## Deposit mix change at the largest banks Q3'07-Q3'15 deposit concentration change1 (pps) total domestic NOW & Time Other deposits deposits deposits other (\$B) **Demand** trans<sup>2</sup> MMDAs3 savings <\$100K >\$100K Company (top-level ticker) Bank of America NA (BAC) 1,186.75 3.48 0.85 4.64 17.11 -13.37-12.72 Wells Fargo Bank NA (WFC) 1,090.47 3.43 -1.44-5.89 11.81 -7.01 -0.90 JPMorgan Chase Bank NA (JPM) 1,046.22 10.10 0.25 9.21 1.70 -4.41 -16.85 Citibank NA (C) -11.19 449.00 10.72 1.63 6.33 -0.96 -6.52 U.S. Bank NA (USB) 9.23 -9.35 -9.15 273.13 -2.91 -0.06 12.24 12.58 -13.53 -4.32 PNC Bank NA (PNC) 242.85 3.15 -0.923.05 TD Bank NA (TD) 201.60 0.25 -0.26 20.06 2.87 -15.66 -7.26 Capital One NA (COF) 198.37 1.54 -0.31 -23.32 42.65 -12.12 -8.44 Branch Banking and Trust Co. (BBT) 7.04 2.70 156.70 -0.7221.31 -15.69 -14.65 SunTrust Bank (STI) 0.25 149.29 -0.53 0.13 31.51 -10.53-20.83 **HSBC Bank USA NA (HSBA)** 14.92 -6.26 -2.62 4.09 129.77 -0.28 -9.84 Morgan Stanley Bank NA (MS) 113.98 7.76 -1.97 9.40 NA -15.20 NA -7.39 Fifth Third Bank (FITB) 104.05 8.19 -0.68 19.22 -9.69 -9.65 Regions Bank (RF) 98.13 -0.37 4.66 22.73 -2.60 -14.98 -9.44 **BMO Harris Bank NA (BMO)** -5.97 83.45 14.99 0.60 16.44 -5.53 -20.53 MUFG Union Bank NA (8306) 83.27 11.17 -1.643.31 2.18 -1.74-13.28 Citizens Bank NA (CFG) 73.94 6.00 3.33 6.33 9.66 -15.29 -10.03 Manufacturers and Traders Trust Co. (MTB) 73.77 4.95 0.65 19.41 0.35 -14.62 -10.75 0.52 -15.00 -9.38 KeyBank NA (KEY) 73.38 -4.01 0.65 27.22 Compass Bank (BBVA) 64.50 5.36 0.13 4.40 1.06 -6.67 -4.28 Top 20 median 5.15 1.70 -11.32 -9.44 0.03 10.82 U.S. banks and thrifts\* 5.50 0.03 6.82 8.19 -11.77 -8.77

Data compiled Nov. 13, 2015.

Analysis includes the top 20 commercial banks, savings banks, and savings and loan associations by total domestic deposits, with a loan-to-deposit ratio of greater than 40% and a credit card loan-to-total loan ratio of less than 50%, as of Sept. 30, 2015. Excludes Goldman Sachs Bank USA due to unavailable deposits-related data for the third quarter of 2007.

Excludes foreign deposits.

Top-level ticker is based on the home country stock exchange of the highest traded entity within the corporate structure.

NA = not applicable because the concentration in the third quarter of 2007 was zero

Source: SNL Financial



Data reflects the percentage point change in concentration for the respective deposit type between Sept. 30, 2007, and Sept. 30, 2015.

<sup>&</sup>lt;sup>2</sup> Total deposit balances held in negotiable order of withdrawal accounts and other transaction accounts.

<sup>&</sup>lt;sup>3</sup> Total deposit balances held in money market deposit accounts.

<sup>\*</sup> Includes commercial banks, savings banks, and savings and loans associations. Savings and loans associations are excluded from third-quarter 2007 data due to lack of disclosure.