

# Barclays Americas Select Franchise Conference

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# Bank of America International – Scale, Profitable, Global Platform

## Scale, Quality Business

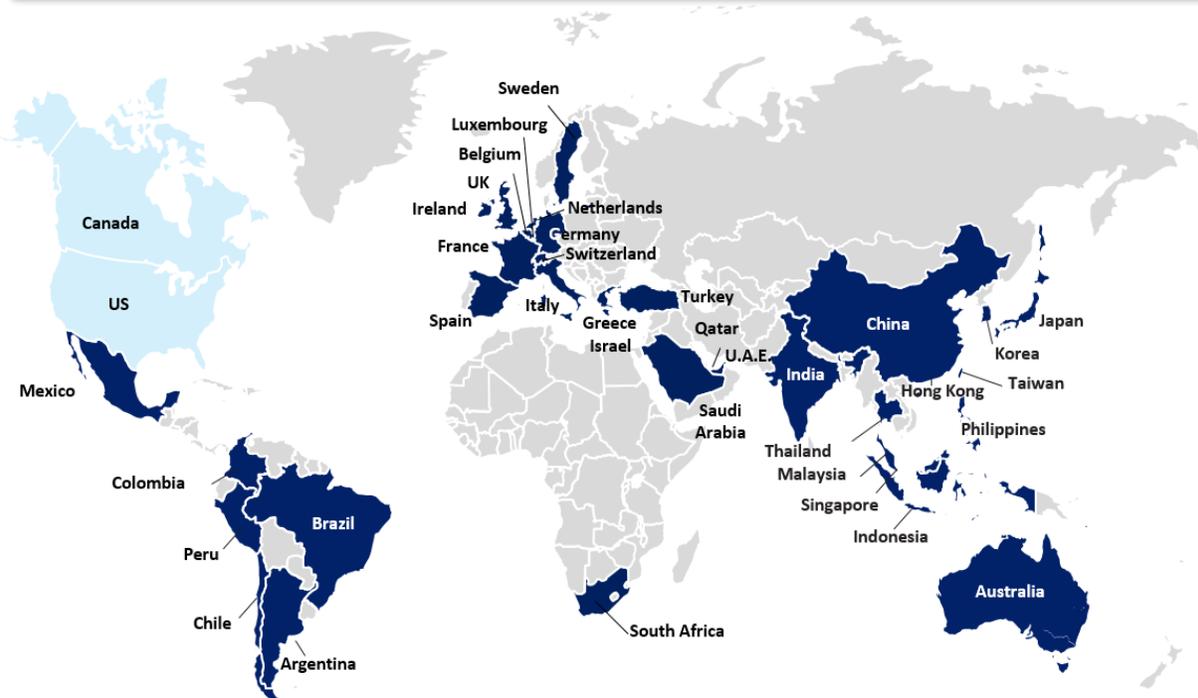
- Full-service offering, across **Global Markets, Global Banking** and **Research**<sup>1</sup>
- Present in **36** countries, with clients in **>85** countries
- >17,000 colleagues **providing solutions for global and local clients** in all their key markets
- Contributing **almost 40%**<sup>2</sup> of all Global Markets and GCIB<sup>1</sup> revenues

### Key International Financials (FY'23)

- **\$13.0B** Revenues
- **\$3.8B** Profits Before Tax
- **13%** Return on Allocated Capital
- **>\$100B** Loans & Leases
- **>\$130B** Deposits

## Global Platform & Coverage

**Core Business Lines: Global Corporate & Investment Banking, Global Commercial Banking, Global Markets – supported by #1 Ranked Global Research Franchise<sup>3</sup>**



**36 BofA International country locations cover >80% of International GDP, >90% of Equity Market Cap and >90% of Investment Banking Fee Pool**

## Client Share & Accolades

- **#1** Developed Europe Research<sup>3</sup>
- **#1** Emerging EMEA Research<sup>3</sup>
- **#1** India Research<sup>3</sup>
- **#3** Investment Banking Fees<sup>4</sup>
- **#3** Mergers & Acquisition Fees<sup>4</sup>
- **#3** Equity Capital Markets Volumes<sup>4</sup>
- **>\$100T** annual Payment value<sup>5</sup>
- **>12M** trades per day<sup>6</sup>
- **#2** EMEA Electronic Trading<sup>7</sup>
- **#1** APAC Credit<sup>8</sup>
- **World's Best Bank for Markets<sup>9</sup>**
- **Derivatives House & FX Derivatives House of the Year<sup>10</sup>**
- **Best International Transaction & Cash Management Bank in APAC<sup>11</sup>**



1. Global Banking = Global Corporate & Investment Banking (GCIB) and US Global Commercial Banking Subsidiaries.

2. Based on Full Year 2023 – businesses applicable to International including Global Markets, Global Corporate and Investment Banking.

3. Institutional Investor, 2023.

4. Dealogic, year to date as of 16 April 2024.

5. Based on Full Year 2023 Global Payment Solutions payments.

6. Equities, Fixed Income, Currencies and Commodities trade volumes, International, Full Year 2023 average.

7. Bloomberg, Stoxx 600 Value Traded USD, first quarter 2024.

8. MarketAxess, ranking by trade volume, 2023.

9. Euromoney, 2023.

10. International Financing Review, 2023.

11. The Asian Banker, 2023.

# Bank of America International – Delivering for Clients, Globally

## Unique platform: A ‘Gateway to Global’ for clients around the world

### Leading U.S. Client Base - Expanding Internationally

- Global solutions, capital and expertise, delivered locally, to Companies, Investors and Commercial Subsidiaries in all the countries in which they do business

- 99%** Coverage of the U.S. Fortune 500 (2023)
- 97%** Coverage of the U.S. Fortune 1,000 (2023)
- 74%** Of U.S. GCIB Clients do business with us Internationally (2024)<sup>1</sup>

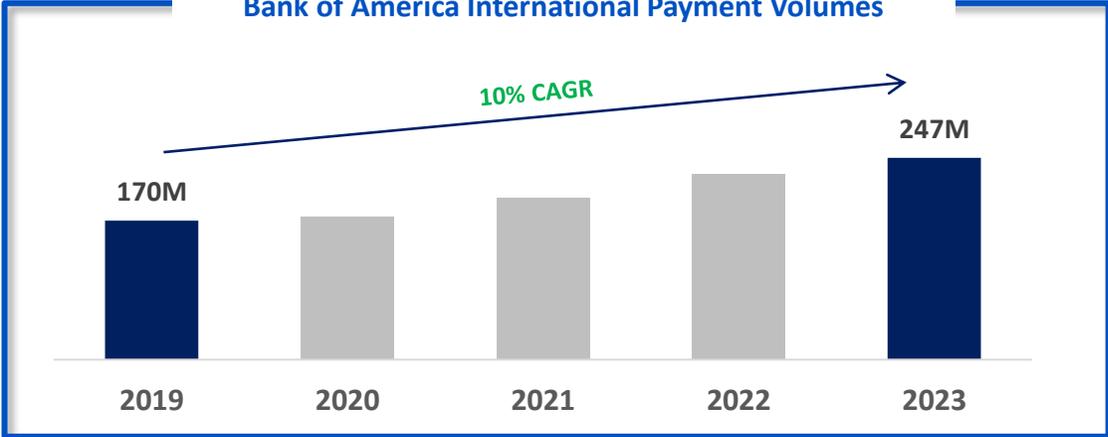
### International Clients - Growing Locally and Globally

- Local delivery for regional and global clients, focused on growing market share, deepening countries per relationship and selectively adding new clients

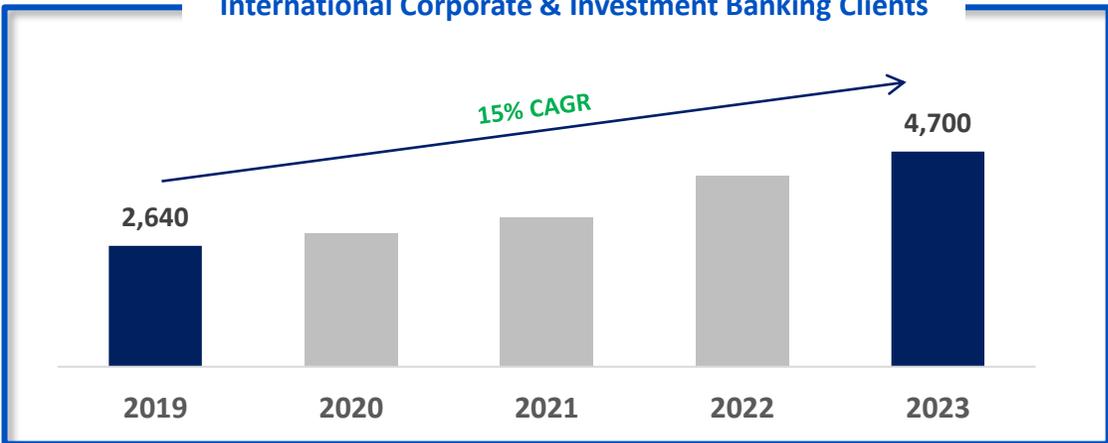
- 4,700** Internationally Headquartered Corporate Clients (2023)
- 3,600** Internationally Headquartered Investor Clients (2023)
- 12,000** Active International Subsidiaries of U.S. Commercial Clients (2023)

## Broadening & Deepening with Clients

### Bank of America International Payment Volumes



### International Corporate & Investment Banking Clients



1. Based on prior 12-month revenue, as of February 2024.



# Bank of America International – An Engine for Growth

## Leveraging Market & Competitive Dynamics to Drive Responsible Growth, Globally

- Unique, integrated global platform, providing capital and solutions for our clients around the world
- Combining global lines of business with local delivery and expertise to drive responsible growth
  - Doing more with existing clients, and winning new client relationships
- Power, stability and thought-leadership to deliver in a complex operating environment
- Continuously investing in platform and digital to enhance client experience and drive efficiencies
- Driving sustainable growth through Operational Excellence – controls and efficiencies
- Delivering for Clients, Colleagues and the Communities in which we live and work

**Client-Centric  
Approach**

**Country-by-  
Country Strategy**

**Growing  
Global Payment  
Solutions**

**Driving  
Operational  
Excellence**

**Investing in  
Technology &  
Marketing**

