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For Immediate Release: January 20, 2017

## Synchrony Financial Reports Fourth Quarter Net Earnings of $\mathbf{\$ 5 7 6}$ Million or \$0.70 Per Diluted Share

STAMFORD, Conn. - Synchrony Financial (NYSE: SYF) today announced fourth quarter 2016 net earnings of $\$ 576$ million, or $\$ 0.70$ per diluted share.

- Net interest income increased $13 \%$ from the fourth quarter of 2015 to $\$ 3.6$ billion
- Loan receivables grew $\$ 8$ billion, or $12 \%$, from the fourth quarter of 2015 to $\$ 76$ billion
- Purchase volume increased $9 \%$ from the fourth quarter of 2015
- Strong deposit growth continued, up $\$ 9$ billion, or $20 \%$, over the fourth quarter of 2015
- Launched Fareportal program
- Announced a new multi-year agreement with Henry Schein Financial Services, LLC
- Quarterly common stock dividend payment of $\$ 0.13$ per share and repurchased $\$ 238$ million of Synchrony Financial common stock
"We are pleased with the significant progress we made in 2016. We generated strong organic growth across our sales platforms which resulted in significant revenue growth, substantial operating leverage, and attractive returns. We also signed and renewed several key relationships, expanded our network, continued to drive digital innovations and analytics capabilities, and supported our business with robust growth in our direct deposit platform. We did this while maintaining a strong balance sheet and returning capital to shareholders through growth and the execution of our initial capital plan which included dividends and share repurchases," said Margaret Keane, President and Chief Executive Officer of Synchrony Financial. "As we look to 2017, we believe our strategic focus and partner-centric business model position us well for future opportunities and continued growth."


## Business and Financial Highlights for the Fourth Quarter of 2016

All comparisons below are for the fourth quarter of 2016 compared to the fourth quarter of 2015, unless otherwise noted.

## Earnings

- Net interest income increased $\$ 420$ million, or $13 \%$, to $\$ 3.6$ billion, primarily driven by strong loan receivables growth. Net interest income after retailer share arrangements increased $14 \%$.
- Provision for loan losses increased $\$ 253$ million to $\$ 1.076$ billion due to higher loan loss reserve build and loan receivables growth.
- Other income decreased $\$ 2$ million to $\$ 85$ million primarily due to higher loyalty program expense, partially offset by higher interchange revenue.
- Other expense increased $\$ 48$ million to $\$ 918$ million, primarily driven by business growth.
- Net earnings totaled $\$ 576$ million compared to $\$ 547$ million in the fourth quarter of 2015.


## Balance Sheet

- Period-end loan receivables growth remained strong at $12 \%$, primarily driven by purchase volume growth of $9 \%$ and average active account growth of 6\%.
- Deposits grew to $\$ 52$ billion, up $\$ 9$ billion, or $20 \%$, and comprised $72 \%$ of funding compared to 64\% last year.
- The Company's balance sheet remained strong with total liquidity (liquid assets and undrawn credit facilities) of $\$ 20$ billion, or $23 \%$ of total assets.
- The estimated Common Equity Tier 1 ratio under Basel III subject to transition provisions was $17.2 \%$ and the estimated fully phased-in Common Equity Tier 1 ratio under Basel III was 17.0\%.


## Key Financial Metrics

- Return on assets was $2.6 \%$ and return on equity was $16.3 \%$.
- Net interest margin increased 49 basis points to $16.22 \%$.
- Efficiency ratio was $31.6 \%$, compared to $34.0 \%$ in the fourth quarter of 2015 , driven by positive operating leverage arising from strong revenue growth that exceeded expense growth.


## Credit Quality

- Loans 30+ days past due as a percentage of total period-end loan receivables were $4.32 \%$ compared to $4.06 \%$ last year.
- Net charge-offs as a percentage of total average loan receivables were $4.62 \%$ compared to 4.23\% last year.
- The allowance for loan losses as a percentage of total period-end loan receivables was $5.69 \%$ compared to $5.12 \%$ last year.


## Sales Platforms

- Retail Card interest and fees on loans increased 12\%, driven primarily by purchase volume growth of $8 \%$ and period-end loan receivables growth of $11 \%$. Average active account growth was $5 \%$. Loan receivables growth was broad-based across partner programs.
- Payment Solutions interest and fees on loans increased $13 \%$, driven primarily by purchase volume growth of $13 \%$ and period-end loan receivables growth of $15 \%$. Average active account growth was $12 \%$. Loan receivables growth was led by the home furnishings, automotive, and power product categories.
- CareCredit interest and fees on loans increased 11\%, driven primarily by purchase volume growth of $10 \%$ and period-end loan receivables growth of $10 \%$. Average active account growth was $8 \%$. Loan receivables growth was led by the 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 in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2015, as filed February 25, 2016, and the Company's forthcoming Annual Report on Form 10-K for the fiscal year ended December 31, 2016. 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 20, 2017, at 8:30 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 on the Synchrony Financial corporate 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 42016\#, and can be accessed beginning approximately two hours after the event through February 3, 2017.

## About Synchrony Financial

Synchrony Financial (NYSE: SYF) is one of the nation's premier consumer financial services companies. 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' over 350,000 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. Synchrony Financial offers private label and co-branded Dual Card ${ }^{\text {TM }}$ credit cards, promotional financing and installment lending, loyalty programs and FDIC-insured savings products
through Synchrony Bank. More information can be found at www.synchronyfinancial.com, facebook.com/ SynchronyFinancial,www.linkedin.com/company/synchrony-financial and twitter.com/SYFNews.
*Source: The Nilson Report (May 2016, Issue \# 1087) - based on 2015 data.

## 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 revenue in a small number of Retail Card partners, promotion and support of our products by our partners, and financial performance of our partners; 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 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; cyberattacks or other security breaches; failure of third parties to provide various services that are important to our operations; our transition to a replacement third-party vendor to manage the technology platform for our online retail deposits; disruptions in the operations of our computer systems and data centers; international risks and compliance and regulatory risks and costs associated with international operations; 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; a material indemnification obligation to GE under the tax sharing and separation agreement with GE if we cause the split-off from GE or certain preliminary transactions to fail to qualify for tax-free treatment or in the case of certain significant transfers of our stock following the split-off; obligations associated with being an independent public company; regulation, supervision, examination and enforcement of our business by governmental authorities, the impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act and the impact of the Consumer Financial Protection Bureau's regulation of our business; changes to our methods of offering our CareCredit products; impact of capital adequacy rules and liquidity requirements; restrictions that limit our ability to pay dividends and repurchase our common stock, and restrictions that limit Synchrony Bank's ability to
pay dividends to us; regulations relating to privacy, information security and data protection; use of thirdparty vendors and ongoing third-party business relationships; and failure to comply with anti-money laundering and anti-terrorism financing laws.

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 Annual Report on Form 10-K for the fiscal year ended December 31, 2015, as filed on February 25, 2016. 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 "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 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31, | $\begin{gathered} \text { Sep } 30, \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2016 \end{gathered}$ |  | $\underset{2016}{\operatorname{Mar}} \mathbf{3 1},$ |  | $\begin{gathered} \text { Dec 31, } \\ 2015 \end{gathered}$ |  | 4Q'16 vs. 4Q'15 |  |  | $\begin{gathered} \text { Dec 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2015 \end{gathered}$ |  | YTD'16 vs. YTD' 15 |  |  |
| \$ | 3,628 | \$ | 3,481 | \$ | 3,212 | \$ | 3,209 | \$ | 3,208 | \$ | 420 | 13.1 \% | \$ | 13,530 | \$ | 12,093 | \$ | 1,437 | 11.9 \% |
|  | (811) |  | (757) |  | (664) |  | (670) |  | (734) |  | (77) | 10.5 \% |  | $(2,902)$ |  | $(2,738)$ |  | (164) | 6.0 \% |
|  | 2,817 |  | 2,724 |  | 2,548 |  | 2,539 |  | 2,474 |  | 343 | 13.9 \% |  | 10,628 |  | 9,355 |  | 1,273 | 13.6 \% |
|  | 1,076 |  | 986 |  | 1,021 |  | 903 |  | 823 |  | 253 | 30.7 \% |  | 3,986 |  | 2,952 |  | 1,034 | 35.0 \% |
|  | 1,741 |  | 1,738 |  | 1,527 |  | 1,636 |  | 1,651 |  | 90 | $5.5 \%$ |  | 6,642 |  | 6,403 |  | 239 | 3.7 \% |
|  | 85 |  | 84 |  | 83 |  | 92 |  | 87 |  | (2) | (2.3)\% |  | 344 |  | 392 |  | (48) | (12.2)\% |
|  | 918 |  | 859 |  | 839 |  | 800 |  | 870 |  | 48 | $5.5 \%$ |  | 3,416 |  | 3,264 |  | 152 | 4.7 \% |
|  | 908 |  | 963 |  | 771 |  | 928 |  | 868 |  | 40 | 4.6 \% |  | 3,570 |  | 3,531 |  | 39 | 1.1 \% |
|  | 332 |  | 359 |  | 282 |  | 346 |  | 321 |  | 11 | 3.4 \% |  | 1,319 |  | 1,317 |  | 2 | 0.2 \% |
| \$ | 576 | \$ | 604 | \$ | 489 | \$ | 582 | \$ | 547 | \$ | 29 | 5.3 \% | \$ | 2,251 | \$ | 2,214 | \$ | 37 | 1.7 \% |
| \$ | 576 | \$ | 604 | \$ | 489 | \$ | 582 | \$ | 547 | \$ | 29 | $5.3 \%$ | \$ | 2,251 | \$ | 2,214 | \$ | 37 | 1.7 \% |

## COMMON SHARE STATISTICS

Basic EPS

| \$ | 0.70 | \$ | 0.73 | \$ | 0.59 | \$ | 0.70 | \$ | 0.66 | \$ | 0.04 | 6.1 \% | \$ | 2.71 | \$ | 2.66 | \$ | 0.05 | 1.9 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 0.70 | \$ | 0.73 | \$ | 0.58 | \$ | 0.70 | \$ | 0.65 | \$ | 0.05 | 7.7 \% | \$ | 2.71 | \$ | 2.65 | \$ | 0.06 | 2.3 \% |
| \$ | 0.13 | \$ | 0.13 | \$ | - | \$ | - | \$ | - | \$ | 0.13 | NM | \$ | 0.26 | \$ | - | \$ | 0.26 | NM |
| \$ | 36.27 | \$ | 28.00 | \$ | 25.28 | \$ | 28.66 | \$ | 30.41 | \$ | 5.86 | 19.3 \% | \$ | 36.27 | \$ | 30.41 | \$ | 5.86 | 19.3 \% |
| \$ | 17.37 | \$ | 16.94 | \$ | 16.45 | \$ | 15.84 | \$ | 15.12 | \$ | 2.25 | 14.9 \% | \$ | 17.37 | \$ | 15.12 | \$ | 2.25 | 14.9 \% |
| \$ | 15.34 | \$ | 14.90 | \$ | 14.46 | \$ | 13.86 | \$ | 13.14 | \$ | 2.20 | 16.7 \% | \$ | 15.34 | \$ | 13.14 | \$ | 2.20 | 16.7 \% |
|  | 825.5 |  | 833.9 |  | 833.8 |  | 833.8 |  | 833.8 |  | (8.3) | (1.0)\% |  | 833.8 |  | 833.8 |  | - | -\% |
|  | - |  | - |  | - |  | - |  | - |  | - | -\% |  | - |  | - |  | - | - \% |
|  | - |  | 0.1 |  | 0.1 |  | - |  | - |  | - | - |  | 0.2 |  | - |  | 0.2 | NM |
|  | (8.1) |  | (8.5) |  | - |  | - |  | - |  | (8.1) | NM |  | (16.6) |  | - |  | (16.6) | NM |

Ending common shares outstanding

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

| 820.5 | 828.4 | 833.9 | 833.8 | 833.8 | $(13.3)$ | $(1.6) \%$ | 829.2 | 833.8 | $(4.6)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 823.8 | 830.6 | 836.2 | 835.5 | 835.8 | $(12.0)$ | $(1.4) \%$ | 831.5 | 835.5 | $(0.6) \%$ |
|  |  |  |  |  |  |  |  | $(0.5) \%$ |  |

(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.

## SYNCHRONY FINANCIAL

SELECTED METRICS ${ }^{(1)}$
(unaudited, $\$$ in millions, except account data)

## PERFORMANCE METRICS

## Return on assets ${ }^{(2)}$

Return on equity ${ }^{(3)}$
Return on tangible common equity ${ }^{(4)}$
et interest margin
Efficiency ratio ${ }^{(6)}$
Other expense as a \% of average loan receivables, including held for sale Effective income tax rate

## CREDIT QUALITY METRIC

Net charge-offs as a \% of average loan receivables, including held for sale
$30+$ days past due as a $\%$ of period-end loan receivables ${ }^{(7)}$
$90+$ days past due as a $\%$ of period-end loan receivables ${ }^{(7)}$
Net charge-offs
Loan receivables delinquent over 30 days $^{(7)}$
Loan receivables delinquent over 90 days $^{(7)}$
lowance for loan losses (period-end)
Allowance coverage ratio ${ }^{(8)}$

## BUSINESS METRICS

Purchase volume ${ }^{(9)}$
Period-end loan receivables
Credit cards
Consumer installment loans
Commercial credit products
Other
Average loan receivables, including held for sal
Period-end active accounts (in thousands) ${ }^{(10)}$
Average active accounts (in thousands) ${ }^{(10)}$

## LIQUIDITY

## Liquid assets

Cash and equivalents
Total liquid assets
Undrawn credit facilities
Undrawn credit facilities
Total liquid assets and undrawn credit facilities
Liquid assets \% of total assets
Liquid assets including undrawn credit facilities \% of total assets

| Quarter Ended |  |  |  |  |  |  |  |  |  |  | 4Q'16 vs. 4Q'15 |  | Twelve Months Ended |  |  |  | YTD'16 vs. YTD'15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec 31, } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Sep 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \begin{array}{l} \text { Jun 30, } \\ 2016 \end{array} \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar 31, } \\ \hline 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \\ \hline \end{gathered}$ |  |  |  |  |
|  | 2.6\% |  | 2.8\% |  | 2.4\% |  | 2.8\% |  | 2.7\% |  |  | (0.1)\% |  | 2.7\% |  | 2.9\% |  |  | (0.2)\% |
|  | 16.3\% |  | 17.4\% |  | 14.6\% |  | 18.1\% |  | 17.5\% |  |  | (1.2)\% |  | 16.6\% |  | 19.1\% |  |  | (2.5)\% |
|  | 18.5\% |  | 19.8\% |  | 16.6\% |  | 20.8\% |  | 20.1\% |  |  | (1.6)\% |  | 18.9\% |  | 22.0\% |  |  | (3.1)\% |
|  | 16.22\% |  | 16.27\% |  | 15.86\% |  | 15.76\% |  | 15.73\% |  |  | 0.49 \% |  | 16.01\% |  | 15.77\% |  |  | 0.24 \% |
|  | 31.6\% |  | 30.6\% |  | 31.9\% |  | 30.4\% |  | 34.0\% |  |  | (2.4)\% |  | 31.1\% |  | 33.5\% |  |  | (2.4)\% |
|  | 5.00\% |  | 4.92\% |  | 5.04\% |  | 4.82\% |  | 5.28\% |  |  | (0.28)\% |  | 4.93\% |  | 5.25\% |  |  | (0.32)\% |
|  | 36.6\% |  | 37.3\% |  | 36.6\% |  | 37.3\% |  | 37.0\% |  |  | (0.4)\% |  | 36.9\% |  | 37.3\% |  |  | (0.4)\% |
|  | 4.62\% |  | 4.38\% |  | 4.49\% |  | 4.70\% |  | 4.23\% |  |  | 0.39 \% |  | 4.53\% |  | 4.33\% |  |  | 0.20 \% |
|  | 4.32\% |  | 4.26\% |  | 3.79\% |  | 3.85\% |  | 4.06\% |  |  | 0.26 \% |  | 4.32\% |  | 4.06\% |  |  | 0.26 \% |
|  | 2.03\% |  | 1.89\% |  | 1.67\% |  | 1.84\% |  | 1.86\% |  |  | 0.17 \% |  | 2.03\% |  | 1.86\% |  |  | 0.17 \% |
| \$ | 847 | \$ | 765 | \$ | 747 | \$ | 780 | \$ | 697 | \$ | 150 | 21.5 \% | \$ | 3,139 | \$ | 2,691 | \$ | 448 | 16.6 \% |
| \$ | 3,295 | \$ | 3,008 | \$ | 2,585 | \$ | 2,538 | \$ | 2,772 | \$ | 523 | 18.9 \% | \$ | 3,295 | \$ | 2,772 | \$ | 523 | 18.9 \% |
| \$ | 1,546 | \$ | 1,334 | \$ | 1,143 | \$ | 1,212 | \$ | 1,273 | \$ | 273 | 21.4 \% | \$ | 1,546 | \$ | 1,273 | \$ | 273 | 21.4 \% |
| \$ | $\begin{gathered} 4,344 \\ 5.69 \% \end{gathered}$ | \$ | $\begin{gathered} 4,115 \\ 5.82 \% \end{gathered}$ | \$ | $\begin{aligned} & 3,894 \\ & 5.70 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,620 \\ & 5.50 \% \end{aligned}$ | \$ | $\begin{aligned} & 3,497 \\ & 5.12 \% \end{aligned}$ | \$ | 847 | $\begin{aligned} & 24.2 \text { \% } \\ & 0.57 \% \end{aligned}$ | \$ | $\begin{gathered} 4,344 \\ 5.69 \% \end{gathered}$ | \$ | $\begin{aligned} & 3,497 \\ & 5.12 \% \end{aligned}$ | \$ | 847 | $\begin{aligned} & 24.2 \text { \% } \\ & 0.57 \text { \% } \end{aligned}$ |
| \$ | 35,369 | \$ | 31,615 | \$ | 31,507 | \$ | 26,977 | \$ | 32,460 | \$ | 2,909 | 9.0 \% |  | 125,468 |  | 113,615 | \$ | 11,853 | 10.4 \% |
| \$ | 76,337 | \$ | 70,644 | \$ | 68,282 | \$ | 65,849 | \$ | 68,290 | \$ | 8,047 | 11.8 \% | \$ | 76,337 | \$ | 68,290 | \$ | 8,047 | 11.8 \% |
| \$ | 73,580 | \$ | 67,858 | \$ | 65,511 | \$ | 63,309 | \$ | 65,773 | \$ | 7,807 | 11.9 \% | \$ | 73,580 | \$ | 65,773 | \$ | 7,807 | 11.9 \% |
| \$ | 1,384 | \$ | 1,361 | \$ | 1,293 | \$ | 1,184 | \$ | 1,154 | \$ | 230 | 19.9 \% | \$ | 1,384 | \$ | 1,154 | \$ | 230 | 19.9 \% |
| \$ | 1,333 | \$ | 1,385 | \$ | 1,389 | \$ | 1,318 | \$ | 1,323 | \$ | 10 | 0.8 \% | \$ | 1,333 | \$ | 1,323 | \$ | 10 | 0.8 \% |
| \$ | 40 | \$ | 40 | \$ | 89 | \$ | 38 | \$ | 40 | \$ | - | -\% | \$ | 40 | \$ | 40 | \$ | - | - \% |
| \$ | 72,987 | \$ | 69,525 | \$ | 66,943 | \$ | 66,705 | \$ | 65,406 | \$ | 7,581 | 11.6 \% | \$ | 69,220 | \$ | 62,120 | \$ | 7,100 | 11.4 \% |
|  | 71,890 |  | 66,781 |  | 66,491 |  | 64,689 |  | 68,314 |  | 3,576 | 5.2 \% |  | 71,890 |  | 68,314 |  | 3,576 | 5.2 \% |
|  | 68,701 |  | 66,639 |  | 65,531 |  | 66,134 |  | 64,892 |  | 3,809 | 5.9 \% |  | 66,928 |  | 62,643 |  | 4,285 | 6.8 \% |
| \$ | 9,321 | \$ | 13,588 | \$ | 11,787 | \$ | 12,500 | \$ | 12,325 | \$ | $(3,004)$ | (24.4)\% | \$ | 9,321 | \$ | 12,325 | \$ | $(3,004)$ | (24.4)\% |
| \$ | 13,612 | \$ | 16,362 | \$ | 13,956 | \$ | 14,915 | \$ | 14,836 | \$ | $(1,224)$ | (8.3)\% | \$ | 13,612 | \$ | 14,836 | \$ | $(1,224)$ | (8.3)\% |
| \$ | 6,700 | \$ | 7,150 | \$ | 7,025 | \$ | 7,325 | \$ | 6,075 | \$ | 625 | 10.3 \% | \$ | 6,700 | \$ | 6,075 | \$ | 625 | 10.3 \% |
| \$ | 20,312 | \$ | 23,512 | \$ | 20,981 | \$ | 22,240 | \$ | 20,911 | \$ | (599) | (2.9)\% | \$ | 20,312 | \$ | 20,911 | \$ | (599) | (2.9)\% |
|  | 15.09\% |  | 18.77\% |  | 16.94\% |  | 18.27\% |  | 17.66\% |  |  | (2.57)\% |  | 15.09\% |  | 17.66\% |  |  | (2.57)\% |
|  | 22.52\% |  | 26.98\% |  | 25.47\% |  | 27.24\% |  | 24.90\% |  |  | (2.38)\% |  | 22.52\% |  | 24.90\% |  |  | (2.38)\% |

(1) Certain balance sheet amounts and related metrics have been updated to reflect the adoption of ASU 2015-03. More detail on this update is in footnote (1) on the Statements of Financial Position.
(2) Return on assets represents net earnings as a percentage of average total assets
(3) Return on equity represents net earnings as a percentage of average total equity.
 Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.
() Net interest margin represents net interest income divided by average interest-earning assets.
(6) Efficiency ratio represents (i) other expense, divided by (ii) net interest income, after retailer share arrangements, plus other income.
(7) Based on customer statement-end balances extrapolated to the respective period-end date.
(8) Allowance coverage ratio represents allowance for loan losses divided by total period-end loan receivables.
(9) 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.
(10) 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
$\quad$ Total interest expense
$\quad$ Net interest income
Retailer share arrangements
$\quad$ Net interest income, after retailer share arrangements
Provision for loan losses

$\quad$| 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 development
Information processing
Other
Total other expense

## Earnings before provision for income taxes

Provision for income taxes
Net earnings attributable to common stockholders

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Twelve Months Ended |  |  |  | YTD'16 vs. YTD'15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { ec 31, } \\ & 2016 \end{aligned}$ | $\begin{gathered} \text { Sep 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \begin{array}{c} \text { Jun 30, } \\ 2016 \end{array} \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2015 \end{gathered}$ |  | 4Q'16 vs. 4Q'15 |  |  | $\begin{gathered} \text { Dec 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \end{gathered}$ |  |  |  |  |
| \$ | 3,919 | \$ | 3,771 | \$ | 3,494 | \$ | 3,498 | \$ | 3,494 | \$ | 425 | 12.2 \% | \$ | 14,682 | \$ | 13,179 | \$ | 1,503 | 11.4 \% |
|  | 28 |  | 25 |  | 21 |  | 22 |  | 15 |  | 13 | 86.7 \% |  | 96 |  | 49 |  | 47 | 95.9 \% |
|  | 3,947 |  | 3,796 |  | 3,515 |  | 3,520 |  | 3,509 |  | 438 | 12.5 \% |  | 14,778 |  | 13,228 |  | 1,550 | 11.7 \% |
|  | 188 |  | 188 |  | 179 |  | 172 |  | 165 |  | 23 | 13.9 \% |  | 727 |  | 607 |  | 120 | 19.8 \% |
|  | 64 |  | 63 |  | 59 |  | 58 |  | 56 |  | 8 | 14.3 \% |  | 244 |  | 215 |  | 29 | 13.5 \% |
|  | 67 |  | 64 |  | 65 |  | 81 |  | 80 |  | (13) | (16.3)\% |  | 277 |  | 309 |  | (32) | (10.4)\% |
|  | - |  | - |  | - |  | - |  | - |  | - | -\% |  | - |  | 4 |  | (4) | (100.0)\% |
|  | 319 |  | 315 |  | 303 |  | 311 |  | 301 |  | 18 | 6.0 \% |  | 1,248 |  | 1,135 |  | 113 | 10.0 \% |
|  | 3,628 |  | 3,481 |  | 3,212 |  | 3,209 |  | 3,208 |  | 420 | 13.1 \% |  | 13,530 |  | 12,093 |  | 1,437 | 11.9 \% |
|  | (811) |  | (757) |  | (664) |  | (670) |  | (734) |  | (77) | 10.5 \% |  | $(2,902)$ |  | $(2,738)$ |  | (164) | 6.0 \% |
|  | 2,817 |  | 2,724 |  | 2,548 |  | 2,539 |  | 2,474 |  | 343 | 13.9 \% |  | 10,628 |  | 9,355 |  | 1,273 | 13.6 \% |
|  | 1,076 |  | 986 |  | 1,021 |  | 903 |  | 823 |  | 253 | 30.7 \% |  | 3,986 |  | 2,952 |  | 1,034 | 35.0 \% |
|  | 1,741 |  | 1,738 |  | 1,527 |  | 1,636 |  | 1,651 |  | 90 | 5.5 \% |  | 6,642 |  | 6,403 |  | 239 | 3.7 \% |
|  | 167 |  | 154 |  | 151 |  | 130 |  | 147 |  | 20 | 13.6 \% |  | 602 |  | 505 |  | 97 | 19.2 \% |
|  | 68 |  | 67 |  | 63 |  | 64 |  | 62 |  | 6 | 9.7 \% |  | 262 |  | 249 |  | 13 | 5.2 \% |
|  | (157) |  | (145) |  | (135) |  | (110) |  | (125) |  | (32) | 25.6 \% |  | (547) |  | (419) |  | (128) | 30.5 \% |
|  | 7 |  | 8 |  | 4 |  | 8 |  | 3 |  | 4 | 133.3 \% |  | 27 |  | 57 |  | (30) | (52.6)\% |
|  | 85 |  | 84 |  | 83 |  | 92 |  | 87 |  | (2) | (2.3)\% |  | 344 |  | 392 |  | (48) | (12.2)\% |
|  | 315 |  | 311 |  | 301 |  | 280 |  | 285 |  | 30 | 10.5 \% |  | 1,207 |  | 1,042 |  | 165 | 15.8 \% |
|  | 164 |  | 174 |  | 154 |  | 146 |  | 165 |  | (1) | (0.6)\% |  | 638 |  | 645 |  | (7) | (1.1)\% |
|  | 130 |  | 92 |  | 107 |  | 94 |  | 128 |  | 2 | 1.6 \% |  | 423 |  | 433 |  | (10) | (2.3)\% |
|  | 88 |  | 87 |  | 81 |  | 82 |  | 83 |  | 5 | 6.0 \% |  | 338 |  | 297 |  | 41 | 13.8 \% |
|  | 221 |  | 195 |  | 196 |  | 198 |  | 209 |  | 12 | 5.7 \% |  | 810 |  | 847 |  | (37) | (4.4)\% |
|  | 918 |  | 859 |  | 839 |  | 800 |  | 870 |  | 48 | $5.5 \%$ |  | 3,416 |  | 3,264 |  | 152 | 4.7 \% |
|  | 908 |  | 963 |  | 771 |  | 928 |  | 868 |  | 40 | 4.6 \% |  | 3,570 |  | 3,531 |  | 39 | 1.1 \% |
|  | 332 |  | 359 |  | 282 |  | 346 |  | 321 |  | 11 | 3.4 \% |  | 1,319 |  | 1,317 |  | 2 | 0.2 \% |
| \$ | 576 | \$ | 604 | \$ | 489 | \$ | 582 | \$ | 547 | \$ | 29 | $5.3 \%$ | \$ | 2,251 | \$ | 2,214 | \$ | 37 | 1.7 \% |

## SYNCHRONY FINANCIAL

## STATEMENTS OF FINANCIAL POSITION ${ }^{(1)}$

(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, ne

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
Senior unsecured notes
Related party debt
Total borrowings

Accrued expenses and other liabilities
Total liabilities

Equity:
Common stock
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income:
Treasury Stock
Total equity
Total liabilities and equity

| Quarter Ended |  |  |  |  |  |  |  |  |  | Dec 31, 2016 vs. <br> Dec 31, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Dec 31, } \\ 2016 \end{gathered}$ |  | $\underset{\substack{\text { Sep } 3016}}{ }$ |  | $\begin{gathered} \text { Jun 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \end{gathered}$ |  |  |  |  |
| \$ | 9,321 | \$ | 13,588 | \$ | 11,787 | \$ | 12,500 | \$ | 12,325 | \$ | $(3,004)$ | (24.4)\% |
|  | 5,110 |  | 3,356 |  | 2,723 |  | 2,949 |  | 3,142 |  | 1,968 | 62.6 \% |
|  | 52,332 |  | 47,517 |  | 44,854 |  | 41,730 |  | 42,826 |  | 9,506 | 22.2 \% |
|  | 24,005 |  | 23,127 |  | 23,428 |  | 24,119 |  | 25,464 |  | $(1,459)$ | (5.7)\% |
|  | 76,337 |  | 70,644 |  | 68,282 |  | 65,849 |  | 68,290 |  | 8,047 | 11.8 \% |
|  | $(4,344)$ |  | $(4,115)$ |  | $(3,894)$ |  | $(3,620)$ |  | $(3,497)$ |  | (847) | 24.2 \% |
|  | 71,993 |  | 66,529 |  | 64,388 |  | 62,229 |  | 64,793 |  | 7,200 | 11.1 \% |
|  | 949 |  | 949 |  | 949 |  | 949 |  | 949 |  | - | - \% |
|  | 712 |  | 733 |  | 704 |  | 702 |  | 701 |  | 11 | 1.6 \% |
|  | 2,122 |  | 2,004 |  | 1,833 |  | 2,327 |  | 2,080 |  | 42 | 2.0 \% |
| \$ | 90,207 | \$ | 87,159 | \$ | 82,384 | \$ | 81,656 | \$ | 83,990 | \$ | 6,217 | 7.4 \% |
| \$ | 51,896 | \$ | 49,611 | \$ | 46,220 | \$ | 44,721 | \$ | 43,215 | \$ | 8,681 | 20.1 \% |
|  | 159 |  | 204 |  | 207 |  | 256 |  | 152 |  | 7 | 4.6 \% |
|  | 52,055 |  | 49,815 |  | 46,427 |  | 44,977 |  | 43,367 |  | 8,688 | 20.0 \% |
|  | 12,388 |  | 12,411 |  | 12,236 |  | 12,423 |  | 13,589 |  | $(1,201)$ | (8.8)\% |
|  | - |  | - |  | - |  | 1,494 |  | 4,133 |  | $(4,133)$ | (100.0)\% |
|  | 7,759 |  | 7,756 |  | 7,059 |  | 6,559 |  | 6,557 |  | 1,202 | 18.3 \% |
|  | - |  | - |  | - |  | - |  | - |  | - | - \% |
|  | 20,147 |  | 20,167 |  | 19,295 |  | 20,476 |  | 24,279 |  | $(4,132)$ | (17.0)\% |
|  | 3,809 |  | 3,196 |  | 2,947 |  | 2,999 |  | 3,740 |  | 69 | 1.8 \% |
|  | 76,011 |  | 73,178 |  | 68,669 |  | 68,452 |  | 71,386 |  | 4,625 | 6.5 \% |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | - | - \% |
|  | 9,393 |  | 9,381 |  | 9,370 |  | 9,359 |  | 9,351 |  | 42 | 0.4 \% |
|  | 5,330 |  | 4,861 |  | 4,364 |  | 3,875 |  | 3,293 |  | 2,037 | 61.9 \% |
|  | (53) |  | (24) |  | (20) |  | (31) |  | (41) |  | (12) | 29.3 \% |
|  | (475) |  | (238) |  | - |  | - |  | - |  | (475) | NM |
|  | 14,196 |  | 13,981 |  | 13,715 |  | 13,204 |  | 12,604 |  | 1,592 | 12.6 \% |
| \$ | 90,207 | \$ | 87,159 | \$ | 82,384 | \$ | 81,656 | \$ | 83,990 | \$ | 6,217 | 7.4 \% |



 Financial Data Supplement have also been updated where applicable to reflect this reclassification.

## SYNCHRONY FINANCIAL

AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGIN ${ }^{(1)}$
(unaudited, $\$$ in millions)

## Assets

## 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 loan losses
Other assets
Total non-interest-earning assets

## Total assets

Liabilities
Interest-bearing liabilities:
Interest-bearing deposit accounts
Borrowings of consolidated securitization entities Bank term loan ${ }^{(2)}$
Senior unsecured notes
Related party debt

## 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 ${ }^{(3)}$

(1) Certain balance sheet amounts and related metrics have been updated to reflect the adoption of ASU 2015-03. More detail on this update is in footnote (1) on the Statements of Financial Position,
 term loan effective rate excludes the impact of charges incurred in connection with prepayments of the loan.
(3) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(4) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGIN ${ }^{(1)}$
(unaudited, $\$$ in millions)

## Assets

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

## otal interest-earning assets

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

## Total assets

| Twelve Months Ended <br> Dec 31, 2016 |  |  |
| :--- | :---: | :---: |
|  | Interest | Average |
| Average | Income/ | Yield/ $/$ |
| Balance |  | Expense |
|  |  |  |
|  |  |  |
|  |  |  |


| Twelve Months Ended <br> Dec 31, 2015 |  |  |
| :--- | :---: | :---: |
|  | Interest | Average |
| Average | Income/ | Yield/ |
| Balance | Expense |  |
|  |  |  |
|  |  | Rate |


| \$ | 11,943 | \$ | 63 | 0.53\% | \$ | 11,406 | \$ | 28 | 0.25\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,327 |  | 33 | 0.99\% |  | 3,142 |  | 21 | 0.67\% |
|  | 66,533 |  | 14,424 | 21.68\% |  | 59,603 |  | 12,932 | 21.70\% |
|  | 1,274 |  | 117 | 9.18\% |  | 1,119 |  | 104 | 9.29\% |
|  | 1,360 |  | 139 | 10.22\% |  | 1,359 |  | 142 | 10.45\% |
|  | 53 |  | 2 | 3.77\% |  | 39 |  | 1 | 2.56\% |
|  | 69,220 |  | 14,682 | 21.21\% |  | 62,120 |  | 13,179 | 21.22\% |
|  | 84,490 |  | 14,778 | 17.49\% |  | 76,668 |  | 13,228 | 17.25\% |

## Liabilities

## nterest-bearing liabilities

Interest-bearing deposit accounts
Borrowings of consolidated securitization entitie
Bank term loan ${ }^{(2)}$
Senior unsecured notes
Related party debt
Total interest-bearing liabilitie

| 890 |
| ---: | ---: | ---: |
| $(3,879)$ |
| 3,290 |
| 301 |
| $\$ 84,791$ |

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

| \$ | 47,163 | \$ | 727 | 1.54\% | \$ | 38,060 | \$ | 607 | 1.59\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12,532 |  | 244 | 1.95\% |  | 13,853 |  | 215 | 1.55\% |
|  | 789 |  | 31 | 3.93\% |  | 5,357 |  | 136 | 2.54\% |
|  | 7,135 |  | 246 | 3.45\% |  | 4,949 |  | 173 | 3.50\% |
|  | - |  | - | -\% |  | 125 |  | 4 | 3.20\% |
|  | 67,619 |  | 1,248 | 1.85\% |  | 62,344 |  | 1,135 | 1.82\% |
|  | 203 |  |  |  |  | 152 |  |  |  |
|  | 3,437 |  |  |  |  | 3,015 |  |  |  |
|  | 3,640 |  |  |  |  | 3,167 |  |  |  |
|  | 71,259 |  |  |  |  | 65,511 |  |  |  |
|  | 13,532 |  |  |  |  | 11,578 |  |  |  |
| \$ | 84,791 |  |  |  | \$ | 77,089 |  |  |  |
|  |  | \$ | 13,530 |  |  |  | \$ | 12,093 |  |
|  |  |  |  | 15.64\% |  |  |  |  | 15.43\% |
|  |  |  |  | 16.01\% |  |  |  |  | 15.77\% |

(1) Certain balance sheet amounts and related metrics have been updated to reflect the adoption of ASU 2015-03. More detail on this update is in footnote (1) on the Statements of Financial Position.
(2) Average interest rate on liabilities calculated above utilizes monthly average balances. The effective interest rates for the Bank term loan for the 12 months ended December 31, 2016 and December 31 , 2015 were $2.48 \%$ and $2.23 \%$, respectively. The Bank term loan effective rate excludes the impact of charges incurred in connection with prepayments of the loan.
3) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(4) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

## BALANCE SHEET STATISTICS ${ }^{(1)}$

(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 ${ }^{(2)}$
Tangible common equity as a $\%$ of tangible assets ${ }^{(2)}$
Tangible common equity per share ${ }^{(2)}$

## REGULATORY CAPITAL RATIOS ${ }^{(3)}$

Total risk-based capital ratio ${ }^{(4)}$
Tier 1 risk-based capital ratio ${ }^{(5)}$
Tier 1 leverage ratio ${ }^{(6)}$
Common equity Tier 1 capital ratio ${ }^{(7)}$

Common equity Tier 1 capital ratio ${ }^{(7)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { Dec 31, } 2016 \text { vs. } \\ \text { Dec 31, } 2015 \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31, | $\begin{gathered} \text { Sep } 30, \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Jun } 3016, \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \end{gathered}$ |  |  |  |  |
| \$ | 14,196 | \$ | 13,981 | \$ | 13,715 | \$ | 13,204 | \$ | 12,604 | \$ | 1,592 | 12.6\% |
|  | 15.74\% |  | 16.04\% |  | 16.65\% |  | 16.17\% |  | 15.01\% |  |  | 0.73\% |
| \$ | 88,546 | \$ | 85,477 | \$ | 80,731 | \$ | 80,005 | \$ | 82,340 | \$ | 6,206 | 7.5\% |
| \$ | 12,535 | \$ | 12,299 | \$ | 12,062 | \$ | 11,553 | \$ | 10,954 | \$ | 1,581 | 14.4\% |
|  | 14.16\% |  | 14.39\% |  | 14.94\% |  | 14.44\% |  | 13.30\% |  |  | 0.86\% |
| \$ | 15.34 | \$ | 14.90 | \$ | 14.46 | \$ | 13.86 | \$ | 13.14 | \$ | 2.20 | 16.7\% |


| Basel III Transition |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $18.5 \%$ | $19.5 \%$ | $19.8 \%$ | $19.4 \%$ | $18.1 \%$ |  |  |
| $17.2 \%$ | $18.2 \%$ | $18.5 \%$ | $18.1 \%$ | $16.8 \%$ |  |  |
| $15.0 \%$ | $15.3 \%$ | $15.6 \%$ | $14.8 \%$ | $14.4 \%$ |  |  |
| $17.2 \%$ | $18.2 \%$ | $18.5 \%$ | $18.1 \%$ | $16.8 \%$ |  |  |
|  | Basel III Fully Phased-in |  |  |  |  |  |
| $17.0 \%$ | $17.9 \%$ | $18.0 \%$ | $17.5 \%$ | $15.9 \%$ |  |  |

(1) Certain balance sheet amounts and related metrics have been updated to reflect the adoption of ASU 2015-03. More detail on this update is in footnote (1) on the Statements of Financial Position.
(2) Tangible common equity ("TCE") is a non-GAAP measure. We believe TCE is a more meaningful measure of the net asset value of the Company to investors. For corresponding reconciliation of TCE to a GAAP financial measure, see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.
(3) Regulatory capital metrics at December 31, 2016 are preliminary and therefore subject to change.
(4) Total risk-based capital ratio is the ratio of total risk-based capital divided by risk-weighted assets
(5) Tier 1 risk-based capital ratio is the ratio of Tier 1 capital divided by risk-weighted assets.
(6) Tier 1 leverage ratio is the ratio of Tier 1 capital divided by total average assets, after certain adjustments
(7) Common equity Tier 1 capital ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated under Basel III rules. Common equity Tier 1 capital ratio (fully phased-in) is a preliminary estimate reflecting management's interpretation of the final Basel III 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.

## PLATFORM RESULTS

## (unaudited S 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 ${ }^{(2)}$
Retailer share arrangements ${ }^{(2)}$

## PAYMENT SOLUTION

Purchase volume ${ }^{(1)}$
Period-end loan receivables
Average loan receivables
Average active accounts (in thousands) ${ }^{(3)}$
Interest and fees on loans

| Quarter Ended |  |  |  |  |  |  |  |  |  | 4Q'16 vs. 4Q'15 |  |  | Twelve Months Ended |  |  |  | YTD'16 vs. YTD'15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Dec 31, }, \\ & 2016 \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { Sep 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2015 \\ \hline \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2015 \end{gathered}$ |  |  |  |  |
| \$ | 28,996 | \$ | 25,285 | \$ | 25,411 | \$ | 21,550 | \$ | 26,768 | \$ | 2,228 | 8.3 \% | \$ | 101,242 | \$ | 92,190 | \$ | 9,052 | 9.8 \% |
| \$ | 52,701 | \$ | 48,010 | \$ | 46,705 | \$ | 45,113 | \$ | 47,412 | \$ | 5,289 | 11.2 \% | \$ | 52,701 | \$ | 47,412 | \$ | 5,289 | 11.2 \% |
| \$ | 49,897 | \$ | 47,420 | \$ | 45,861 | \$ | 45,900 | \$ | 44,958 | \$ | 4,939 | 11.0 \% | \$ | 47,421 | \$ | 42,687 | \$ | 4,734 | 11.1 \% |
|  | 54,489 |  | 52,959 |  | 52,314 |  | 52,969 |  | 52,038 |  | 2,451 | 4.7 \% |  | 53,344 |  | 50,358 |  | 2,986 | 5.9 \% |
| \$ | 2,909 | \$ | 2,790 | \$ | 2,585 | \$ | 2,614 | \$ | 2,594 | \$ | 315 | 12.1 \% | \$ | 10,898 | \$ | 9,774 | \$ | 1,124 | 11.5 \% |
| \$ | 70 | \$ | 70 | \$ | 69 | \$ | 79 | \$ | 76 | \$ | (6) | (7.9)\% | \$ | 288 | \$ | 339 | \$ | (51) | (15.0)\% |
| \$ | (801) | \$ | (752) | \$ | (656) | \$ | (661) | \$ | (723) | \$ | (78) | 10.8 \% | \$ | $(2,870)$ | \$ | $(2,688)$ | \$ | (182) | 6.8 \% |
| \$ | 4,194 | \$ | 4,152 | \$ | 3,903 | \$ | 3,392 | \$ | 3,714 | \$ | 480 | 12.9 \% | \$ | 15,641 | \$ | 13,668 | \$ | 1,973 | 14.4 \% |
| \$ | 15,567 | \$ | 14,798 | \$ | 13,997 | \$ | 13,420 | \$ | 13,543 | \$ | 2,024 | 14.9 \% | \$ | 15,567 | \$ | 13,543 | \$ | 2,024 | 14.9 \% |
| \$ | 15,146 | \$ | 14,391 | \$ | 13,644 | \$ | 13,482 | \$ | 13,192 | \$ | 1,954 | 14.8 \% | \$ | 14,188 | \$ | 12,436 | \$ | 1,752 | 14.1 \% |
|  | 8,844 |  | 8,461 |  | 8,153 |  | 8,134 |  | 7,896 |  | 948 | 12.0 \% |  | 8,410 |  | 7,478 |  | 932 | 12.5 \% |
| \$ | 523 | \$ | 505 | \$ | 467 | \$ | 457 | \$ | 462 | \$ | 61 | 13.2 \% | \$ | 1,952 | \$ | 1,719 | \$ | 233 | 13.6 \% |
| \$ | 3 | \$ | 3 | \$ | 3 | \$ | 4 | \$ | 3 | \$ | - | - \% | \$ | 13 | \$ | 17 | \$ | (4) | (23.5)\% |
| \$ | (9) | \$ | (3) | \$ | (7) | \$ | (7) | \$ | (10) | \$ | 1 | (10.0)\% | \$ | (26) | \$ | (45) | \$ | 19 | (42.2)\% |
| \$ | 2,179 | \$ | 2,178 | \$ | 2,193 | \$ | 2,035 | \$ | 1,978 | \$ | 201 | 10.2 \% | \$ | 8,585 | \$ | 7,757 | \$ | 828 | 10.7 \% |
| \$ | 8,069 | \$ | 7,836 | \$ | 7,580 | \$ | 7,316 | \$ | 7,335 | \$ | 734 | 10.0 \% | \$ | 8,069 | \$ | 7,335 | \$ | 734 | 10.0 \% |
| \$ | 7,944 | \$ | 7,714 | \$ | 7,438 | \$ | 7,323 | \$ | 7,256 | \$ | 688 | 9.5 \% | \$ | 7,611 | \$ | 6,997 | \$ | 614 | 8.8 \% |
|  | 5,368 |  | 5,219 |  | 5,064 |  | 5,031 |  | 4,958 |  | 410 | 8.3 \% |  | 5,174 |  | 4,807 |  | 367 | 7.6 \% |
| \$ | 487 | \$ | 476 | \$ | 442 | \$ | 427 | \$ | 438 | \$ | 49 | 11.2 \% | \$ | 1,832 | \$ | 1,686 | \$ | 146 | 8.7 \% |
| \$ | 12 | \$ | 11 | \$ | 11 | \$ | 9 | \$ | 8 | \$ | 4 | 50.0 \% | \$ | 43 | \$ | 36 | \$ | 7 | 19.4 \% |
| \$ | (1) | \$ | (2) | \$ | (1) | \$ | (2) | \$ | (1) | \$ | - | - \% | \$ | (6) | \$ | (5) | \$ | (1) | 20.0 \% |
| \$ | 35,369 | \$ | 31,615 | \$ | 31,507 | \$ | 26,977 | \$ | 32,460 | \$ | 2,909 | 9.0 \% | \$ | 125,468 | \$ | 113,615 | \$ | 11,853 | 10.4 \% |
| \$ | 76,337 | \$ | 70,644 | \$ | 68,282 | \$ | 65,849 | \$ | 68,290 | \$ | 8,047 | 11.8 \% | \$ | 76,337 | \$ | 68,290 | \$ | 8,047 | 11.8 \% |
| \$ | 72,987 | \$ | 69,525 | \$ | 66,943 | \$ | 66,705 | \$ | 65,406 | \$ | 7,581 | 11.6 \% | \$ | 69,220 | \$ | 62,120 | \$ | 7,100 | 11.4 \% |
|  | 68,701 |  | 66,639 |  | 65,531 |  | 66,134 |  | 64,892 |  | 3,809 | 5.9 \% |  | 66,928 |  | 62,643 |  | 4,285 | 6.8 \% |
| \$ | 3,919 | \$ | 3,771 | \$ | 3,494 | \$ | 3,498 | \$ | 3,494 | \$ | 425 | 12.2 \% | \$ | 14,682 | \$ | 13,179 | \$ | 1,503 | 11.4 \% |
| \$ | 85 | \$ | 84 | \$ | 83 | \$ | 92 | \$ | 87 | \$ | (2) | (2.3)\% | \$ | 344 | \$ | 392 | \$ | (48) | (12.2)\% |
| \$ | (811) | \$ | (757) | \$ | (664) | \$ | (670) | \$ | (734) | \$ | (77) | 10.5 \% | \$ | $(2,902)$ | \$ | $(2,738)$ | \$ | (164) | 6.0 \% |

## CARECREDIT

Retailer share arrangement

Purchase volume ${ }^{(1)}$
Period-end loan receivables
Average loan receivables
Average active accounts (in thousands) ${ }^{(3)}$
Interest and fees on loans
442
427 \$
38 \$
Retailer share arrangements

## 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 ${ }^{(2)}$
$\begin{array}{lllllllll}85 & \$ & 84 & \$ & 83 & \$ & 92 & \$ & 87\end{array}$
Other income ${ }^{(2)}$
Retailer share arrangements ${ }^{(2)}$
(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 ${ }^{(1)(2)}$
(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 deferred tax liabilities and certain items in accumulated comprehensive income (loss)
Basel III - Common equity Tier 1 (fully phased-in)
Adjustment related to capital components during transition
Basel III - Common equity Tier 1 (transition)

## RISK-BASED CAPITAL

Common equity Tier 1
Add: Allowance for loan losses includible in risk-based capital

## Risk-based capital

## ASSET MEASURES

Total average assets
Adjustments for:
Disallowed goodwill and other disallowed intangible assets
(net of related deferred tax liabilities) and other
Total assets for leverage purposes

Risk-weighted assets - Basel III (fully phased-in) ${ }^{(3)}$
Risk-weighted assets - Basel III (transition) ${ }^{(3)}$

## TANGIBLE COMMON EQUITY PER SHARE

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

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Dec 31, } \\ 2016 \end{gathered}$ |  | $\underset{2016}{\text { Sep } 30,}$ |  | $\begin{gathered} \text { Jun } 3016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2015 \end{gathered}$ |  |
| \$ | 14,196 | \$ | 13,981 | \$ | 13,715 | \$ | 13,204 | \$ | 12,604 |
|  | (949) |  | (949) |  | (949) |  | (949) |  | (949) |
|  | (712) |  | (733) |  | (704) |  | (702) |  | (701) |
| \$ | 12,535 | \$ | 12,299 | \$ | 12,062 | \$ | 11,553 | \$ | 10,954 |
|  | 337 |  | 299 |  | 282 |  | 281 |  | 280 |
| \$ | 12,872 | \$ | 12,598 | \$ | 12,344 | \$ | 11,834 | \$ | 11,234 |
|  | 263 |  | 273 |  | 266 |  | 265 |  | 399 |
| \$ | 13,135 | \$ | 12,871 | \$ | 12,610 | \$ | 12,099 | \$ | 11,633 |
| \$ | 13,135 | \$ | 12,871 | \$ | 12,610 | \$ | 12,099 | \$ | 11,633 |
|  | 994 |  | 923 |  | 890 |  | 869 |  | 898 |
| \$ | 14,129 | \$ | 13,794 | \$ | 13,500 | \$ | 12,968 | \$ | 12,531 |
| \$ | 88,822 | \$ | 85,021 | \$ | 81,694 | \$ | 82,835 | \$ | 81,882 |
|  | $(1,059)$ |  | $(1,117)$ |  | $(1,113)$ |  | $(1,117)$ |  | (991) |
| \$ | 87,763 | \$ | 83,904 | \$ | 80,581 | \$ | 81,718 | \$ | 80,891 |
| \$ | 75,941 | \$ | 70,448 | \$ | 68,462 | \$ | 67,697 | \$ | 70,493 |
| \$ | 76,179 | \$ | 70,660 | \$ | 68,188 | \$ | 66,689 | \$ | 69,224 |
| \$ | 17.37 | \$ | 16.94 | \$ | 16.45 | \$ | 15.84 | \$ | 15.12 |
|  | $(1.16)$ |  | (1.14) |  | (1.14) |  | (1.14) |  | (1.14) |
|  | (0.87) |  | (0.90) |  | (0.85) |  | (0.84) |  | (0.84) |
| \$ | 15.34 | \$ | $\underline{14.90}$ | \$ | 14.46 | \$ | 13.86 | \$ | 13.14 |

[^0]
[^0]:    (1) Certain balance sheet amounts and related metrics have been updated to reflect the adoption of ASU 2015-03. More detail on this update is in footnote (1) on the Statements of Financial Position.
    (2) Regulatory measures at December 31, 2016 are presented on an estimated basis
    (3) Key differences between Basel III transitional rules and fully phased-in Basel III rules in the calculation of risk-weighted assets include, but not limited to, risk weighting of deferred tax assets and adjustments for certain intangible assets.

