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# Synchrony Financial Reports Second Quarter Net Earnings of $\$ 696$ Million or \$0.92 Per Diluted Share 

STAMFORD, Conn. - Synchrony Financial (NYSE: SYF) today announced second quarter 2018 net earnings of $\$ 696$ million, or $\$ 0.92$ per diluted share. Highlights included:

- Net interest income increased 3\% from the second quarter of 2017 to $\$ 3.7$ billion
- Loan receivables grew $\$ 3$ billion, or $5 \%$, from the second quarter of 2017 to $\$ 79$ billion
- Purchase volume increased $2 \%$ from the second quarter of 2017 to $\$ 34$ billion
- Deposits grew $\$ 6$ billion, or $12 \%$, from the second quarter of 2017 to $\$ 59$ billion
- Closed the PayPal transaction on July 2, 2018, acquiring $\$ 7.6$ billion in receivables and making Synchrony the exclusive issuer of PayPal Credit in the U.S.
- Walmart program agreement will not be renewed and will expire July 31, 2019; expect strategic options will fully replace diluted earnings per share impact of program non-renewal ${ }^{(1)}$
- Added new partnerships: Furniture Row and The Good Feet Store
- Renewed relationships: Ashley HomeStore, Havertys, Sleep Number, LCA Vision, and Robbins Brothers
- Launched a new Dual Card with Belk
- Acquired Loop Commerce, a technology leader in digital and in-store gifting services
- Announced new capital plan increasing quarterly common stock dividend to $\$ 0.21$ per share and share repurchases of up to $\$ 2.2$ billion of Synchrony Financial common stock
${ }^{(1)}$ Please refer to page 12 of the 2Q'18 Financial Results presentation included in Form 8-K filed July 27, 2018
"We have continued to deliver solid results, driving organic growth while launching new programs and renewing key relationships. We are pleased to have closed the PayPal transaction, which is now a top 5 program. Our relationship with PayPal is exactly what we look for in a program - strong engagement, significant growth opportunities, and good economic alignment with the partner. Extending this relationship will enable us to leverage new opportunities to meaningfully expand this program and drive growth. And while the Walmart program will not be renewed as we were unable to reach terms that made economic sense for our company and our shareholders, we have strategic options that we expect will fully replace the EPS impact," said Margaret Keane, President and Chief Executive Officer of Synchrony Financial. "We remain focused on the risk-adjusted returns of our programs and returning capital to shareholders, as evidenced by our actions this quarter, which included significantly increasing the quarterly common stock dividend and share repurchase program."


## Business and Financial Highlights for the Second Quarter of 2018

All comparisons below are for the second quarter of 2018 compared to the second quarter of 2017, unless otherwise noted.

## Earnings

- Net interest income increased $\$ 100$ million, or $3 \%$, to $\$ 3.7$ billion, primarily driven by loan receivables growth. Net interest income after retailer share arrangements increased 4\%.
- Provision for loan losses decreased $\$ 46$ million, or $3 \%$, to $\$ 1.3$ billion, primarily driven by lower reserve build.
- Other income was up $\$ 6$ million to $\$ 63$ million.
- Other expense increased $\$ 64$ million, or $7 \%$, to $\$ 975$ million, primarily driven by growth and strategic investments.
- Provision for income taxes was down $33 \%$, primarily due to tax reform.
- Net earnings totaled $\$ 696$ million compared to $\$ 496$ million in the second quarter of 2017.


## Balance Sheet

- Period-end loan receivables growth was 5\%, primarily driven by purchase volume growth of $2 \%$ and average active account growth of $1 \%$.
- Deposits grew to $\$ 59$ billion, up $\$ 6$ billion, or $12 \%$, and comprised $73 \%$ of funding compared to 72\% last year.
- The Company's balance sheet remained strong with total liquidity (liquid assets and undrawn credit facilities) of $\$ 28$ billion, or $28 \%$ of total assets, including pre-funding for PayPal acquisition.
- The estimated fully phased-in Common Equity Tier 1 ratio under Basel III was $16.6 \%$.


## Key Financial Metrics

- Return on assets was $2.9 \%$ and return on equity was $19.4 \%$.
- Net interest margin was $15.33 \%$.
- Efficiency ratio was $31.0 \%$.


## Credit Quality

- Loans 30+ days past due as a percentage of total period-end loan receivables were $4.17 \%$ compared to $4.25 \%$ last year.
- Net charge-offs as a percentage of total average loan receivables were $5.97 \%$ compared to 5.42\% last year.
- The allowance for loan losses as a percentage of total period-end loan receivables was $7.43 \%$ compared to $6.63 \%$ last year.


## Sales Platforms

- Retail Card period-end loan receivables grew 3\%, solid growth was partially offset by the impact of underwriting refinements. Interest and fees on loans increased 3\%, primarily driven by the loan receivables growth. Purchase volume growth was $1 \%$ and average active accounts were flat.
- Payment Solutions period-end loan receivables grew $8 \%$, led by home furnishing and automotive. Interest and fees on loans increased 6\%, primarily driven by the loan receivables growth. Purchase volume growth was $9 \%$ and average active account growth was $4 \%$.
- CareCredit period-end loan receivables grew 8\%, led by dental and veterinary. Interest and fees on loans increased 6\%, primarily driven by the loan receivables growth. Purchase volume grew $8 \%$ and average active account growth was $5 \%$.


## 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 Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2017, as filed February 22, 2018, and the Company's forthcoming Quarterly Report on Form 10-Q for the quarter ended June 30, 2018. 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, July 27, 2018, 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 22018\#, and can be accessed beginning approximately two hours after the event through August 10, 2018.

## About Synchrony Financial

Synchrony Financial (NYSE: SYF) is a premier consumer financial services company delivering customized financing programs across key industries including retail, health, auto, travel and home, along with award-winning consumer banking products. With more than $\$ 130$ billion in sales financed and 74.5 million active accounts, Synchrony Financial brings deep industry expertise, actionable data insights, innovative solutions and differentiated digital experiences to improve the success of every business we serve and the quality of each life we touch. More information can be found at www.synchronyfinancial.com and through Twitter: @Synchrony.

## 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 "expects," "intends," "anticipates," "plans," "believes," "seeks," "targets," "outlook," "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; cyber-attacks or other security breaches; higher borrowing costs and adverse financial market conditions impacting our funding and liquidity, and any reduction in our credit ratings; our ability to grow our deposits in the future; our ability to securitize our loan receivables, occurrence of an early amortization of our securitization facilities, loss of the right to service or subservice our securitized loan receivables, and lower payment rates on our securitized loan receivables; 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 acquisitions and strategic investments; our ability to realize the benefits of and expected capital available from strategic options; reductions in interchange fees; fraudulent activity; 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; 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/or interpretations, 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; 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; 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 third-party 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, 2017, as filed on February 22, 2018. You should not consider any list of such factors to be an exhaustive statement of all 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 financial measures that have been adjusted to exclude the effects from the Tax Act, 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 SUMMAR

(unaudited, in millions, except per share statistics)

## EARNINGS

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
Other expense
Earnings before provision for income taxes
Provision for income taxes

## Net earnings

Net earnings attributable to common stockholders
Adjusted net earnings ${ }^{(1)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Six Months Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30, | $\begin{gathered} \text { Mar 31, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2017 \end{gathered}$ |  | $\underset{2017}{\text { Sep } 30,}$ |  | $\begin{gathered} \text { Jun 30, } \\ \hline 0 \end{gathered}$ |  | 2Q'18 vs. 2Q'17 |  |  | $\begin{gathered} \text { Jun 30, } \\ 2018 \end{gathered}$ |  | $\underset{2017}{ } \operatorname{Jun~}^{20},$ |  | YTD'18 vs. YTD'17 |  |  |
| \$ | 3,737 | \$ | 3,842 | \$ | 3,916 | \$ | 3,876 | \$ | 3,637 | \$ | 100 | 2.7 \% | \$ | 7,579 | \$ | 7,224 | \$ | 355 | 4.9 \% |
|  | (653) |  | (720) |  | (779) |  | (805) |  | (669) |  | 16 | (2.4)\% |  | $(1,373)$ |  | $(1,353)$ |  | (20) | 1.5 \% |
|  | 3,084 |  | 3,122 |  | 3,137 |  | 3,071 |  | 2,968 |  | 116 | 3.9 \% |  | 6,206 |  | 5,871 |  | 335 | 5.7 \% |
|  | 1,280 |  | 1,362 |  | 1,354 |  | 1,310 |  | 1,326 |  | (46) | (3.5)\% |  | 2,642 |  | 2,632 |  | 10 | 0.4 \% |
|  | 1,804 |  | 1,760 |  | 1,783 |  | 1,761 |  | 1,642 |  | 162 | 9.9 \% |  | 3,564 |  | 3,239 |  | 325 | 10.0 \% |
|  | 63 |  | 75 |  | 62 |  | 76 |  | 57 |  | 6 | 10.5 \% |  | 138 |  | 150 |  | (12) | (8.0)\% |
|  | 975 |  | 988 |  | 970 |  | 958 |  | 911 |  | 64 | 7.0 \% |  | 1,963 |  | 1,819 |  | 144 | 7.9 \% |
|  | 892 |  | 847 |  | 875 |  | 879 |  | 788 |  | 104 | 13.2 \% |  | 1,739 |  | 1,570 |  | 169 | 10.8 \% |
|  | 196 |  | 207 |  | 490 |  | 324 |  | 292 |  | (96) | (32.9)\% |  | 403 |  | 575 |  | (172) | (29.9)\% |
| \$ | 696 | \$ | 640 | \$ | 385 | \$ | 555 | \$ | 496 | \$ | 200 | 40.3 \% | \$ | 1,336 | \$ | 995 | \$ | 341 | 34.3 \% |
| \$ | 696 | \$ | 640 | \$ | 385 | \$ | 555 | \$ | 496 | \$ | 200 | 40.3 \% | \$ | 1,336 | \$ | 995 | \$ | 341 | $34.3 \%$ |
| \$ | 696 | \$ | 640 | \$ | 545 | \$ | 555 | \$ | 496 | \$ | 200 | 40.3 \% | \$ | 1,336 | \$ | 995 | \$ | 341 | 34.3 \% |

## COMMON SHARE STATISTICS

Basic EPS
Diluted EPS
Adjusted diluted EPS
Dividend declared per share

| $\$$ | 0.93 | $\$$ | 0.84 | $\$$ | 0.49 | $\$$ | 0.70 | $\$$ | 0.62 | $\$$ | 0.31 | $50.0 \%$ | $\$$ | 1.76 | $\$$ | 1.23 | $\$$ | 0.53 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 0.92 | $\$$ | 0.83 | $\$$ | 0.49 | $\$$ | 0.70 | $\$$ | 0.61 | $\$$ | 0.31 | $50.8 \%$ | $\$$ | 1.75 | $\$$ | 1.23 | $\$$ | 0.52 |

Common stock price

| $\$$ | 0.92 | $\$$ | 0.83 | $\$$ | 0.49 | $\$$ | 0.70 | $\$$ | 0.61 | $\$$ | 0.31 | $50.8 \%$ | $\$$ | 1.75 | $\$$ | 1.23 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 0.92 | $\$$ | 0.83 | $\$$ | 0.70 | $\$$ | 0.70 | $\$$ | 0.61 | $\$$ | 0.31 | $50.8 \%$ | $\$$ | 1.75 | $\$$ | 1.23 | $\$$ |
| $\$$ | 0.15 | $\$$ | 0.5 | $\$$ | 0.15 | $\$$ | 0.15 | $\$$ | 0.13 | $\$$ | 0.52 | $42.3 \%$ |  |  |  |  |  |

Book value per shar
Tangible common equity per share ${ }^{(2)}$

Beginning common shares outstanding
Issuance of common shares
Stock-based compensation
Shares repurchased
Ending common shares outstanding

Weighted average common shares outstanding
Weighted average common shares outstanding (fully diluted)
ts and provision for loan losses

|  | 0.15 | $\$$ | 0.15 | $\$$ | 0.15 | $\$$ | 0.15 | $\$$ | 0.13 | $\$$ | 0.02 | $15.4 \%$ | $\$$ | 0.30 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 33.38 | $\$$ | 33.53 | $\$$ | 38.61 | $\$$ | 31.05 | $\$$ | 29.82 | $\$$ | 3.56 | 11.9 | $\$$ | 33.38 | $\$$ |
| 29.82 | $\$$ | 0.04 | $15.4 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 19.37 | $\$$ | 18.88 | $\$$ | 18.47 | $\$$ | 18.40 | $\$$ | 18.02 | $\$$ | 1.35 | 7.05 | $\$$ | $7.5 \%$ | $\$$ | 19.37 | $\$$ | 18.02 |


|  | 16.84 | $\$$ | 16.55 | $\$$ | 16.22 | $\$$ | 16.15 | $\$$ | 15.79 | $\$$ | 1.05 | $6.6 \%$ | $\$$ | 16.84 | $\$$ | 15.79 | $\$$ | 1.05 | $6.6 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



| 760.3 | 770.5 | 782.6 | 795.3 | 810.8 | (50.5) | (6.2)\% | 770.5 | 817.4 | (46.9) | (5.7)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | - | - | -\% | - | - | - | - \% |
| 0.3 | 0.2 | 0.1 | 0.1 | 0.2 | 0.1 | 50.0 \% | 0.5 | 0.2 | 0.3 | 150.0 \% |
| (14.0) | (10.4) | (12.2) | (12.8) | (15.7) | 1.7 | (10.8)\% | (24.4) | (22.3) | (2.1) | 9.4 \% |
| 746.6 | 760.3 | 770.5 | 782.6 | 795.3 | (48.7) | (6.1)\% | 746.6 | 795.3 | (48.7) | (6.1)\% |
| 752.2 | 763.7 | 778.7 | 787.3 | 804.0 | (51.8) | (6.4)\% | 757.9 | 808.5 | (50.6) | (6.3)\% |
| 58. | 770 | 784.0 | 90. | 07.4 | (49.1) | (6.1)\% | 764 | 812.2 | (47. | (5.9)\% |

[^0]
## PERFORMANCE METRICS

Return on assets ${ }^{(1)}$
Return on equity ${ }^{(2)}$
Return on tangible common equity ${ }^{(3)}$
Adjusted return on assets ${ }^{(4)}$
Adjusted return on equity ${ }^{(4)}$
Adjusted return on tangible common equity ${ }^{(5)}$
Net interest margin ${ }^{(6)}$
Efficiency ratio ${ }^{(7)}$
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 ${ }^{(8)}$
$90+$ days past due as a $\%$ of period-end loan receivables ${ }^{(8)}$
Net charge-offs
Loan receivables delinquent over 30 days ${ }^{(8)}$
Loan receivables delinquent over 90 days ${ }^{(8)}$
Allowance for loan losses (period-end)
Allowance coverage ratio ${ }^{(9)}$

## BUSINESS METRICS

Purchase volume ${ }^{(10)}$
Period-end loan receivable

## Credit cards

Consumer installment loans
Commercial credit products
Other
Average loan receivables, including held for sale
Period-end active accounts (in thousands) ${ }^{(1)}$
Average active accounts (in thousands) ${ }^{(11)}$

## LIOUIDITY

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 |  |  |  |  |  |  |  |  | 2Q'18 vs. 2Q'17 |  |  | Six Months Ended |  |  |  |  | YTD'18 vs. YTD'17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Jun 30, } \\ 2018 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Mar 31, } \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2017 \\ \hline \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2018 \\ \hline \end{gathered}$ |  |  |  |  |  |  |
|  | 2.9\% |  | 2.7\% |  | 1.6\% |  | 2.4\% |  | 2.2\% |  |  | 0.7 \% |  | 2.8\% |  | 2.2\% |  |  | 0.6 \% |
|  | 19.4\% |  | 18.2\% |  | 10.5\% |  | 15.3\% |  | 13.8\% |  |  | 5.6 \% |  | 18.8\% |  | 14.0\% |  |  | 4.8 \% |
|  | 22.1\% |  | 20.7\% |  | 12.0\% |  | 17.4\% |  | 15.7\% |  |  | 6.4 \% |  | 21.5\% |  | 15.9\% |  |  | 5.6 \% |
|  | 2.9\% |  | 2.7\% |  | 2.3\% |  | 2.4\% |  | 2.2\% |  |  | 0.7 \% |  | 2.8\% |  | 2.2\% |  |  | 0.6 \% |
|  | 19.4\% |  | 18.2\% |  | 14.9\% |  | 15.3\% |  | 13.8\% |  |  | 5.6 \% |  | 18.8\% |  | 14.0\% |  |  | 4.8 \% |
|  | 22.1\% |  | 20.7\% |  | 17.0\% |  | 17.4\% |  | 15.7\% |  |  | 6.4 \% |  | 21.5\% |  | 15.9\% |  |  | 5.6 \% |
|  | 15.33\% |  | 16.05\% |  | 16.24\% |  | 16.74\% |  | 16.20\% |  |  | (0.87)\% |  | 15.69\% |  | 16.19\% |  |  | (0.50)\% |
|  | 31.0\% |  | 30.9\% |  | 30.3\% |  | 30.4\% |  | 30.1\% |  |  | 0.9 \% |  | 30.9\% |  | 30.2\% |  |  | 0.7 \% |
|  | 5.02\% |  | 5.07\% |  | 4.91\% |  | 4.99\% |  | 4.93\% |  |  | 0.09 \% |  | 5.04\% |  | 4.95\% |  |  | 0.09 \% |
|  | 22.0\% |  | 24.4\% |  | 56.0\% |  | 36.9\% |  | 37.1\% |  |  | (15.1)\% |  | 23.2\% |  | 36.6\% |  |  | (13.4)\% |
|  | 5.97\% |  | 6.14\% |  | 5.78\% |  | 4.95\% |  | 5.42\% |  |  | 0.55 \% |  | 6.06\% |  | 5.37\% |  |  | 0.69 \% |
|  | 4.17\% |  | 4.52\% |  | 4.67\% |  | 4.80\% |  | 4.25\% |  |  | (0.08)\% |  | 4.17\% |  | 4.25\% |  |  | (0.08)\% |
|  | 1.98\% |  | 2.28\% |  | 2.28\% |  | 2.22\% |  | 1.90\% |  |  | 0.08 \% |  | 1.98\% |  | 1.90\% |  |  | 0.08 \% |
| \$ | 1,159 | \$ | 1,198 | \$ | 1,141 | \$ | 950 | \$ | 1,001 | \$ | 158 | 15.8 \% | \$ | 2,357 | \$ | 1,975 | \$ | 382 | 19.3 \% |
| \$ | 3,293 | \$ | 3,521 | \$ | 3,831 | \$ | 3,694 | \$ | 3,208 | \$ | 85 | 2.6 \% | \$ | 3,293 | \$ | 3,208 | \$ | 85 | 2.6 \% |
| \$ | 1,561 | \$ | 1,776 | \$ | 1,869 | \$ | 1,707 | \$ | 1,435 | \$ | 126 | 8.8 \% | \$ | 1,561 | \$ | 1,435 | \$ | 126 | 8.8 \% |
| \$ | $\begin{aligned} & 5,859 \\ & 7.43 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,738 \\ & 7.37 \% \end{aligned}$ | \$ | $\begin{gathered} 5,574 \\ 6.80 \% \end{gathered}$ | \$ | $\begin{aligned} & 5,361 \\ & 6.97 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,001 \\ & 6.63 \% \end{aligned}$ | \$ | 858 | $\begin{aligned} & 17.2 \text { \% } \\ & 0.80 \% \end{aligned}$ | \$ | $\begin{aligned} & 5,859 \\ & 7.43 \% \end{aligned}$ | \$ | $\begin{gathered} 5,001 \\ 6.63 \% \end{gathered}$ | \$ | 858 | $\begin{aligned} & 17.2 \% \\ & 0.80 \% \end{aligned}$ |
| \$ | 34,268 | \$ | 29,626 | \$ | 36,565 | \$ | 32,893 | \$ | 33,476 | \$ | 792 | 2.4 \% | \$ | 63,894 | \$ | 62,356 | \$ | 1,538 | 2.5 \% |
| \$ | 78,879 | \$ | 77,853 | \$ | 81,947 | \$ | 76,928 | \$ | 75,458 | \$ | 3,421 | $4.5 \%$ | \$ | 78,879 | \$ | 75,458 | \$ | 3,421 | 4.5 \% |
| \$ | 75,753 | \$ | 74,952 | \$ | 79,026 | \$ | 73,946 | \$ | 72,492 | \$ | 3,261 | 4.5 \% | \$ | 75,753 | \$ | 72,492 | \$ | 3,261 | 4.5 \% |
| \$ | 1,708 | \$ | 1,590 | \$ | 1,578 | \$ | 1,561 | \$ | 1,514 | \$ | 194 | 12.8 \% | \$ | 1,708 | \$ | 1,514 | \$ | 194 | 12.8 \% |
| \$ | 1,356 | \$ | 1,275 | \$ | 1,303 | \$ | 1,384 | \$ | 1,386 | \$ | (30) | (2.2)\% | \$ | 1,356 | \$ | 1,386 | \$ | (30) | (2.2)\% |
| \$ | 62 | \$ | 36 | \$ | 40 | \$ | 37 | \$ | 66 | \$ | (4) | (6.1)\% | \$ | 62 | \$ | 66 | \$ | (4) | (6.1)\% |
| \$ | 77,853 | \$ | 79,090 | \$ | 78,369 | \$ | 76,165 | \$ | 74,090 | \$ | 3,763 | 5.1 \% | \$ | 78,468 | \$ | 74,111 | \$ | 4,357 | 5.9 \% |
|  | 69,767 |  | 68,891 |  | 74,541 |  | 69,008 |  | 69,277 |  | 490 | 0.7 \% |  | 69,767 |  | 69,277 |  | 490 | 0.7 \% |
|  | 69,344 |  | 71,323 |  | 71,348 |  | 69,331 |  | 68,635 |  | 709 | 1.0 \% |  | 70,540 |  | 69,307 |  | 1,233 | 1.8 \% |
| \$ | 15,675 | \$ | 13,044 | \$ | 11,602 | \$ | 13,915 | \$ | 12,020 | \$ | 3,655 | 30.4 \% | \$ | 15,675 | \$ | 12,020 | \$ | 3,655 | 30.4 \% |
| \$ | 21,491 | \$ | 18,557 | \$ | 15,087 | \$ | 16,391 | \$ | 15,274 | \$ | 6,217 | 40.7 \% | \$ | 21,491 | \$ | 15,274 | \$ | 6,217 | 40.7 \% |
| \$ | 6,500 | \$ | 6,000 | \$ | 6,000 | \$ | 5,650 | \$ | 6,650 | \$ | (150) | (2.3)\% | \$ | 6,500 | \$ | 6,650 | \$ | (150) | (2.3)\% |
| \$ | 27,991 | \$ | 24,557 | \$ | 21,087 | \$ | 22,041 | \$ | 21,924 | \$ | 6,067 | 27.7 \% | \$ | 27,991 | \$ | 21,924 | \$ | 6,067 | 27.7 \% |
|  | 21.68\% |  | 19.42\% |  | 15.75\% |  | 17.71\% |  | 16.76\% |  |  | 4.92 \% |  | 21.68\% |  | 16.76\% |  |  | 4.92 \% |
|  | 28.24\% |  | 25.70\% |  | 22.01\% |  | 23.82\% |  | 24.06\% |  |  | 4.18 \% |  | 28.24\% |  | 24.06\% |  |  | 4.18 \% |

(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.
 GAAP Measures and Calculations of Regulatory Measures.
 reconciliation of Adjusted net earnings to a GAAP financial measure, see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.

(6) Net interest margin represents net interest income divided by average interest-earning assets.
(7) Efficiency ratio represents (i) other expense, divided by (ii) net interest income, after retailer share arrangements, plus other income.
(8) Based on customer statement-end balances extrapolated to the respective period-end date
(9) Allowance coverage ratio represents allowance for loan losses divided by total period-end loan receivables.
(10) 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.
(11) 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
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 and provision for loan losses

## Other income

Interchange revenue
Debt cancellation fees
Loyalty programs
Other

## Total other income

## Other expense:

Employee costs ${ }^{(1)}$
Professional fees
Marketing and business development
Information processing
Other ${ }^{(1)}$
Total other expense
Earnings before provision for income taxes
Provision for income taxes
Net earnings attributable to common shareholders
(1) We have reclassified certain amounts within Employee costs to Other for all periods in 2017 to conform to the current period classifications.

## SYNCHRONY FINANCIAL

## STATEMENTS OF FINANCIAL POSITION

## (unaudited, \$ in millions)

## Asset

Cash and equivalents
Debt 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
Goodwill
Intangible assets, ne
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
Senior unsecured notes
Total borrowings
Accrued expenses and other liabilities
Total liabilities

## Equity:

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

Quarter Ended

| Quarter Ended |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { Jun 30, } 2018 \text { vs. } \\ & \text { Jun 30, } 2017 \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Mar 31, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { Sep 3017 } \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2017 \end{gathered}$ |  |  |  |  |
| \$ | 15,675 | \$ | 13,044 | \$ | 11,602 | \$ | 13,915 | \$ | 12,020 | \$ | 3,655 | 30.4 \% |
|  | 6,779 |  | 6,259 |  | 4,473 |  | 3,302 |  | 3,982 |  | 2,797 | 70.2 \% |
|  | 50,884 |  | 52,469 |  | 55,526 |  | 53,997 |  | 52,550 |  | $(1,666)$ | (3.2)\% |
|  | 27,995 |  | 25,384 |  | 26,421 |  | 22,931 |  | 22,908 |  | 5,087 | 22.2 \% |
|  | 78,879 |  | 77,853 |  | 81,947 |  | 76,928 |  | 75,458 |  | 3,421 | 4.5 \% |
|  | $(5,859)$ |  | $(5,738)$ |  | $(5,574)$ |  | $(5,361)$ |  | $(5,001)$ |  | (858) | 17.2 \% |
|  | 73,020 |  | 72,115 |  | 76,373 |  | 71,567 |  | 70,457 |  | 2,563 | 3.6 \% |
|  | 1,024 |  | 991 |  | 991 |  | 991 |  | 991 |  | 33 | 3.3 \% |
|  | 863 |  | 780 |  | 749 |  | 772 |  | 787 |  | 76 | 9.7 \% |
|  | 1,761 |  | 2,370 |  | 1,620 |  | 2,001 |  | 2,903 |  | $(1,142)$ | (39.3)\% |
| \$ | 99,122 | \$ | 95,559 | \$ | 95,808 | \$ | 92,548 | \$ | 91,140 | \$ | 7,982 | 8.8 \% |


| \$ | 58,734 | \$ | 56,285 | \$ | 56,276 | \$ | 54,232 | \$ | 52,659 | \$ | 6,075 | 11.5 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 277 |  | 285 |  | 212 |  | 222 |  | 226 |  | 51 | 22.6 \% |
|  | 59,011 |  | 56,570 |  | 56,488 |  | 54,454 |  | 52,885 |  | 6,126 | 11.6 \% |
|  | 12,170 |  | 12,214 |  | 12,497 |  | 11,891 |  | 12,204 |  | (34) | (0.3)\% |
|  | 9,551 |  | 8,801 |  | 8,302 |  | 8,008 |  | 8,505 |  | 1,046 | 12.3 \% |
|  | 21,721 |  | 21,015 |  | 20,799 |  | 19,899 |  | 20,709 |  | 1,012 | 4.9 \% |
|  | 3,932 |  | 3,618 |  | 4,287 |  | 3,793 |  | 3,214 |  | 718 | 22.3 \% |
|  | 84,664 |  | 81,203 |  | 81,574 |  | 78,146 |  | 76,808 |  | 7,856 | 10.2 \% |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | - | - \% |
|  | 9,486 |  | 9,470 |  | 9,445 |  | 9,429 |  | 9,415 |  | 71 | 0.8 \% |
|  | 7,906 |  | 7,334 |  | 6,809 |  | 6,543 |  | 6,109 |  | 1,797 | 29.4 \% |
|  | (93) |  | (86) |  | (64) |  | (40) |  | (49) |  | (44) | 89.8 \% |
|  | $(2,842)$ |  | $(2,363)$ |  | $(1,957)$ |  | $(1,531)$ |  | $(1,144)$ |  | $(1,698)$ | 148.4 \% |
|  | 14,458 |  | 14,356 |  | 14,234 |  | 14,402 |  | 14,332 |  | 126 | 0.9 \% |
| \$ | 99,122 | \$ | 95,559 | \$ | 95,808 | \$ | 92,548 | \$ | 91,140 | \$ | 7,982 | 8.8 \% |

## SYNCHRONY FINANCIAL

AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGI
(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 asset

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

## Total asset

## Liabilities

## Interest-bearing liabilities:

Interest-bearing deposit accounts
Borrowings of consolidated securitization entities Senior unsecured notes

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 ${ }^{(1)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jun 30, 2018 |  |  | Mar 31, 2018 |  |  | Dec 31, 2017 |  |  | Sep 30, 2017 |  |  | Jun 30, 2017 |  |  |
| Average <br> Balance | Interest <br> Income/ <br> Expense | Average Yield/ Rate | Average <br> Balance | Interest <br> Income/ <br> Expense | Average <br> Yield/ <br> Rate | Average <br> Balance | Interest <br> Income/ <br> Expense | Average Yield/ Rate | Average <br> Balance | Interest <br> Income/ <br> Expense | Average Yield/ Rate | Average <br> Balance | Interest <br> Income/ <br> Expense | Average Yield/ Rate |


| \$ 13,097 | \$ | 59 | 1.81\% | \$ | 12,434 | \$ | 47 | 1.53\% | \$ | 13,591 | \$ | 43 | 1.26\% | \$ | 11,895 | \$ | 37 | 1.23\% | \$ | 10,758 | \$ | 28 | 1.04\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6,803 |  | 34 | 2.00\% |  | 5,584 |  | 25 | 1.82\% |  | 3,725 |  | 15 | 1.60\% |  | 3,792 |  | 14 | 1.46\% |  | 5,195 |  | 15 | 1.16\% |
| 74,809 |  | 4,010 | 21.50\% |  | 76,181 |  | 4,099 | 21.82\% |  | 75,389 |  | 4,161 | 21.90\% |  | 73,172 |  | 4,111 | 22.29\% |  | 71,206 |  | 3,858 | 21.73\% |
| 1,648 |  | 37 | 9.01\% |  | 1,572 |  | 36 | 9.29\% |  | 1,568 |  | 36 | 9.11\% |  | 1,543 |  | 35 | 9.00\% |  | 1,461 |  | 34 | 9.33\% |
| 1,346 |  | 34 | 10.13\% |  | 1,286 |  | 36 | 11.35\% |  | 1,375 |  | 35 | 10.10\% |  | 1,392 |  | 36 | 10.26\% |  | 1,378 |  | 34 | 9.90\% |
| 50 |  | - | -\% |  | 51 |  | 1 | NM |  | 37 |  | 1 | NM |  | 58 |  | - | -\% |  | 45 |  | 1 | NM |
| 77,853 |  | 4,081 | 21.03\% |  | 79,090 |  | 4,172 | 21.39\% |  | 78,369 |  | 4,233 | 21.43\% |  | 76,165 |  | 4,182 | 21.78\% |  | 74,090 |  | 3,927 | 21.26\% |
| 97,753 |  | 4,174 | 17.13\% |  | 97,108 |  | 4,244 | 17.72\% |  | 95,685 |  | 4,291 | 17.79\% |  | 91,852 |  | 4,233 | 18.28\% |  | 90,043 |  | 3,970 | 17.68\% |


| 1,161 |
| :---: |
| $(5,768)$ |
| 3,068 |
| $(1,539)$ |
| 96,214 |


| 1,197 |
| :---: |
| $(5,608)$ |
| 3,010 |
| $(1,401)$ <br> 95,707 |


| \$ 57,303 | \$ | 273 | 1.91 \% | \$ | 56,356 | \$ | 249 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11,821 |  | 80 | 2.71 \% |  | 12,410 |  | 74 |
| 9,114 |  | 84 | 3.70\% |  | 8,795 |  | 79 |
| 78,238 |  | 437 | 2.24\% |  | 77,561 |  | 402 |


| $1.79 \%$ |
| ---: |
| $2.42 \%$ |
| $3.64 \%$ |
| $2.10 \%$ |


| 1,037 |
| :---: |
|  |
| $(5,443)$ |
| 3,219 |
|  |
| $(1,187)$ |
| 94,498 |


| 877 |
| :---: |
| $(5,125)$ |
| 3,517 |
| $(731)$ <br> 91,121 |


| 829 |
| ---: |
|  |
| $(4,781)$ |
| 3,303 |
|  |
| $\$ 89,394$ |

(1) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(2) 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)

|  | Six Months Ended Jun 30, 2018 |  |  |  |  | $\begin{gathered} \text { Six Months Ended } \\ \text { Jun 30, } 2017 \\ \hline \end{gathered}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  | Interest <br> Income/ <br> Expense |  | $\begin{gathered} \hline \text { Average } \\ \text { Yield/ } \\ \text { Rate } \\ \hline \end{gathered}$ | Average <br> Balance |  | Interest <br> Income/ <br> Expense |  | Average <br> Yield/ <br> Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Interest-earning cash and equivalents | \$ | 12,768 | \$ | 106 | 1.67\% | \$ | 10,656 | \$ | 49 | 0.93\% |
| Securities available for sale |  | 6,197 |  | 59 | 1.92\% |  | 5,204 |  | 30 | 1.16\% |
| Loan receivables: |  |  |  |  |  |  |  |  |  |  |
| Credit cards, including held for sale |  | 75,492 |  | 8,109 | 21.66\% |  | 71,285 |  | 7,669 | 21.69\% |
| Consumer installment loans |  | 1,610 |  | 73 | 9.14\% |  | 1,425 |  | 66 | 9.34\% |
| Commercial credit products |  | 1,316 |  | 70 | 10.73\% |  | 1,348 |  | 68 | 10.17\% |
| Other |  | 50 |  | 1 | 4.03\% |  | 53 |  | 1 | 3.80\% |
| Total loan receivables, including held for sale |  | 78,468 |  | 8,253 | 21.21\% |  | 74,111 |  | 7,804 | 21.23\% |
| Total interest-earning assets |  | 97,433 |  | 8,418 | 17.42\% |  | 89,971 |  | 7,883 | 17.67\% |
| Non-interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks |  | 1,179 |  |  |  |  | 816 |  |  |  |
| Allowance for loan losses |  | $(5,689)$ |  |  |  |  | $(4,595)$ |  |  |  |
| Other assets |  | 3,039 |  |  |  |  | 3,239 |  |  |  |
| Total non-interest-earning assets |  | $(1,471)$ |  |  |  |  | (540) |  |  |  |
| Total assets | \$ | 95,962 |  |  |  | \$ | 89,431 |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposit accounts | \$ | 56,832 | \$ | 522 | 1.85\% | \$ | 51,833 | \$ | 396 | 1.54\% |
| Borrowings of consolidated securitization entities |  | 12,114 |  | 154 | 2.56\% |  | 12,267 |  | 128 | 2.10\% |
| Senior unsecured notes |  | 8,955 |  | 163 | 3.67\% |  | 7,847 |  | 135 | 3.47\% |
| Total interest-bearing liabilities |  | 77,901 |  | 839 | 2.17\% |  | 71,947 |  | 659 | 1.85\% |
| Non-interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposit accounts |  | 285 |  |  |  |  | 229 |  |  |  |
| Other liabilities |  | 3,434 |  |  |  |  | 2,872 |  |  |  |
| Total non-interest-bearing liabilities |  | 3,719 |  |  |  |  | 3,101 |  |  |  |
| Total liabilities |  | 81,620 |  |  |  |  | 75,048 |  |  |  |
| Equity |  |  |  |  |  |  |  |  |  |  |
| Total equity |  | 14,342 |  |  |  |  | 14,383 |  |  |  |
| Total liabilities and equity | \$ | 95,962 |  |  |  | \$ | 89,431 |  |  |  |
| Net interest income |  |  | \$ | 7,579 |  |  |  | \$ | 7,224 |  |
| Interest rate spread ${ }^{(1)}$ |  |  |  |  | 15.25\% |  |  |  |  | 15.82\% |
| Net interest margin ${ }^{(2)}$ |  |  |  |  | 15.69\% |  |  |  |  | 16.19\% |

(1) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(2) 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 ${ }^{(2)}$

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

Common equity Tier 1 capital ratio


| Basel III Full |  | Basel III Transition |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 18.0\% | 18.1\% | 17.3\% | 18.7\% | 18.7\% |
| 16.6\% | 16.8\% | 16.0\% | 17.3\% | 17.4\% |
| 13.6\% | 13.7\% | 13.8\% | 14.6\% | 14.8\% |
| 16.6\% | 16.8\% | 16.0\% | 17.3\% | 17.4\% |
| Basel III Fully Phased-in |  |  |  |  |
| 16.6\% | 16.8\% | 15.8\% | 17.2\% | 17.2\% |

(1) 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.
(2) Regulatory capital metrics at June 30, 2018 are preliminary and therefore subject to change.
(3) Amounts presented do not reflect certain modifications to the regulatory capital rules proposed by the federal banking agencies in September 2017, which among other things, may increase the risk weighting of certain deferred tax assets from $100 \%$ to $250 \%$ if the proposed rule becomes effective.
(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.

## PLATFORM RESULTS

## (unaudited, \$ in millions)

## RETAIL CARD

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 ${ }^{(2)}$
Retailer share arrangements ${ }^{(2)}$

## 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
Retailer share arrangements

## CARECREDIT

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

## TOTALSYF

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 ${ }^{(2)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  | 2Q'18 vs. 2Q'17 |  |  | Six Months Ended |  |  |  | YTD'18 vs. YTD'17 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun 30, } \\ & 2018, \end{aligned}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2018, \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, 31, } \\ 2017 \end{gathered}$ |  | $\begin{aligned} & \text { Sep 30, 30, } \\ & 2017 \end{aligned}$ |  | $\begin{gathered} \mathbf{J u n} 30, \\ 2017 \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { Jun 30, } \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Jun 30, } \\ 2017 \\ \hline \end{array}$ |  |  |  |  |
| \$ | 27,340 | \$ | 23,382 | \$ | 29,839 | \$ | 26,347 | \$ | 27,101 | \$ | 239 | 0.9 \% | \$ | 50,722 | \$ | 50,053 | \$ | 669 | 1.3 \% |
| \$ | 52,918 | \$ | 52,531 | \$ | 56,230 | \$ | 52,119 | \$ | 51,437 | \$ | 1,481 | 2.9 \% | \$ | 52,918 | \$ | 51,437 | \$ | 1,481 | $2.9 \%$ |
| \$ | 52,427 | \$ | 53,673 | \$ | 53,256 | \$ | 51,817 | \$ | 50,533 | \$ | 1,894 | 3.7 \% | \$ | 53,047 | \$ | 50,588 | \$ | 2,459 | $4.9 \%$ |
|  | 54,092 |  | 55,927 |  | 56,113 |  | 54,471 |  | 54,058 |  | 34 | 0.1 \% |  | 55,211 |  | 54,729 |  | 482 | $0.9 \%$ |
| \$ | 2,993 | \$ | 3,096 | \$ | 3,133 | \$ | 3,102 | \$ | 2,900 | \$ | 93 | 3.2 \% | \$ | 6,089 | \$ | 5,788 | \$ | 301 | 5.2 \% |
| \$ | 48 | \$ | 65 | \$ | 49 | \$ | 61 | \$ | 25 | \$ | 23 | 92.0 \% | \$ | 113 | \$ | 102 | \$ | 11 | 10.8 \% |
| \$ | (644) | \$ | (714) | \$ | (771) | \$ | (795) | \$ | (657) | \$ | 13 | (2.0)\% | \$ | $(1,358)$ | \$ | $(1,338)$ | \$ | (20) | 1.5 \% |
| \$ | 4,288 | \$ | 3,823 | \$ | 4,366 | \$ | 4,178 | \$ | 3,930 | \$ | 358 | 9.1 \% | \$ | 8,111 | \$ | 7,616 | \$ | 495 | 6.5 \% |
| \$ | 16,875 | \$ | 16,513 | \$ | 16,857 | \$ | 16,153 | \$ | 15,595 | \$ | 1,280 | 8.2 \% | \$ | 16,875 | \$ | 15,595 | \$ | 1,280 | 8.2 |
| \$ | 16,562 | \$ | 16,629 | \$ | 16,386 | \$ | 15,848 | \$ | 15,338 | \$ | 1,224 | 8.0 \% | \$ | 16,595 | \$ | 15,381 | \$ | 1,214 | 7.9 |
|  | 9,433 |  | 9,545 |  | 9,421 |  | 9,183 |  | 9,031 |  | 402 | 4.5 \% |  | 9,492 |  | 9,061 |  | 431 | 4.8 \% |
| \$ | 566 | \$ | 562 | \$ | 574 | \$ | 559 | \$ | 533 | \$ | 33 | 6.2 \% | \$ | 1,128 | \$ | 1,048 | \$ | 80 | 7.6 \% |
| \$ | 4 | \$ | 2 | \$ | 2 | \$ | 2 | \$ | 6 | \$ | (2) | (33.3)\% | \$ | 6 | \$ | 10 | \$ | (4) | (40.0)\% |
| \$ | (7) | \$ | (4) | \$ | (5) | \$ | (9) | \$ | (9) | \$ | 2 | (22.2)\% | \$ | (11) | \$ | (10) | \$ | (1) | 10.0 \% |
| \$ | 2,640 | \$ | 2,421 | \$ | 2,360 | \$ | 2,368 | \$ | 2,445 | \$ | 195 | 8.0 \% | \$ | 5,061 | \$ | 4,687 | \$ | 374 | 8.0 \% |
| \$ | 9,086 | \$ | 8,809 | \$ | 8,860 | \$ | 8,656 | \$ | 8,426 | \$ | 660 | 7.8 \% | \$ | 9,086 | \$ | 8,426 | \$ | 660 | 7.8 \% |
| \$ | 8,864 | \$ | 8,788 | \$ | 8,727 | \$ | 8,500 | \$ | 8,219 | \$ | 645 | 7.8 \% | \$ | 8,826 | \$ | 8,142 | \$ | 684 | 8.4 \% |
|  | 5,819 |  | 5,851 |  | 5,814 |  | 5,677 |  | 5,546 |  | 273 | 4.9 \% |  | 5,837 |  | 5,517 |  | 320 | 5.8 |
| \$ | 522 | \$ | 514 | \$ | 526 | \$ | 521 | \$ | 494 | \$ | 28 | 5.7 \% | \$ | 1,036 | \$ | 968 | \$ | 68 | 7.0 \% |
| \$ | 11 | \$ | 8 | \$ | 11 | \$ | 13 | \$ | 26 | \$ | (15) | (57.7)\% | \$ | 19 | \$ | 38 | \$ | (19) | (50.0)\% |
| \$ | (2) | \$ | (2) | \$ | (3) | \$ | (1) | \$ | (3) | \$ | 1 | (33.3)\% | \$ | (4) | \$ | (5) | \$ | 1 | (20.0)\% |
| \$ | 34,268 | \$ | 29,626 | \$ | 36,565 | \$ | 32,893 | \$ | 33,476 | \$ | 792 | 2.4 \% | \$ | 63,894 | \$ | 62,356 | \$ | 1,538 | 2.5 \% |
| \$ | 78,879 | \$ | 77,853 | \$ | 81,947 | \$ | 76,928 | \$ | 75,458 | \$ | 3,421 | 4.5 \% | \$ | 78,879 | \$ | 75,458 | \$ | 3,421 | 4.5 \% |
| \$ | 77,853 | \$ | 79,090 | \$ | 78,369 | \$ | 76,165 | \$ | 74,090 | \$ | 3,763 | 5.1 \% | \$ | 78,468 | \$ | 74,111 | \$ | 4,357 | 5.9 \% |
|  | 69,344 |  | 71,323 |  | 71,348 |  | 69,331 |  | 68,635 |  | 709 | 1.0 \% |  | 70,540 |  | 69,307 |  | 1,233 | 1.8 |
| \$ | 4,081 | \$ | 4,172 | \$ | 4,233 | \$ | 4,182 | \$ | 3,927 | \$ | 154 | 3.9 \% | \$ | 8,253 | \$ | 7,804 | \$ | 449 | 5.8 \% |
| \$ | 63 | \$ | 75 | \$ | 62 | \$ | 76 | \$ | 57 | \$ | 6 | 10.5 \% | \$ | 138 | \$ | 150 | \$ | (12) | (8.0)\% |
| \$ | (653) | \$ | (720) | \$ | (779) | \$ | (805) | \$ | (669) | \$ | 16 | (2.4)\% | \$ | $(1,373)$ | \$ | $(1,353)$ | \$ | (20) | $1.5 \%$ |

(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 ${ }^{(1)}$
(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)
Risk-weighted assets - Basel III (transition)

## TANGIBLE COMMON EQUITY PER SHARE

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

## ADJUSTED NET EARNINGS

GAAP net earnings
Adjustment for tax law change ${ }^{(2)}$
Adjusted net earnings

## ADJUSTED DILUTED EPS

GAAP diluted EPS
Adjustment for tax law change ${ }^{(2)}$
Adjusted diluted EPS

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Jun 30, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } \\ 2017 \end{gathered}$ |  |
| \$ | 14,458 | \$ | 14,356 | \$ | 14,234 | \$ | 14,402 | \$ | 14,332 |
|  | $(1,024)$ |  | (991) |  | (991) |  | (991) |  | (991) |
|  | (863) |  | (780) |  | (749) |  | (772) |  | (787) |
| \$ | 12,571 | \$ | 12,585 | \$ | 12,494 | \$ | 12,639 | \$ | 12,554 |
|  | 287 |  | 278 |  | 254 |  | 344 |  | 337 |
| \$ | 12,858 | \$ | 12,863 | \$ | 12,748 | \$ | 12,983 | \$ | 12,891 |
|  |  |  |  |  | 142 |  | 142 |  | 146 |
|  |  |  |  | \$ | $\underline{12,890}$ | \$ | $\underline{\text { 13,125 }}$ | \$ | $\underline{ }$ 13,037 |
| \$ | 12,858 | \$ | 12,863 | \$ | 12,890 | \$ | 13,125 | \$ | 13,037 |
|  | 1,027 |  | 1,015 |  | 1,064 |  | 1,001 |  | 985 |
| \$ | $\underline{13,885}$ | \$ | $\underline{13,878}$ | \$ | $\underline{13,954}$ | \$ | $\underline{14,126}$ | \$ | $\underline{14,022}$ |
| \$ | 96,214 | \$ | 95,707 | \$ | 94,498 | \$ | 91,121 | \$ | 89,394 |
|  | $(1,670)$ |  | $(1,560)$ |  | $(1,392)$ |  | $(1,304)$ |  | $(1,325)$ |
| \$ | 94,544 | \$ | 94,147 | \$ | 93,106 | \$ | 89,817 | \$ | 88,069 |
| \$ | 77,322 | \$ | 76,509 | \$ | 80,526 | \$ | 75,614 | \$ | 74,748 |
|  |  |  |  | \$ | 80,669 | \$ | 75,729 | \$ | 74,792 |
| \$ | 19.37 | \$ | 18.88 | \$ | 18.47 | \$ | 18.40 | \$ | 18.02 |
|  | (1.37) |  | (1.30) |  | (1.29) |  | (1.27) |  | (1.25) |
|  | (1.16) |  | (1.03) |  | (0.96) |  | (0.98) |  | (0.98) |
| \$ | 16.84 | \$ | $\underline{16.55}$ | \$ | $\underline{16.22}$ | \$ | $\underline{16.15}$ | \$ | $\underline{15.79}$ |
| \$ | 696 | \$ | 640 | \$ | 385 | \$ | 555 | \$ | 496 |
|  | - |  | - |  | 160 |  | - |  | - |
| \$ | 696 | \$ | 640 | \$ | 545 | \$ | 555 | \$ | 496 |
| \$ | 0.92 | \$ | 0.83 | \$ | 0.49 | \$ | 0.70 | \$ | 0.61 |
|  | - |  | - |  | 0.21 |  | - |  | - |
| \$ | 0.92 | \$ | 0.83 | \$ | 0.70 | \$ | 0.70 | \$ | 0.61 |

[^1]
[^0]:     measure, see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures.
    (2) 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

[^1]:    (1) Regulatory measures at June 30, 2018 are presented on an estimated basis.
    (2) Adjustment to exclude the effects to Provision for income taxes in the quarter ended December 31, 2017, resulting from the Tax Act.

