# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

$\qquad$
FORM 8-K

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

October 17, 2014
Date of Report
(Date of earliest event reported)

## SYNCHRONY FINANCIAL

(Exact name of registrant as specified in its charter)


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))

## Item 2.02 Results of Operations and Financial Condition.

On October 17, 2014, Synchrony Financial (the "Company") issued a press release setting forth the Company's third-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 <br> Financial Statements and Exhibits.

(d) Exhibits

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

## Number Description

Press release, dated October 17, 2014, issued by Synchrony Financial.

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 |

## EXHIBIT INDEX

## Number

## Description

Press release, dated October 17, 2014, issued by Synchrony Financial.
Financial Data Supplement of the Company for the quarter ended September 30, 2014.
Financial Results Presentation of the Company for the quarter ended September 30, 2014.
Explanation of Non-GAAP Measures

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For Immediate Release: October 17, 2014

## Synchrony Financial Reports Third Quarter Net Earnings of $\$ 548$ Million or \$0.70 Per Diluted Share

Stamford, CT - Synchrony Financial (NYSE: SYF) today announced third quarter 2014 net earnings of $\$ 548$ million, or $\$ 0.70$ per diluted share.

- Total platform revenue up $\$ 202$ million, or $9 \%$, from the prior year to $\$ 2.5$ billion
- Loan receivables up $\$ 3.5$ billion, or $7 \%$, from the prior year to $\$ 56.8$ billion
- Purchase volume increased $11 \%$ from the prior year
- Extended relationships with two of our largest partners: Lowe's and QVC--including Lowe's, five largest programs extended to 2019 and beyond
- Strong deposit growth continued, up $\$ 10.5$ billion, or $48 \%$, over the prior year
"The business delivered strong growth during the quarter, a testament to our ability to deepen and grow our partnerships," said Margaret Keane, President and Chief Executive Officer of Synchrony Financial. "Several significant milestones were achieved, including a successful initial public offering of our common stock and inaugural debt offering. We also extended partnerships with two of our largest partners, launched our branding campaign, significantly grew direct deposits through our Optimizer ${ }^{+p l u s}$ brand, furthered our efforts to leverage new technologies to enhance security with the launch of EMV enabled cards, and advanced our mobile payment capabilities, most notably through our recently announced agreement with Apple to include participating Dual Card programs in Apple Pay."
"We are excited about the future of Synchrony Financial and our ability to build on an already strong foundation, while continuing to deliver value to our partners and consumers through innovative products and services," concluded Ms. Keane.


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

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

## Earnings

- Net interest income, after retailer share arrangements (RSAs), increased $\$ 163$ million, or $8 \%$, to $\$ 2.2$ billion, driven by strong loan receivables growth of $7 \%$.
- Total platform revenue increased $\$ 202$ million, or $9 \%$, to $\$ 2.5$ billion.
- Provision for loan losses increased $\$ 134$ million due largely to growth in loan receivables.
- Other expense increased $\$ 153$ million to $\$ 728$ million; consistent with the Company's expectations. The expense increase was mainly attributed to: costs required to support growth and infrastructure build in preparation for separation from General Electric Company (GE).
- Net earnings totaled $\$ 548$ million for the quarter compared to $\$ 641$ million in the prior-year quarter.


## Balance Sheet

- Period-end loan receivables growth remained strong at $7 \%$ driven by purchase volume and average active account growth.
- The composition of loan receivables growth remained broad-based with strength exhibited across each sales platform.
- Deposits grew to $\$ 32.7$ billion, up $\$ 10.5$ billion, or $48 \%$, from one year ago, and now comprise $54 \%$ of funding sources compared to 47\% one year ago.
- The Company's balance sheet was strengthened considerably through capital and debt issuances completed during the quarter, including proceeds of nearly $\$ 3.0$ billion from the initial public offering of common stock, and nearly $\$ 3.6$ billion from the inaugural debt offering. These actions contributed to total liquidity (liquidity portfolio plus undrawn securitization capacity) increasing to $\$ 19.7$ billion, or $27 \%$ of total assets, as of September 30, 2014.


## Key Financial Metrics

- Return on assets was $3.2 \%$ and return on equity was 26.8\%.
- Net interest margin declined 258 basis points to $17.11 \%$ primarily due to the impact from the significant increase in liquidity this quarter driven by the debt and equity issuances.
- Consistent with the Company's expectations, the efficiency ratio increased to $31.9 \%$ mainly due to costs associated with supporting growth and building infrastructure for separation.
- Tier 1 common equity ratio under Basel I increased to15.1\% this quarter primarily due to proceeds received from the initial public offering of common stock.


## Credit Quality

- Loans 30+ days past due as a percentage of period-end loan receivables improved 6 basis points to 4.26\%.
- Net charge-offs as a percentage of total average loan receivables, including held for sale, decreased 2 basis points to 4.05\%.
- The provision for loan losses totaled $\$ 675$ million, an increase of $\$ 134$ million from the prior-year quarter primarily driven by the strong growth in loan receivables.
- The allowance for loan losses as a percentage of total period-end receivables remained relatively stable compared to the past two quarters of this year at 5.46\%.


## Sales Platforms

- Retail Card platform revenue increased $10 \%$, driven primarily by period-end loan receivables growth of $6 \%$, with broad-based growth across partner programs.
- Payment Solutions platform revenue increased 6\% driven by period-end loan receivables growth of 7\%, with broad-based growth across industry segments led by home furnishings, auto, and power equipment.
- CareCredit platform revenue increased $8 \%$, driven by higher yields and 6\% 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-Q. 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, October 17, 2014, 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 32014, and can be accessed beginning approximately two hours after the event through October 31, 2014.

## 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, promotional financing and installment lending, loyalty programs and Optimizer+plus branded FDIC-insured savings products through Synchrony Bank. More information can be found at www.synchronyfinancial.com and twitter.com/SYFNews.

## 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 our ability to pay dividends and repurchase our capital stock and 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 thirdparty 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 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 news release and in our public filings, including under the heading "Risk Factors" in the Registration Statement on Form S-1, as amended and filed on July 18, 2014 (File No. 333-194528). 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 | \$ | 2,879 | \$ | 2,720 | \$ | 2,743 | \$ | 2,849 | \$ | 2,703 | \$ | 176 | 6.5 \% | \$ | 8,342 | \$ | 7,722 | \$ | 620 | 8.0 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retailer share arrangements |  | (693) |  | (590) |  | (594) |  | (662) |  | (680) |  | (13) | 1.9 \% |  | $(1,877)$ |  | $(1,711)$ |  | (166) | 9.7 \% |
| Net interest income, after retailer share arrangements |  | 2,186 |  | 2,130 |  | 2,149 |  | 2,187 |  | 2,023 |  | 163 | 8.1 \% |  | 6,465 |  | 6,011 |  | 454 | 7.6 \% |
| Provision for loan losses |  | 675 |  | 681 |  | 764 |  | 818 |  | 541 |  | 134 | 24.8 \% |  | 2,120 |  | 2,254 |  | (134) | (5.9)\% |
| Net interest income, after retailer share arrangements and provision for loan losses |  | 1,511 |  | 1,449 |  | 1,385 |  | 1,369 |  | 1,482 |  | 29 | 2.0 \% |  | 4,345 |  | 3,757 |  | 588 | 15.7 \% |
| Other income |  | 96 |  | 112 |  | 115 |  | 130 |  | 114 |  | (18) | (15.8)\% |  | 323 |  | 370 |  | (47) | (12.7)\% |
| Other expense |  | 728 |  | 797 |  | 610 |  | 807 |  | 575 |  | 153 | 26.6 \% |  | 2,135 |  | 1,677 |  | 458 | 27.3 \% |
| Earnings before provision for income taxes |  | 879 |  | 764 |  | 890 |  | 692 |  | 1,021 |  | (142) | (13.9)\% |  | 2,533 |  | 2,450 |  | 83 | 3.4 \% |
| Provision for income taxes |  | 331 |  | 292 |  | 332 |  | 249 |  | 380 |  | (49) | (12.9)\% |  | 955 |  | 914 |  | 41 | 4.5 \% |
| Net earnings | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 641 | \$ | (93) | (14.5)\% | \$ | 1,578 | \$ | 1,536 | \$ | 42 | 2.7 \% |
| Net earnings attributable to common stockholders | \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 641 | \$ | (93) | (14.5)\% | \$ | 1,578 | \$ | 1,536 | \$ | 42 | 2.7 \% |

## COMMON SHARE STATISTICS

Basic EPS
Diluted EPS
Common stock price
Book value per share
Tangible common equity per share ${ }^{(1)}$
Beginning common shares outstanding
Issuance of common shares through initial public
offering
Shares repurchased
Ending common shares outstanding

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

| $\$$ | 0.70 | $\$$ | 0.67 | $\$$ | 0.79 | $\$$ | 0.63 | $\$$ | 0.91 | $\$$ | $(0.21)$ | $(23.1) \%$ | $\$$ | 2.16 | $\$$ | 2.18 | $\$$ | $(0.02)$ | $(0.9) \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 0.70 | $\$$ | 0.67 | $\$$ | 0.79 | $\$$ | 0.63 | $\$$ | 0.91 | $\$$ | $(0.21)$ | $(23.1) \%$ | $\$$ | 2.16 | $\$$ | 2.18 | $\$$ | $(0.02)$ | $(0.9) \%$ |
| $\$$ | 24.55 |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ | $\$$ | 24.55 | $\mathrm{n} / \mathrm{a}$ | $\$$ | 24.55 |  | $\mathrm{n} / \mathrm{a}$ | $\$$ | 24.55 | $\mathrm{n} / \mathrm{a}$ |
| $\$$ | 11.92 | $\$$ | 9.07 | $\$$ | 8.57 | $\$$ | 8.45 | $\$$ | 7.92 | $\$$ | 4.00 | $50.5 \%$ | $\$$ | 11.92 | $\$$ | 7.92 | $\$$ | 4.00 | $50.5 \%$ |
| $\$$ | 10.24 | $\$$ | 7.07 | $\$$ | 6.57 | $\$$ | 6.68 | $\$$ | 6.15 | $\$$ | 4.09 | $66.5 \%$ | $\$$ | 10.24 | $\$$ | 6.15 | $\$$ | 4.09 | $66.5 \%$ |


| 705 | 705 | 705 | 705 | 705 | - | $-\%$ | 705 | 705 | - | $-\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 129 | - | - | - | - | 129 | NM | 129 | - | 129 | NM |
| 8 | $-\quad$ | - | - | - | - | NM | - | - | - | NM |
| 705 | 705 | 705 | 705 | 129 | $18.3 \%$ | 834 | 705 | 129 | $18.3 \%$ |  |
| 782 | 705 | 705 | 705 | 705 | 77 | $10.9 \%$ | 731 | 705 | 26 | $3.7 \%$ |
| 782 | 705 | 705 | 705 | 705 | 77 | $10.9 \%$ | 731 | 705 | 26 | $3.7 \%$ |

(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 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on assets ${ }^{(1)}$ | 3.2\% | 3.1\% | 3.9\% | 3.0\% | 4.7\% |  |  | (1.5)\% | 3.4\% |  | 3.7\% |  |  | (0.3)\% |
| Return on equity ${ }^{(2)}$ | 26.8\% | 29.9\% | 35.3\% | 31.1\% | 48.8\% |  |  | (22.0)\% | 29.7\% |  | 39.7\% |  |  | (10.0)\% |
| Return on tangible common equity ${ }^{(3)}$ | 32.4\% | 38.5\% | 44.2\% | 40.0\% | 63.8\% |  |  | (31.4)\% | 36.7\% |  | 52.1\% |  |  | (15.4)\% |
| Net interest margin ${ }^{(4)}$ | 17.11\% | 17.84\% | 18.83\% | 19.30\% | 19.69\% |  |  | (2.58)\% | 17.80\% |  | 18.74\% |  |  | (0.94)\% |
| Efficiency ratio ${ }^{(5)}$ | 31.9\% | 35.5\% | 26.9\% | 34.8\% | 26.9\% |  |  | 5.0 \% | 31.5\% |  | 26.3\% |  |  | 5.2 \% |
| Other expense as a \% of average loan receivables, including held for sale | 5.09\% | 5.77\% | 4.51\% | 5.77\% | 4.39\% |  |  | 0.70 \% | 5.11\% |  | 4.37\% |  |  | 0.74 \% |
| Effective income tax rate | 37.7\% | 38.2\% | 37.3\% | 36.0\% | 37.2\% |  |  | 0.5 \% | 37.7\% |  | 37.3\% |  |  | 0.4 \% |
| CREDIT QUALITY METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs as a \% of average loan receivables, including held for sale | 4.05\% | 4.88\% | 4.86\% | 5.13\% | 4.07\% |  |  | (0.02)\% | 4.57\% |  | 4.52\% |  |  | 0.05 \% |
| $30+$ days past due as a $\%$ of period-end loan receivables | 4.26\% | 3.82\% | 4.09\% | 4.35\% | 4.32\% |  |  | (0.06)\% | 4.26\% |  | 4.32\% |  |  | (0.06)\% |
| $90+$ days past due as a $\%$ of period-end loan receivables | 1.85\% | 1.65\% | 1.93\% | 1.96\% | 1.83\% |  |  | 0.02 \% | 1.85\% |  | 1.83\% |  |  | 0.02 \% |
| Net charge-offs | \$ 579 | \$ 673 | \$ 658 | \$ 718 | \$ 533 | \$ | 46 | 8.6 \% | \$ 1,910 | \$ | 1,736 | \$ | 174 | 10.0 \% |
| Loan receivables delinquent over 30 days | \$ 2,416 | \$ 2,097 | \$ 2,220 | \$ 2,488 | \$ 2,299 | \$ | 117 | 5.1 \% | \$ 2,416 | \$ | 2,299 | \$ | 117 | 5.1 \% |
| Loan receivables delinquent over 90 days | \$ 1,051 | \$ 908 | \$ 1,046 | \$ 1,121 | \$ 974 | \$ | 77 | 7.9 \% | \$ 1,051 | \$ | 974 | \$ | 77 | 7.9 \% |
| Allowance for loan losses (period-end) | \$ 3,102 | \$ 3,006 | \$ 2,998 | \$ 2,892 | \$ 2,792 | \$ | 310 | 11.1 \% | \$ 3,102 | \$ | 2,792 | \$ | 310 | 11.1 \% |
| Allowance coverage ratio ${ }^{(6)}$ | 5.46\% | 5.48\% | 5.52\% | 5.05\% | 5.24\% |  |  | 0.22 \% | 5.46\% |  | 5.24\% |  |  | 0.22 \% |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volume ${ }^{(7)}$ | \$26,004 | \$ 25,978 | \$ 21,086 | \$27,002 | \$ 23,499 | \$ | 2,505 | 10.7 \% | \$73,068 |  | 66,856 | \$ | 6,212 | 9.3 \% |
| Period-end loan receivables | \$ 56,767 | \$ 54,873 | \$ 54,285 | \$57,254 | \$ 53,265 | \$ | 3,502 | 6.6 \% | \$56,767 |  | 53,265 | \$ | 3,502 | 6.6 \% |
| Average loan receivables, including held for sale | \$ 57,391 | \$ 55,363 | \$55,495 | \$ 54,895 | \$ 52,580 | \$ | 4,811 | 9.1 \% | \$56,238 |  | 51,488 | \$ | 4,750 | 9.2 \% |
| Period-end active accounts (in thousands) ${ }^{(8)}$ | 60,489 | 59,248 | 57,349 | 61,957 | 56,703 |  | 3,786 | 6.7 \% | 60,489 |  | 56,703 |  | 3,786 | 6.7 \% |
| Average active accounts (in thousands) ${ }^{(8)}$ | 59,907 | 58,386 | 59,342 | 58,402 | 56,171 |  | 3,736 | 6.7 \% | 59,394 |  | 55,523 |  | 3,871 | 7.0 \% |
| LIOUIDITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquidity portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and equivalents | \$ 14,808 | \$ 6,782 | \$ 5,331 | \$ 2,319 | \$ 2,670 |  | 12,138 | NM | \$ 14,808 | \$ | 2,670 | \$ | 12,138 | NM |
| Total liquidity portfolio | \$ 14,077 | \$ 6,119 | \$ 4,806 | \$ 2,058 | \$ 2,099 |  | 11,978 | NM | \$ 14,077 | \$ | 2,099 | \$ | 11,978 | NM |
| Undrawn credit facilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Undrawn committed securitization financings | \$ 5,650 | \$ 5,650 | \$ 450 | \$ | \$ | \$ | 5,650 | NM | \$ 5,650 | \$ | - | \$ | 5,650 | NM |
| Total liquidity portfolio and undrawn credit facilities | \$ 19,727 | \$ 11,769 | \$ 5,256 | \$ 2,058 | \$ 2,099 | \$ | 17,628 | NM | \$ 19,727 | \$ | 2,099 | \$ | 17,628 | NM |
| Liquidity portfolio as a \% of total assets | 19.16\% | 9.69\% | 8.11\% | 3.48\% | 3.78\% |  |  | 15.38 \% | 19.16\% |  | 3.78\% |  |  | 15.38 \% |
| Liquidity portfolio including undrawn committed securitization financings as a \% of total assets | 26.85\% | 18.63\% | 8.87\% | 3.48\% | 3.78\% |  |  | 23.07 \% | 26.85\% |  | 3.78\% |  |  | 23.07 \% |

(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.
 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 |  |  |  |  |  |  |  | 3Q'14 vs. 3Q'13 |  |  | Nine months ended |  |  |  | YTD'14 vs. YTD'13 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sep 30, $2014$ | $\begin{gathered} \hline \text { Jun 30, } \\ 2014 \\ \hline \end{gathered}$ | Mar 31,$2014$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2013 \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Sep 30, } \\ \hline 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2013 \end{gathered}$ |  |  |  |  |
| \$ 3,116 | \$ 2,920 | \$ | 2,928 | \$ | 3,032 | \$ | 2,883 | \$ | 233 | 8.1 \% | \$ | 8,964 | \$ | 8,263 | \$ | 701 | 8.5 \% |
| 7 | 6 |  | 5 |  | 5 |  | 3 |  | 4 | 133.3 \% |  | 18 |  | 13 |  | 5 | 38.5 \% |
| 3,123 | 2,926 |  | 2,933 |  | 3,037 |  | 2,886 |  | 237 | 8.2 \% |  | 8,982 |  | 8,276 |  | 706 | 8.5 \% |

Interest expense:
Interest on deposits
Interest on borrowings of consolidated securitization entities
Interest on related party debt
Interest on third party debt
Total interest expense
Net interest income
Retailer share arrangements
$\quad$ Net interest income, after retailer share arrangements
Provision for loan losses
Net interest income, after retailer share arrangements and
provision for loan losses
Other income:
Interchange revenue
Debt cancellation fees
Loyalty programs
Other
Total other income
Other expense:
Employee costs
Professional fees
Marketing and business development
Information processing
Other
Total other expense

## Earnings before provision for income taxes

Provision for income taxes
Net earnings attributable to common shareholders

| 126 | 109 | 96 | 93 | 94 | 32 | 34.0 \% | 331 | 281 | 50 | 17.8 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 57 | 54 | 47 | 49 | 51 | 6 | 11.8 \% | 158 | 162 | (4) | (2.5)\% |
| 15 | 43 | 47 | 46 | 38 | (23) | (60.5)\% | 105 | 111 | (6) | (5.4)\% |
| 46 | - | - | - | - | 46 | NM | 46 | - | 46 | NM |
| 244 | 206 | 190 | 188 | 183 | 61 | 33.3 \% | 640 | 554 | 86 | 15.5 \% |
| 2,879 | 2,720 | 2,743 | 2,849 | 2,703 | 176 | 6.5 \% | 8,342 | 7,722 | 620 | 8.0 \% |
| (693) | (590) | (594) | (662) | (680) | (13) | 1.9 \% | $(1,877)$ | $(1,711)$ | (166) | 9.7 \% |
| 2,186 | 2,130 | 2,149 | 2,187 | 2,023 | 163 | 8.1 \% | 6,465 | 6,011 | 454 | 7.6 \% |
| 675 | 681 | 764 | 818 | 541 | 134 | 24.8 \% | 2,120 | 2,254 | (134) | (5.9)\% |
| 1,511 | 1,449 | 1,385 | 1,369 | 1,482 | 29 | 2.0 \% | 4,345 | 3,757 | 588 | 15.7 \% |
| 101 | 92 | 76 | 89 | 82 | 19 | 23.2 \% | 269 | 235 | 34 | 14.5 \% |
| 68 | 70 | 70 | 88 | 74 | (6) | (8.1)\% | 208 | 236 | (28) | (11.9)\% |
| (84) | (63) | (43) | (57) | (58) | (26) | 44.8 \% | (190) | (156) | (34) | 21.8 \% |
| 11 | 13 | 12 | 10 | 16 | (5) | (31.3)\% | 36 | 55 | (19) | (34.5)\% |
| 96 | 112 | 115 | 130 | 114 | (18) | (15.8)\% | 323 | 370 | (47) | (12.7)\% |


|  | 239 |  | 207 |  | 193 |  | 190 |  | 173 |  | 66 | 38.2 \% |  | 639 |  | 508 |  | 131 | 25.8 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 159 |  | 155 |  | 141 |  | 157 |  | 120 |  | 39 | 32.5 \% |  | 455 |  | 329 |  | 126 | 38.3 \% |
|  | 115 |  | 97 |  | 83 |  | 117 |  | 54 |  | 61 | 113.0 \% |  | 295 |  | 152 |  | 143 | 94.1 \% |
|  | 47 |  | 53 |  | 52 |  | 52 |  | 47 |  | - | - \% |  | 152 |  | 141 |  | 11 | 7.8 \% |
|  | 168 |  | 285 |  | 141 |  | 291 |  | 181 |  | (13) | (7.2)\% |  | 594 |  | 547 |  | 47 | 8.6 \% |
|  | 728 |  | 797 |  | 610 |  | 807 |  | 575 |  | 153 | 26.6 \% |  | 2,135 |  | 1,677 |  | 458 | 27.3 \% |
|  | 879 |  | 764 |  | 890 |  | 692 |  | 1,021 |  | (142) | (13.9)\% |  | 2,533 |  | 2,450 |  | 83 | 3.4 \% |
|  | 331 |  | 292 |  | 332 |  | 249 |  | 380 |  | (49) | (12.9)\% |  | 955 |  | 914 |  | 41 | 4.5 \% |
| \$ | 548 | \$ | 472 | \$ | 558 | \$ | 443 | \$ | 641 | \$ | (93) | (14.5)\% | \$ | 1,578 | \$ | 1,536 | \$ | 42 | 2.7 \% |

## SYNCHRONY FINANCIAL

## STATEMENTS OF FINANCIAL POSITION

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

## Assets

## Cash and equivalents <br> 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 |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { Sep 30, } 2014 \mathrm{vs} . \\ & \text { Sep 30, } 2013 \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0140,$ | $\begin{gathered} \hline \text { Jun 30, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2013 \end{gathered}$ |  |  |  |  |
| \$ | 14,808 | \$ | 6,782 | \$ | 5,331 | \$ | 2,319 | \$ | 2,670 | \$ | 12,138 |  |
|  | 325 |  | 298 |  | 265 |  | 236 |  | 233 |  | 92 | 39.5 \% |
|  | 30,474 |  | 28,280 |  | 29,101 |  | 31,183 |  | 28,102 |  | 2,372 | 8.4 \% |
|  | 26,293 |  | 26,593 |  | 25,184 |  | 26,071 |  | 25,163 |  | 1,130 | 4.5 \% |
|  | 56,767 |  | 54,873 |  | 54,285 |  | 57,254 |  | 53,265 |  | 3,502 | 6.6 \% |
|  | $(3,102)$ |  | $(3,006)$ |  | $(2,998)$ |  | $(2,892)$ |  | $(2,792)$ |  | (310) | 11.1 \% |
|  | 53,665 |  | 51,867 |  | 51,287 |  | 54,362 |  | 50,473 |  | 3,192 | 6.3 \% |
|  | 1,493 |  | 1,458 |  | - |  | - |  | - |  | 1,493 | NM |
|  | 949 |  | 949 |  | 949 |  | 949 |  | 957 |  | (8) | (0.8)\% |
|  | 449 |  | 463 |  | 464 |  | 300 |  | 290 |  | 159 | 54.8 \% |
|  | 1,780 |  | 1,358 |  | 949 |  | 919 |  | 882 |  | 898 | 101.8 \% |
| \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 55,505 | \$ | 17,964 | 32.4 \% |

## Liabilities and Equity

Deposits:

| Interest bearing deposit accounts | \$ | 32,480 | \$ | 30,258 | \$ | 27,123 | \$ | 25,360 | \$ | 21,712 | \$ | 10,768 | 49.6 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest bearing deposit accounts |  | 209 |  | 204 |  | 235 |  | 359 |  | 450 |  | (241) | (53.6)\% |
| Total deposits |  | 32,689 |  | 30,462 |  | 27,358 |  | 25,719 |  | 22,162 |  | 10,527 | 47.5 \% |
| Borrowings: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Borrowings of consolidated securitization entities |  | 15,091 |  | 15,114 |  | 14,642 |  | 15,362 |  | 15,395 |  | (304) | (2.0)\% |
| Related party debt |  | 1,405 |  | 7,859 |  | 8,062 |  | 8,959 |  | 9,270 |  | $(7,865)$ | (84.8)\% |
| Third party debt |  | 11,088 |  | - |  | - |  | - |  | - |  | 11,088 | NM |
| Total borrowings |  | 27,584 |  | 22,973 |  | 22,704 |  | 24,321 |  | 24,665 |  | 2,919 | 11.8 \% |
| Accrued expenses and other liabilities |  | 3,255 |  | 3,347 |  | 3,141 |  | 3,085 |  | 3,095 |  | 160 | 5.2 \% |
| Total liabilities |  | 63,528 |  | 56,782 |  | 53,203 |  | 53,125 |  | 49,922 |  | 13,606 | 27.3 \% |
| Equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Parent's net investment |  | - |  | - |  | 6,052 |  | 5,973 |  | 5,592 |  | $(5,592)$ | NM |
| Common stock |  | 1 |  | 1 |  | - |  | - |  | - |  | 1 | NM |
| Additional paid-in capital |  | 9,401 |  | 6,399 |  | - |  | - |  | - |  | 9,401 | NM |
| Retained earnings |  | 548 |  | - |  | - |  | - |  | - |  | 548 | NM |
| Accumulated other comprehensive income: |  | (9) |  | (7) |  | (10) |  | (13) |  | (9) |  | - | - \% |
| Total equity |  | 9,941 |  | 6,393 |  | 6,042 |  | 5,960 |  | 5,583 |  | 4,358 | 78.1 \% |
| Total liabilities and equity | \$ | 73,469 | \$ | 63,175 | \$ | 59,245 | \$ | 59,085 | \$ | 55,505 | \$ | 17,964 | 32.4 \% |

## SYNCHRONY FINANCIAL

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

(unaudited, \$ in millions)


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

Total non-interest earning assets

Total assets

| 1,260 |
| ---: |
| $(3,058)$ |
| 2,605 |
| 807 |
| $\$ 68,300$ |

$\qquad$

|  | 561 |
| ---: | ---: |
|  | $(2,931)$ |
|  | 2,045 |
|  | $(325)$ |
|  |  |
| $\$$ | 59,421 |


| 533 |  | 535 |
| :---: | :---: | :---: |
| $(2,823)$ |  | $(2,799)$ |
| 2,072 |  | 2,097 |
| (218) |  | (167) |
| \$ 57,706 | \$ | 54,906 |

## Liabilities

| Interest bearing deposit accounts | \$ | 31,459 | \$ | 126 | 1.61 \% | \$ | 28,568 | \$ | 109 | 1.53\% | \$ | 26,317 | \$ | 96 | 1.50\% | \$ | 23,857 | \$ | 93 | 1.53\% | \$ | 21,012 | \$ | 94 | 1.79\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrowings of consolidated securitization entities |  | 15,102 |  | 57 | 1.51 \% |  | 14,727 |  | 54 | 1.47\% |  | 14,830 |  | 47 | 1.30\% |  | 15,378 |  | 49 | 1.25\% |  | 16,058 |  | 51 | 1.27\% |
| Related party debt |  | 4,582 |  | 15 | 1.31\% |  | 7,959 |  | 43 | 2.17\% |  | 8,286 |  | 47 | 2.33\% |  | 9,037 |  | 46 | 2.00\% |  | 9,213 |  | 38 | 1.65\% |
| Third party debf ${ }^{1}$ ) |  | 5,544 |  | 46 | 3.33\% |  | - |  | - | -\% |  | - |  | - | -\% |  | - |  | - | -\% |  | - |  | - | -\% |
| Total interest bearing liabilities |  | 56,687 |  | 244 | 1.73\% |  | 51,254 |  | 206 | $1.61 \%$ |  | 49,433 |  | 190 | 1.58\% |  | 48,272 |  | 188 | 1.53\% |  | 46,283 |  | 183 | 1.59\% |
| Non-interest bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest bearing deposit accounts |  | 206 |  |  |  |  | 221 |  |  |  |  | 331 |  |  |  |  | 450 |  |  |  |  | 477 |  |  |  |
| Other liabilities |  | 3,208 |  |  |  |  | 3,412 |  |  |  |  | 3,182 |  |  |  |  | 3,391 |  |  |  |  | 2,880 |  |  |  |
| Total non-interest bearing liabilities |  | 3,414 |  |  |  |  | 3,633 |  |  |  |  | 3,513 |  |  |  |  | 3,841 |  |  |  |  | 3,357 |  |  |  |
| Total liabilities |  | 60,101 |  |  |  |  | 54,887 |  |  |  |  | 52,946 |  |  |  |  | 52,113 |  |  |  |  | 49,640 |  |  |  |
| Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total equity |  | 8,199 |  |  |  |  | 6,328 |  |  |  |  | 6,475 |  |  |  |  | 5,593 |  |  |  |  | 5,266 |  |  |  |
| Total liabilities and equity | \$ | 68,300 |  |  |  |  | 61,215 |  |  |  | \$ | 59,421 |  |  |  | \$ | 57,706 |  |  |  | \$ | 54,906 |  |  |  |
| Net interest income |  |  | \$ | 2,879 |  |  |  | \$ | 2,720 |  |  |  | \$ | 2,743 |  |  |  | \$ | 2,849 |  |  |  | \$ | 2,703 |  |
| Interest rate spread ${ }^{(2)}$ |  |  |  |  | 16.83\% |  |  |  |  | 17.59\% |  |  |  |  | 18.55\% |  |  |  |  | 19.05\% |  |  |  |  | 19.43\% |
| Net interest margin ${ }^{(3)}$ |  |  |  |  | 17.11\% |  |  |  |  | 17.84\% |  |  |  |  | 18.83\% |  |  |  |  | 19.30\% |  |  |  |  | 19.69\% |

 impact of a one time charge incurred in connection with the prepayment of the Bank term 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)

Assets
Interest earning assets:

| Interest earning cash and equivalents | \$ | 6,587 | \$ | 9 | 0.18\% | \$ | 3,589 | \$ | 7 | 0.26\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities available for sale |  | 281 |  | 9 | $4.31 \%$ |  | 209 |  | 6 | 3.85\% |
| Loan receivables: |  |  |  |  |  |  |  |  |  |  |
| Credit cards, including held for sale |  | 53,836 |  | 8,781 | 21.97\% |  | 48,745 |  | 8,053 | 22.17\% |
| Consumer installment loans |  | 1,012 |  | 72 | 9.58\% |  | 1,382 |  | 99 | 9.61\% |
| Commercial credit products |  | 1,374 |  | 111 | 10.88\% |  | 1,350 |  | 111 | 11.03\% |
| Other |  | 16 |  | - | -\% |  | 11 |  | - | -\% |
| Total loan receivables, including held for sale |  | 56,238 |  | 8,964 | 21.47\% |  | 51,488 |  | 8,263 | 21.54\% |
| Total interest earning assets |  | 63,106 |  | 8,982 | 19.17\% |  | 55,286 |  | 8,276 | 20.09\% |
| Non-interest earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks |  | 863 |  |  |  |  | 545 |  |  |  |
| Allowance for loan losses |  | $(2,997)$ |  |  |  |  | $(2,609)$ |  |  |  |
| Other assets |  | 2,360 |  |  |  |  | 2,013 |  |  |  |
| Total non-interest earning assets |  | 226 |  |  |  |  | (51) |  |  |  |
| Total assets | \$ | $\stackrel{\text { 63,332 }}{ }$ |  |  |  | \$ | $\underline{ } 55,235$ |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |  |
| Interest bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Interest bearing deposit accounts | \$ | 28,799 | \$ | 331 | 1.55\% | \$ | 21,355 | \$ | 281 | 1.77\% |
| Borrowings of consolidated securitization entities |  | 14,888 |  | 158 | 1.43\% |  | 16,560 |  | 162 | 1.31\% |
| Related party debt |  | 6,739 |  | 105 | 2.10\% |  | 8,902 |  | 111 | 1.67\% |
| Third party debt ${ }^{1}$ ) |  | 2,218 |  | 46 | 2.79\% |  | - |  | - | -\% |
| Total interest bearing liabilities |  | 52,644 |  | 640 | 1.64\% |  | 46,817 |  | 554 | 1.59\% |
| Non-interest bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Non-interest bearing deposit accounts |  | 259 |  |  |  |  | 488 |  |  |  |
| Other liabilities |  | 3,272 |  |  |  |  | 2,737 |  |  |  |
| Total non-interest bearing liabilities |  | 3,531 |  |  |  |  | 3,225 |  |  |  |
| Total liabilities |  | 56,175 |  |  |  |  | 50,042 |  |  |  |
| Equity |  |  |  |  |  |  |  |  |  |  |
| Total equity |  | 7,157 |  |  |  |  | 5,193 |  |  |  |
| Total liabilities and equity | \$ | 63,332 |  |  |  | \$ | 55,235 |  |  |  |
| Net interest income |  |  | \$ | 8,342 |  |  |  | \$ | 7,722 |  |
| Interest rate spread ${ }^{(2)}$ |  |  |  |  | 17.53\% |  |  |  |  | 18.50\% |
| Net interest margin ${ }^{(3)}$ |  |  |  |  | 17.80\% |  |  |  |  | 18.74\% |

(1) Interest on third party debt calculated above utilizes monthly average balances. The average third party debt balance outstanding, from the date of issuance through September 30,2014 , was $\$ 10.8$ billion and accrued interest at an effective rate of $2.63 \%$, excluding the impact of a one time charge incurred in connection with the prepayment of the Bank term 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)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { Sep 30, } 2014 \mathrm{vs} . \\ \text { Sep 30, } 2013 \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep 30, } \\ 2014 \\ \hline \end{gathered}$ |  | Jun 30, 2014 |  | Mar 31,$2014$ |  | $\begin{gathered} \hline \text { Dec 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep 30, } \\ 2013 \end{gathered}$ |  |  |  |  |
| BALANCE SHEET STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total common equity | \$ | 9,941 | \$ | 6,393 | \$ | 6,042 | \$ | 5,960 | \$ | 5,583 | \$ | 4,358 | 78.1\% |
| Total common equity as a \% of total assets |  | 13.53\% |  | 10.12\% |  | 10.20\% |  | 10.09\% |  | 10.06\% |  |  | 3.47\% |
| Tangible assets | \$ | 72,071 | \$ | 61,763 | \$ | 57,832 | \$ | 57,836 | \$ | 54,258 | \$ | 17,813 | 32.8\% |
| Tangible common equity ${ }^{(1)}$ | \$ | 8,543 | \$ | 4,981 | \$ | 4,629 | \$ | 4,711 | \$ | 4,336 | \$ | 4,207 | 97.0\% |
| Tangible common equity as a \% of tangible assets ${ }^{(1)}$ |  | 11.85\% |  | 8.06\% |  | 8.00\% |  | 8.15\% |  | 7.99\% |  |  | 3.86\% |
| Tangible common equity per share ${ }^{(1)}$ | \$ | 10.24 | \$ | 7.07 | \$ | 6.57 | \$ | 6.68 | \$ | 6.15 | \$ | 4.09 | 66.5\% |

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

## Basel I

| Total risk-based capital ratio ${ }^{(3)}$ | $16.4 \%$ |
| :--- | :--- |
| Tier 1 risk-based capital ratio ${ }^{(4)}$ | $15.1 \%$ |
| Tier 1 common ratio ${ }^{(5)}$ | $15.1 \%$ |
| Tier 1 leverage ratio ${ }^{(6)}$ | $12.2 \%$ |

## Basel III

Tier 1 common ratio ${ }^{(7)} 14.6 \%$

[^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) ${ }^{2)^{2},(3)}$
Interest and fees on loans ${ }^{2}$ )
Other income ${ }^{(2)}$
Platform revenue, excluding retailer share arrangements ${ }^{2}$ )
Retailer share arrangements ${ }^{2}$ )
Platform revenue ${ }^{(2)}$

PAYMENT SOLUTIONS
Purchase volume ${ }^{(1)}$
Period-end loan receivables
Average loan receivables
Average active accounts (in thousands) ${ }^{\mathfrak{3}}$ )

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) ${ }^{\mathfrak{3}}$ )
interest and fees on loans
Other income
Platform revenue, excluding retailer share arrangements
Retailer share arrangements
Platform revenue

| \$ | 1,787 | \$ | 1,831 | \$ | 1,686 | \$ | 1,692 | \$ | 1,696 | \$ | 91 | 5.4 \% | \$ | 5,304 | \$ | 5,067 | \$ | 237 | 4.7 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 6,787 | \$ | 6,621 | \$ | 6,463 | \$ | 6,527 | \$ | 6,397 | \$ | 390 | 6.1 \% | \$ | 6,787 | \$ | 6,397 | \$ | 390 | 6.1 \% |
| \$ | 6,713 | \$ | 6,531 | \$ | 6,497 | \$ | 6,475 | \$ | 6,300 | \$ | 413 | 6.6 \% | \$ | 6,588 | \$ | 6,109 | \$ | 479 | 7.8 \% |
|  | 4,582 |  | 4,446 |  | 4,437 |  | 4,381 |  | 4,244 |  | 338 | 8.0 \% |  | 4,494 |  | 4,161 |  | 333 | 8.0 \% |
| \$ | 412 | \$ | 383 | \$ | 378 | \$ | 399 | \$ | 381 | \$ | 31 | 8.1 \% | \$ | 1,173 | \$ | 1,073 | \$ | 100 | 9.3 \% |
|  | 11 |  | 12 |  | 11 |  | 13 |  | 10 |  | 1 | 10.0 \% |  | 34 |  | 32 |  | 2 | 6.3 \% |
|  | 423 |  | 395 |  | 389 |  | 412 |  | 391 |  | 32 | 8.2 \% |  | 1,207 |  | 1,105 |  | 102 | 9.2 \% |
|  | (1) |  | (1) |  | (1) |  | (2) |  | - |  | (1) | NM |  | (3) |  | (4) |  | 1 | (25.0)\% |
| \$ | 422 | \$ | 394 | \$ | 388 | \$ | 410 | \$ | 391 | \$ | 31 | 7.9 \% | \$ | 1,204 | \$ | 1,101 | \$ | 103 | 9.4 \% |

## TOTAL SYNCHRONY FINANCIAL

| Purchase volume ${ }^{(1),(2)}$ | \$ | 26,004 | \$ | 25,978 | \$ | 21,086 | \$ | 27,002 | \$ | 23,499 | \$ | 2,505 | 10.7 \% | \$ | 73,068 | \$ | 66,856 | \$ | 6,212 | 9.3 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loan receivables | \$ | 56,767 | \$ | 54,873 | \$ | 54,285 | \$ | 57,254 | \$ | 53,265 | \$ | 3,502 | 6.6 \% | \$ | 56,767 | \$ | 53,265 | \$ | 3,502 | 6.6 \% |
| Average loan receivables, including held for sale | \$ | 57,391 | \$ | 55,363 | \$ | 55,495 | \$ | 54,895 | \$ | 52,580 | \$ | 4,811 | 9.1 \% | \$ | 56,238 | \$ | 51,488 | \$ | 4,750 | 9.2 \% |
| Average active accounts (in thousands) ${ }^{2}$ ),(3) |  | 59,907 |  | 58,386 |  | 59,342 |  | 58,402 |  | 56,171 |  | 3,736 | 6.7 \% |  | 59,394 |  | 55,523 |  | 3,871 | 7.0 \% |
| Interest and fees on loans ${ }^{2}$ ) | \$ | 3,116 | \$ | 2,920 | \$ | 2,928 | \$ | 3,032 | \$ | 2,883 | \$ | 233 | 8.1 \% | \$ | 8,964 | \$ | 8,263 | \$ | 701 | 8.5 \% |
| Other income ${ }^{(2)}$ |  | 96 |  | 112 |  | 115 |  | 130 |  | 114 |  | (18) | (15.8)\% |  | 323 |  | 370 |  | (47) | (12.7)\% |
| Platform revenue, excluding retailer share arrangements ${ }^{2}$ ) |  | 3,212 |  | 3,032 |  | 3,043 |  | 3,162 |  | 2,997 |  | 215 | 7.2 \% |  | 9,287 |  | 8,633 |  | 654 | 7.6 \% |
| Retailer share arrangements ${ }^{2}$ ) |  | (693) |  | (590) |  | (594) |  | (662) |  | (680) |  | (13) | 1.9 \% |  | $(1,877)$ |  | (1,711) |  | (166) | 9.7 \% |
| Platform revenue ${ }^{(2)}$ | \$ | 2,519 | \$ | 2,442 | \$ | 2,449 | \$ | 2,500 | \$ | 2,317 | \$ | 202 | 8.7 \% | \$ | 7,410 | \$ | 6,922 | \$ | 488 | 7.0 \% |

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

SYNCHRONY FINANCIAL

## RECONCILIATION OF NON-GAAP MEASURES AND CALCULATIONS OF REGULATORY MEASURES

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

## COMMON EQUITY MEASURES

GAAP Total common equity
Less: Goodwill
Less: Intangible assets, net

## Tangible common equity

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

## RISK-BASED CAPITAL

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

## Basel I - Risk-based capital

## ASSET MEASURES

Total assets
Less: Disallowed goodwill and other disallowed intangible assets, net of related deferred tax liabilities
Less: Unrealized (gains) / losses on investment securities
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

| \$ | $\begin{aligned} & 11.92 \\ & (1.14) \\ & (0.54) \end{aligned}$ | \$ | 9.07$(1.34)$ | \$ | $\begin{gathered} 8.57 \\ (1.34) \end{gathered}$ | \$ | $\begin{gathered} 8.45 \\ (1.34) \end{gathered}$ | \$ | $\begin{gathered} 7.92 \\ (1.36) \\ (0.41) \end{gathered}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (1.14) |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | (0.66) |  | (0.66) |  | (0.43) |  |  |  |  |  |
| \$ | 10.24 | \$ | 7.07 | \$ | 6.57 | \$ | 6.68 | \$ | 6.15 |  |  |  |

3Q'14 Financial Results
October 17, 2014

II synchrony

## 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 our ability to pay dividends and repurchase our capital stock and 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-locking 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 Registration Statement on Form S-1, as amended and filed on July 18, 2014 (File No. 333-194528). 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 detailed financial tables included in the press release accompanying this distribution, which is available on our website and the SEC's website.

## Business Overview

## 1 Leading Consumer Finance Business

$\checkmark$ Largest PLCC provider in US: 59.9 million average active accounts and $\$ 58.3$ billion in receivables ${ }^{(b)}$
$\checkmark$ A leader in financing for major consumer purchases and healthcare services
$\checkmark$ Long-standing and diverse partner base

## 2 Strong Value Proposition for Partners and Consumers

$\checkmark$ Deep partner integration enables customized loyalty products, across channels
$\checkmark$ Advanced data analytics and targeted marketing capabilities
$\checkmark$ Dedicated team members support partners to help maximize program effectiveness
$\checkmark$ Partner and cardholder focused mobile payments and e-commerce strategies ... forging new partnerships and investing in emerging technologies

## 3 Attractive Growth Opportunities

$\checkmark$ Significant opportunity to leverage long-standing partnerships to increase penetration
$\checkmark$ Opportunity to attract new partners
$\checkmark$ Opportunity to expand commercial offerings
$\checkmark$ Developing broad product suite to support our efforts to build a leading, full-scale online bank

## 4 Solid Financial Profile and Operating Performance

$\checkmark$ Strong receivables growth: $9 \%$ annual growth since 2011, with 714 average FICO
$\checkmark$ Solid fundamentals with attractive returns
$\checkmark$ Strong capital and liquidity with diverse funding profile
$\checkmark$ Positioned for future capital return post separation
(a) Source: Nilson
(b) Includes loan receivables of $\$ 56.8$ billion and loan receivables held for sale of $\$ 1.5$ billion


## Financial highlights

- \$548 million Net earnings, \$0.70 EPS
- Strong growth across the business
$\checkmark$ Purchase volume +11\%, Loan receivables $+7 \%$, Platform revenue $+9 \%$
- Asset quality continues to improve
$\checkmark$ Net charge-offs down 2bps.
$\checkmark 30+$ delinquency down 6bps.
- Expenses in-line with expectations
$\checkmark$ Increase driven by growth investments and standalone infrastructure
- Strong capital and liquidity
$\checkmark$ 15.1\% T1C (B1)
$\checkmark \$ 14.1$ billion high quality liquid assets


## Business highlights

- Extended two of our largest partners ... including Lowe's, we have now renewed our 5 largest partnerships through 2019 and beyond

- Payment Solutions added ~ 1,000 partners \& CareCredit added ~ 9,000 provider locations since 3Q'13
- Announced agreement with Apple Pay for participating Dual Card programs
- Introduced new value proposition at Sam's Club and launched EMV cards at Sam's Club and Walmart
- Launched new brand campaign
- Separation process underway ... building out stand-alone infrastructure


## Growth Metrics



## Platform Results


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

## Payment Solutions


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

CareCredit

$\checkmark$ Receivables growth led by dental and veterinary
$\checkmark$ Platform revenue up $8 \%$ driven by receivable growth and higher yield
(a) Loan receivables do not include $\$ 1.5$ billion of balances classified as held for sale, $11 \%$ growth including held for sale receivables
(b) 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
(c) Platform revenue $\$$ in millions

## Financial Results

|  |  |  |  | w) |
| :---: | :---: | :---: | :---: | :---: |
| \$ in milions, except ratios | 3Q'14 | 3Q'13 | \$ | \% |
| Net interest income (NII) | \$2,879 | \$2,703 | \$176 | 7\% |
| Retailer share arrangements (RSA) | (693) | (680) | (13) | (2)\% |
| NII, after RSA | 2,186 | 2,023 | 163 | 8\% |
| Provision for loan losses | 675 | 541 | (134) | (25)\% |
| Other income | 96 | 114 | (18) | (16)\% |
| Other expense | 728 | 575 | (153) | (27)\% |
| Pre-Tax earnings | 879 | 1,021 | (142) | (14)\% |
| Provision for income taxes | 331 | 380 | 49 | 13\% |
| Net earnings | \$548 | \$641 | \$(93) | (15)\% |
| Return on assets | 3.2\% | 4.7\% |  | (1.5)pts. |

## Third quarter 2014 highlights

- $\$ 548$ million Net earnings, $\$ 0.70$ EPS
- Net interest income after RSAs up 8\% driven by growth in loan receivables
$\checkmark$ RSAs up $\$ 13$ million, 2\%
- Provision for loan losses driven largely by growth
$\checkmark$ Asset quality stable ... 30+ delinquencies down 6bps. vs. prior year
$\checkmark$ Reserve coverage flat to $2 Q^{\prime} 14$ at $5.5 \%$
- Other income driven largely by increased loyalty and rewards costs
- Other expenses in-line with expectations, increase driven by growth and infrastructure build


## Net Interest Income

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


Net interest margin walk

| 3Q'13 Net interest margin | $19.7 \%$ |
| :---: | :---: |
| Liquidity | $(2.3)$ |
| Receivable yield | $(0.2)$ |
| Interest expense | $\underline{(0.1)}$ |
| 3Q'14 Net interest margin | $\mathbf{1 7 . 1 \%}$ |

## Third quarter 2014 highlights

- Net interest income up 7\% driven by growth in receivables partially offset by higher funding costs
$\checkmark$ Interest and fees on loans up 8\%
- Net interest margin decline driven primarily by increase in liquidity portfolio
$\checkmark$ Receivable yield 21.8\%, down 21bps. reflecting slightly higher payment rate
$\checkmark$ Liquidity portfolio increased to $\$ 14.1$ billion, conservatively invested in cash and short-term U.S. Treasuries
$\checkmark$ Interest expense increased to $1.7 \%$, up 14bps.


## 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

## Third quarter 2014 highlights

- Expenses in-line with expectations ... increase driven by business growth, marketing investments and infrastructure build
$\checkmark$ Purchase volume $+11 \%$, Receivables $+7 \%$
$\checkmark$ Investments to establish our brand, grow direct deposits and market our programs
$\checkmark$ Infrastructure build costs
- Separation expenses in line with S-1

|  | S-1 <br> Guidance | Current <br> Estimate |
| :--- | :---: | :---: |
| Marketing | $\$ 100-\$ 150$ | $\$ 120$ |
| Brand/Deposits | $\$ 90-\$ 100$ | $\$ 100$ |
| Infrastructure | $\underline{\$ 200-\$ 300}$ | $\underline{\$ 250}$ |
| $\$ 390-\$ 550$ | $\sim \$ 470$ |  |

## Capital and Liquidity

Sources and uses
IPO and related transactions, \$ in billions


| Uses of funds |  |
| :--- | ---: |
|  |  |
| Repay outstanding Related Party Debt | $\$ 8.0$ |
| Increase liquidity portfolio | 7.3 |
| Prepay Bank/GE Capital term loans | 0.6 |
| Fees and expenses | $\underline{0.2}$ |
| Total Uses | $\$ 16.1$ |

## Capital ratios

Estimated percentage, 3Q'14, \$ in billions


Risk weighted assets
(a) Calculated on an estimated fully phased-in Basel III basis


## Funding profile

Funding sources


## Third quarter 2014 highlights

- Strong deposit growth ... now 54\% of funding
$\checkmark$ Long-term target of 60\%-70\% of total funding from deposits
- Extended securitization facilities and added \$5.6B undrawn capacity
- Completed unsecured bond issuance
$\checkmark$ Increased size from $\$ 3.0$ billion to $\$ 3.6$ billion ... additional proceeds used to prepay Bank and GE Capital term loans
- GE Capital loan prepayment ahead of schedule
$\checkmark$ Increased Bank term Ioan by $\$ 750$ million on October 6th, additional proceeds used to pay down GE Capital term loan
$\checkmark$ Prepayment will result in approximately $\$ 15$ million interest expense savings annually
- Broad based growth ... Purchase volume $+11 \%$, Loan receivables $+7 \%$, Platform revenue $+9 \%$ and Active accounts $+7 \%$
- Extended 2 of our largest partner relationships ... including Lowe's renewal, we have now renewed our 5 largest partnerships through 2019 and beyond
- Added ~ 1,000 partners in Payment Solutions, ~ 9,000 provider locations at CareCredit since 3Q'13
- Announced agreement with Apple Pay for participating Dual Card programs
- Fast growing deposit platform ... deposits $\$ 32.7$ billion, now $54 \%$ of funding
- Strong balance sheet, $\$ 14.1$ billion of liquidity and $15.1 \%$ T1C
- Making progress on separation ...
$\checkmark$ Increasing growth investments to promote our credit programs, build our brand and grow direct deposits
$\checkmark$ Standalone infrastructure build in-line with expectations
$\checkmark$ Accelerated prepayment of $\$ 1.5$ billion GE term loan to $\$ 655$ million


## Summary

## Private Label Credit Card leader well-positioned to capitalize on deep partner integration

Differentiated business model with solid value proposition for both partners and consumers

Attractive growth opportunities, particularly to further leverage data analytics, mobile and e-capabilities

Growth objectives supported by online bank with strong deposit growth

Solid fundamentals with strong returns

3Q'14 Financial Results
October 17, 2014

## 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 September 30, 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 3Q 2014 are preliminary and therefore subject to change. As a new savings and loan holding company, the Company historically has not been required by regulators to disclose capital ratios, and therefore these ratios are non-GAAP measures. See Reconciliation of Non-GAAP Measures and Calculation of Regulatory Measures for components of capital ratio calculations.
    (3) Total risk-based capital ratio is the ratio of total risk-based capital divided by risk-weighted assets.
    (4) Tier 1 risk-based capital ratio is the ratio of Tier 1 capital divided by risk-weighted assets.
    (5) Tier 1 common ratio is the ratio of common equity Tier 1 capital divided by risk-weighted assets.
    (6) Tier 1 leverage ratio is calculated based on Tier 1 capital divided by total assets, after certain adjustments.
    (7) Our Basel III Tier 1 common ratio is the ratio of common equity Tier 1 capital to total risk-weighted assets, each as calculated in accordance with the U.S. Basel III capital rules (on a fully phased-in basis). Our Basel III Tier 1 common ratio is a preliminary estimate reflecting management's interpretation of the final Basel III capital rules adopted in July 2013 by the Federal Reserve Board, which have not been fully implemented, and our estimate and interpretations are subject to, among other things, ongoing regulatory review and implementation guidance.

