

\$1.5 Trillion Community Development Lending & Investing Goal

Overview

- Bank of America's \$1.5 trillion goal over 10 years represents the largest community development goal ever established to date by a U.S. financial institution.
- The goal targets four primary categories: affordable housing, small business lending, consumer lending and economic development.
- The goal contains a targeted carve-out of \$50 billion for rural and Native American communities.
- The \$1.5 trillion goal commenced in January 2009, replacing the bank's previous \$750 billion community development goal.
- The bank maintains its external National Community Advisory Council – 28 nationally prominent leaders in the fields of community development and consumer financial services advising on key community development and consumer issues.
- Year-end goal results are reported publicly at www.bankofamerica.com/ahead.

Key points on first-year results (Jan. 1 – Dec. 31, 2009)

- Made more than \$168 billion in community development lending and investments in the first year of our new 10-year goal.
- Two key drivers to 2009 results: 1) impact of Countrywide acquisition which doubled the size of our home lending; and 2) responsiveness to the housing and foreclosure crisis through increased loan modifications.
- Total community development impact increased over 2008 performance in each of the 33 states and 40 top markets of our U.S. franchise for which we provide local reporting.
- Small business and consumer lending were affected by the economy and customer behavior and demand. To keep in perspective, more than \$17 billion in these two areas is a strong foundation for the first of a 10-year goal.

\$1.5 trillion goal breakout by category (first-year results)

Affordable Housing: \$147 billion includes single family mortgages; loan modifications to existing mortgages; and financing for predevelopment, construction, and term- and equity- financing for single- and multi-family housing that are affordably priced or located in designated LMI communities.

Small Business: \$12.8 billion includes conventional small business loans, loans and lines of credit for companies located in designated LMI communities; small business loan modifications; funding to small business investment companies (SBICs) and minority and inner-city business venture capital funds.

Consumer Lending: \$4.5 billion includes a broad range of consumer financial services for low- and moderate-income individuals and families, such as auto loans and personal loans and lines of credit. Credit card borrowings are not included.

Economic Development: \$3.8 billion includes investments into nonprofits such as Community Development Financial Institutions (CDFIs), Community Development Corporations (CDCs), financial intermediaries and tax-exempt entities for lending and direct investments that promote neighborhood revitalization in communities designated as LMI, urban, rural and Native American.

Underserved rural and Native American communities: \$7.8 billion includes loans and investments to stimulate housing and economic development in rural and tribal communities. These results are a subset of key categories above.

