# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

FORM 8-K

## CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

January 23, 2015
Date of Report
(Date of earliest event reported)

## SYNCHRONY FINANCIAL

(Exact name of registrant as specified in its charter)

| Delaware <br> (State or other jurisdiction <br> of incorporation) | 001-36560 <br> (Commission <br> File Number) | $51-0483352$ <br> (I.R.S. Employer <br> Identification No.) |
| :---: | :---: | :---: |
| 777Long Ridge Road, Stamford, Connecticut <br> (Address of principal executive offices) | 06902 |  |
| (Zip Code) |  |  |

(203) 585-2400
(Registrant's telephone number, including area code)
N/A
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

On January 23, 2015, Synchrony Financial (the "Company") issued a press release setting forth the Company's fourth quarter 2014 earnings. A copy of the Company's press release is being furnished as Exhibit 99.1 and hereby incorporated by reference. The information furnished pursuant to this Item 2.02 , including Exhibits, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

The following exhibits are being furnished as part of this report:

| Number | Description |
| :--- | :--- |
| 99.1 | Press release, dated January 23, 2015, issued by Synchrony Financial. |
| 99.2 | Financial Data Supplement of the Company for the quarter ended December 31, 2014. |
| 99.3 | Financial Results Presentation of the Company for the quarter ended December 31, 2014. |
| 99.4 | Explanation of Non-GAAP Measures |

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## SYNCHRONY FINANCIAL

| By: | /s/ Jonathan Mothner |
| :--- | :--- |
| Name: | Jonathan S. Mothner |
| Title: | Executive Vice President, General Counsel and |
|  | Secretary |

## Number

99.1
99.2
99.3

Description

Press release, dated January 23, 2015, issued by Synchrony Financial.
Financial Data Supplement of the Company for the quarter ended December 31, 2014.
Financial Results Presentation of the Company for the quarter ended December 31, 2014.
Explanation of Non-GAAP Measures

## |ll synchrony

Contact:
Investor Relations Media Relations
Greg Ketron Samuel Wang
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For Immediate Release: January 23, 2015

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

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

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


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

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

## Earnings

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


## Balance Sheet

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


## Key Financial Metrics

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


## Credit Quality

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


## Sales Platforms

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


## Corresponding Financial Tables and Information

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

## Conference Call and Webcast Information

On Friday, January 23, 2015, at 10:30 a.m. Eastern Time, Margaret Keane, President and Chief Executive Officer, and Brian Doubles, Executive Vice President and Chief Financial Officer, will host a conference call to review the financial results and outlook for certain business drivers. The conference call can be accessed via an audio webcast through the Investor Relations page of our website, www.investors.synchronyfinancial.com, under Events and Presentations. A replay will be available on the website or by dialing (888) 8437419 (U.S. domestic) or (630) 652-3042 (international), passcode 42014, and can be accessed beginning approximately two hours after the event through February 6, 2015.

## About Synchrony Financial

Formerly GE Capital Retail Finance, Synchrony Financial (NYSE: SYF) is one of the premier consumer financial services companies in the United States. Our roots in consumer finance trace back to 1932, and today we are the largest provider of private label credit cards in the United States based on purchase volume and receivables*. We provide a range of credit products through programs we have established with a diverse group of national and regional retailers, local merchants, manufacturers, buying groups, industry associations and healthcare service providers to help generate growth for our partners and offer
financial flexibility to our customers. Through our partners' more than 300,000 locations across the United States and Canada, and their websites and mobile applications, we offer our customers a variety of credit products to finance the purchase of goods and services. Our offerings include private label credit cards and co-branded dual cards, promotional financing and installment lending, loyalty programs and Optimizer ${ }^{\text {+plus }}$ branded FDIC-insured savings products through Synchrony Bank. More information can be found at www.synchronyfinancial.com and twitter.com/SYFNews.
*The Nilson Report (April 2014, Issue \# 1039)

## Cautionary Statement Regarding Forward-Looking Statements

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

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

## Non-GAAP Measures

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

SyNChrony financial
FINANCIAL SUMMARY
(unaudited, in millions, except per share statistics)

## EARNINGS

Net interest income
Retailer share arrangements
Net interest income, after retailer share arrangements
Provision for loan losses
Net interest income, after retailer share arrangements and provision for
loan losses loan losses
Other income
Other expense
Earnings before provision for income taxes
Provision for income taxes
Net earnings
Net earnings attributable to common stockholders

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Twelve months ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { c 31, } \\ & 014, \end{aligned}$ | $\begin{gathered} \text { Sep 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | 4Q'14 vs. 4Q'13 |  |  | $\begin{gathered} \text { Dec 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | YTD'14 vs. YTD'13 |  |  |
| \$ | 2,978 | \$ | 2,879 | \$ | 2,720 | \$ | 2,743 | \$ | 2,849 | \$ | 129 | $4.5 \%$ | \$ | 11,320 | \$ | 10,571 | \$ | 749 | 7.1 \% |
|  | (698) |  | (693) |  | (590) |  | (594) |  | (662) |  | (36) | 5.4 \% |  | $(2,575)$ |  | $(2,373)$ |  | (202) | 8.5 \% |
|  | 2,280 |  | 2,186 |  | 2,130 |  | 2,149 |  | 2,187 |  | 93 | 4.3 \% |  | 8,745 |  | 8,198 |  | 547 | 6.7 \% |
|  | 797 |  | 675 |  | 681 |  | 764 |  | 818 |  | (21) | (2.6)\% |  | 2,917 |  | 3,072 |  | (155) | (5.0)\% |
|  | 1,483 |  | 1,511 |  | 1,449 |  | 1,385 |  | 1,369 |  | 114 | 8.3 \% |  | 5,828 |  | 5,126 |  | 702 | 13.7 \% |
|  | 162 |  | 96 |  | 112 |  | 115 |  | 130 |  | 32 | 24.6 \% |  | 485 |  | 500 |  | (15) | (3.0)\% |
|  | 792 |  | 728 |  | 797 |  | 610 |  | 807 |  | (15) | (1.9)\% |  | 2,927 |  | 2,484 |  | 443 | 17.8 \% |
|  | 853 |  | 879 |  | 764 |  | 890 |  | 692 |  | 161 | 23.3 \% |  | 3,386 |  | 3,142 |  | 244 | 7.8 \% |
|  | 322 |  | 331 |  | 292 |  | 332 |  | 249 |  | 73 | 29.3 \% |  | 1,277 |  | 1,163 |  | 114 | 9.8 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |

## COMMON SHARE STATISTICS

| Basic EPS | \$ | 0.64 | \$ | 0.70 | \$ | 0.67 | \$ | 0.79 | \$ | 0.63 | \$ | 0.01 | 1.6 \% | \$ | 2.78 | \$ | 2.81 | \$ | (0.03) | (1.1)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted EPS | \$ | 0.64 | \$ | 0.70 | \$ | 0.67 | \$ | 0.79 | \$ | 0.63 | \$ | 0.01 | 1.6 \% | \$ | 2.78 | \$ | 2.81 | \$ | (0.03) | (1.1)\% |
| Common stock price | \$ | 29.75 | \$ | 24.55 |  | n/a |  | n/a |  | n/a | \$ | 29.75 | n/a | \$ | 29.75 |  | $\mathrm{n} / \mathrm{a}$ | \$ | 29.75 | n/a |
| Book value per share | \$ | 12.57 | \$ | 11.92 | \$ | 9.06 | \$ | 8.57 | \$ | 8.45 | \$ | 4.12 | 48.8 \% | \$ | 12.57 | \$ | 8.45 | \$ | 4.12 | 48.8 \% |
| Tangible book value per share ${ }^{\text {1 }}$ | \$ | 10.81 | \$ | 10.25 | \$ | 7.06 | \$ | 6.56 | \$ | 6.68 | \$ | 4.13 | 61.8 \% | \$ | 10.81 | \$ | 6.68 | \$ | 4.13 | 61.8 \% |
| Beginning common shares outstanding |  | 833.8 |  | 705.3 |  | 705.3 |  | 705.3 |  | 705.3 |  | 128.5 | 18.2 \% |  | 705.3 |  | 705.3 |  | - | -\% |
| Issuance of common shares through initial public offering |  | - |  | 128.5 |  | - |  | - |  | - |  | - | NM |  | 128.5 |  | - |  | 128.5 | NM |
| Shares repurchased |  | - |  | - |  | - |  | - |  | - |  | - | NM |  | - |  | - |  | - | NM |
| Ending common shares outstanding |  | 833.8 |  | 833.8 |  | 705.3 |  | 705.3 |  | 705.3 |  | 128.5 | 18.2 \% |  | 833.8 |  | 705.3 |  | 128.5 | 18.2 \% |
| Weighted average common shares outstanding |  | 833.8 |  | 781.8 |  | 705.3 |  | 705.3 |  | 705.3 |  | 128.5 | 18.2 \% |  | 757.4 |  | 705.3 |  | 52.1 | 7.4 \% |
| Weighted average common shares outstanding (fully diluted) |  | 834.3 |  | 781.9 |  | 705.3 |  | 705.3 |  | 705.3 |  | 129.0 | 18.3 \% |  | 757.6 |  | 705.3 |  | 52.3 | 7.4 \% |

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

## SYNCHRONY FINANCIAL

## SELECTED METRICS

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

PERFORMANCE METRICS


Average active accounts (in thousands) ${ }^{8)}$

## LIQUIDITY

Liquid assets
Cash and equivalents
Total liquid assets
Undrawn credit facilities
Undrawn committed securitization financings
Total liquid assets and undrawn credit facilities
Liquid assets \% of total assets
Liquid assets including undrawn committed securitization financings \% of total assets
(1) Return on assets represents net earnings as a percentage of average total assets.
(2) Return on equity represents net earnings as a percentage of average total equity.
(3) Return on tangible common equity represents net earnings as a percentage of average tangible common equity. Tangible Common Equity ("TCE") is a non-GAAP measure. For corresponding reconciliation of TCE to a

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

## SYNCHRONY FINANCIAL

## STATEMENTS OF EARNINGS

## (unaudited, $\$$ in millions)

## Interest income:

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

| Quarter Ended |  |  |  |  |  |  |  | 4Q'14 vs. 4Q'13 |  |  | Twelve months ended |  |  |  | YTD'14 vs. YTD'13 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Dec 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \hline \text { Sep 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } \\ 2014 \end{gathered}$ |  | $\begin{aligned} & \hline \text { Iar 31, } \\ & 2014 \end{aligned}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2014, \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  |  |  |
| \$ 3,252 | \$ 3,116 | \$ | 2,920 | \$ | 2,928 | \$ | 3,032 | \$ | 220 | 7.3 \% | \$ | 12,216 | \$ | 11,295 | \$ | 921 | 8.2 \% |
| 8 | 7 |  | 6 |  | 5 |  | 5 |  | 3 | 60.0 \% |  | 26 |  | 18 |  | 8 | 44.4 \% |
| 3,260 | 3,123 |  | 2,926 |  | 2,933 |  | 3,037 |  | 223 | 7.3 \% |  | 12,242 |  | 11,313 |  | 929 | 8.2 \% |

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
Net interest income, after retailer share arrangements

Provision for loan losses
Net interest income, after retailer share
arrangements and provision for loan losses

| 139 | 126 | 109 | 96 | 93 | 46 | 49.5 \% | 470 | 374 | 96 | 25.7 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 57 | 57 | 54 | 47 | 49 | 8 | 16.3 \% | 215 | 211 | 4 | 1.9 \% |
| 78 | 46 | - | - | - | 78 | NM | 124 | - | 124 | NM |
| 8 | 15 | 43 | 47 | 46 | (38) | (82.6)\% | 113 | 157 | (44) | (28.0)\% |
| 282 | 244 | 206 | 190 | 188 | 94 | 50.0 \% | 922 | 742 | 180 | 24.3 \% |
| 2,978 | 2,879 | 2,720 | 2,743 | 2,849 | 129 | 4.5 \% | 11,320 | 10,571 | 749 | 7.1 \% |
| (698) | (693) | (590) | (594) | (662) | (36) | 5.4 \% | $(2,575)$ | $(2,373)$ | (202) | 8.5 \% |
| 2,280 | 2,186 | 2,130 | 2,149 | 2,187 | 93 | 4.3 \% | 8,745 | 8,198 | 547 | 6.7 \% |
| 797 | 675 | 681 | 764 | 818 | (21) | (2.6)\% | 2,917 | 3,072 | (155) | (5.0)\% |
| 1,483 | 1,511 | 1,449 | 1,385 | 1,369 | 114 | 8.3 \% | 5,828 | 5,126 | 702 | 13.7 \% |
| 120 | 101 | 92 | 76 | 89 | 31 | 34.8 \% | 389 | 324 | 65 | 20.1 \% |
| 67 | 68 | 70 | 70 | 88 | (21) | (23.9)\% | 275 | 324 | (49) | (15.1)\% |
| (91) | (84) | (63) | (43) | (57) | (34) | 59.6 \% | (281) | (213) | (68) | 31.9 \% |
| 66 | 11 | 13 | 12 | 10 | 56 | NM | 102 | 65 | 37 | 56.9 \% |
| 162 | 96 | 112 | 115 | 130 | 32 | 24.6 \% | 485 | 500 | (15) | (3.0)\% |

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 shareholders

|  | 227 |  | 239 |  | 207 |  | 193 |  | 190 |  | 37 | 19.5 \% |  | 866 |  | 698 |  | 168 | 24.1 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 152 |  | 159 |  | 155 |  | 141 |  | 157 |  | (5) | (3.2)\% |  | 607 |  | 486 |  | 121 | 24.9 \% |
|  | 165 |  | 115 |  | 97 |  | 83 |  | 117 |  | 48 | 41.0 \% |  | 460 |  | 269 |  | 191 | 71.0 \% |
|  | 60 |  | 47 |  | 53 |  | 52 |  | 52 |  | 8 | 15.4 \% |  | 212 |  | 193 |  | 19 | 9.8 \% |
|  | 188 |  | 168 |  | 285 |  | 141 |  | 291 |  | (103) | (35.4)\% |  | 782 |  | 838 |  | (56) | (6.7)\% |
|  | 792 |  | 728 |  | 797 |  | 610 |  | 807 |  | (15) | (1.9)\% |  | 2,927 |  | 2,484 |  | 443 | 17.8 \% |
|  | 853 |  | 879 |  | 764 |  | 890 |  | 692 |  | 161 | 23.3 \% |  | 3,386 |  | 3,142 |  | 244 | 7.8 \% |
|  | 322 |  | 331 |  | 292 |  | 332 |  | 249 |  | 73 | 29.3 \% |  | 1,277 |  | 1,163 |  | 114 | 9.8 \% |
| \$ | 531 | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 88 | 19.9 \% | \$ | 2,109 | \$ | 1,979 | \$ | 130 | 6.6 \% |

## SYNCHRONY FINANCIAL

## STATEMENTS OF FINANCIAL POSITION

## (unaudited, $\$$ in millions)

Assets
Cash and equivalents
Investment securities
Loan receivables:
Unsecuritized loans held for investment
Restricted loans of consolidated securitization entities
Total loan receivables
Less: Allowance for loan losses
Loan receivables, net

Loan receivables held for sale
Goodwill
Intangible assets, net
Other assets
Total assets

| Quarter Ended |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { Dec 31, } 2014 \text { vs. } \\ \text { Dec 31, } 2013 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { c 31, } \\ & 014 \end{aligned}$ | Sep 30,$2014$ |  | $\begin{gathered} \text { Jun 30, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  |  |  |  |
| \$ | 11,828 | \$ | 14,808 | \$ | 6,782 | \$ | 5,331 | \$ | 2,319 | \$ | 9,509 | NM |
|  | 1,598 |  | 325 |  | 298 |  | 265 |  | 236 |  | 1,362 | NM |
|  | 34,335 |  | 30,474 |  | 28,280 |  | 29,101 |  | 31,183 |  | 3,152 | 10.1 \% |
|  | 26,951 |  | 26,293 |  | 26,593 |  | 25,184 |  | 26,071 |  | 880 | 3.4 \% |
|  | 61,286 |  | 56,767 |  | 54,873 |  | 54,285 |  | 57,254 |  | 4,032 | 7.0 \% |
|  | $(3,236)$ |  | $(3,102)$ |  | $(3,006)$ |  | $(2,998)$ |  | $(2,892)$ |  | (344) | 11.9 \% |
|  | 58,050 |  | 53,665 |  | 51,867 |  | 51,287 |  | 54,362 |  | 3,688 | 6.8 \% |
|  | 332 |  | 1,493 |  | 1,458 |  | - |  | - |  | 332 | NM |
|  | 949 |  | 949 |  | 949 |  | 949 |  | 949 |  | - | - \% |
|  | 519 |  | 449 |  | 463 |  | 464 |  | 300 |  | 219 | 73.0 \% |
|  | 2,431 |  | 1,780 |  | 1,358 |  | 949 |  | 919 |  | 1,512 | 164.5 \% |
| \$ | 75,707 | \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 16,622 | 28.1 \% |

Liabilities and Equity
Deposits:
Interest-bearing deposit accounts
Non-interest-bearing deposit accounts

## Total deposits

Borrowings:
Borrowings of consolidated securitization entities
Bank term loan facility
Senior unsecured notes
Related party debt
Total borrowings
Accrued expenses and other liabilities

## Total liabilities

Equity:
Parent's net investment
Common stock
Additional paid-in-capital
Retained earnings
Accumulated other comprehensive income:
Total equity
Total liabilities and equity

| \$ | 34,847 | \$ | 32,480 | \$ | 30,258 | \$ | 27,123 | \$ | 25,360 | \$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 108 |  | 209 |  | 204 |  | 235 |  | 359 |  | (251) | (69.9)\% |
|  | 34,955 |  | 32,689 |  | 30,462 |  | 27,358 |  | 25,719 |  | 9,236 | 35.9 \% |
|  | 14,967 |  | 15,091 |  | 15,114 |  | 14,642 |  | 15,362 |  | (395) | (2.6)\% |
|  | 8,245 |  | 7,495 |  | - |  | - |  | - |  | 8,245 | NM |
|  | 3,593 |  | 3,593 |  | - |  | - |  | - |  | 3,593 | NM |
|  | 655 |  | 1,405 |  | 7,859 |  | 8,062 |  | 8,959 |  | $(8,304)$ | (92.7)\% |
|  | 27,460 |  | 27,584 |  | 22,973 |  | 22,704 |  | 24,321 |  | 3,139 | 12.9 \% |
|  | 2,814 |  | 3,255 |  | 3,347 |  | 3,141 |  | 3,085 |  | (271) | (8.8)\% |
|  | 65,229 |  | 63,528 |  | 56,782 |  | 53,203 |  | 53,125 |  | 12,104 | 22.8 \% |
|  | - |  | - |  | - |  | 6,052 |  | 5,973 |  | $(5,973)$ | (100.0)\% |
|  | 1 |  | 1 |  | 1 |  | - |  | - |  | 1 | NM |
|  | 9,408 |  | 9,401 |  | 6,399 |  | - |  | - |  | 9,408 | NM |
|  | 1,079 |  | 548 |  | - |  | - |  | - |  | 1,079 | NM |
|  | (10) |  | (9) |  | (7) |  | (10) |  | (13) |  | 3 | (23.1)\% |
|  | 10,478 |  | 9,941 |  | 6,393 |  | 6,042 |  | 5,960 |  | 4,518 | 75.8 \% |
| \$ | 75,707 | \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 16,622 | 28.1\% |

## SYNCHRONY FINANCIAL

## AVERAGE BALANCES, NET INTEREST INCOME AND NET INTEREST MARGIN

(unaudited, $\$$ in millions)


## Liabilities

| Interest-bearing deposit accounts | \$ | 33,980 | \$ | 139 | 1.59\% | \$ | 31,459 | \$ | 126 | 1.61 \% | \$ | 28,568 | \$ | 109 | 1.53\% | \$ | 26,317 | \$ | 96 | 1.50\% | \$ | 23,857 | \$ | 93 | 1.53\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrowings of consolidated securitization entities |  | 14,766 |  | 57 | 1.50\% |  | 15,102 |  | 57 | $1.51 \%$ |  | 14,727 |  | 54 | 1.47\% |  | 14,830 |  | 47 | 1.30\% |  | 15,378 |  | 49 | 1.25\% |
| Bank term loan facility ${ }^{(1)}$ |  | 8,057 |  | 46 | 2.22\% |  | 3,747 |  | 28 | 3.00\% |  | - |  | - | -\% |  | - |  | - | -\% |  | - |  | - | -\% |
| Senior unsecured notes ${ }^{1}$ ) |  | 3,593 |  | 32 | 3.46\% |  | 1,797 |  | 18 | 4.02\% |  | - |  | - | -\% |  | - |  | - | -\% |  | - |  | - | -\% |
| Related party debt ${ }^{1}$ ) |  | 843 |  | 8 | 3.68\% |  | 4,582 |  | 15 | 1.31\% |  | 7,959 |  | 43 | 2.17\% |  | 8,286 |  | 47 | 2.33\% |  | 9,037 |  | 46 | 2.00\% |
| Total interest-bearing liabilities |  | 61,239 |  | 282 | 1.79\% |  | 56,687 |  | 244 | 1.73\% |  | 51,254 |  | 206 | 1.61\% |  | 49,433 |  | 190 | 1.58\% |  | 48,272 |  | 188 | 1.53\% |
| Non-interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing deposit accounts |  | 182 |  |  |  |  | 206 |  |  |  |  | 221 |  |  |  |  | 331 |  |  |  |  | 450 |  |  |  |
| Other liabilities |  | 3,382 |  |  |  |  | 3,208 |  |  |  |  | 3,412 |  |  |  |  | 3,182 |  |  |  |  | 3,391 |  |  |  |
| Total non-interest-bearing liabilities |  | 3,564 |  |  |  |  | 3,414 |  |  |  |  | 3,633 |  |  |  |  | 3,513 |  |  |  |  | 3,841 |  |  |  |
| Total liabilities |  | 64,803 |  |  |  |  | 60,101 |  |  |  |  | 54,887 |  |  |  |  | 52,946 |  |  |  |  | 52,113 |  |  |  |
| Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total equity |  | 10,228 |  |  |  |  | 8,199 |  |  |  |  | 6,328 |  |  |  |  | 6,475 |  |  |  |  | 5,593 |  |  |  |
| Total liabilities and equity | \$ | 75,031 |  |  |  | \$ | 68,300 |  |  |  | \$ | 61,215 |  |  |  | \$ | 59,421 |  |  |  | \$ | 57,706 |  |  |  |
| Net interest income |  |  | \$ | 2,978 |  |  |  | \$ | 2,879 |  |  |  | \$ | 2,720 |  |  |  | \$ | 2,743 |  |  |  | \$ | 2,849 |  |
| Interest rate spread(2) |  |  |  |  | 15.28\% |  |  |  |  | 16.83\% |  |  |  |  | 17.59\% |  |  |  |  | 18.55\% |  |  |  |  | 19.05\% |
| Net interest margin ${ }^{(3)}$ |  |  |  |  | 15.60\% |  |  |  |  | 17.11\% |  |  |  |  | 17.84\% |  |  |  |  | 18.83\% |  |  |  |  | 19.30\% |


Senior unsecured notes $3.52 \%$ and $3.62 \%$ respectively. The Bank term loan facility effective rate for the quarter ended September 30, 2014 excludes the impact of a one time charge incurred in connection with the prepayment of the loan facility.
(2) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities.
(3) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

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

|  |  | Twelve months ended <br> Dec 31, 2014 |  |
| :--- | :--- | :--- | :--- | :--- |

(1) Interest on liabilities calculated above utilizes monthly average balances. The effective interest rates, from the date of issuance through December 31,

2014, were as follows: GECC loan $4.21 \%$, Bank term loan facility $2.20 \%$, Senior unsecured notes 3.55\%. The Bank term loan facility effective rate
excludes the impact of a one time charge incurred in connection with the prepayment of the loan facility.
(2) Interest rate spread represents the difference between the yield on total interest-earning assets and the rate on total interest-bearing liabilities
(3) Net interest margin represents net interest income divided by average interest-earning assets.

## SYNCHRONY FINANCIAL

## BALANCE SHEET STATISTICS

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

## BALANCE SHEET STATISTICS

Total common equity
Total common equity as a \% of total assets

| Total common equity as a \% of total assets | 13.84\% |  |  | 13.53\% |  | 10.12\% |  | 10.20\% |  |  | 10.09\% |  |  |  |  | 3.75\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible assets | \$ | 74,239 |  | 72,071 |  | S | 61,763 | \$ | 57,832 |  |  | 57,836 |  | \$ | 16,403 | 28.4\% |
| Tangible common equity ${ }^{(1)}$ | \$ | 9,010 |  | 8,543 |  | \$ | 4,981 | \$ | 4,629 |  |  | 4,711 |  | \$ | 4,299 | 91.3\% |
| Tangible common equity as a \% of tangible assets ${ }^{(1)}$ |  | 12.14 |  | 11.85 |  |  | 8.06\% |  | 8.00\% |  |  | 8.15 |  |  |  | 3.99\% |
| Tangible common equity per share ${ }^{(1)}$ | \$ | 10.81 |  | 10.24 |  | \$ | 7.07 | \$ | 6.57 |  |  | 6.68 |  | \$ | 4.13 | 61.8\% |

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

Basel I

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

[^0]SYNCHRONY FINANCIAL

## PLATFORM RESULTS AND RECONCILIATION OF NON-GAAP MEASURES

(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 ${ }^{2}$ )
Platform revenue, excluding retailer share arrangement $\mathbf{s}^{2}$
Retailer share arrangements ${ }^{2}$ )
Platform revenue ${ }^{(2)}$

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

## Platform revenue

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

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | welve m | ths | ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Dec 31, } \\ 2014 \end{gathered}$ |  | Sep 30, <br> 2014 |  | $\begin{gathered} \text { Jun 30, } \\ 2014 \end{gathered}$ |  | Mar 31, 2014 |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | 4Q'14 vs. 4Q'13 |  |  | $\begin{gathered} \text { Dec 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { Dec 31, } \\ 2013 \end{gathered}$ |  | YTD'14 vs. YTD'13 |  |  |
| \$ | 24,855 | \$ | 20,991 | \$ | 21,032 | \$ | 16,713 | \$ | 22,199 | \$ | 2,656 | 12.0 \% | \$ | 83,591 | \$ | 75,739 | \$ | 7,852 | 10.4 \% |
| \$ | 42,308 | \$ | 38,466 | \$ | 37,238 | \$ | 37,175 | \$ | 39,834 | \$ | 2,474 | 6.2 \% | \$ | 42,308 | \$ | 39,834 | \$ | 2,474 | 6.2 \% |
| \$ | 40,929 | \$ | 39,411 | \$ | 38,047 | \$ | 38,223 | \$ | 37,576 | \$ | 3,353 | 8.9 \% | \$ | 39,278 | \$ | 35,716 | \$ | 3,562 | 10.0 \% |
|  | 49,871 |  | 48,433 |  | 47,248 |  | 48,168 |  | 47,455 |  | 2,416 | 5.1 \% |  | 48,599 |  | 45,690 |  | 2,909 | 6.4 \% |
| \$ | 2,405 | \$ | 2,299 | \$ | 2,158 | \$ | 2,178 | \$ | 2,234 | \$ | 171 | 7.7 \% | \$ | 9,040 | \$ | 8,317 | \$ | 723 | 8.7 \% |
|  | 141 |  | 78 |  | 92 |  | 96 |  | 113 |  | 28 | 24.8 \% |  | 407 |  | 419 |  | (12) | (2.9)\% |
|  | 2,546 |  | 2,377 |  | 2,250 |  | 2,274 |  | 2,347 |  | 199 | 8.5 \% |  | 9,447 |  | 8,736 |  | 711 | 8.1 \% |
|  | (686) |  | (683) |  | (577) |  | (584) |  | (651) |  | (35) | $5.4 \%$ |  | $(2,530)$ |  | $(2,331)$ |  | (199) | 8.5 \% |
| \$ | 1,860 | \$ | 1,694 | \$ | 1,673 | \$ | 1,690 | \$ | 1,696 | \$ | 164 | 9.7 \% | \$ | 6,917 | \$ | 6,405 | \$ | 512 | 8.0 \% |


| \$ | 3,419 | \$ | 3,226 | \$ | 3,115 | \$ | 2,687 | \$ | 3,111 | \$ | 308 | 9.9 \% | \$ | 12,447 | \$ | 11,360 | \$ | 1,087 | 9.6 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 12,095 | \$ | 11,514 | \$ | 11,014 | \$ | 10,647 | \$ | 10,893 | \$ | 1,202 | 11.0 \% | \$ | 12,095 | \$ | 10,893 | \$ | 1,202 | 11.0 \% |
| \$ | 11,772 | \$ | 11,267 | \$ | 10,785 | \$ | 10,775 | \$ | 10,844 | \$ | 928 | 8.6 \% | \$ | 11,171 | \$ | 10,469 | \$ | 702 | 6.7 \% |
|  | 7,113 |  | 6,892 |  | 6,692 |  | 6,737 |  | 6,566 |  | 547 | 8.3 \% |  | 6,869 |  | 6,330 |  | 539 | 8.5 \% |
| \$ | 426 | \$ | 405 | \$ | 379 | \$ | 372 | \$ | 399 | \$ | 27 | 6.8 \% | \$ | 1,582 | \$ | 1,506 | \$ | 76 | 5.0 \% |
|  | 9 |  | 7 |  | 8 |  | 8 |  | 4 |  | 5 | 125.0\% |  | 32 |  | 36 |  | (4) | (11.1)\% |
|  | 435 |  | 412 |  | 387 |  | 380 |  | 403 |  | 32 | 7.9 \% |  | 1,614 |  | 1,542 |  | 72 | 4.7 \% |
|  | (11) |  | (9) |  | (12) |  | (9) |  | (9) |  | (2) | 22.2 \% |  | (41) |  | (36) |  | (5) | 13.9 \% |
| \$ | 424 | \$ | 403 | \$ | 375 | \$ | 371 | \$ | 394 | \$ | 30 | 7.6 \% | \$ | 1,573 | \$ | 1,506 | \$ | 67 | 4.4 \% |


| \$ | 1,807 | \$ | 1,787 | \$ | 1,831 | \$ | 1,686 | \$ | 1,692 | \$ | 115 | 6.8 \% | \$ | 7,111 | \$ | 6,759 | \$ | 352 | 5.2 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 6,883 | \$ | 6,787 | \$ | 6,621 | \$ | 6,463 | \$ | 6,527 | \$ | 356 | $5.5 \%$ | \$ | 6,883 | \$ | 6,527 | \$ | 356 | 5.5 \% |
| \$ | 6,846 | \$ | 6,713 | \$ | 6,531 | \$ | 6,497 | \$ | 6,475 | \$ | 371 | 5.7 \% | \$ | 6,652 | \$ | 6,222 | \$ | 430 | 6.9 \% |
|  | 4,683 |  | 4,582 |  | 4,446 |  | 4,437 |  | 4,381 |  | 302 | 6.9 \% |  | 4,541 |  | 4,233 |  | 308 | 7.3 \% |
| \$ | 421 | \$ | 412 | \$ | 383 | \$ | 378 | \$ | 399 | \$ | 22 | 5.5 \% | \$ | 1,594 | \$ | 1,472 | \$ | 122 | 8.3 \% |
|  | 12 |  | 11 |  | 12 |  | 11 |  | 13 |  | (1) | (7.7)\% |  | 46 |  | 45 |  | 1 | 2.2 \% |
|  | 433 |  | 423 |  | 395 |  | 389 |  | 412 |  | 21 | 5.1 \% |  | 1,640 |  | 1,517 |  | 123 | 8.1 \% |
|  | (1) |  | (1) |  | (1) |  | (1) |  | (2) |  | 1 | (50.0)\% |  | (4) |  | (6) |  | 2 | (33.3)\% |
| \$ | 432 | \$ | 422 | \$ | 394 | \$ | 388 | \$ | 410 | \$ | 22 | 5.4 \% | \$ | 1,636 | \$ | 1,511 | \$ | 125 | 8.3 \% |

TOTAL SYE
Purchase volume ${ }^{(1),(2)}$
Period-end loan receivables
Average loan receivables, including held for sale

| \$ | 30,081 | \$ | 26,004 | \$ | 25,978 | \$ | 21,086 | \$ | 27,002 | \$ | 3,079 | 11.4 \% | \$ | 103,149 | \$ | 93,858 | \$ | 9,291 | 9.9 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 61,286 | \$ | 56,767 | \$ | 54,873 | \$ | 54,285 | \$ | 57,254 | \$ | 4,032 | 7.0 \% | \$ | 61,286 | \$ | 57,254 | \$ | 4,032 | 7.0 \% |
| \$ | 59,547 | \$ | 57,391 | \$ | 55,363 | \$ | 55,495 | \$ | 54,895 | \$ | 4,652 | 8.5 \% | \$ | 57,101 | \$ | 52,407 | \$ | 4,694 | 9.0 \% |
|  | 61,667 |  | 59,907 |  | 58,386 |  | 59,342 |  | 58,402 |  | 3,265 | 5.6 \% |  | 60,009 |  | 56,253 |  | 3,756 | 6.7 \% |
| \$ | 3,252 | \$ | 3,116 | \$ | 2,920 | \$ | 2,928 | \$ | 3,032 | \$ | 220 | 7.3 \% | \$ | 12,216 | \$ | 11,295 | \$ | 921 | 8.2 \% |
|  | 162 |  | 96 |  | 112 |  | 115 |  | 130 |  | 32 | 24.6 \% |  | 485 |  | 500 |  | (15) | (3.0)\% |
|  | 3,414 |  | 3,212 |  | 3,032 |  | 3,043 |  | 3,162 |  | 252 | 8.0 \% |  | 12,701 |  | 11,795 |  | 906 | 7.7 \% |
|  | (698) |  | (693) |  | (590) |  | (594) |  | (662) |  | (36) | 5.4 \% |  | $(2,575)$ |  | $(2,373)$ |  | (202) | 8.5 \% |
| \$ | 2,716 | \$ | 2,519 | \$ | 2,442 | \$ | 2,449 | \$ | 2,500 | \$ | 216 | 8.6 \% | \$ | 10,126 | \$ | 9,422 | \$ | 704 | 7.5 \% |

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

## SYNCHRONY FINANCIAL

RECONCILIATION OF NON-GAAP MEASURES AND CALCULATIONS OF REGULATORY MEASURES
(unaudited, \$ in millions, except per share statistics)

COMMON EQUITY MEASURES
GAAP Total common equity
Less: Goodwill
Less: Intangible assets, net

## Tangible common equity

Adjustments for certain other intangible assets, deferred tax liabilities and certain items in accumulated comprehensive income (loss)
Basel I - Tier 1 capital and Tier 1 common equity
Adjustments for certain other intangible assets and deferred tax liabilities
Basel III - Tier I common equity

## RISK-BASED CAPITAL

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

## ASSET MEASURES

Total assets
Adjustments for:
Disallowed goodwill and other disallowed intangible assets, net of related deferred tax liabilities

Other
Total assets for leverage purposes - Basel I

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

TANGIBLE COMMON EQUITY PER SHARE
GAAP book value per share
Less: Goodwill
Less: Intangible assets, net
Tangible common equity per share
$\$ \quad 75,707 \quad \$ \quad 73,469$

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


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


|  | $(1,181)$ |  |
| :---: | ---: | ---: |
|  | 79 | $(1,110)$ |
|  |  |  |

\$ $\quad 62,250 \quad \$ \quad 58,457$

|  | 1,321 |  | 1,319 |
| :---: | :---: | :---: | :---: |
|  | 581 |  | 526 |
|  | $(11)$ |  | $(2)$ |
|  |  |  |  |


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

4Q'14 Financial Results January 23, 2015
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## Disclaimers

## Cautionary Statement Regarding Forward-Looking Statements

The following slides are part of a presentation by Synchrony Financial in connection with reporting quarterly financial results. No representation is made that the information in these slides is complete. For additional information, see the earnings release and financial supplement included as exhibits to our Current Report on Form 8 -K filed today and available on our website (ww.synchronyfinancial.com) and the SEC's website (www.sec.gov). All references to net earnings and net income are intended to have the same meaning.

This presentation contains certain forward-looking statements as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21 E of the Securities Exchange Act of 1934, as amended, which are subject to the "safe harbor" created by those sections. Forward-looking statements may be identified by words such as "outlook," "expects," "intends," "anticipates," "plans," "believes," "seeks," "targets," "estimates," "will," "should," "may" or words of similar meaning, but these words are not the exclusive means of identifying forward-looking statements. Forward-looking statements are based on management's current expectations and assumptions, and are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, actual results could differ materially from those indicated in these forward-looking statements. Factors that could cause actual results to differ materially include global political, economic, business, competitive, market, regulatory and other factors and risks, such as: the impact of macroeconomic conditions and whether industry trends we have identified develop as anticipated; retaining existing partners and attracting new partners, concentration of our platform revenue in a small number of Retail Card partners, promotion and support of our products by our partners, and financial performance of our partners; our need for additional financing, higher borrowing costs and adverse financial market conditions impacting our funding and liquidity, and any reduction in our credit ratings; our ability to securitize our loans, occurrence of an early amortization of our securitization facilities, loss of the right to service or subservice our securitized loans, and lower payment rates on our securitized loans; our reliance on dividends, distributions and other payments from Synchrony Bank; our ability to grow our deposits in the future; changes in market interest rates and the impact of any margin compression; effectiveness of our risk management processes and procedures, reliance on models which may be inaccurate or misinterpreted, our ability to manage our credit risk, the sufficiency of our allowance for loan losses and the accuracy of the assumptions or estimates used in preparing our financial statements; our ability to offset increases in our costs in retailer share arrangements; competition in the consumer finance industry; our concentration in the U.S. consumer credit market; our ability to successfully develop and commercialize new or enhanced products and services; our ability to realize the value of strategic investments; reductions in interchange fees; fraudulent activity; cyber-attacks or other security breaches; failure of third parties to provide various services that are important to our operations; disruptions in the operations of our computer systems and data centers; international risks and compliance and regulatory risks and costs associated with international operations; catastrophic events; alleged infringement of intellectual property rights of others and our ability to protect our intellectual property; litigation and regulatory actions; damage to our reputation; our ability to attract, retain and motivate key officers and employees; tax legislation initiatives or challenges to our tax positions and state sales tax rules and regulations; significant and extensive regulation, supervision, examination and enforcement of our business by governmental authorities, the impact of the Dodd-Frank Act and the impact of the CFPB's regulation of our business; changes to our methods of offering our CareCredit products; impact of capital adequacy rules; restrictions that limit Synchrony Bank's ability to pay dividends; regulations relating to privacy, information security and data protection as well as anti-money laundering and anti-terrorism financing laws; use of third-party vendors and ongoing third-party business relationships; effect of General Electric Capital Corporation (GECC) being subject to regulation by the Federal Reserve Board both as a savings and loan holding company and as a systemically important financial institution; General Electric Company (GE) not completing the separation from us as planned or at all, GE's inability to obtain savings and loan holding company deregistration (GE SLHC Deregistration) and GE continuing to have significant control over us; completion by the Federal Reserve Board of a review (with satisfactory results) of our preparedness to operate on a standalone basis, independently of GE, and Federal Reserve Board approval required for us to continue to be a savings and loan holding company, including the timing of the approval and the imposition of any significant additional capital or liquidity requirements; our need to establish and significantly expand many aspects of our operations and infrastructure; delays in receiving or failure to receive Federal Reserve Board agreement required for us to be treated as a financial holding company after the GE SLHC Deregistration; loss of association with GE's strong brand and reputation; limited right to use the GE brand name and logo and need to establish a new brand; GE has significant control over us; terms of our arrangements with GE may be more favorable than we will be able to obtain from unaffiliated third parties; obligations associated with being a public company; our incremental cost of operating as a standalone public company could be substantially more than anticipated; GE could engage in businesses that compete with us, and conflicts of interest may arise between us and GE; and failure caused by us of GE's distribution of our common stock to its stockholders in exchange for its common stock to qualify for tax-free treatment, which may result in significant tax liabilities to GE for which we may be required to indemnify GE. For the reasons described above, we caution you against relying on any forward-looking statements, which should also be read in conjunction with the other cautionary statements that are included elsewhere in this presentation and in our public filings, including under the heading "Risk Factors" in the Company's Current Report on Form 8-K, as filed on November 19, 2014. You should not consider any list of such factors to be an exhaustive statement of all of the risks, uncertainties, or potentially inaccurate assumptions that could cause our current expectations or beliefs to change. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as otherwise may be required by law. Differences between this presentation and the supplemental financials may occur due to rounding.

Non-GAAP Measures
The information provided herein includes measures we refer to as "platform revenue" and "platform revenue excluding retailer share arrangements" and certain capital ratios, which are not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). The reconciliations of such measures to the most directly comparable GAAP measures are included in the appendix of this presentation.

## Financial highlights

- \$531 million Net earnings, \$0.64 EPS
- Strong growth across the business
$\checkmark$ Purchase volume $+11 \%$, Loan receivables $+7 \%$, Platform revenue $+9 \%$
$\checkmark$ Mobile \& online purchase volume up 18\%
$\checkmark$ Strong holiday results ${ }^{(5)}$
- Asset quality continues to improve
$\checkmark$ Net charge-offs improved from $4.69 \%$ to 4.32\% compared to prior year
$\checkmark 30+$ delinquency down 21bps.
- Expenses in-line with expectations
- Delivering funding plan, deposits $+\$ 9$ billion
- Strong capital and liquidity
$\checkmark$ 14.9\% T1C (B1)
$\checkmark \$ 12.9$ billion high quality liquid assets
(a) From November 1 through December 31, 2014
(b) Excludes non-core portiolio sale


## Business highlights

$\checkmark$ Announced a new top 20 partnership

$\checkmark$ Extended two of our top 40 partnerships, Rooms To Go and Yamaha

ROOMS TOGO

. YAMAHA
$\checkmark$ Payment Solutions added more than 2,000 partners and CareCredit added more than 9,000 locations since 4Q'13
$\checkmark$ Announced a strategic equity investment and partnership

GHShopper

## Growth Metrics




(a) Plattorm revenue includes $\$ 46$ million gain on portolio sales, $7 \%$ growth excluding the gain on sale

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## Platform Results"


$\checkmark$ Strong receivable growth across partner programs
$\checkmark$ Platform revenue up 10\% driven by receivable growth

Payment Solutions
Loan receivables, \$ in billions

$\checkmark$ Broad receivable growth led by home furnishing, auto and power equipment
$\checkmark$ Platform revenue up 8\% driven by receivable growth

CareCredit
Loan receivables, \$ in billions

$\checkmark$ Receivable growth led by dental and veterinary
$\checkmark$ Platform revenue up 5\% driven by receivable growth and higher yield
(a) Accounts represent average active accounts in millions, which are credit card or installment loan accounts on which there has been a purchase, payment or outstanding balance in the current month. Platform revenue $\$$ in millions
(b) Platform revenue includes $\$ 46$ million gain on portiolio sales, $7 \%$ growth excluding the gain on sale

## Financial Results

| S in millions, except ratios |  |  | B/( | W) |
| :---: | :---: | :---: | :---: | :---: |
| \$ in milions, except ratios | 4Q'14 | 4Q'13 | \$ | \% |
| Total interest income | \$3,260 | \$3,037 | \$223 | 7\% |
| Total interest expense | 282 | 188 | (94) | (50)\% |
| Net interest income (NII) | 2,978 | 2,849 | 129 | 5\% |
| Retailer share arrangements (RSA) | (698) | (662) | (36) | (5)\% |
| NII, after RSA | 2,280 | 2,187 | 93 | 4\% |
| Provision for loan losses | 797 | 818 | 21 | 3\% |
| Other income | 162 | 130 | 32 | 25\% |
| Other expense | 792 | 807 | 15 | 2\% |
| Pre-Tax earnings | 853 | 692 | 161 | 23\% |
| Provision for income taxes | 322 | 249 | (73) | (29)\% |
| Net earnings | \$531 | \$443 | \$88 | 20\% |
| Return on assets | 2.7\% | 3.0\% |  | (0.3)pts. |

## Fourth quarter 2014 highlights

- \$531 million Net earnings, including \$29 million gain on portfolio sales
- Net interest income after RSA up 4\% driven by growth in loan receivables
$\checkmark$ Interest and fees on loan receivables up 7\% in-line with receivable growth
$\checkmark$ Interest expense increase driven by liquidity, funding mix and growth
- Provision for loan losses declined 3\%
$\checkmark$ Decline driven by non-repeat of 4Q'13 ALLL enhancements, lower charge-offs, partially offset by receivable growth
$\checkmark$ Asset quality improved ... 30+ delinquencies down 21bps. vs. prior year
- Other income increase driven largely by $\$ 46$ million gain on portfolio sales, partially offset by increased loyalty
- Other expense decrease driven by 4Q'13 charges related to regulatory matters, offset by investments in growth and infrastructure


## Net Interest Income

Net interest income
\$ in millions, \% of average interest-earning assets


Net interest margin walk
$\%$ of average interest-earning assets

| 4Q'13 Net interest margin | $\mathbf{1 9 . 3 0 \%}$ |
| :---: | :---: |
| Liquidity | $(3.02)$ |
| Receivable yield | $(0.47)$ |
| Interest expense | $\underline{(0.21)}$ |
| 4Q'14 Net interest margin | $\mathbf{1 5 . 6 0 \%}$ |

## Fourth quarter 2014 highlights

- Net interest income up $5 \%$ driven by growth in receivables partially offset by higher funding costs
$\checkmark$ Interest and fees on loans up $7 \%$ in-line with loan receivable growth
- Net interest margin decline driven primarily by increase in liquidity
$\checkmark$ Liquid assets increased to $\$ 12.9$ billion, conservatively invested in cash and short-term U.S. Treasuries
$\checkmark$ Receivable yield $21.21 \%$, down 47bps. reflecting slightly higher payment rate and growth in promotional balances
$\checkmark$ Interest expense increased in-line with expectations to $1.79 \%$, impacting Net interest margin by 21 bps .


## Asset Quality Metrics

$30+$ days past due
\$ in millions, \% of period-end loan receivables


90+ days past due
\$ in millions, \% of period-end loan receivables


## Net charge-offs

\$ in millions, \% of average loan receivables including held for sale

(a) Excludes $\$ 62$ million net charge-off related to disposition of non'core receivables

Allowance for loan losses
\$ in millions, \% of period-end loan receivables


## Other Expense

Other expense
\$ in millions


## Fourth quarter 2014 highlights

- Expense decrease driven by 4Q'13 charges, partially offset by increased investments in growth and infrastructure
- Infrastructure and separation cost inline with expectations
- Employee costs up $\$ 37$ million driven by infrastructure build
- Marketing/BD costs up \$48 million driven by continued investments to grow the portfolio and retail deposits
- Other down $\$ 103$ million driven by 4Q'13 charges related to regulatory matters


## Funding, Capital and Liquidity

Funding sources

|  |  | \$62.4 | V\$ |
| :---: | :---: | :---: | :---: |
|  | \$50.0 | $\begin{gathered} \$ 11.8 \\ H^{\$ 0.7} / \end{gathered}$ | $+11.8 \quad 3^{\text {rd }}$ Party Debt <br> (8.3) GE Capital loan |
|  | \$9.0 | \$14.9 | (0.4) Securitization |
|  | \$15.3 |  |  |
|  |  | \$35.0 | +9.3 Deposits |
|  | 4Q'13 | 4Q'14 | Variance |
| Deposits | 51\% | 56\% | +5 pts . |
| Securitization | 31\% | 24\% | (7)pts. |
| GE Capital loan | 18\% | 1\% | (17)pts. |
| $3{ }^{\text {rd }}$ Party Debt | - | 19\% | +19pts. |

## Capital ratios ${ }^{(2)}$

4Q'14, \$ in billions

(a) Estimated percentages and amounts
(b) Calculated on a fully phased-in Basel III basis

Liquidity ${ }^{(6)}$
$\$$ in billions
\$19.0


| Liquid assets | $\$ 2.1$ | $\$ 12.9$ |
| :--- | :---: | :---: |
| Undrawn securitization capacity | - | 6.1 |
| Total liquidity | $\$ 2.1$ | $\$ 19.0$ |
| \% of total assets | $3.5 \%$ | $\mathbf{2 5 . 2} \%$ |

(c) Does not include unencumbered assets in the Bank that could be pledged

## 2015 Outlook



## Wrap Up

## 4Q'14 Highlights

- Net earnings of $\$ 531$ million ... $\$ 0.64$ earnings per share
- Broad based growth ... Purchase volume $+11 \%$, Loan receivables $+7 \%$ and Platform revenue $+9 \%^{\left({ }^{(0)}\right.}$
- Signed BP ... expect to close mid-2015
- Extended two of our top 40 partnerships, Rooms To Go and Yamaha


## $\underline{2015}$ outlook and strategic priorities

- Drive growth across the business
- Continue investment in innovative digital and mobile capabilities
- Deliver on funding strategy ... grow deposits to $60 \%-70 \%$ of funding
- Execute on separation ... file application in first half of 2015
- Operate with a strong financial profile ... 2015 outlook largely unchanged


## [1] synchrony

Engage with us.

1

## Appendix

In order to assess and internally report the revenue performance of our three sales platforms, we use measures we refer to as "platform revenue" and "platform revenue excluding retailer share arrangements." Platform revenue is the sum of three line items in our Condensed Consolidated and Combined Statements of Earnings prepared in accordance with GAAP: "interest and fees on loans," plus "other income," less "retailer share arrangements." Platform revenue and platform revenue excluding retailer share arrangements are not measures presented in accordance with GAAP. To calculate platform revenue we deduct retailer share arrangements but do not deduct other line item expenses, such as interest expense, provision for loan losses and other expense, because those items are managed for the business as a whole. We believe that platform revenue is a useful measure to investors because it represents management's view of the net revenue contribution of each of our platforms. Platform revenue excluding retailer share arrangements represents management's view of the gross revenue contribution of each of our platforms. These measures should not be considered a substitute for interest and fees on loans or other measures of performance we have reported in accordance with GAAP.

We present certain capital ratios. As a new savings and loan holding company, we historically have not been required by regulators to disclose capital ratios, and therefore these capital ratios are non-GAAP measures. We believe these capital ratios are useful measures to investors because they are widely used by analysts and regulators to assess the capital position of financial services companies, although our Basel I Tier 1 common ratio is not a Basel I defined regulatory capital ratio, and our Basel I and Basel III Tier 1 common ratios may not be comparable to similarly titled measures reported by other companies. Our Basel I Tier 1 common ratio is the ratio of Tier 1 common equity (as calculated below) to total risk-weighted assets as calculated in accordance with the U.S. Basel I capital rules. Our Basel III Tier 1 common ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated in accordance with the U.S. Basel III capital rules (on a fully phased-in basis). Our Basel III Tier 1 common ratio is a preliminary estimate reflecting management's interpretation of the final Basel III capital rules adopted in July 2013 by the Federal Reserve Board, which have not been fully implemented, and our estimate and interpretations are subject to, among other things, ongoing regulatory review and implementation guidance.

## Non-GAAP Reconciliation

The following table sets forth each component of our platform revenue for periods indicated below.

| (\$ in millions) | For theThree Months EndedDecember 31, |  |
| :---: | :---: | :---: |
|  | $\underline{2014}$ | $\underline{2013}$ |
| Platform Revenue |  |  |
| Total: |  |  |
| Interest and fees on loans | \$3,252 | \$3,032 |
| Other income. | \$162 | \$130 |
| Retailer share arrangements | \$(698) | \$(662) |
| Platform revenue | \$2,716 | \$2,500 |
| Retail Card: |  |  |
| Interest and fees on loans . | \$2,405 | \$2,234 |
| Other income . | \$141 | \$113 |
| Retailer share arrangements | \$(686) | \$(651) |
| Platform revenue . | \$1,860 | \$1,696 |
| Payment Solutions: |  |  |
| Interest and fees on loans | \$426 | \$399 |
| Other income . . | \$9 | \$4 |
| Retailer share arrangements | \$(11) | \$(9) |
| Platform revenue | \$424 | \$394 |
| CareCredit: |  |  |
| Interest and fees on loans | \$421 | \$399 |
| Other income . . . . | \$12 | \$13 |
| Retailer share arrangements | \$(1) | \$(2) |
| Platform revenue | \$432 | \$410 |

## Non-GAAP Reconciliation

The following table sets forth a reconciliation of each component of our capital ratios to the comparable GAAP component at December 31, 2014.
\$ in millions at December 31, 2014

## COMMON EOUITY MEASURES

GAAP Total common equity.
Less: Goodwill \$10,478

Less: Intangible assets, net. (949) (519)

Tangible common equity \$9,010
Adjustments for certain other intangible assets, deferred tax liabilities and certain items in accumulated comprehensive income (loss) ${ }^{(\mathrm{a})}$ 287
Basel I - Tier 1 capital and Tier 1 common equity
Adjustments for certain other intangible assets and deferred tax liabilities...)
Basel III - Tier 1 common equity $\qquad$
ASSET MEASURES
Total assets.
\$75,707
Adjustments for: ${ }^{(\text {a) }}$
Disallowed goodwill and other disallowed intangible assets,
net of related deferred tax liabilities. $(1,181)$
Other.
79
$\$ 74.605$
Total assets for leverage purposes - Basel I........................................
Risk-weighted assets - Basel I....................................................... $\$ 62,250$
Additional risk weighting adjustments related to:
Deferred taxes. 1,321
Loan receivables delinquent over 90 days..................................... 581
Other.
(11)

Risk-weighted assets - Basel III (fully phased in)
\$64,141

[^1]
## Explanation of Non-GAAP Measures

The information provided in this Form 8-K and exhibits includes measures which are not prepared in accordance with U.S. generally accepted accounting principles ("GAAP").

In order to assess and internally report the revenue performance of our three sales platforms, we use measures we refer to as "platform revenue" and "platform revenue excluding retailer share arrangements." Platform revenue is the sum of three line items in our Condensed Consolidated and Combined Statements of Earnings prepared in accordance with GAAP: "interest and fees on loans," plus "other income," less "retailer share arrangements." Platform revenue and platform revenue excluding retailer share arrangements are not measures presented in accordance with GAAP. To calculate platform revenue, we deduct retailer share arrangements but do not deduct other line item expenses, such as interest expense, provision for loan losses and other expense, because those items are managed for the business as a whole. We believe that platform revenue is a useful measure to investors because it represents management's view of the net revenue contribution of each of our platforms. Platform revenue excluding retailer share arrangements represents management's view of the gross revenue contribution of each of our platforms. These measures should not be considered a substitute for interest and fees on loans or other measures of performance we have reported in accordance with GAAP. The reconciliation of platform revenue, and platform revenue excluding retailer share arrangements, to interest and fees on loans for each platform is included in the detailed financial tables included in Exhibit 99.2.

We present certain capital ratios in this Form 8-K and exhibits. As a new savings and loan holding company, the Company historically has not been required by regulators to disclose capital ratios, and therefore these capital ratios are non-GAAP measures. We believe these capital ratios are useful measures to investors because they are widely used by analysts and regulators to assess the capital position of financial services companies, although our Basel I Tier 1 common ratio is not a Basel I defined regulatory capital ratio, and our Basel I and Basel III Tier 1 common ratios may not be comparable to similarly titled measures reported by other companies. Our Basel I Tier 1 common ratio is the ratio of Tier 1 common equity (as calculated below) to total risk-weighted assets as calculated in accordance with the U.S. Basel I capital rules. Our Basel III Tier 1 common ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated in accordance with the U.S. Basel III capital rules (on a fully phased-in basis). Our Basel III Tier 1 common ratio is a preliminary estimate reflecting management's interpretation of the final Basel III capital rules adopted in July 2013 by the Federal Reserve Board, which have not been fully implemented, and our estimate and interpretations are subject to, among other things, ongoing regulatory review and implementation guidance. The reconciliation of each component of our capital ratios included in this Form 8-K and exhibits to the comparable GAAP component at December 31, 2014 is included in the detailed financial tables included in Exhibit 99.2.

We also present a measure we refer to as "tangible common equity" in this Form $8-\mathrm{K}$ and exhibits. Tangible common equity itself is not a measure presented in accordance with GAAP. We believe tangible common equity is a more meaningful measure to investors of the net asset value of the Company. The reconciliation of tangible common equity, to total equity reported in accordance with GAAP is included in the detailed financial tables included in Exhibit 99.2 .


[^0]:    (1) Tangible Common Equity ("TCE") is a non-GAAP measure. We believe TCE is a more meaningful measure to investors of the net asset value of the Company. For corresponding reconciliation of TCE to a GAAP financial measure see Reconciliation of Non-GAAP Measures and Calculations of Regulatory Measures
    (2) Regulatory capital metrics as of the end of $3 Q 2014$ are preliminary and therefore subject to change. As a new savings and loan holding company, the Company
    historically has not been required by regulators to disclose capital ratios, and therefore these ratios are non-GAAP measures. See Reconciliation of Non-GAAP
    Measures and Calculation of Regulatory Measures for components of capital ratio calculations.
    (3) Total risk-based capital ratio is the ratio of total risk-based capital divided by risk-weighted assets.
    (4) Tier 1 risk-based capital ratio is the ratio of Tier 1 capital divided by risk-weighted assets
    (5) Tier 1 common ratio is the ratio of common equity Tier 1 capital divided by risk-weighted assets.
    (6) Tier 1 leverage ratio is calculated based on Tier 1 capital divided by total assets, after certain adjustments.
    (7) Our Basel III Tier 1 common ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated in accordance with the U.S. Basel III
    capital rules (on a fully phased-in basis). Our Basel III Tier 1 common ratio is a preliminary estimate reflecting management's interpretation of the final Basel III capital rules adopted in July 2013 by the Federal Reserve Board, which have not been fully implemented, and our estimate and interpretations are subject to, among other things, ongoing regulatory review and implementation guidance.

[^1]:    (a) Amounts are presented net of tax and related deferred tax liabilities.

