

# 2025 Morgan Stanley US Financials Conference



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## **Our Vision**



# **Key Guiding Attributes**

Be the most **Trusted** financial institution





Be an **Indispensable Partner** for customers



# **Key Messages**

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**Delivering on organic growth strategies** with sustained momentum supported by purposefully diversified customer base

2

**Driving robust profit growth** reflective of expanded net interest margin, higher fee revenues, and efficient expense management

3

Achieving strong credit performance through disciplined client selection and rigorous portfolio management, aligned with our aggregate moderate-to-low risk appetite



**Positioned to outperform through a range of potential economic scenarios** with leading liquidity coverage, robust capital and reserves

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# Peer Leading Organic Growth



# Noninterest Income | Diversified Fee Revenues

### Total Adj. Noninterest Income<sup>1</sup>

By Category



### **Powerful Trends in Strategic Fee Categories**

- Strategic fee categories are tracking to high single digit YoY growth
- Payments reflective of deepening efforts in TM, merchant acquiring, and continued growth in card
- Wealth supported by continued household and AUM growth
- Capital markets benefitting from commercial loan activity including syndications



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# **Top Tier Asset Quality and Reserve Profile**

#### Disciplined Client Selection and Underwriting

#### Consumer – 43% of total loans

- Prime, super-prime focus with ~770 weighted average FICO
- Over 95% of book is secured (Residential Mortgage, Home Equity, Auto)

#### Commercial - 57% of total loans

- Breadth of industry verticals and diverse geographic footprint supported by disciplined client selection
- CRE concentration is among lowest (8.3% of total loans) supported by highest quartile<sup>2</sup> reserve (4.0%)
  - Multifamily: 3.2% of total loans
  - Industrial: 1.3% of total loans
  - Office: 1.2% of total loans

Consistent Top-Tier Credit Performance



### Allowance for Credit Losses (ACL) % of Loans<sup>1</sup>



# Growth Objectives Drive Core and Expansion Initiatives

### National Expertise with Local Delivery



National Footprint

- Core Geographies
- New Geographies
- Business or Consumer Relationships



### Driving Growth via Share Gains and Executional Outperformance

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# **Earnings Growth Supports Capital Priorities**



#### **CET1** Ratio

### **Capital Growth Outlook**

- ~40-50bps of CET1 per quarter from earnings
  - ~20bps funds 46% payout ratio (4.3% yield)
  - ° ~20bps funds organic growth
  - $_{\circ}$  ~5-10bps of core, net accretion (ex AOCI) per quarter

#### Capital priorities unchanged:

- Fund high return organic growth
- Support the dividend
- $_{\circ}$  Opportunistic share repurchases or other actions

#### • Executed \$0.9B corporate bond repositioning

- $_{\circ}$  2Q25: -3c to EPS, +6bps adj. CET1
- o \*\$20M expected incremental annual revenue run rate
- $_{\circ}$  FY26: +1bp NIM, approx. +1c EPS, ROTCE +10bps



**Adjusted CET1 Ratio Drivers** 

### Tangible Book Value (TBV) per Share



# 2025 Management Focus



### Driving Value Through Accelerated TBV Accretion and Expanding Long-Term Returns

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# **Non-GAAP Reconciliation**

Adjusted Noninterest Income and Adjusted CET1

| (\$ in millions)                          | FY21    | FY22    | FY23    | FY24    |   | 1Q24  | 2Q24  | 3Q24  | 4Q24  | 1Q25  |
|-------------------------------------------|---------|---------|---------|---------|---|-------|-------|-------|-------|-------|
| Total Noninterest Income (GAAP)           | \$1,889 | \$1,981 | \$1,921 | \$2,040 | - | \$467 | \$491 | \$523 | \$559 | \$494 |
| Net (Loss) on sale of securities          | -       | -       | (7)     | (21)    |   | -     | -     | -     | (21)  | -     |
| Net Gain on sale on sale of business line | -       | -       | 57      | -       |   | -     | -     | -     | -     | -     |
| Mark-to-market on pay-fixed swaptions     | -       | -       | (24)    | -       |   | -     | -     | -     | -     | -     |
| CRTs                                      | -       | -       | (2)     | (19)    |   | (2)   | (9)   | (8)   | -     | (3)   |
| Adjusted Noninterest Income<br>(Non-GAAP) | \$1,889 | \$1,981 | \$1,897 | \$2,080 |   | \$469 | \$500 | \$531 | \$580 | \$497 |
| YoY Growth Rate                           |         | +5%     | -4%     | +10%    |   |       |       |       |       |       |

| CET1 – AOCI Impact (\$ in millions)                          | 1Q24      | 2Q24      | 3Q24      | 4Q24      | 1Q25      |
|--------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| Common Equity Tier 1 (A)                                     | \$14,283  | \$14,521  | \$14,803  | \$15,127  | \$15,269  |
| Add: accumulated other<br>comprehensive income (loss) (AOCI) | (2,879)   | (2,911)   | (2,104)   | (2,866)   | (2,422)   |
| Less: cash flow hedge                                        | (436)     | (399)     | (39)      | (267)     | (90)      |
| Adjusted Common Equity Tier 1 (B)                            | \$11,840  | \$12,009  | \$12,738  | \$12,528  | \$12,937  |
| Risk Weighted Assets (C)                                     | \$139,622 | \$139,374 | \$142,543 | \$143,664 | \$144,632 |
| Common Equity Tier 1 ratio (A/C)                             | 10.2%     | 10.4%     | 10.4%     | 10.5%     | 10.6%     |
| Adjusted CET1 Ratio (B/C)                                    | 8.5%      | 8.6%      | 8.9%      | 8.7%      | 8.9%      |
| AOCI impact adjusted for cash flow hedges on loan portfolio  | 1.7%      | 1.8%      | 1.5%      | 1.8%      | 1.7%      |

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# Notes

#### Slide 5:

- (1) Average second quarter to date balances as of 5/31/2025
- (2) Source: S&P Global Market Intelligence and filings Peers include CFG, CMA, FITB, KEY, MTB, PNC, RF, TFC, USB, ZION
- (3) Excludes increased interest recoveries and other

#### Slide 6:

- (1) Non-GAAP; excludes effect of MTM on PF Swaptions and CRTs ("Credit Risk Transfers"), loss on sale of securities, and gain on sale of business line
- (2) Includes Insurance Income and other
- (3) "Strategic Fee Categories" include Payments & Cash Management, Wealth & Asset Management, and Capital Markets & Advisory.

#### Slide 7:

(1) Source: S&P Global Market Intelligence and filings - Peers include CFG, CMA, FITB, KEY, MTB, PNC, RF, TFC, USB, ZION