First quarter 2008 results

April 17, 2008

Forward looking statements

Forward-Looking Information

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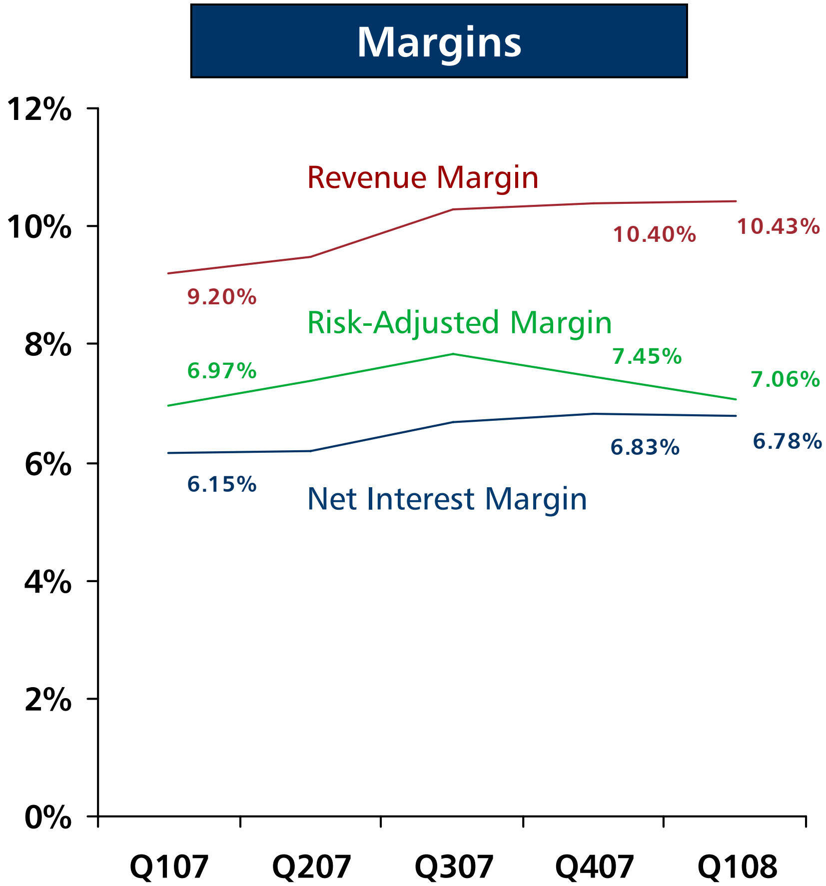
Certain statements in this presentation and other oral and written statements made by the Company from time to time, are forward-looking statements, including those that discuss strategies, goals, outlook or other non-historical matters; projections, revenues, income, returns, earnings per share or other financial measures for Capital One and/or discuss the assumptions that underlie these projections, including future financial and operating results, and the company's plans, objectives, expectations and intentions. 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 our actual results to differ materially from those described in forward-looking statements, including, among other things: general economic and business conditions in the U.S. and or the UK, including conditions affecting consumer income, spending and repayments, changes in the credit environment in the U.S. and or the UK, including an increase or decrease in credit losses, changes in the interest rate environment; continued intense competition from numerous providers of products and services that compete with our businesses; financial, legal, regulatory or accounting changes or actions; changes in our aggregate accounts or consumer loan balances and the growth rate and composition thereof; the amount of deposit growth; changes in the reputation of the credit card industry and/or the company with respect to practices and products; the risk that Capital One's acquired businesses will not be integrated successfully; the risk that synergies from such acquisitions may not be fully realized or may take longer to realize than expected; disruption from the acquisitions making it more difficult to maintain relationships with customers, employees or suppliers; the risk that the benefits of the Company's restructuring initiative, including cost savings, may not be fully realized; our ability to access the capital markets at attractive rates and terms to fund our operations and future growth; losses associated with new products or services; the company's ability to execute on its strategic and operational plans; any significant disruption in our operations or technology platform; our ability to effectively control our costs; the success of marketing efforts; our ability to recruit and retain experienced management personnel; changes in the labor employment market; general economic conditions in the mortgage industry; and other factors listed from time to time in reports we file with the Securities and Exchange Commission (the "SEC"), including, but not limited to, factors set forth under the caption "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2007. 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. A reconciliation of any non-GAAP financial measures included in this presentation can be found in the Company's most recent Form 10-K concerning annual financial results, available on the Company's website at www.capitalone.com in Investor Relations under "About Capital One."

First quarter 2008 highlights

- **Diluted EPS of $1.47; EPS from Continuing Operations of $1.70, up 3% over Q107**
  - Allowance build of $310M
  - $104M increase to GreenPoint Rep and Warranty reserve
  - $200M benefit from Visa IPO
- **Substantial increase in revenue margin year-over-year, coupled with expense reductions, largely offset the adverse impact of higher credit costs**
- **Credit performance largely in line with expectations, but credit outlook worsening due to weakening US economy**
- **Remain cautious on loan growth; bullish on deposit growth**
  - Managed loans declined $3.3B from Q407; deposits grew $4.9B
- **Balance sheet remains a source of strength**
  - TCE ratio increased from 5.83% in Q407 to 6.03%
  - Maintained strong liquidity and diverse funding sources
  - Increased quarterly dividend to $0.375
- **Completed integration of multiple systems, including deposit platform, and New York metro bank brand conversion**

Substantial increase in revenue margin year-over-year largely offset the adverse impact of higher credit costs

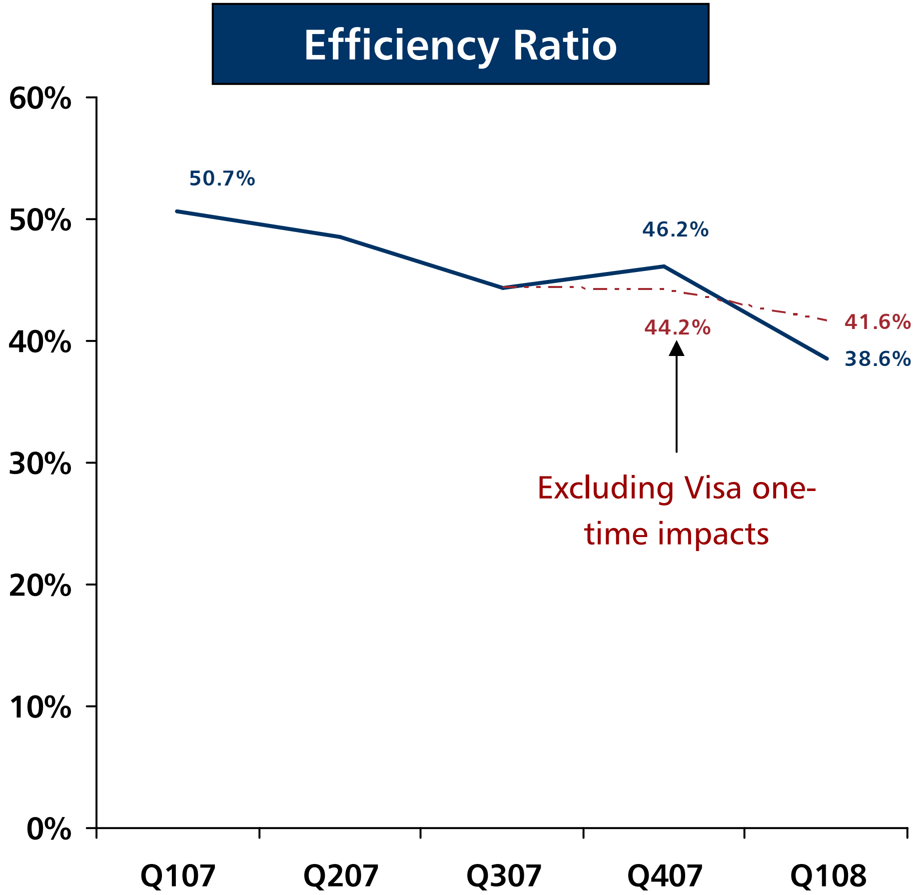


Margin Drivers

- Year-over-year: US Card pricing and fee changes drove substantial increase in revenue margin

- Quarter-over-quarter: Reduced US Card fees offset by more active balance sheet management

We continue to drive efficiency gains



Quarterly Highlights

- Reduced headcount by 1,600 in Q108; 5,400 since Q107
- Announced UK and Auto Finance restructurings
  - Approximately 1000 positions to be eliminated

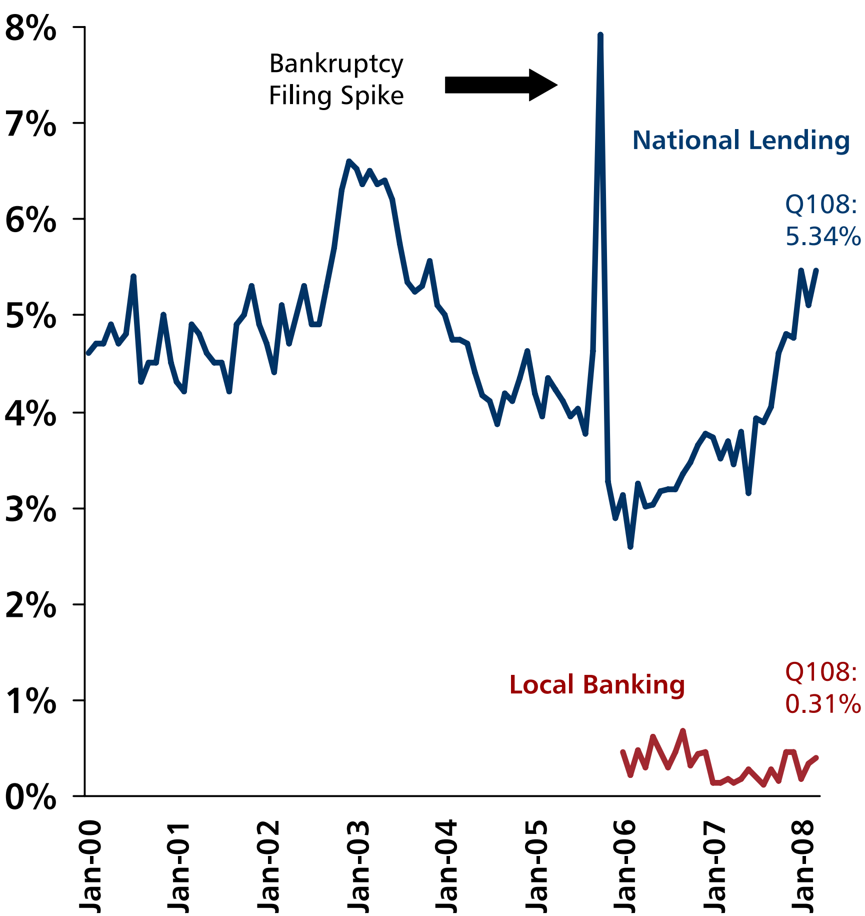
2008 Expectations

- Mid-40%'s or lower efficiency ratio
- 2008 operating expenses at least $200M below 2007

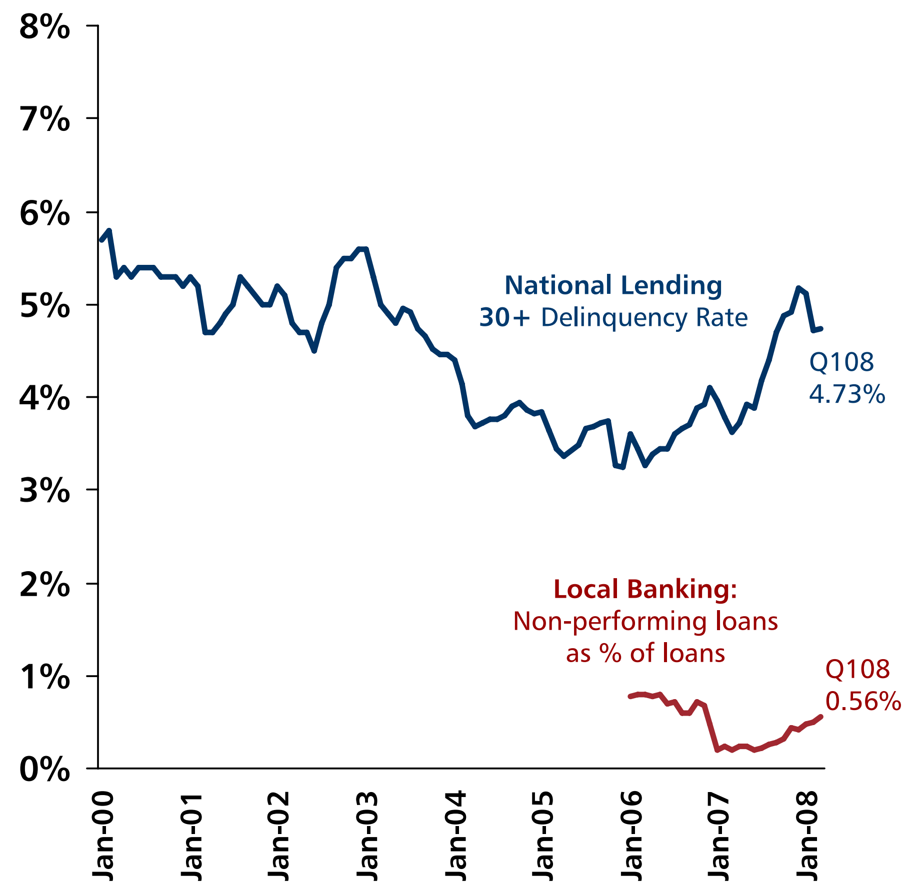
CapitalOne

Credit metrics reflect weakening in the U.S. economy

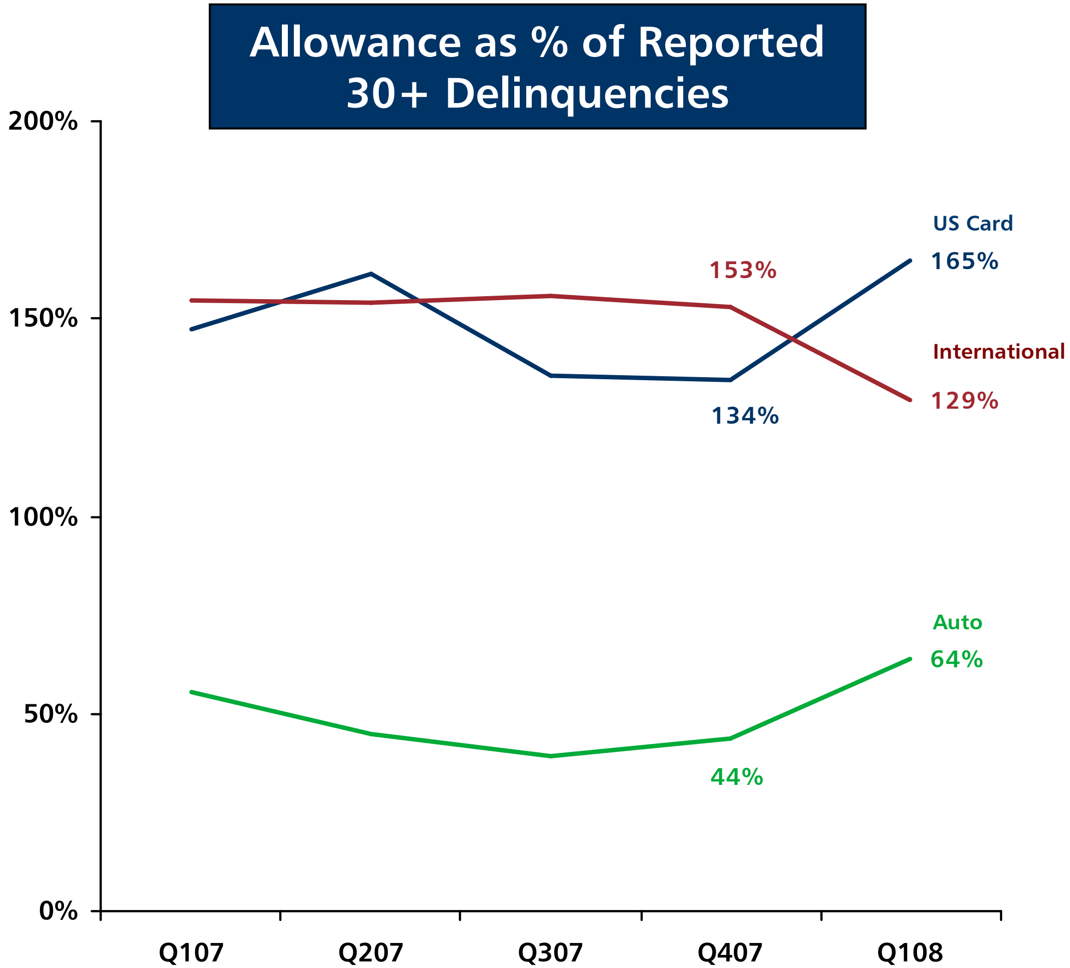
Monthly Managed
Net Charge-off Rate



Monthly Managed Delinquency
and Non-Performing Loan Rate



Given the deteriorating outlook for the US economy, we have increased our loan loss allowance

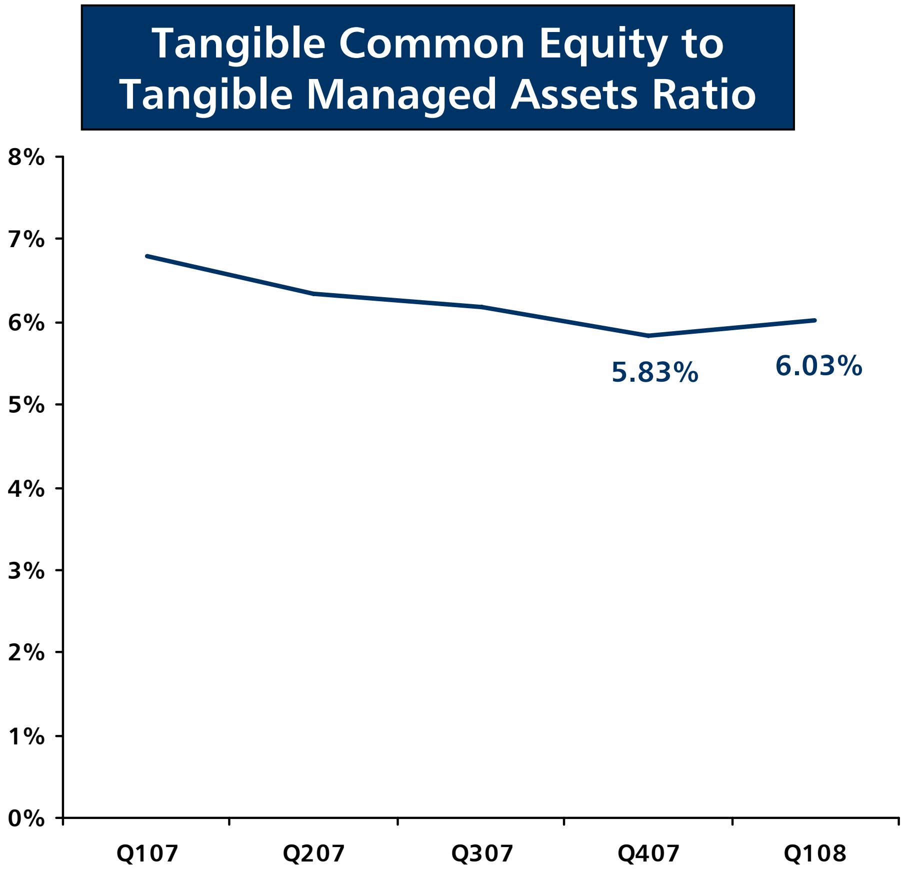


	Q107	Q207	Q307	Q407	Q108
Allowance as % of Reported Loans	2.3%	2.3%	2.4%	2.9%	3.3%

Quarterly Highlights

- Increased loan loss allowance by $310M to $3.3B
- Allowance consistent with managed charge-offs of approximately $6.7B over the next 12 months

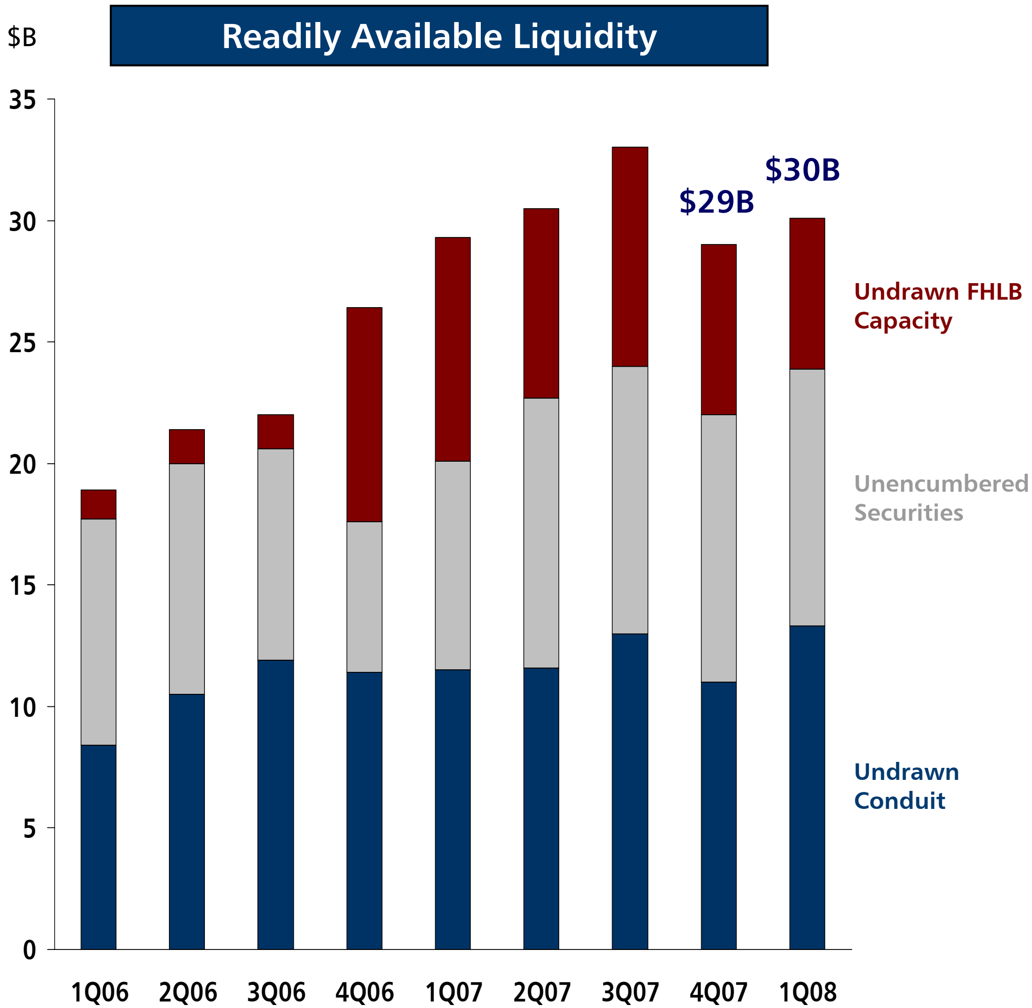
Despite credit headwinds, we remain capital generative



2008 Expectations

- TCE ratio at or above high-end of 5.5%-6% target range
- Expect to continue $0.375 quarterly dividend
- Share buybacks dependent on economic outlook
  - 2H08 at the earliest

We continue to maintain ample liquidity



Quarterly Highlights

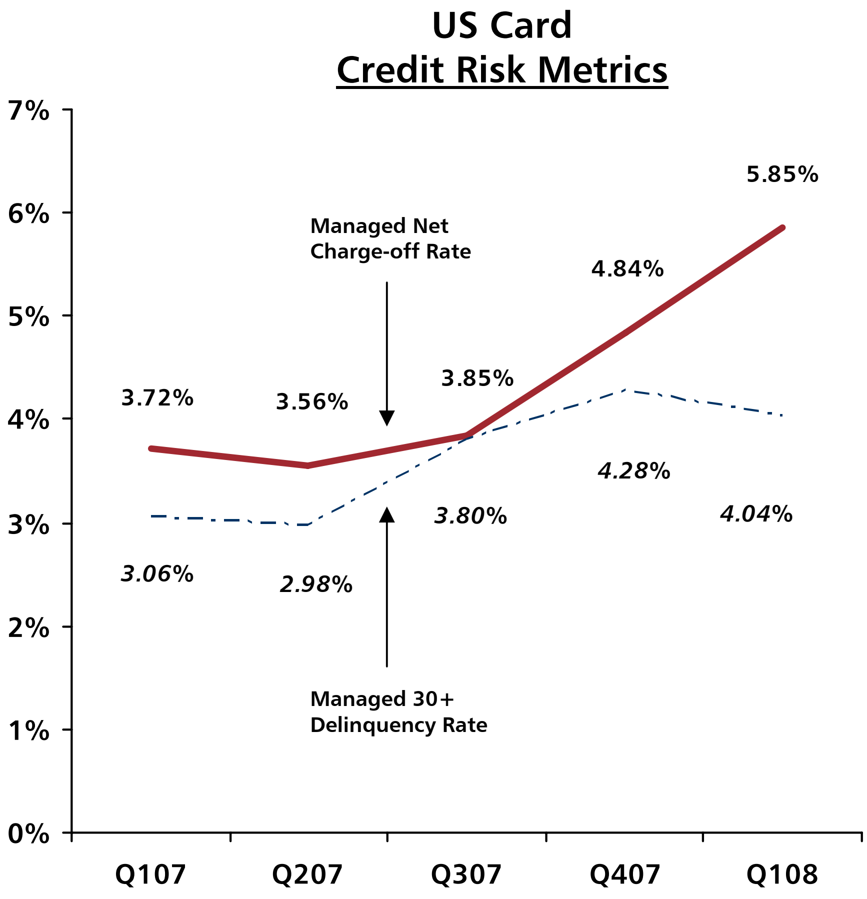
- Liquidity position is 5x next 12 months of capital markets funding plan
- Moved Auto Finance to be a subsidiary of National Bank
- $5.7B Holding company cash:
  - Covers parent obligations for over 2 years, including common stock and dividends
- Maintained strong, diversified funding
  - Q1 deposit growth of $4.9B
  - $3.0B AAA US Card ABS YTD
- Highly liquid, low risk investment portfolio

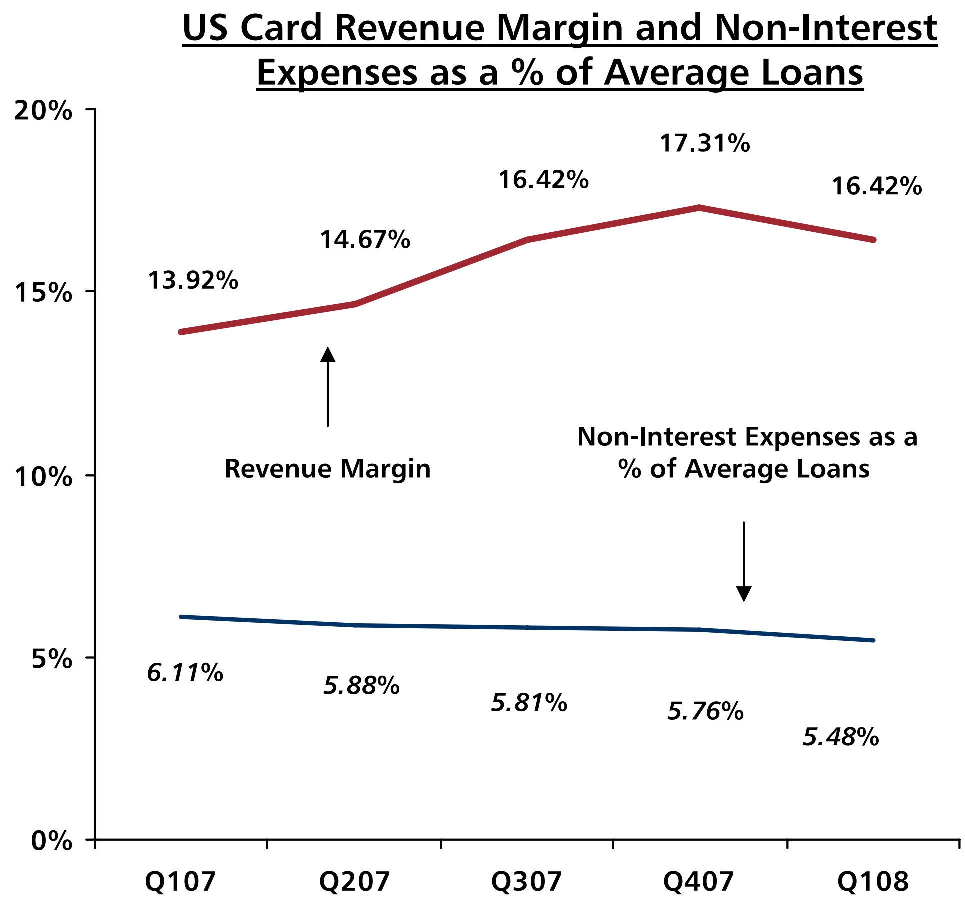
Capital One remains highly profitable despite significant cyclical credit headwinds

Net Income from Continuing Operations ($Millions)

	Q108	Q407	Q307	Q207	Q107
National Lending					
US Card	$ 491.2	$ 498.7	$ 626.8	$ 592.9	$ 538.5
Auto Finance	(82.4)	(112.4)	(3.8)	38.0	44.4
International	33.3	54.7	47.4	18.2	19.5
SUBTOTAL	442.1	441.0	670.4	649.1	602.3
Local Banking	75.8	103.6	195.5	154.8	139.2
Other	114.6	(223.0)	(49.6)	(36.3)	(55.4)
Total Company	$ 632.6	$ 321.6	$ 816.4	$ 767.6	$ 686.1

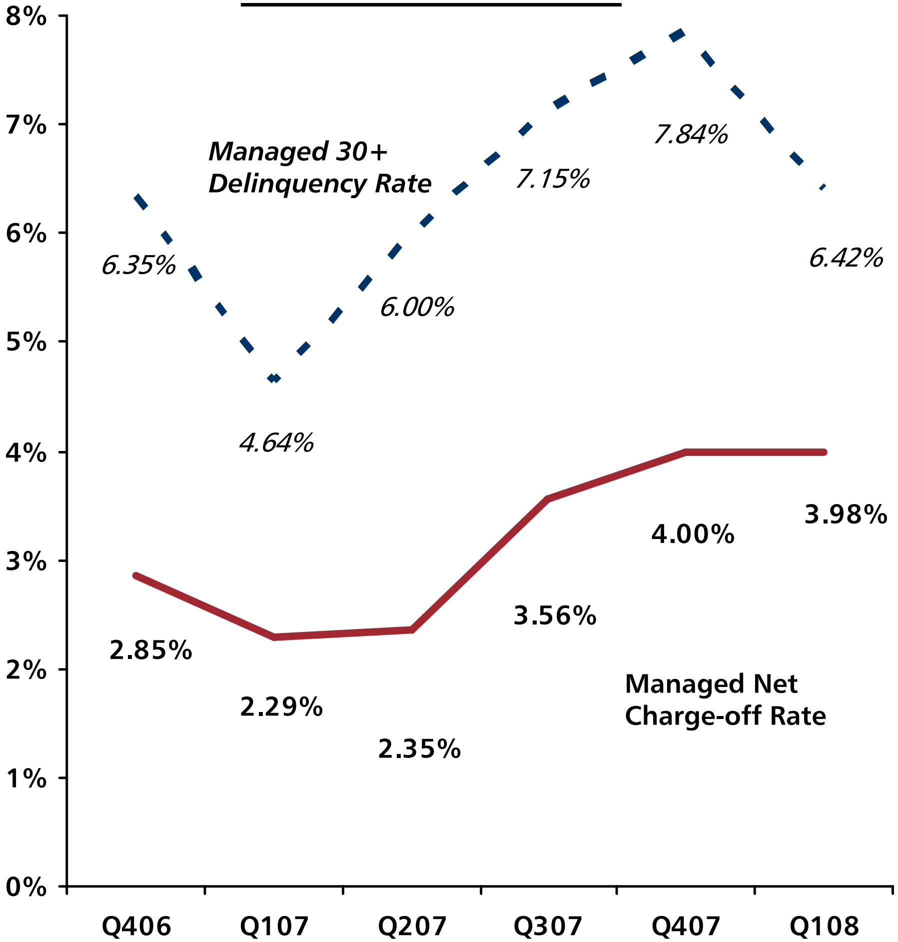
We are taking action to strengthen resiliency and sustain the strong financial returns of our US Card business



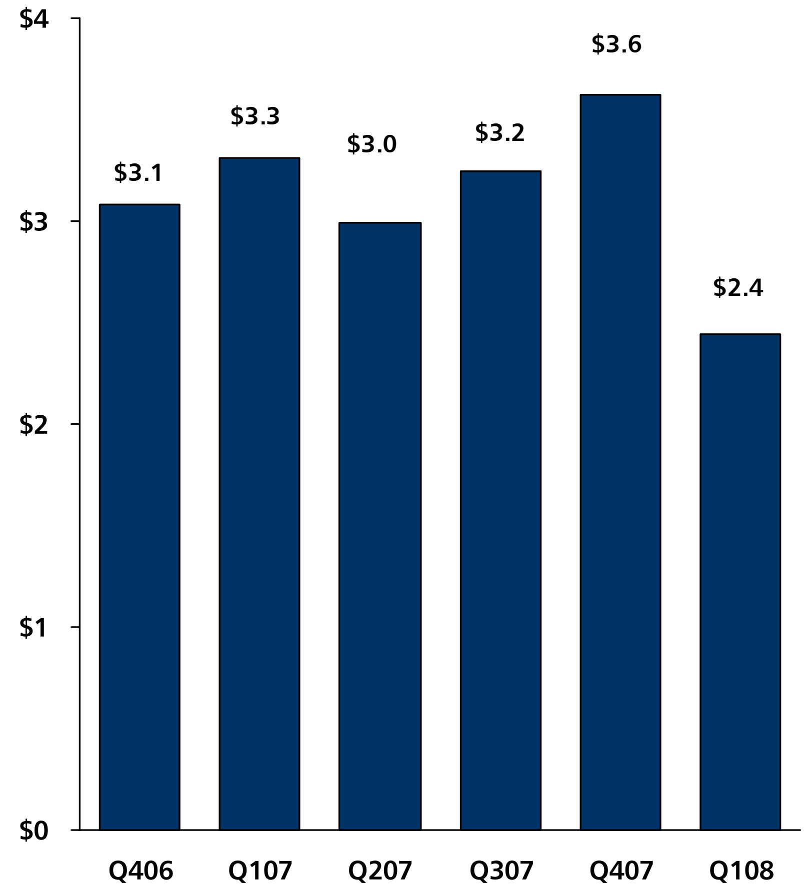


We continue to aggressively retrench and reposition our auto business for resilience

Credit Risk Metrics



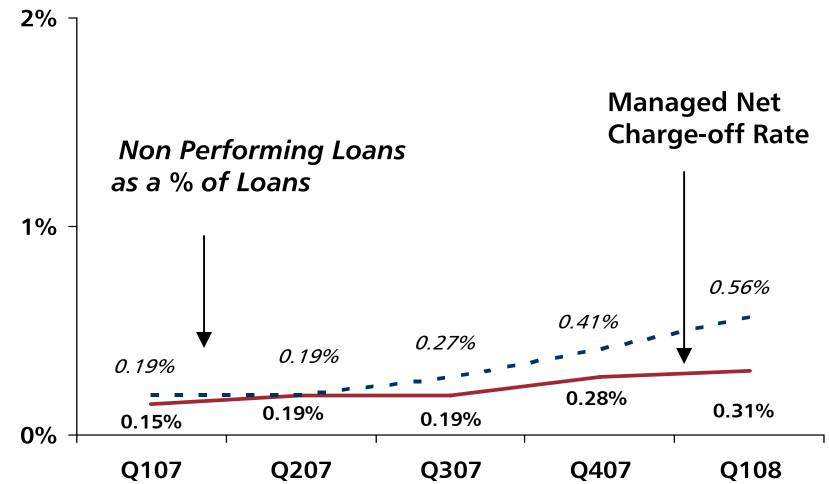
Auto Loan Originations ($B)



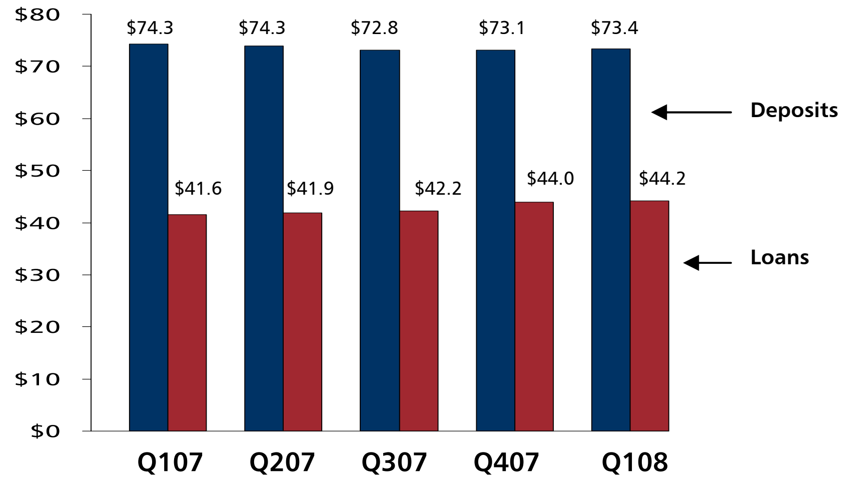
Bank integration was largely completed in the quarter

- Launched new Capital One logo
- Completed brand conversion of former North Fork branches
- Consolidated banking operations onto a single deposit platform

Credit Risk Metrics



Deposit and Loan Portfolio ($B)



We expect sound operating metrics in 2008, despite continued credit headwinds

	2008 Outlook	Commentary
Loan/Deposit Growth	Flat loan growth; double-digit deposit growth	Cautious on loan growth; bullish on deposit growth
Revenue Growth	Low-to mid-single digits	Revenue margin remains strong
Cost Management	Efficiency ratio in the low-to mid-40%'s	At least $200M Y/Y OpEx reduction vs. 2007
Credit Expectations	Continued economic weakness	Allowance at 3/31/08 consistent with $6.7B in charge-offs for the next 12 months
Capital Management	Manage to the high end or above 5.5-6.0% TCE target	Expect to continue $0.375 quarterly dividend; share repurchases dependent on economic outlook; 2H08 at the earliest

Our actions position Capital One to deliver shareholder value over the cycle

Strong Position

- Resilient businesses
- Conservatism imbedded in underwriting decisions
- Banking transformation
  - Fortified funding and liquidity
  - Strong capital position
  - Broad funding flexibility

Decisive Actions

- Pulled back on loan growth across lending businesses
  - Tightened underwriting across lending businesses
- Retrenching and repositioning Auto Finance
- Pulled back or exited least resilient businesses
- Shut down GreenPoint Mortgage origination businesses
- Increased pricing to strengthen margins
- Driving strong operating efficiency gains
- Enhancing and leveraging strong balance sheet
- Managing capital with discipline

Appendix

First quarter 2008 balance sheet and return metrics from Continuing Operations

Managed Balance Sheet Highlights ($Millions)

	Q108	Q407	Q107	Q108/Q407 Change $	Q108/Q407 Change %/bps
Total Deposits	$ 87,695	$ 82,761	$ 87,471	$ 4,934	6.0 %
Total Managed Loans Held for Investment	148,037	151,362	142,005	(3,325)	(2.2)
Tangible Assets	185,962	185,428	180,501	534	0.3
Tangible Common Equity	11,220	10,814	12,270	406	3.8
Tangible Common Equity to Tangible Assets Ratio	6.03 %	5.83 %	6.80 %	n/a	20 bps

Net Interest Margin	6.78 %	6.83 %	6.15 %	n/a	(5) bps
Revenue Margin	10.43	10.40	9.20	n/a	3
Return on Average Managed Assets	1.27	0.64	1.42	n/a	63
Return on Average Equity	10.30	5.20	10.72	n/a	510
Return on Average Tangible Common Equity	22.70	11.54	24.53	n/a	1,116

First quarter 2008 managed income statement

Managed Income Statement Highlights ($Millions except per share data)

	Q108	Q407	Q107	Q108/Q407 Change $	Q108/Q407 Change %/bps
Net Interest Income	$ 2,976.8	$ 3,000.5	$ 2,602.5	$ (23.7)	(1) %
Non-Interest Income	1,606.7	1,566.2	1,294.1	40.5	3
Total Revenue	4,583.5	4,566.7	3,896.6	16.8	0 %
Net Charge-offs	$ 1,482.3	$ 1,296.2	$ 947.3	$ 186.1	14 %
Allowance Build	310.4	643.0	(75.0)	(332.6)	(52)
Other	1.5	1.1	(4.6)	0.4	36
Provision for Loan Losses	1,794.2	1,940.3	867.7	(146.1)	(8) %
Marketing Expenses	$ 297.8	$ 358.2	$ 330.9	(60.4)	(17) %
Restructuring Expenses	52.8	27.8	-	25.0	90
Operating Expenses	1,471.7	1,749.2	1,643.2	(277.5)	(16)
Tax Rate	34.6 %	34.5 %	35.0 %	n/a	10 bps
Income from Continuing Operations, Net of Tax	$ 632.6	$ 321.6	$ 686.1	$ 311.0	97 %
Loss from Discontinued Operations, Net of Tax	(84.1)	(95.0)	(11.1)	10.9	11
Net Income	548.5	226.6	675.0	321.9	142
Shares Used to Compute Diluted EPS (MM)	372.3	378.4	415.5	n/a	(2) %
Diluted EPS from Continuing Operations	$ 1.70	$ 0.85	$ 1.65	$ 0.85	100 %
Diluted EPS from Discontinued Operations	(0.23)	(0.25)	(0.03)	0.02	(8) %

With the $310M build in Q108, our allowance for loan losses is consistent with $6.7B of managed charge offs for the next 12 months

Charge-offs and Allowance for Loan Losses ($Millions)

	Q108	Q407	Q107	Q108/Q407 Change $	Q108/Q407 Change %/bps
Managed Net Charge-offs [1]	$ 1,482.3	$ 1,296.2	$ 947.3	$ 186.1	14 %
Allowance Build [1]	310.4	643.0	(75.0)	(332.6)	(52)
Other [1]	1.5	1.1	(4.6)	0.4	36
Managed Provision for Loan Losses [1]	1,794.2	1,940.3	867.7	(146.1)	(8) %
Reported Net Charge-off Rate [1]	3.07 %	2.66 %	1.84 %	n/a	41 bps
Reported Loans [2]	$ 98,356	$ 101,805	$ 90,869	$ (3,449)	(3) %
Allowance for Loan Losses [2]	3,273	2,963	2,105	310	10
Reported 30+ Day Delinquencies [2]	3,207	3,721	2,093	(514)	(14)
Reported 30+ Delinquency Rate [2]	3.26 %	3.66 %	2.30 %	n/a	(40) bps

1 : Based on Continuing Operations.

2 : Based on Total Company balance sheet.