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For Immediate Release: January 23, 2015

## Synchrony Financial Reports Fourth Quarter Net Earnings of \$531 Million or \$0.64 Per Diluted Share

STAMFORD, Conn. - Synchrony Financial (NYSE: SYF) today announced fourth quarter 2014 net earnings of $\$ 531$ million, or $\$ 0.64$ per diluted share. Net earnings for the full year 2014 totaled $\$ 2.1$ billion, or $\$ 2.78$ per diluted share.

- Total platform revenue increased $9 \%$ from the fourth quarter of 2013 to $\$ 2.7$ billion
- Loan receivables grew $\$ 4$ billion, or $7 \%$, from the fourth quarter of 2013 to $\$ 61$ billion
- Purchase volume increased $11 \%$ from the fourth quarter of 2013
- Announced a new top 20 partnership with BP
- Extended two top 40 partnerships-Rooms To Go and Yamaha
- Strong deposit growth continued, up $\$ 9$ billion, or $36 \%$, over the fourth quarter of 2013
"The fourth quarter successfully concluded an eventful year for Synchrony Financial. We continued the strong momentum across business platforms as our differentiated business model delivered significant value to our partners and customers and helped drive strong receivables, deposit, and revenue growth," said Margaret Keane, President and Chief Executive Officer of Synchrony Financial. "We continue to leverage our substantial experience, scale, and data analytics capabilities as we collaborate with our new and existing partners. In addition, we are employing innovative mobile and digital technologies to deepen integration with our partners' mobile commerce platforms, forming strategic alliances with market leaders, such as GPShopper, to further extend our mobile offerings and capabilities."
"We concluded 2014 with healthy business activity levels and strong fundamentals. As we enter 2015, we are excited about our future growth prospects and the opportunity to expand our market-leading position in the private label credit card space," stated Ms. Keane.


## Business and Financial Highlights for the Fourth Quarter of 2014

All comparisons below are for the fourth quarter of 2014 compared to the fourth quarter of 2013, unless otherwise noted.

## Earnings

- Net interest income increased $\$ 129$ million, or $5 \%$, to $\$ 3.0$ billion, driven by strong loan receivables growth, partially offset by higher interest expense from funding completed to increase liquidity in 2014.
- Total platform revenue increased $\$ 216$ million, or $9 \%$ ( $\$ 170$ million, or $7 \%$, excluding the pre-tax gain associated with portfolio sales).
- Provision for loan losses decreased $\$ 21$ million, or $3 \%$, to $\$ 797$ million.
- Other income increased $\$ 32$ million driven primarily by a $\$ 46$ million gain associated with portfolio sales in the fourth quarter of 2014. The gain was partially offset by increased loyalty and rewards costs associated with program initiatives.
- Other expense decreased $\$ 15$ million, or $2 \%$, to $\$ 792$ million due to charges in the fourth quarter of 2013 related to certain regulatory matters, partially offset by increased investments in growth and infrastructure build in preparation for separation from General Electric Company (GE).
- Net earnings totaled $\$ 531$ million for the quarter compared to $\$ 443$ million, including a $\$ 29$ million after-tax gain associated with the portfolio sales.


## Balance Sheet

- Period-end loan receivables growth remained strong at 7\% driven by purchase volume growth of $11 \%$ and average active account growth of $6 \%$.
- The composition of loan receivables growth remained broad-based across all sales platforms.
- Deposits grew to $\$ 35$ billion, up $\$ 9$ billion, or $36 \%$, from the fourth quarter of 2013 , and now comprise $56 \%$ of funding sources compared to $51 \%$ at the end of 2013.
- The Company's balance sheet remained strong with total liquidity (liquid assets and undrawn securitization capacity) at $\$ 19$ billion, or $25 \%$, of total assets.
- The estimated Tier 1 Common Equity ratio under Basel I was $14.9 \%$ and the estimated fully phased-in Common Equity Tier 1 ratio under Basel III was $14.5 \%$.


## Key Financial Metrics

- Return on assets was $2.7 \%$ and return on equity was $20.2 \%$.
- Net interest margin declined 370 basis points to $15.60 \%$ primarily due to the impact from the significant increase in liquidity versus the prior year.
- Efficiency ratio decreased to $32.4 \%$ this quarter from $34.8 \%$ in the prior year mainly due to charges in the fourth quarter of 2013 related to regulatory matters, partially offset by increased investments in growth and infrastructure build in preparation for separation from GE.


## Credit Quality

- Loans 30+ days past due as a percentage of period-end loan receivables improved 21 basis points to $4.14 \%$.
- Net charge-offs as a percentage of total average loan receivables decreased 37 basis points to $4.32 \%$ (excluding net charge-offs related to the disposition of non-core receivables in the fourth quarter of 2013).
- The allowance for loan losses as a percentage of total period-end receivables was $5.28 \%$.


## Sales Platforms

- Retail Card platform revenue increased 10\% (7\% excluding the pre-tax gain associated with portfolio sales), driven primarily by period-end loan receivables growth of $6 \%$, with broad-based growth across partner programs.
- Payment Solutions platform revenue increased 8\%, driven by period-end loan receivables growth of $11 \%$, with solid growth across industry segments led by home furnishings, automotive products, and power equipment.
- CareCredit platform revenue increased $5 \%$, driven by $5 \%$ period-end loan receivables growth, with growth led by dental and veterinary specialties.


## Corresponding Financial Tables and Information

No representation is made that the information in this news release is complete. Investors are encouraged to review the foregoing summary and discussion of Synchrony Financial's earnings and financial condition in conjunction with the detailed financial tables and information that follow and the forthcoming Form 10-K. The detailed financial tables and other information are also available on the Investor Relations page of the Company's website at www.investors.synchronyfinancial.com. This information is also furnished in a Current Report on Form 8-K filed with the SEC today.

## Conference Call and Webcast Information

On Friday, January 23, 2015, at 10:30 a.m. Eastern Time, Margaret Keane, President and Chief Executive Officer, and Brian Doubles, Executive Vice President and Chief Financial Officer, will host a conference call to review the financial results and outlook for certain business drivers. The conference call can be accessed via an audio webcast through the Investor Relations page of our website, www.investors.synchronyfinancial.com, under Events and Presentations. A replay will be available on the website or by dialing (888) 843-7419 (U.S. domestic) or (630) 652-3042 (international), passcode 42014, and can be accessed beginning approximately two hours after the event through February 6, 2015.

## About Synchrony Financial

Formerly GE Capital Retail Finance, Synchrony Financial (NYSE: SYF) is one of the premier consumer financial services companies in the United States. Our roots in consumer finance trace back to 1932, and today we are the largest provider of private label credit cards in the United States based on purchase volume and receivables*. We provide a range of credit products through programs we have established with a diverse group of national and regional retailers, local merchants, manufacturers, buying groups, industry associations and healthcare service providers to help generate growth for our partners and offer financial flexibility to our customers. Through our partners' more than 300,000 locations across the United

States and Canada, and their websites and mobile applications, we offer our customers a variety of credit products to finance the purchase of goods and services. Our offerings include private label credit cards and co-branded dual cards, promotional financing and installment lending, loyalty programs and Optimizer ${ }^{+ \text {plus }}$ branded FDIC-insured savings products through Synchrony Bank. More information can be found at www.synchronyfinancial.com and twitter.com/SYFNews.
*The Nilson Report (April 2014, Issue \# 1039)

## Cautionary Statement Regarding Forward-Looking Statements

This news release contains certain forward-looking statements as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are subject to the "safe harbor" created by those sections. Forward-looking statements may be identified by words such as "outlook," "expects," "intends," "anticipates," "plans," "believes," "seeks," "targets," "estimates," "will," "should," "may" or words of similar meaning, but these words are not the exclusive means of identifying forward-looking statements. Forward-looking statements are based on management's current expectations and assumptions, and are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, actual results could differ materially from those indicated in these forward-looking statements. Factors that could cause actual results to differ materially include global political, economic, business, competitive, market, regulatory and other factors and risks, such as: the impact of macroeconomic conditions and whether industry trends we have identified develop as anticipated; retaining existing partners and attracting new partners, concentration of our platform revenue in a small number of Retail Card partners, promotion and support of our products by our partners, and financial performance of our partners; our need for additional financing, higher borrowing costs and adverse financial market conditions impacting our funding and liquidity, and any reduction in our credit ratings; our ability to securitize our loans, occurrence of an early amortization of our securitization facilities, loss of the right to service or subservice our securitized loans, and lower payment rates on our securitized loans; our reliance on dividends, distributions and other payments from Synchrony Bank; our ability to grow our deposits in the future; changes in market interest rates and the impact of any margin compression; effectiveness of our risk management processes and procedures, reliance on models which may be inaccurate or misinterpreted, our ability to manage our credit risk, the sufficiency of our allowance for loan losses and the accuracy of the assumptions or estimates used in preparing our financial statements; our ability to offset increases in our costs in retailer share arrangements; competition in the consumer finance industry; our concentration in the U.S. consumer credit market; our ability to successfully develop and commercialize new or enhanced products and services; our ability to realize the value of strategic investments; reductions in interchange fees; fraudulent activity; cyber-attacks or other security breaches; failure of third parties to provide various services that are important to our operations; disruptions in the operations of our computer systems and data centers; international risks and compliance and regulatory risks and costs associated with international operations; catastrophic events; alleged infringement of intellectual property rights of others and our ability to protect our intellectual property; litigation and regulatory actions; damage to our reputation; our ability to attract, retain and motivate key officers and employees; tax legislation initiatives or challenges to our tax positions and state sales tax rules and regulations; significant and extensive regulation, supervision, examination and enforcement of our business by governmental authorities, the impact of the Dodd-Frank Act and the impact of the CFPB's regulation of our business; changes to our methods of offering our CareCredit products; impact of capital adequacy rules; restrictions that limit Synchrony Bank's ability to pay dividends; regulations relating to privacy, information security and data protection as well as anti-money laundering and anti-terrorism financing laws; use of third-party vendors
and ongoing third-party business relationships; effect of General Electric Capital Corporation (GECC) being subject to regulation by the Federal Reserve Board both as a savings and loan holding company and as a systemically important financial institution; GE not completing the separation from us as planned or at all, GE's inability to obtain savings and loan holding company deregistration (GE SLHC Deregistration) and GE continuing to have significant control over us; completion by the Federal Reserve Board of a review (with satisfactory results) of our preparedness to operate on a standalone basis, independently of GE, and Federal Reserve Board approval required for us to continue to be a savings and loan holding company, including the timing of the approval and the imposition of any significant additional capital or liquidity requirements; our need to establish and significantly expand many aspects of our operations and infrastructure; delays in receiving or failure to receive Federal Reserve Board agreement required for us to be treated as a financial holding company after the GE SLHC Deregistration; loss of association with GE's strong brand and reputation; limited right to use the GE brand name and logo and need to establish a new brand; GE's significant control over us; terms of our arrangements with GE may be more favorable than we will be able to obtain from unaffiliated third parties; obligations associated with being a public company; our incremental cost of operating as a standalone public company could be substantially more than anticipated; GE could engage in businesses that compete with us, and conflicts of interest may arise between us and GE; and failure caused by us of GE's distribution of our common stock to its stockholders in exchange for its common stock to qualify for tax-free treatment, which may result in significant tax liabilities to GE for which we may be required to indemnify GE.

For the reasons described above, we caution you against relying on any forward-looking statements, which should also be read in conjunction with the other cautionary statements that are included elsewhere in this news release and in our public filings, including under the heading "Risk Factors" in the Company's Current Report on Form 8-K, as filed on November 19, 2014. You should not consider any list of such factors to be an exhaustive statement of all of the risks, uncertainties, or potentially inaccurate assumptions that could cause our current expectations or beliefs to change. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as otherwise may be required by law.

## Non-GAAP Measures

The information provided herein includes measures we refer to as "platform revenue", "platform revenue excluding retailer share arrangements" and "tangible common equity" and certain capital ratios, which are not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). For a reconciliation of these non-GAAP measures to the most directly comparable GAAP measures, please see the detailed financial tables and information that follow. For a statement regarding the usefulness of these measures to investors, please see the Company's Current Report on Form 8-K filed with the SEC today.

## SYNCHRONY FINANCIAL

## FINANCIAL SUMMARY

(unaudited, in millions, except per share statistics)

## EARNINGS

## Net interest income

Retailer share arrangement
Net interest income, after retailer share arrangements
Provision for loan losses

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Twelve months ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\underset{2014}{\text { Sep 30, }}$ |  | $\begin{gathered} \text { Jun 3014 } \\ \hline \end{gathered}$ |  | $\underset{2014}{\operatorname{Mar} 31,}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | 4Q'14 vs. 4Q'13 |  |  | $\begin{gathered} \text { Dec 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | YTD'14 vs. YTD'13 |  |  |
| \$ | 2,978 | \$ | 2,879 | \$ | 2,720 | \$ | 2,743 | \$ | 2,849 | \$ | 129 | 4.5 \% | \$ | 11,320 | \$ | 10,571 | \$ | 749 | 7.1 \% |
|  | (698) |  | (693) |  | (590) |  | (594) |  | (662) |  | (36) | 5.4 \% |  | $(2,575)$ |  | $(2,373)$ |  | (202) | 8.5 \% |
|  | 2,280 |  | 2,186 |  | 2,130 |  | 2,149 |  | 2,187 |  | 93 | 4.3 \% |  | 8,745 |  | 8,198 |  | 547 | 6.7 \% |
|  | 797 |  | 675 |  | 681 |  | 764 |  | 818 |  | (21) | (2.6)\% |  | 2,917 |  | 3,072 |  | (155) | (5.0)\% |
|  | 1,483 |  | 1,511 |  | 1,449 |  | 1,385 |  | 1,369 |  | 114 | 8.3 \% |  | 5,828 |  | 5,126 |  | 702 | 13.7 \% |
|  | 162 |  | 96 |  | 112 |  | 115 |  | 130 |  | 32 | 24.6 \% |  | 485 |  | 500 |  | (15) | (3.0)\% |
|  | 792 |  | 728 |  | 797 |  | 610 |  | 807 |  | (15) | (1.9)\% |  | 2,927 |  | 2,484 |  | 443 | 17.8 \% |
|  | 853 |  | 879 |  | 764 |  | 890 |  | 692 |  | 161 | 23.3 \% |  | 3,386 |  | 3,142 |  | 244 | 7.8 \% |
|  | 322 |  | 331 |  | 292 |  | 332 |  | 249 |  | 73 | 29.3 \% |  | 1,277 |  | 1,163 |  | 114 | 9.8 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |

## Net earnings

Net earnings attributable to common stockholders

## COMMON SHARE STATISTICS

Basic EPS
Diluted EPS
Common stock price

| $\$$ | 0.64 | $\$$ | 0.70 | $\$$ | 0.67 | $\$$ | 0.79 | $\$$ | 0.63 | $\$$ | 0.01 | 1.6 | $\$$ | $\$$ | 2.78 | $\$$ | 2.81 | $\$$ | $(0.03)$ | $(1.1)^{\circ} \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Book value per share

| $\$$ | 0.64 | $\$$ | 0.70 | $\$$ | 0.67 | $\$$ | 0.79 | $\$$ | 0.63 | $\$$ | 0.01 | $1.6 \%$ | $\$$ | 2.78 | $\$$ | 2.81 | $\$$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 0.64 | $\$$ | 0.70 | $\$$ | 0.67 | $\$$ | 0.79 | $\$$ | 0.63 | $\$$ | 0.01 | $1.6 \%$ | $\$$ | 2.78 | $\$$ | 2.81 | $\$$ |
| $\$$ | 29.75 | $\$$ | 24.55 |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ | $\$$ | 29.75 | $\mathrm{n} / \mathrm{a}$ | $\$$ | 29.75 | $(0.03)$ | $(1.1)^{\mathrm{o}} \%$ |  |
| $\$$ | 12.57 | $\$$ | 11.92 | $\$$ | 9.06 | $\$$ | 8.57 | $\$$ | 8.45 | $\$$ | 4.12 | $48.8 \%$ | $\$$ | 12.57 | $\$$ | 8.45 | $\$$ |
| $\$$ | 10.81 | $\$$ | 10.25 | $\$$ | 7.06 | $\$$ | 6.56 | $\$$ | 6.68 | $\$$ | 4.13 | $61.8 \%$ | $\$$ | 10.81 | $\$$ | 6.68 | $\$$ |

Tangible book value per share ${ }^{(1)}$

Beginning common shares outstanding
Issuance of common shares through initial public offering
Shares repurchased
Ending common shares outstanding

Weighted average common shares outstanding
Weighted average common shares outstanding (fully diluted)

| 833.8 | 705.3 | 705.3 | 705.3 | 705.3 | 128.5 | 18.2 \% | 705.3 | 705.3 | - | - \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 128.5 | - | - | - | - | NM | 128.5 | - | 128.5 | NM |
| - | - | - | - | - | - | NM | - | - | - | NM |
| 833.8 | 833.8 | 705.3 | 705.3 | 705.3 | 128.5 | 18.2 \% | 833.8 | 705.3 | 128.5 | 18.2 \% |
| 833.8 | 781.8 | 705.3 | 705.3 | 705.3 | 128.5 | 18.2 \% | 757.4 | 705.3 | 52.1 | 7.4 \% |
| 834.3 | 781.9 | 705.3 | 705.3 | 705.3 | 129.0 | 18.3 \% | 757.6 | 705.3 | 52.3 | 7.4 \% |

(1) Tangible Common Equity ("TCE") is a non-GAAP measure. For corresponding reconciliation of TCE to a GAAP financial measure, see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.

## YNCHRONY FINANCIAL

## SELECTED METRICS

## unaudited, $\$$ in millions, except account data)

## ERFORMANCE METRICS

## Return on assets ${ }^{(1)}$

Return on equity ${ }^{(2)}$
Return on tangible common equity ${ }^{(3)}$
Net interest margin ${ }^{(4)}$
Efficiency ratio ${ }^{(5)}$
Other expense as a \% of average loan receivables, including held for sale
Effective income tax rate

## CREDIT QUALITY METRICS

Net charge-offs as a $\%$ of average loan receivables, including held for sale
$30+$ days past due as a $\%$ of period-end loan receivables
$90+$ days past due as a $\%$ of period-end loan receivables
Net charge-offs
Loan receivables delinquent over 30 days
Loan receivables delinquent over 90 days
Allowance for loan losses (period-end)
Allowance coverage ratio ${ }^{(6)}$

## BUSINESS METRICS

Purchase volume ${ }^{(7)}$
Period-end loan receivables
Credit cards
Consumer installment loans
Commercial credit product
Other
Average loan receivables, including held for sale
Period-end active accounts (in thousands) ${ }^{(8)}$
Average active accounts (in thousands) ${ }^{(8)}$

## $\xrightarrow[\text { LIQUIDITY }]{\text { Liquid assets }}$

## Liquid assets

Cash and equivalents

## Total liquid assets

## Undrawn credit facilitie

Undrawn committed securitization financings

## Total liquid assets and undrawn credit facilities

Liquid assets \% of total assets
Liquid assets including undrawn committed securitization financings $\%$ of total assets

(1) Return on assets represents net earnings as a percentage of average total assets.
(2) Return on equity represents net earnings as a percentage of average total equity.
(3) Return on tangible common equity represents net earnings as a percentage of average tangible common equity. Tangible Common Equity ("TCE") is a non-GAAP measure. For corresponding reconciliation of TCE to a GAAP financial measure, see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures
4) Net interest margin represents net interest income divided by average interest earning assets.
(5) Efficiency ratio represents (i) other expense, divided by (ii) net interest income, after retailer share arrangements, plus other income
(6) Allowance coverage ratio represents allowance for loan losses divided by total period-end loan receivables.
(7) Purchase volume, or net credit sales, represents the aggregate amount of charges incurred on credit cards or other credit product accounts less returns during the period.
(8) Active accounts represent credit card or installment loan accounts on which there has been a purchase, payment or outstanding balance in the current month.

## SYNCHRONY FINANCIAL

## STATEMENTS OF EARNINGS

## (unaudited, \$ in millions)

## Interest income:

Interest and fees on loans
Interest on investment securities
Total interest income

## Interest expense:

Interest on deposits

Interest on borrowings of consolidated securitization entities
Interest on third party debt
Interest on related party debt
Total interest expense
Net interest income
Retailer share arrangements
Net interest income, after retailer share arrangements
Provision for loan losses
Net interest income, after retailer share arrangements and provision for loan losses

## Other income:

Interchange revenue
Debt cancellation fees
Loyalty programs
Other
Total other income

## Other expense:

Employee costs
Professional fees
Marketing and business developmen
Information processing
Other
Total other expense

## Earnings before provision for income taxes

Provision for income taxes

## Net earnings attributable to common shareholders

| Quarter Ended |  |  |  |  |  |  |  |  |  | 4Q'14 vs. 4Q'13 |  |  | Twelve months ended |  |  |  | YTD'14 vs. YTD'13 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $014$ |  | $\begin{aligned} & \text { p 30, } \\ & 014 \end{aligned}$ |  | $\begin{aligned} & \mathrm{n} 30, \\ & 014 \end{aligned}$ | $\begin{gathered} \text { Mar 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  |  |  |  | $\begin{gathered} \text { Dec 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  |  |  |  |
| \$ | 3,252 | \$ | 3,116 | \$ | 2,920 | \$ | 2,928 | \$ | 3,032 | \$ | 220 | 7.3 \% | \$ | 12,216 | \$ | 11,295 | \$ | 921 | 8.2 \% |
|  | 8 |  | 7 |  | 6 |  | 5 |  | 5 |  | 3 | 60.0 \% |  | 26 |  | 18 |  | 8 | 44.4 \% |
|  | 3,260 |  | 3,123 |  | 2,926 |  | 2,933 |  | 3,037 |  | 223 | 7.3 \% |  | 12,242 |  | 11,313 |  | 929 | 8.2 \% |
|  | 139 |  | 126 |  | 109 |  | 96 |  | 93 |  | 46 | 49.5 \% |  | 470 |  | 374 |  | 96 | 25.7 \% |
|  | 57 |  | 57 |  | 54 |  | 47 |  | 49 |  | 8 | 16.3 \% |  | 215 |  | 211 |  | 4 | 1.9 \% |
|  | 78 |  | 46 |  | - |  | - |  | - |  | 78 | NM |  | 124 |  | - |  | 124 | NM |
|  | 8 |  | 15 |  | 43 |  | 47 |  | 46 |  | (38) | (82.6)\% |  | 113 |  | 157 |  | (44) | (28.0)\% |
|  | 282 |  | 244 |  | 206 |  | 190 |  | 188 |  | 94 | 50.0 \% |  | 922 |  | 742 |  | 180 | 24.3 \% |
|  | 2,978 |  | 2,879 |  | 2,720 |  | 2,743 |  | 2,849 |  | 129 | 4.5 \% |  | 11,320 |  | 10,571 |  | 749 | 7.1 \% |
|  | (698) |  | (693) |  | (590) |  | (594) |  | (662) |  | (36) | 5.4 \% |  | $(2,575)$ |  | $(2,373)$ |  | (202) | 8.5 \% |
|  | 2,280 |  | 2,186 |  | 2,130 |  | 2,149 |  | 2,187 |  | 93 | 4.3 \% |  | 8,745 |  | 8,198 |  | 547 | 6.7 \% |
|  | 797 |  | 675 |  | 681 |  | 764 |  | 818 |  | (21) | (2.6)\% |  | 2,917 |  | 3,072 |  | (155) | (5.0)\% |
|  | 1,483 |  | 1,511 |  | 1,449 |  | 1,385 |  | 1,369 |  | 114 | 8.3 \% |  | 5,828 |  | 5,126 |  | 702 | 13.7 \% |
|  | 120 |  | 101 |  | 92 |  | 76 |  | 89 |  | 31 | 34.8 \% |  | 389 |  | 324 |  | 65 | 20.1 \% |
|  | 67 |  | 68 |  | 70 |  | 70 |  | 88 |  | (21) | (23.9)\% |  | 275 |  | 324 |  | (49) | (15.1)\% |
|  | (91) |  | (84) |  | (63) |  | (43) |  | (57) |  | (34) | 59.6 \% |  | (281) |  | (213) |  | (68) | 31.9 \% |
|  | 66 |  | 11 |  | 13 |  | 12 |  | 10 |  | 56 | NM |  | 102 |  | 65 |  | 37 | 56.9 \% |
|  | 162 |  | 96 |  | 112 |  | 115 |  | 130 |  | 32 | 24.6 \% |  | 485 |  | 500 |  | (15) | (3.0)\% |
|  | 227 |  | 239 |  | 207 |  | 193 |  | 190 |  | 37 | 19.5 \% |  | 866 |  | 698 |  | 168 | 24.1 \% |
|  | 152 |  | 159 |  | 155 |  | 141 |  | 157 |  | (5) | (3.2)\% |  | 607 |  | 486 |  | 121 | 24.9 \% |
|  | 165 |  | 115 |  | 97 |  | 83 |  | 117 |  | 48 | 41.0 \% |  | 460 |  | 269 |  | 191 | 71.0 \% |
|  | 60 |  | 47 |  | 53 |  | 52 |  | 52 |  | 8 | 15.4 \% |  | 212 |  | 193 |  | 19 | 9.8 \% |
|  | 188 |  | 168 |  | 285 |  | 141 |  | 291 |  | (103) | (35.4)\% |  | 782 |  | 838 |  | (56) | (6.7)\% |
|  | 792 |  | 728 |  | 797 |  | 610 |  | 807 |  | (15) | (1.9)\% |  | 2,927 |  | 2,484 |  | 443 | 17.8 \% |
|  | 853 |  | 879 |  | 764 |  | 890 |  | 692 |  | 161 | 23.3 \% |  | 3,386 |  | 3,142 |  | 244 | 7.8 \% |
|  | 322 |  | 331 |  | 292 |  | 332 |  | 249 |  | 73 | 29.3 \% |  | 1,277 |  | 1,163 |  | 114 | 9.8 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |

## SYNCHRONY FINANCIAL

## STATEMENTS OF FINANCIAL POSITION

## (unaudited, \$ in millions)

## Assets

Cash and equivalents
Investment securities
Loan receivables:
Unsecuritized loans held for investment
Restricted loans of consolidated securitization entities
Total loan receivables

Less: Allowance for loan losses
Loan receivables, net
Loan receivables held for sale
Goodwill
Intangible assets, net
Other assets
Total assets

## Liabilities and Equity

## Deposits:

Interest-bearing deposit accounts
Non-interest-bearing deposit accounts
Total deposits

Borrowings:

## Borrowings of consolidated securitization entities

Bank term loan facility
Senior unsecured notes
Related party debt
Total borrowings
Accrued expenses and other liabilities
Total liabilities
Equity:
Parent's net investment
Common stock
Additional paid-in-capital
Retained earnings
Accumulated other comprehensive income:
Total equity
Total liabilities and equity

| Quarter Ended |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { Dec 31, } 2014 \text { vs. } \\ \text { Dec 31, } 2013 \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 314, | $\begin{gathered} \hline \text { Sep 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2014 \\ \hline \end{gathered}$ |  | $\underset{2014}{\overline{M a r} 31,}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \\ \hline \end{gathered}$ |  |  |  |  |
| \$ | 11,828 | \$ | 14,808 | \$ | 6,782 | \$ | 5,331 | \$ | 2,319 | \$ | 9,509 | NM |
|  | 1,598 |  | 325 |  | 298 |  | 265 |  | 236 |  | 1,362 | NM |
|  | 34,335 |  | 30,474 |  | 28,280 |  | 29,101 |  | 31,183 |  | 3,152 | 10.1 \% |
|  | 26,951 |  | 26,293 |  | 26,593 |  | 25,184 |  | 26,071 |  | 880 | 3.4 \% |
|  | 61,286 |  | 56,767 |  | 54,873 |  | 54,285 |  | 57,254 |  | 4,032 | 7.0 \% |
|  | $(3,236)$ |  | $(3,102)$ |  | $(3,006)$ |  | $(2,998)$ |  | $(2,892)$ |  | (344) | 11.9 \% |
|  | 58,050 |  | 53,665 |  | 51,867 |  | 51,287 |  | 54,362 |  | 3,688 | 6.8 \% |
|  | 332 |  | 1,493 |  | 1,458 |  | - |  | - |  | 332 | NM |
|  | 949 |  | 949 |  | 949 |  | 949 |  | 949 |  | - | - \% |
|  | 519 |  | 449 |  | 463 |  | 464 |  | 300 |  | 219 | 73.0 \% |
|  | 2,431 |  | 1,780 |  | 1,358 |  | 949 |  | 919 |  | 1,512 | 164.5 \% |
| \$ | 75,707 | \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 16,622 | 28.1 \% |


| \$ | 34,847 | \$ | 32,480 | \$ | 30,258 | \$ | 27,123 | \$ | 25,360 | \$ | 9,487 | 37.4 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 108 |  | 209 |  | 204 |  | 235 |  | 359 |  | (251) | (69.9)\% |
|  | 34,955 |  | 32,689 |  | 30,462 |  | 27,358 |  | 25,719 |  | 9,236 | 35.9 \% |


|  | 14,967 |  | 15,091 |  | 15,114 |  | 14,642 |  | 15,362 |  | (395) | (2.6)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8,245 |  | 7,495 |  | - |  | - |  | - |  | 8,245 | NM |
|  | 3,593 |  | 3,593 |  | - |  | - |  | - |  | 3,593 | NM |
|  | 655 |  | 1,405 |  | 7,859 |  | 8,062 |  | 8,959 |  | $(8,304)$ | (92.7)\% |
|  | 27,460 |  | 27,584 |  | 22,973 |  | 22,704 |  | 24,321 |  | 3,139 | 12.9 \% |
|  | 2,814 |  | 3,255 |  | 3,347 |  | 3,141 |  | 3,085 |  | (271) | (8.8)\% |
|  | 65,229 |  | 63,528 |  | 56,782 |  | 53,203 |  | 53,125 |  | 12,104 | 22.8 \% |
|  | - |  | - |  | - |  | 6,052 |  | 5,973 |  | $(5,973)$ | (100.0)\% |
|  | 1 |  | 1 |  | 1 |  | - |  | - |  | 1 | NM |
|  | 9,408 |  | 9,401 |  | 6,399 |  | - |  | - |  | 9,408 | NM |
|  | 1,079 |  | 548 |  | - |  | - |  | - |  | 1,079 | NM |
|  | (10) |  | (9) |  | (7) |  | (10) |  | (13) |  | 3 | (23.1)\% |
|  | 10,478 |  | 9,941 |  | 6,393 |  | 6,042 |  | 5,960 |  | 4,518 | 75.8 \% |
| \$ | 75,707 | \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 16,622 | 28.1 \% |

## SYNCHRONY FINANCIAL

AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGIN
(unaudited, $\$$ in millions)

## Assets <br> Interest-earning assets:

Interest-earning cash and equivalents
Securities available for sale
Loan receivables:
Credit cards, including held for sale
Consumer installment loans
Commercial credit products
Other
Total loan receivables, including held for sale

## Total interest-earning assets

## Non-interest-earning assets:

Cash and due from banks
Allowance for loans losses
Other assets
Total non-interest-earning assets

## Total assets

Liabilities
Interest-bearing liabilities
Interest-bearing deposit account
Borrowings of consolidated securitization entities
Bank term loan facility ${ }^{(1)}$
Senior unsecured notes ${ }^{(1)}$
Related party debt ${ }^{(1)}$

## Total interest-bearing liabilities

## Non-interest-bearing liabilities

Non-interest-bearing deposit accounts
Other liabilities
Total non-interest-bearing liabilities

## Total liabilities

Equity
Total equity
Total liabilities and equity
Net interest income
Interest rate spread ${ }^{(2)}$

(2) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(3) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGIN
(unaudited, $\$$ in millions)

## Asset

nterest-earning assets:
Interest-earning cash and equivalents
Securities available for sale
Loan receivables:
Credit cards, including held for sale
Consumer installment loans
Commercial credit products
Other
Total loan receivables, including held for sale
Total interest-earning assets


Non-interest-earning assets:
Cash and due from banks
Allowance for loans losses
Other assets
Total non-interest-earning assets

## Total assets

## Liabilities

nterest-bearing liabilities:
Interest-bearing deposit accounts
Borrowings of consolidated securitization entitie
Bank term loan facility ${ }^{(1)}$
Senior unsecured notes ${ }^{(1)}$
Related party debt ${ }^{(1)}$
Total interest-bearing liabilities
Non-interest-bearing liabilities
Non-interest-bearing deposit account
Other liabilities
Total non-interest-bearing liabilities

## Total liabilities

Equity
otal equity
Total liabilities and
Net interest income
Interest rate spread ${ }^{(2)}$
18.78\%
(1) Interest on liabilities calculated above utilizes monthly average balances. The effective interest rates, from the date of issuance through December 31,
2014 , were as follows: GECC loan $4.21 \%$, Bank term loan facility $2.20 \%$, Senior unsecured notes $3.55 \%$. The Bank term loan facility effective rate
excludes the impact of a one time charge incurred in connection with the prepayment of the loan facility
(2) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(3) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

## BALANCE SHEET STATISTICS

(unaudited, \$ in millions, except per share statistics)

## BALANCE SHEET STATISTICS

Total common equity
Total common equity as a \% of total assets
Tangible assets
Tangible common equity ${ }^{(1)}$
Tangible common equity as a \% of tangible assets ${ }^{(1)}$
Tangible common equity per share ${ }^{(1)}$

## REGULATORY CAPITAL RATIOS ${ }^{(2)}$

## Basel I

| Total risk-based capital ratio $^{(3)}$ | $16.2 \%$ | $16.4 \%$ |
| :--- | :--- | :--- |
| Tier 1 risk-based capital ratio $^{(4)}$ | $14.9 \%$ | $15.1 \%$ |
| ${\text { Tier } 1 \text { common } \text { ratio }^{(5)}}^{\text {Tier 1 leverage ratio }}{ }^{(6)}$ | $14.9 \%$ | $15.1 \%$ |
| Basel III | $12.5 \%$ | $12.2 \%$ |
| Tier 1 common ratio $^{(7)}$ |  |  |
|  | $14.5 \%$ | $14.6 \%$ |

(1) Tangible Common Equity ("TCE") is a non-GAAP measure. We believe TCE is a more meaningful measure to investors of the net asset value of the Company. For corresponding reconciliation of TCE to a GAAP financial measure see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.
(2) Regulatory capital metrics as of the end of 3Q 2014 are preliminary and therefore subject to change. As a new savings and loan holding company, the Company historically has not been required by regulators to disclose capital ratios, and therefore these ratios are non-GAAP measures. See Reconciliation of Non-GAAP Measures and Calculation of Regulatory Measures for components of capital ratio calculations.
(3) Total risk-based capital ratio is the ratio of total risk-based capital divided by risk-weighted assets.
(4) Tier 1 risk-based capital ratio is the ratio of Tier 1 capital divided by risk-weighted assets.
(5) Tier 1 common ratio is the ratio of common equity Tier 1 capital divided by risk-weighted assets.
(6) Tier 1 leverage ratio is calculated based on Tier 1 capital divided by total assets, after certain adjustments.
(7) Our Basel III Tier 1 common ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated in accordance with the U.S. Basel III capital rules (on a fully phased-in basis). Our Basel III Tier 1 common ratio is a preliminary estimate reflecting management's interpretation of the final Basel III capital rules adopted in July 2013 by the Federal Reserve Board, which have not been fully implemented, and our estimate and interpretations are subject to, among other things, ongoing regulatory review and implementation guidance.

## SYNCHRONY FINANCIAL

## PLATFORM RESULTS AND RECONCILIATION OF NON-GAAP MEASURES

## (unaudited, in millions)

## RETAIL CARD

Purchase volume ${ }^{(1),(2)}$
Period-end loan receivable
Average loan receivables, including held for sale
Average active accounts (in thousands) ${ }^{(2),(3)}$
Interest and fees on loans ${ }^{(2)}$
Other income ${ }^{(2)}$
Platform revenue, excluding retailer share arrangements ${ }^{(2)}$
Retailer share arrangements ${ }^{(2)}$
Platform revenue ${ }^{(2)}$

## PAYMENT SOLUTIONS

Purchase volume ${ }^{(1)}$
Period-end loan receivables
Average loan receivables
Average active accounts (in thousands) ${ }^{(3)}$
Interest and fees on loans
Other income
Platform revenue, excluding retailer share arrangements
Retailer share arrangement
Platform revenue

## CARECREDIT

Purchase volume ${ }^{(1)}$
Period-end loan receivables
Average loan receivables
Average active accounts (in thousands) ${ }^{(3)}$
Interest and fees on loans
Other income
Platform revenue, excluding retailer share arrangements
Retailer share arrangements

## Platform revenu

## TOTAL SYF

Purchase volume ${ }^{(1),(2)}$
Period-end loan receivables
Average loan receivables, including held for sale
Average active accounts (in thousands) ${ }^{(2),(3)}$
Interest and fees on loans ${ }^{(2)}$
Other income ${ }^{(2)}$
Platform revenue, excluding retailer share arrangements ${ }^{(2)}$
Retailer share arrangements ${ }^{(2)}$
Platform revenue ${ }^{(2)}$

(1) Purchase volume, or net credit sales, represents the aggregate amount of charges incurred on credit cards or other credit product accounts less returns during the period
(2) Includes activity and balances associated with loan receivables held for sale
(3) Active accounts represent credit card or installment loan accounts on which there has been a purchase, payment or outstanding balance in the current month.

## SYNCHRONY FINANCIAL

RECONCILIATION OF NON-GAAP MEASURES AND CALCULATIONS OF REGULATORY MEASURES

## (unaudited, $\$$ in millions, except per share statistics)

## COMMON EQUITY MEASURES

GAAP Total common equity
Less: Goodwill
Less: Intangible assets, net
Tangible common equity
Adjustments for certain other intangible assets, deferred tax liabilities and certain items in accumulated comprehensive income (loss)
Basel I - Tier 1 capital and Tier 1 common equity
Adjustments for certain other intangible assets and deferred tax liabilities Basel III - Tier I common equity

## RISK-BASED CAPITAL

Basel I - Tier 1 capital and Tier 1 common equity
Add: Allowance for loan losses includible in risk-based capital

## Basel I - Risk-based capita

## ASSET MEASURES

## Total assets

Adjustments for:
Disallowed goodwill and other disallowed intangible assets, net of elated deferred tax liabilities
Other
Total assets for leverage purposes - Basel I

## Risk-weighted assets - Basel I

Additional risk weighting adjustments related to:
Deferred taxes
Loan receivables delinquent over 90 days Other
Risk-weighted assets - Basel III (fully phased in)

## TANGIBLE COMMON EQUITY PER SHARE

GAAP book value per share
Less: Goodwill
Less: Intangible assets, net
Tangible common equity per share

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Dec 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  |
| \$ | 10,478 | \$ | 9,941 | \$ | 6,393 | \$ | 6,042 | \$ | 5,960 |
|  | (949) |  | (949) |  | (949) |  | (949) |  | (949) |
|  | (519) |  | (449) |  | (463) |  | (464) |  | (300) |
| \$ | 9,010 | \$ | 8,543 | \$ | 4,981 | \$ | 4,629 | \$ | 4,711 |
|  | 287 |  | 292 |  |  |  |  |  |  |
| \$ | 9,297 | \$ | 8,835 |  |  |  |  |  |  |
|  | (20) |  | (24) |  |  |  |  |  |  |
| \$ | 9,277 | \$ | 8,811 |  |  |  |  |  |  |


| $\$$ | 9,297 | $\$$ | 8,835 |
| :--- | ---: | :--- | ---: |
|  | 808 |  | 760 |
|  |  |  |  |

\$ 75,707 \$ 73,469

|  | $(1,181)$ |  | $(1,110)$ |
| :---: | :---: | :---: | :---: |
|  | 79 |  | 4 |
| \$ | 74,605 | \$ | 72,363 |
| \$ | 62,250 | \$ | 58,457 |
|  | 1,321 |  | 1,319 |
|  | 581 |  | 526 |
|  | (11) |  | (2) |
| \$ | 64,141 | \$ | 60,300 |


| \$ | 12.57 | \$ | 11.92 | \$ | 9.06 | \$ | 8.57 | \$ | 8.45 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (1.14) |  | (1.14) |  | (1.34) |  | (1.34) |  | (1.34) |
|  | (0.62) |  | (0.53) |  | (0.66) |  | (0.67) |  | (0.43) |
| \$ | 10.81 | \$ | 10.25 | \$ | 7.06 | \$ | 6.56 | \$ | 6.68 |

