sale and held-to-maturity securities.
(3) Certain prior period amounts have been revised to conform to the current period presentation.

* Prior to the adoption of the new consolidation accounting standards, management evaluated the Company and each of its lines of business results on a "managed" basis. With the adoption of the new consolidation accounting standards, the Company's reported results are comparable to the "managed" basis which now reflect the consolidation of the majority of the Company's credit card securitization trusts. The accompanying Exhibit "Reconciliation to GAAP Financial Measures" presents a reconciliation of the Company's non-GAAP "managed" results to its reported results for periods prior to January 1, 2010.

CAPITAL ONE FINANCIAL CORPORATION (COF)
LENDING INFORMATION AND STATISTICS

## MANAGED BASIS ${ }^{(1)}$

| (Dollars in millions) (unaudited) | 2010 |  | 2010 | 10 |  | Q9 |  | 3 |  | 29 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end loans held for investment |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 54,628 | \$ | 56,228 | \$ | 60,300 | \$ | 61,892 | \$ | 64,760 |
| International credit card |  | 7,269 |  | 7,578 |  | 8,224 |  | 8,477 |  | 8,639 |
| Total Credit Card | \$ | 61,897 | \$ | 63,806 | \$ | 68,524 | \$ | 70,369 | \$ | 73,399 |
| Commercial and multifamily real estate | \$ | 13,580 | \$ | 13,618 | \$ | 13,843 | \$ | 13,978 | \$ | 14,225 |
| Middle market |  | 10,203 |  | 10,310 |  | 10,062 |  | 10,023 |  | 10,219 |
| Specialty lending |  | 3,815 |  | 3,619 |  | 3,555 |  | 3,399 |  | 3,228 |
| Total Commercial Lending | \$ | 27,598 | \$ | 27,547 | \$ | 27,460 | \$ | 27,400 | \$ | 27,672 |
| Small-ticket commercial real estate |  | 1,977 |  | 2,065 |  | 2,153 ${ }^{(7)}$ |  | 2,413 |  | 2,503 |
| Total Commercial Banking | \$ | 29,575 | \$ | 29,612 | \$ | 29,613 | \$ | 29,813 | \$ | 30,175 |
| Automobile | \$ | 17,221 | \$ | 17,446 | \$ | 18,186 | \$ | 19,295 | \$ | 19,902 |
| Mortgages |  | 13,322 |  | 13,967 |  | 14,893 |  | 15,639 |  | 16,579 |
| Retail banking |  | 4,770 |  | 4,970 |  | 5,135 |  | 5,215 |  | 5,367 |
| Total Consumer Banking | \$ | 35,313 | \$ | 36,383 | \$ | 38,214 | \$ | 40,149 | \$ | 41,848 |
| Other loans ${ }^{(2)}$ | \$ | 470 | \$ | 464 | \$ | 452 | \$ | 659 | \$ | 695 |
| Total | \$ | 127,255 | \$ | 130,265 | \$ | 136,803 | \$ | 140,990 | \$ | 146,117 |
| Average loans held for investment |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card | \$ | 55,252 | \$ | 58,108 | \$ | 60,443 | \$ | 63,299 | \$ | 65,862 |
| International credit card |  | 7,427 |  | 7,814 |  | 8,300 |  | 8,609 |  | 8,328 |
| Total Credit Card | \$ | 62,679 | \$ | 65,922 | \$ | 68,743 | \$ | 71,908 | \$ | 74,190 |
| Commercial and multifamily real estate | \$ | 13,543 | \$ | 13,716 | \$ | 13,926 | \$ | 13,938 | \$ | 14,122 |
| Middle market |  | 10,276 |  | 10,324 |  | 10,052 |  | 9,911 |  | 10,429 |
| Specialty lending |  | 3,654 |  | 3,609 |  | 3,535 |  | 3,753 |  | 3,472 |
| Total Commercial Lending | \$ | 27,473 | \$ | 27,649 | \$ | 27,513 | \$ | 27,602 | \$ | 28,023 |
| Small-ticket commercial real estate |  | 2,060 |  | 2,074 |  | 2,354 |  | 2,471 |  | 2,542 |
| Total Commercial Banking | \$ | 29,533 | \$ | 29,723 | \$ | 29,867 | \$ | 30,073 | \$ | 30,565 |
| Automobile | \$ | 17,276 | \$ | 17,769 | \$ | 18,768 | \$ | 19,636 | \$ | 20,303 |
| Mortgages |  | 13,573 |  | 15,434 |  | 15,170 |  | 15,925 |  | 16,707 |
| Retail banking |  | 4,811 |  | 5,042 |  | 5,176 |  | 5,515 |  | 5,712 |
| Total Consumer Banking | \$ | 35,660 | \$ | 38,245 | \$ | 39,114 | \$ | 41,076 | \$ | 42,722 |
| Other loans ${ }^{(2)}$ | \$ | 464 | \$ | 489 | \$ | 460 | \$ | 483 | \$ | 536 |
| Total | \$ | 128,336 | \$ | 134,379 | \$ | 138,184 | \$ | 143,540 | \$ | 148,013 |
| Net charge-off rates |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card |  | 9.49\% |  | 10.48\% |  | 9.59\% |  | 9.64\% |  | 9.23\% |
| International credit card |  | 8.38\% |  | 8.83\% |  | 9.52\% |  | 9.19\% |  | 9.32\% |
| Total Credit Card |  | 9.36\% |  | 10.29\% |  | 9.58\% |  | 9.59\% |  | 9.24\% |
| Commercial and multifamily real estate ${ }^{(3)}$ |  | 1.17\% |  | 1.45\% |  | 3.02\% |  | 1.37\% |  | 0.92\% |
| Middle market ${ }^{(3)}$ |  | 0.78\% |  | 0.82\% |  | 0.75\% |  | 0.56\% |  | 0.58\% |
| Specialty lending |  | 0.87\% |  | 0.90\% |  | 1.85\% |  | 1.39\% |  | 0.99\% |
| Total Commercial Lending ${ }^{(3)}$ |  | 0.98\% |  | 1.14\% |  | 2.04\% |  | 1.08\% |  | 0.80\% |
| Small-ticket commercial real estate |  | 4.21\% |  | 4.43\% |  | $13.08 \%{ }^{(7)}$ |  | 5.19\% |  | 1.86\% |
| Total Commercial Banking ${ }^{(3)}$ |  | 1.21\% |  | 1.37\% |  | 2.91\% |  | 1.42\% |  | 0.89\% |
| Automobile |  | 2.09\% |  | 2.97\% |  | 4.55\% |  | 4.38\% |  | 3.65\% |
| Mortgages ${ }^{(3)}$ |  | 0.46\% |  | 0.94\% |  | 0.72\% |  | 0.69\% |  | 0.43\% |
| Retail banking ${ }^{(3)}$ |  | 2.11\% |  | 2.11\% |  | 2.93\% |  | 2.44\% |  | 2.42\% |
| Total Consumer Banking ${ }^{(3)}$ |  | 1.47\% |  | 2.03\% |  | 2.85\% |  | 2.69\% |  | 2.23\% |
| Other loans |  | 27.95\% |  | 18.82\% |  | 28.25\% |  | 28.53\% |  | 37.00\% |
| Total |  | 5.36\% |  | 6.02\% |  | 6.33\% |  | 6.00\% |  | 5.64\% |
| 30+ day performing delinquency rate |  |  |  |  |  |  |  |  |  |  |
| Domestic credit card |  | 4.79\% |  | 5.30\% |  | 5.78\% |  | 5.38\% |  | 4.77\% |
| International credit card |  | 6.03\% |  | 6.39\% |  | 6.55\% |  | 6.63\% |  | 6.69\% |
| Total Credit Card |  | 4.94\% |  | 5.43\% |  | 5.88\% |  | 5.53\% |  | 4.99\% |
| Automobile |  | 7.74\% |  | 7.58\% |  | 10.03\% |  | 9.52\% |  | 8.89\% |
| Mortgages ${ }^{(3)}$ |  | 0.68\% |  | 0.93\% |  | 1.26\% |  | 1.17\% |  | 0.97\% |
| Retail banking ${ }^{(3)}$ |  | 0.87\% |  | 1.02\% |  | 1.23\% |  | 1.26\% |  | 0.91\% |
| Total Consumer Banking ${ }^{(3)}$ |  | 4.15\% |  | 4.13\% |  | 5.43\% |  | 5.19\% |  | 4.73\% |
| Nonperforming asset rates ${ }^{(5)(6)}$ |  |  |  |  |  |  |  |  |  |  |
| Commercial and multifamily real estate ${ }^{(3)}$ |  | 2.82\% |  | 3.65\% |  | 3.25\% |  | 2.66\% |  | 2.15\% |
| Middle market ${ }^{(3)}$ |  | 1.20\% |  | 1.15\% |  | 1.09\% |  | 1.25\% |  | 1.15\% |
| Specialty lending |  | 1.94\% |  | 2.18\% |  | 2.25\% |  | 2.12\% |  | 2.11\% |
| Total Commercial Lending ${ }^{(3)}$ |  | 2.10\% |  | 2.52\% |  | 2.33\% |  | 2.08\% |  | 1.78\% |
| Small-ticket commercial real estate |  | 3.57\% |  | 4.18\% |  | $4.87 \%{ }^{(7)}$ |  | 11.39\% |  | 10.08\% |
| Total Commercial Banking ${ }^{(3)}$ |  | 2.20\% |  | 2.64\% |  | 2.52\% |  | 2.84\% |  | 2.47\% |
| Automobile ${ }^{(4)}$ |  | 0.56\% |  | 0.55\% |  | 0.92\% |  | 0.87\% |  | 0.78\% |
| Mortgages ${ }^{(3)}$ |  | 3.78\% |  | 3.17\% |  | 2.24\% |  | 1.83\% |  | 1.51\% |
| Retail banking ${ }^{(3)}$ |  | 2.25\% |  | 2.07\% |  | 2.11\% |  | 1.98\% |  | 1.88\% |
| Total Consumer Banking ${ }^{(3)}$ |  | 2.00\% |  | 1.76\% |  | 1.60\% |  | 1.39\% |  | $\underline{ }$ |

# CAPITAL ONE FINANCIAL CORPORATION (COF) CREDIT CARD SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)}$ 

|  | 2010 | 2010 | 2009 | 2009 | 2009 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) (unaudited) | Q2 | Q1 | Q4 | Q3 |  |

## Credit Card:

## Earnings

Interest income

Net interest income
Non-interest income
Total revenue
Provision for loan and lease losses
Non-interest expense
Income before taxes
ncome tax provision
Net income

## Selected Metrics

Period end loans held for investment Average loans held for investment Loans held for investment yield
Revenue margin
Net charge-off rate
$30+$ day performing delinquency rate Purchase volume ${ }^{(8)}$

## Domestic Card Sub-segment

Net interest income Non-interest income
Total revenue
Provision for loan and lease losses
Non-interest expense
Income before taxes
ncome tax provision
Net income

## Selected Metrics

Period end loans held for investment
Average loans held for investment Loans held for investment yield
Revenue margin
Net charge-off rate
30+ day performing delinquency rate Purchase volume ${ }^{(8)}$

## International Card Sub-segment

 EarningsNet interest income

Total revenue
Provision for loan and lease losses
Non-interest expense
Income before taxes
ncome tax provision
Net income

## Selected Metrics

Period end loans held for investment
Average loans held for investment Loans held for investment yield
Revenue margin
Net charge-off rate
$30+$ day performing delinquency rate Purchase volume ${ }^{(8)}$

| $\$$ | 2,232 |
| :--- | ---: |
|  | 255 |
| $\$$ | 1,977 |
|  | 659 |
| $\$$ | 2,636 |
|  | 765 |
|  | 1,002 |
|  | 869 |
|  | 301 |
| $\$$ | 568 |
|  |  |
| $\$$ | 61,897 |
| $\$$ | 62,679 |
|  | $14.24 \%$ |
|  | $16.82 \%$ |
|  | $9.36 \%$ |
|  | $4.94 \%$ |
| $\$$ | 26,570 |
|  |  |
| $\$$ | 1,735 |
|  | 560 |
| $\$$ | 2,295 |
|  | 675 |
|  | 869 |
|  | 751 |
| $\$$ | 268 |


| $\$$ | 2,453 |
| :--- | ---: |
|  | 340 |
| $\$$ | 2,113 |
|  | 718 |
| $\$$ | 2,831 |
|  | 1,175 |
|  | 914 |
|  | 742 |
|  | 253 |
| $\$$ | 489 |


| $\$$ | 2,442 |
| :--- | ---: |
|  | 413 |
| $\$$ | 2,029 |
|  | 897 |
| $\$$ | 2,926 |
|  | 1,204 |
|  | 943 |
|  | 779 |
|  | 269 |
| $\$$ | 510 |


| $\$$ | 2,472 |
| :--- | ---: |
|  | 448 |
| $\$$ | 2,024 |
|  | 967 |
| $\$$ | 2,991 |
|  | 1,644 |
|  | 897 |
|  | 450 |
|  | 158 |
| $\$$ | 292 |


| $\$$ | 2,283 |
| :--- | ---: |
|  | 486 |
| $\$$ | 1,797 |
|  | 898 |
| $\$$ | 2,695 |
|  | 1,520 |
|  | 910 |
|  | 265 |
|  | 92 |
| $\$$ | 173 |

\$ 63,806

$\$ \quad$| 65,922 |
| :--- |
|  |
|  |
|  |
|  |
| $14.88 \%$ |


| $\$$ | 68,524 |
| :---: | :---: |
| $\$$ | 68,743 |
|  | $14.21 \%$ |
|  | $17.03 \%$ |
|  | $9.58 \%$ |
|  | $5.88 \%$ |
| $\$$ | 26,866 |


| $\$$ | 1,781 |
| :--- | ---: |
|  | 794 |
| $\$$ | 2,575 |
|  | 1,033 |
|  | 833 |
|  | 709 |
|  | 248 |
| $\$$ | 461 |


| $\$$ | 60,300 |
| ---: | ---: |
| $\$$ | 60,443 |
|  | $14.08 \%$ |
|  | $17.04 \%$ |
|  | $9.59 \%$ |
|  | $5.78 \%$ |
| $\$$ | 24.593 |


| $\$$ | 1,865 |
| :--- | ---: |
|  | 618 |
| $\$$ | 2,483 |
|  | 1,096 |
|  | 809 |
|  | 578 |
|  | 206 |
| $\$$ | 372 |


|  |  |
| :---: | :---: |
|  |  |
| $\$$ | 56,228 |
| $\$$ | 58,108 |
|  | $14.78 \%$ |
|  | $17.09 \%$ |
|  | $10.48 \%$ |
|  | $5.30 \%$ |
| $\$$ | 21,988 |


| $\$$ | 242 |
| :---: | ---: |
|  | 99 |
| $\$$ | 341 |
|  | 90 |
|  | 133 |
|  | 118 |
|  | 33 |
| $\$$ | 85 |
|  |  |
| $\$$ | 7,269 |
| $\$$ | 7,427 |
|  | $16.21 \%$ |
|  | $18.37 \%$ |
|  | $8.38 \%$ |
|  | $6.03 \%$ |
| $\$$ | 2,057 |



| $\$$ | 248 |
| :--- | ---: |
|  | 103 |
| $\$$ | 351 |
|  | 171 |
|  | 110 |
|  | 70 |
|  | 21 |
| $\$$ | 49 |

$$
\begin{aligned}
& \$ \\
& \$
\end{aligned}
$$



| $\$$ | 211 |
| :--- | ---: |
|  | 103 |
| $\$$ | 314 |
|  | 184 |
|  | 122 |
|  | 8 |
|  | 2 |
| $\$$ | 6 |
|  |  |
| $\$$ | 8,639 |
| $\$$ | 8,328 |
|  | $13.40 \%$ |
|  | $15.08 \%$ |
|  | $9.32 \%$ |
|  | $6.69 \%$ |
| $\$$ | 2,136 |

CAPITAL ONE FINANCIAL CORPORATION (COF)
COMMERCIAL BANKING SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)}$

| (Dollars in millions) (unaudited) | 2010 |  | 2010 |  | 2009 |  | 2009 |  | $\begin{gathered} 2009 \\ \text { Q2 } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Banking: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 319 | \$ | 312 | \$ | 318 | \$ | 301 | \$ | 279 |
| Non-interest income |  | 60 |  | 42 |  | 38 |  | 43 |  | 49 |
| Total revenue | \$ | 379 | \$ | 354 | \$ | 356 | \$ | 344 | \$ | 328 |
| Provision for loan and lease losses |  | 62 |  | 238 |  | 368 |  | 375 |  | 122 |
| Non-interest expense |  | 198 |  | 192 |  | 197 |  | 166 |  | 156 |
| Income (loss) before taxes |  | 119 |  | (76) |  | (209) |  | (197) |  | 50 |
| Income tax provision (benefit) |  | 42 |  | (27) |  | (73) |  | (69) |  | 17 |
| Net income (loss) | \$ | 77 | \$ | (49) | \$ | $\stackrel{(136)}{ }$ | \$ | (128) | \$ | 33 |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 29,575 | \$ | 29,612 | \$ | 29,613 | \$ | 29,813 | \$ | 30,175 |
| Average loans held for investment | \$ | 29,533 | \$ | 29,723 | \$ | 29,867 | \$ | 30,073 | \$ | 30,565 |
| Loans held for investment yield |  | 4.94\% |  | 5.03\% |  | 5.11\% |  | 5.06\% |  | 5.01\% |
| Period end deposits | \$ | 21,527 | \$ | 21,605 | \$ | 20,480 | \$ | 18,617 | \$ | 16,897 |
| Average deposits | \$ | 22,171 | \$ | 21,859 | \$ | 19,420 | \$ | 17,761 | \$ | 17,021 |
| Deposit interest expense rate |  | 0.67\% |  | 0.72\% |  | 0.80\% |  | 0.75\% |  | 0.77\% |
| Core deposit intangible amortization | \$ | 14 | \$ | 14 | \$ | 14 | \$ | 10 | \$ | 10 |
| Net charge-off rate ${ }^{(3)}$ |  | 1.21\% |  | 1.37\% |  | 2.91\% |  | 1.42\% |  | 0.89\% |
| Nonperforming loans as a percentage of loans held for investment ${ }^{(3)}$ |  | 2.04\% |  | 2.48\% |  | 2.37\% |  | 2.65\% |  | 2.33\% |
| Nonperforming asset rate ${ }^{(3)}$ |  | 2.20\% |  | 2.64\% |  | 2.52\% |  | 2.84\% |  | 2.47\% |

## CAPITAL ONE FINANCIAL CORPORATION (COF) <br> CONSUMER BANKING SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS <br> MANAGED BASIS ${ }^{(1)}$

| (Dollars in millions) (unaudited) | 2010Q2 |  | $\begin{gathered} 2010 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q4 } \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Banking: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 935 | \$ | 896 | \$ | 833 | \$ | 848 | \$ | 826 |
| Non-interest income |  | 162 |  | 316 |  | 153 |  | 212 |  | 226 |
| Total revenue | \$ | 1,097 | \$ | 1,212 | \$ | 986 | \$ | 1,060 | \$ | 1,052 |
| Provision for loan and lease losses |  | (112) |  | 50 |  | 249 |  | 156 |  | 202 |
| Non-interest expenses |  | 735 |  | 688 |  | 749 |  | 681 |  | 725 |
| Income (loss) before taxes |  | 474 |  | 474 |  | (12) |  | 223 |  | 125 |
| Income tax provision (benefit) |  | 169 |  | 169 |  | (4) |  | 78 |  | 44 |
| Net income (loss) | \$ | 305 | \$ | 305 | \$ | (8) | \$ | 145 | \$ | 81 |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 35,313 | \$ | 36,383 | \$ | 38,214 | \$ | 40,149 | \$ | 41,848 |
| Average loans held for investment | \$ | 35,660 | \$ | 38,245 | \$ | 39,114 | \$ | 41,076 | \$ | 42,722 |
| Loans held for investment yield |  | 8.99\% |  | 8.96\% |  | 8.83\% |  | 8.89\% |  | 8.69\% |
| Auto loan originations |  | 1,765 |  | 1,343 |  | 1,018 |  | 1,513 |  | 1,342 |
| Period end deposits | \$ | 77,407 | \$ | 76,883 | \$ | 74,145 | \$ | 72,253 | \$ | 73,883 |
| Average deposits | \$ | 77,082 | \$ | 75,115 | \$ | 72,976 | \$ | 73,284 | \$ | 74,321 |
| Deposit interest expense rate |  | 1.18\% |  | 1.27\% |  | 1.41\% |  | 1.58\% |  | 1.76\% |
| Core deposit intangible amortization | \$ | 36 | \$ | 38 | \$ | 40 | \$ | 46 | \$ | 47 |
| Net charge-off rate ${ }^{(3)}$ |  | 1.47\% |  | 2.03\% |  | 2.85\% |  | 2.69\% |  | 2.23\% |
| Nonperforming loans as a percentage of loans held for investment ${ }^{(3)}{ }^{(4)}$ |  | 1.82\% |  | 1.62\% |  | 1.45\% |  | 1.26\% |  | 1.08\% |
| Nonperforming asset rate ${ }^{(3)(4)}$ |  | 2.00\% |  | 1.76\% |  | 1.60\% |  | 1.39\% |  | 1.21\% |
| $30+$ day performing delinquency rate ${ }^{(3)(4)}$ |  | 4.15\% |  | 4.13\% |  | 5.43\% |  | 5.19\% |  | 4.73\% |
| Period end loans serviced for others | \$ | 23,730 | \$ | 26,778 | \$ | 30,283 | \$ | 30,659 | \$ | 31,492 |

# CAPITAL ONE FINANCIAL CORPORATION (COF) OTHER AND TOTAL SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS MANAGED BASIS ${ }^{(1)}$ 

| (Dollars in millions) (unaudited) | $\begin{gathered} 2010 \\ \text { Q2 } \end{gathered}$ |  | $\begin{gathered} 2010 \\ \text { Q1 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q4 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q3 } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2009 \\ \text { Q2 } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income (expense) | \$ | (132) | \$ | (91) | \$ | (11) | \$ | 39 | \$ | 55 |
| Non-interest income (expense) |  | (74) |  | (14) |  | 111 |  | 150 |  | 17 |
| Total revenue | \$ | (206) | \$ | (105) | \$ | 100 | \$ | 189 | \$ | 72 |
| Provision for loan and lease losses |  | 10 |  | 18 |  | 24 |  | 26 |  | 60 |
| Restructuring expenses ${ }^{(9)}$ |  | - |  | - |  | 32 |  | 26 |  | 43 |
| Non-interest expense |  | 65 |  | 53 |  | 27 |  | 31 |  | 88 |
| Income (loss) before taxes |  | (281) |  | (176) |  | 17 |  | 106 |  | (119) |
| Income tax benefit |  | (143) |  | (151) |  | (21) |  | (22) |  | (61) |
| Net income (loss) | \$ | (138) | \$ | (25) | \$ | 38 | \$ | 128 | \$ | (58) |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment ${ }^{(2)}$ | \$ | 470 | \$ | 464 | \$ | 452 | \$ | 659 | \$ | 695 |
| Average loans held for investment ${ }^{(2)}$ | \$ | 464 | \$ | 489 | \$ | 460 | \$ | 483 | \$ | 536 |
| Period end deposits | \$ | 18,397 | \$ | 19,299 | \$ | 21,184 | \$ | 23,633 | \$ | 25,945 |
| Average deposits | \$ | 19,231 | \$ | 20,556 | \$ | 22,202 | \$ | 24,837 | \$ | 28,262 |
| Total: |  |  |  |  |  |  |  |  |  |  |
| Earnings |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 3,099 | \$ | 3,230 | \$ | 3,169 | \$ | 3,212 | \$ | 2,957 |
| Non-interest income |  | 807 |  | 1,062 |  | 1,199 |  | 1,372 |  | 1,190 |
| Total revenue | \$ | 3,906 | \$ | 4,292 | \$ | 4,368 | \$ | 4,584 | \$ | 4,147 |
| Provision for loan and lease losses |  | 725 |  | 1,481 |  | 1,845 |  | 2,201 |  | 1,904 |
| Restructuring expenses ${ }^{(9)}$ |  | - |  | - |  | 32 |  | 26 |  | 43 |
| Non-interest expense |  | 2,000 |  | 1,847 |  | 1,916 |  | 1,775 |  | 1,879 |
| Income before taxes |  | 1,181 |  | 964 |  | 575 |  | 582 |  | 321 |
| Income tax provision |  | 369 |  | 244 |  | 171 |  | 145 |  | 92 |
| Net income | \$ | 812 | \$ | 720 | \$ | 404 | \$ | 437 | \$ | 229 |
| Selected Metrics |  |  |  |  |  |  |  |  |  |  |
| Period end loans held for investment | \$ | 127,255 | \$ | 130,265 | \$ | 136,803 | \$ | 140,990 | \$ | 146,117 |
| Average loans held for investment | \$ | 128,336 | \$ | 134,379 | \$ | 138,184 | \$ | 143,540 | \$ | 148,013 |
| Period end deposits | \$ | 117,331 | \$ | 117,787 | \$ | 115,809 | \$ | 114,503 | \$ | 116,725 |
| Average deposits | \$ | 118,484 | \$ | 117,530 | \$ | 114,598 | \$ | 115,882 | \$ | 119,604 |

## CAPITAL ONE FINANCIAL CORPORATION (COF) LOAN DISCLOSURES AND SEGMENT FINANCIAL \& STATISTICAL SUMMARY FOR CONTINUING OPERATIONS NOTES

(1) Prior to the adoption of the new consolidation accounting standards management evaluated the Company and each of its lines of business results on a "managed' basis, which is a non-GAAP measure. With the adoption of the new consolidation accounting standards, the Companys reported results are comparable to the "managed" basis, which now reflect the consolidation of the majority of the Company's credit card securitization trusts. However, the Company's total segment results differs from its reported consolidated results because our segment results include the loans underlying one of our securitization trusts that remains unconsolidated. The outstanding balance of the loans in this off-balance sheet trust are reflected in our segment results was $\$ 114.8$ million as of June 30 , 2010.The accompanying Exhibit "Reconciliation to GAAP Financial Measures" presents a reconciliation of the Company's non-GAAP "managed" results to its GAAP results for periods prior to January 1, 2010.
(2) Other loans held for investment includes unamortized premiums and discounts on loans acquired as part of North Fork and Hibernia acquisitions.
(3) The denominator used in calculating the allowance as a \% of Loans Held for Investment, Net Charge-off Rate and 30+ Day Performing Delinquency Rate include loans acquired as part of the Chevy Chase Bank, FSB ("CCB") acquisition. The metrics excluding such loans are as follows.

|  | Q2 2010 |  | Q1 2010 |  | Q4 2009 |  | Q3 2009 |  | Q2 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CCB period end acquired loan portfolio (in millions)(unaudited) | \$ | 6,381 | \$ | 6,799 | \$ | 7,251 | \$ | 7,885 | \$ | 8,644 |
| CCB average acquired loan portfolio (in millions)(unaudited) | \$ | 6,541 | \$ | 7,037 | \$ | 7,512 | \$ | 8,029 | \$ | 8,499 |
| Net charge-off rate |  |  |  |  |  |  |  |  |  |  |
| Commercial and Multifamily Real Estate |  | 1.19\% |  | 1.48\% |  | 3.05\% |  | 1.38\% |  | 0.95\% |
| Middle Market |  | 0.82\% |  | 0.87\% |  | 0.75\% |  | 0.56\% |  | 0.61\% |
| Total Commercial Lending |  | 1.01\% |  | 1.48\% |  | 2.05\% |  | 1.08\% |  | 0.83\% |
| Total Commercial Banking |  | 1.24\% |  | 1.41\% |  | 2.93\% |  | 1.43\% |  | 0.92\% |
| Mortgage |  | 0.77\% |  | 1.02\% |  | 1.24\% |  | 1.24\% |  | 0.77\% |
| Retail Banking |  | 2.23\% |  | 2.22\% |  | 3.20\% |  | 2.57\% |  | 2.56\% |
| Total Consumer Banking |  | 1.76\% |  | 2.28\% |  | 3.45\% |  | 3.28\% |  | 2.72\% |
| $30+$ day performing delinquency rate |  |  |  |  |  |  |  |  |  |  |
| Mortgage |  | 1.14\% |  | 1.58\% |  | 2.18\% |  | 2.06\% |  | 1.76\% |
| Retail Banking |  | 0.91\% |  | 1.07\% |  | 1.30\% |  | 1.33\% |  | 0.96\% |
| Total Consumer Banking |  | 4.93\% |  | 4.95\% |  | 6.56\% |  | 6.27\% |  | 5.61\% |
| Nonperforming asset rate |  |  |  |  |  |  |  |  |  |  |
| Commercial and Multifamily Real Estate |  | 2.90\% |  | 3.71\% |  | 3.34\% |  | 2.79\% |  | 2.25\% |
| Middle Market |  | 1.25\% |  | 1.23\% |  | 1.13\% |  | 1.30\% |  | 1.21\% |
| Total Commercial Lending |  | 2.16\% |  | 2.60\% |  | 2.39\% |  | 2.15\% |  | 1.85\% |
| Total Commercial Banking |  | 2.26\% |  | 2.72\% |  | 2.62\% |  | 2.95\% |  | 2.54\% |
| Mortgage |  | 6.30\% |  | 5.36\% |  | 3.88\% |  | 3.24\% |  | 2.73\% |
| Retail Banking |  | 2.37\% |  | 2.17\% |  | 2.23\% |  | 2.09\% |  | 1.88\% |
| Total Consumer Banking |  | 2.38\% |  | 2.11\% |  | 1.93\% |  | 1.68\% |  | 1.47\% |
| Nonperforming loans as a percentage of loans held for investment |  |  |  |  |  |  |  |  |  |  |
| Commercial Banking |  | 2.09\% |  | 2.55\% |  | 2.43\% |  | 2.72\% |  | 2.41\% |
| Consumer Banking |  | 2.16\% |  | 1.93\% |  | 1.75\% |  | 1.53\% |  | 1.32\% |

(4) Includes nonaccrual consumer auto loans 90+ days past due.
(5) Nonperforming assets consist of nonperforming loans and real estate owned ("REO") and foreclosed assets. The nonperforming asset ratios are calculated based on nonperforming assets for each segment divided by the combined total of loans held for investment, REO and foreclosed assets for the segment.
 until the loan is charged off, typically when the account becomes 180 days past due. Billed finance charges and fees considered uncollectible are not recognized in income.
(7) During Q4 2009, the Company reclassified $\$ 127.5$ million of small ticket commercial real estate from loans held for investment to loans held for sale and recognized charge-offs of $\$ 79.5$ million.
(8) Includes all purchase transactions net of returns. Excludes cash advance transactions.
(9) The Company completed its 2007 restructuring initiative during 2009.

