# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

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

May 17, 2016

Date of Report
(Date of earliest event reported)

## SYNCHRONY FINANCIAL

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction 001-36560 (Commission 51-0483352 (I.R.S. Employer Identification No.)

777 Long Ridge Road, Stamford, Connecticut
(Address of principal executive offices)

06902 (Zip Code)

 $(203)\ 585\text{-}2400$  (Registrant's telephone number, including area code)

 $\label{eq:NA} N/A$  (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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- " Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- " Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- " Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 Regulation FD Disclosure.

The information contained in this Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.1, is furnished pursuant to Item 7.01 of Form 8-K and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, except as shall be expressly stated by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

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

Number	<b>Description</b>

99.1 Synchrony Financial - Barclays Americas Select Franchise Conference Presentation dated May 17, 2016

#### **SIGNATURES**

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

Date: May 17, 2016 By: /s/ Jonathan Mothner

Name: Jonathan Mothner

Title: Executive Vice President, General Counsel and Secretary

## EXHIBIT INDEX

Number	Description

99.1 Synchrony Financial - Barclays Americas Select Franchise Conference Presentation dated May 17, 2016



## Disclaimers

This presentation 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 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; higher borrowing costs and adverse financial market conditions impacting our funding and liquidity, and any reduction in our credit ratings; our ability to read 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 grow our deposits in retailer share arrangements; competition in the renosumer financial interchange fees; fraudulent activity; cyber-attacks or other security breaches; failure of third parties to provide various services that are important to our operations; our rabil

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 fillings, including under the heading "Risk Factors" in Synchrony Financial's (the "Company") Annual Report on Form 10-K for the fiscal year ended December 31, 2015, as filed on February 25, 2016. You should not consider any list of such factors to be an exhaustive statement of all of the risks, uncertainties, or potentially inaccurate assumptions that could cause our current expectations or beliefs to change. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as otherwise may be required by law.

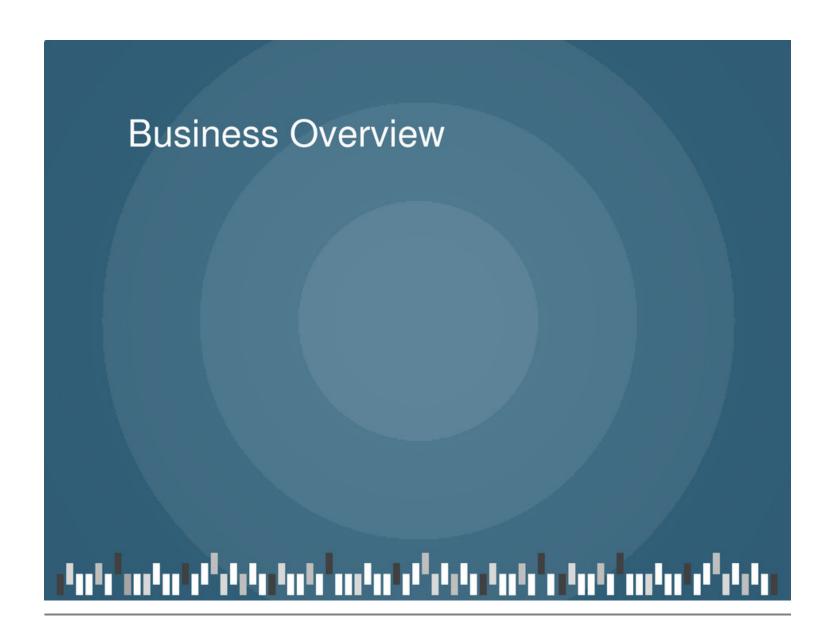
#### Non-GAAP Measures

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 Statements of Earnings prepared in accordance with U.S. generally accepted accounting principles ("GAAP"): "interest and fees on loans," plus "other income," less "retailer share arrangements." Platform revenue and platform revenue, we deduct the 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 gross 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 at the end of this presentation in "Appendix-Non-GAAP Reconciliations."

We present certain capital ratios. Our Basel III Tier 1 common ratio, calculated on a fully phased-in basis, 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. This ratio is not currently required by regulators to be disclosed, and therefore is considered a non-GAAP measure. We believe this capital ratio is a useful measure to investors because it is widely used by analysts and regulators to assess the capital position of financial services companies, although this ratio may not be comparable to similarly titled measures reported by other companies. The reconciliation of each component of our capital ratios included in this presentation to the comparable GAAP component at March 31, 2016 is included at the end of this presentation in "Appendix-Non-GAAP Reconciliations."

We also present a measure we refer to as "tangible common equity" in this presentation. 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 at the end of this presentation in "Appendix-Non-GAAP Reconciliations."





## Synchrony Financial Overview

#### **Leading Consumer Finance Business**

- Largest Private Label Credit Card (PLCC) provider in US<sup>(a)</sup>
- A leader in financing for major consumer purchases and healthcare services
- Long-standing and diverse partner base

# Strong Value Proposition for Partners and Consumers

- Advanced data analytics and targeted marketing capabilities
- Dedicated team members support partners to help maximize program effectiveness
- Enhanced sales growth and additional economic benefits for partners
- Access to instant credit, promotional financing, and rewards for customers

## Robust Data and Technology Capabilities

- Deep partner integration enables customized loyalty products across channels
- Partner and cardholder focused mobile payments and e-commerce solutions
- Leveraging digital, loyalty, and analytics capabilities to augment growth

## Attractive Growth and Ample Opportunities

- · Strong receivables growth
- Significant opportunity to leverage longstanding partnerships to increase penetration
- Opportunity to attract new partners
- Developing broad product suite to build a leading, full-scale online bank

#### Strong Financial Profile and Operating Performance

- · Solid fundamentals with attractive returns
- Strong capital and liquidity with diverse funding profile
- Positioned for future capital return subject to Board and regulatory approvals



(a) Source: The Nilson Report (April 2015, Issue #1062) as measured by PLCC purchase volume and receivables, based on 2014 data.

# Partner-Centric Business with Leading Sales Platforms

	Retail Card	Payment Solutions	CareCredit
	Walmart : LOWE'S amazon.com  PayPal  JCPenney	PERICHARD & SON THE APPLIANCE - THE CLEETINGS - MATTHESS GLASTIT  Ashley. HOMESTORE  MATTRESS FIRM  LA BOY  CONTOR  Appliances & electronics  MIDAS	Animal Hospitals  Animal Hospitals  ENDORSED BY  WISCON CORN OF THE PROPERTY O
	Private label credit cards, Dual Cards™ & small business credit products for large retailers	Promotional financing for major consumer purchases, offering private label credit cards & installment loans	Promotional financing to consumers for elective healthcare procedures & services
Platform Revenue(a)	\$7,685	\$1,745	\$1,742
Loan Receivables(b)	\$45.1	\$13.4	\$7.3



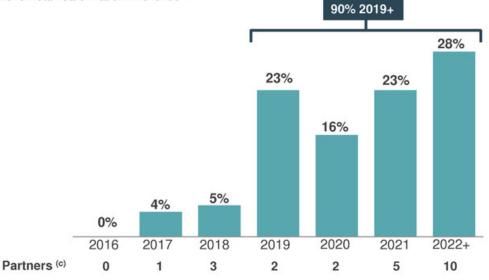
 <sup>(</sup>a) Platform revenue for period 2Q15 through 1Q16, \$ in millions. Platform revenue is the sum of "interest and fees on loans," plus "other income," less "retailer share arrangements". See non-GAAP reconciliation in appendix.
 (b) \$ in billions, as of March 31, 2016.

## Long-Standing Partnerships

	Lowe's	Sams	AMERICAN EAGLE	GAP	Walmart 🔆	JCPenney	<b>PayP</b> al <sup>*</sup>	amazon.com
Length of Major Partner Relationships (Years) (a)	37	22	19	18	16	16	11	8
Last Renewal	2014	2014	2014	2014	2013	2013	2015	2015

## Contractual Expiration(a)

\$ in millions, % of 2015 Retail Card Platform Revenue(b)





<sup>(</sup>a) As of March 31, 2016.

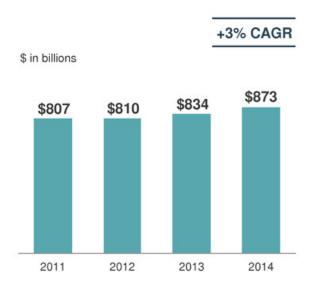
<sup>(</sup>b) Platform revenue is the sum of "interest and fees on loans," plus "other income," less "retailer share arrangements". See non-GAAP reconciliation in appendix.
(c) Excludes certain credit card portfolios that were sold or have not been renewed which represented 1% of our total Retail Card platform revenue for the year ended December 31, 2105.

## Significantly Outpacing Industry Growth

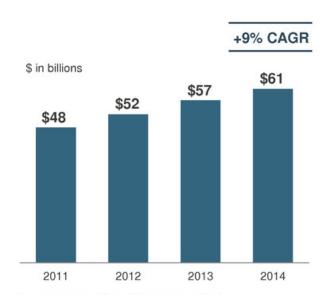
## **Expansive Opportunity**(a)

## **Strong Receivables Growth**

#### \$873 Billion of U.S. Credit Card Receivables



 SYF comprises ~7% of credit card receivables

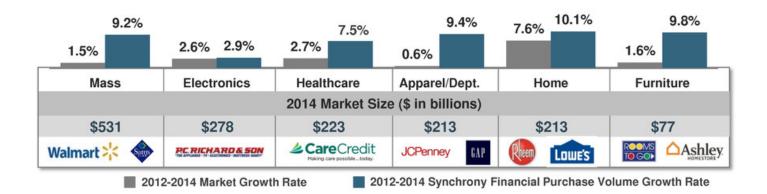


- · Majority of growth is organic
- Targeted marketing programs, digital capabilities, and value propositions helped drive organic growth

(a) Source: Nilson.



## Deep Integration Drives 2-3x Market Growth Rate



- Over 80 years of retail heritage
- Significant scale across platforms
- Robust data capture enables more customized offers
- · Analytics and data insights help drive growth
- Joint executive management of programs—1,000+ SYF FTEs dedicated to drive partner sales
- Collaboration with partners ensures sales teams are aligned with program goals
- Economic benefits and incentives align goals and drive profitable program growth

Sources for market data: Kantar Retail (2014 Mass & Apparel/Dept. market projections); IBIS World Research Group; CareCredit industry research; Joint Centers for Housing Studies, Harvard University; Consumer Electronics Association.



## Fast-Growing Online Bank

## **Growth Strategy**

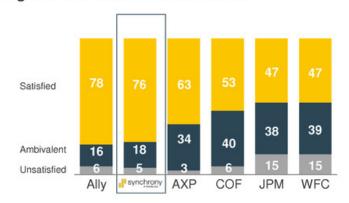
- ✓ Competitive rates and superior service afforded by low cost structure of online bank
- ✓ Opportunity to further leverage cross-sell opportunities with cardholder base
- ✓ Expand product suite checking, debit, bill payment, small business deposit accounts
- ✓ Enhance Synchrony Bank Perks program







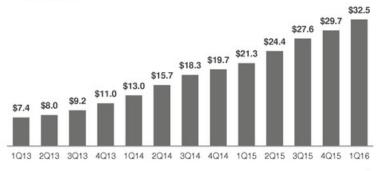
## **High Customer Satisfaction Scores**



Source: Chadwick Martin Bailey, internally commissioned; April 2015

## Strong Direct Deposit Growth

\$ in billions



# Robust Data, Analytics and Digital Capabilities անորել հույնում ըն<sup>ա</sup>րներն անորել հույնում ըն<sup>ա</sup>րներն անորել ու նորել հույնում ըն<sup>ա</sup>րներն ա

## Proprietary Closed-Loop Network Advantages

## **Enables Valuable Data Capture and Eliminates Interchange Fees**

Chase



Date	Merch.	Channel	Brand	Cat./SKU	\$
4/2/16	Belk				\$83.44
4/9/16	Belk				\$212.17

#### Synchrony Financial Closed Loop Network for PLCC and Dual Card™





Date	Merch.	Channel	Brand	Cat./SKU	\$
4/2/16	Belk	In- Store	DKNY	Women's Shoes 468XUTY	\$83.44
4/9/16	Belk	Mobile	Coach	Women's Handbags 229HHREO	\$212.17



- Limited data can be collected by the card issuer when a General Purpose Credit Card or traditional co-branded card is used
- When Synchrony Financial Private
   Label Credit Cards or Dual Cards™ are
   used in-store, the transaction runs on our
   network
- Valuable incremental data capture occurs on transactions that run over the Synchrony Financial closed loop network
  - Brand or category
  - SKU-level data
  - Channel: in-store, online, or mobile
  - Receive SKU or category-level data on 70-75% of network transactions
- No interchange fees when Synchrony Financial Private Label Credit Cards or Dual Cards<sup>TM</sup> are used over our network

## Data Analytics Driving Actionable Insights

## **Deep Portfolio and Campaign Insights**

- · Sales and profitability trends by:
  - Product category
  - Region
  - Customer segment
  - Coupon issuance, redemption
- · Ability to identify over/underperforming markets



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## **Field Sales Optimization**

- · Understand performance and opportunity by region
- Optimize field sales investment to maximize sales





\*illustrative data

## Strong Online Sales Growth

### **Innovative Digital Capabilities**

## **Expanding Digital Capabilities**

- · Investing in enhanced user experience
- Mobile applications deliver customized features including rewards, retail offers and alerts

#### Wallet-Agnostic Strategy—Offering Choice to Retail Partners and Consumers



# SVWS nNB





 Developed mobile platform that can be rapidly integrated across retailers and wallets

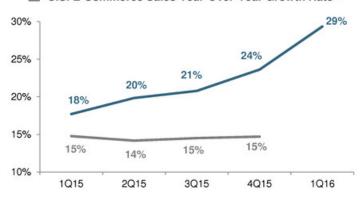
#### Benefits to Synchrony Financial and Our Customers

- Preserving unique benefits and value propositions
- Synchrony Financial continuing to capture valuable customer data on our network
- Developing proprietary solutions like Digital Card



#### **Online Sales Growth Rate**

Synchrony Online Sales Year-Over-Year Growth Rate
U.S. E-Commerce Sales Year-Over-Year Growth Rate(a)

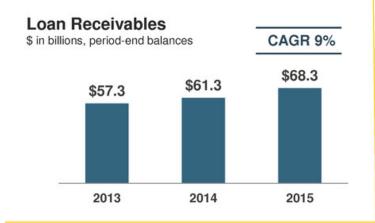


- Significant experience with online retailers
- · Online sales growth outpacing U.S. average
- Overall online sales penetration rate exceeds the U.S. average
- Investment in innovative digital capabilities is helping to drive growth—online sales were up 29% in 1Q16 (b)
- (a) Source: US Census Bureau, Quarterly Retail E-Commerce Sales, 4th Quarter 2015. E-Commerce sales are sales of goods and services where an order is placed by the buyer or price and terms of sale are negotiated over an Internet, extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Payment may or may not be made online.

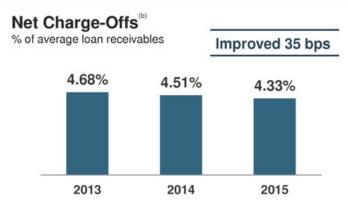
(b) As compared to 1Q15.



## Strong Operating Performance



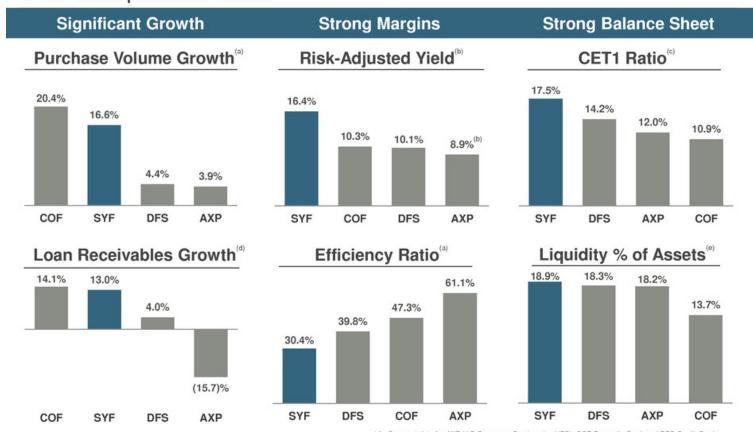






<sup>(</sup>a) Platform revenue is the sum of "interest and fees on loans," plus "other income," less "retailer share arrangements". See non-GAAP reconciliation in appendix. (b) Includes loan receivables held for sale.

## Peer Comparison: 1Q16

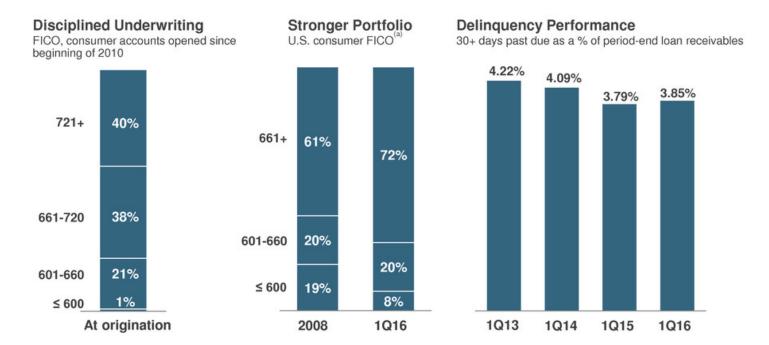


- (a) Segment data for AXP-U.S Consumer Services and COF-Domestic Card. Other data-total company level.
- SYF yield calculated as loan receivable yield less net charge-off rate. AXP-U.S. Consumer Services yield calculated as total card member loan yield less net charge-off rate on card member loans (ex-HFS). Other peer information calculated as credit card yield less net charge-off rate on
- (c) CET1 ratios are on an estimated, fully phased-in basis. See non-GAAP reconciliation in appendix.
- (d) Segment data for AXP-U.S Consumer Services (ex-HFS), COF-Domestic Card, and DFS-Credit Card. SYF-total company level.

  (e) For AXP, DFS, and SYF calculated as: (cash and cash equivalents + investment securities) / total
- assets. COF calculated as: (cash and cash equivalents + AFS securities) / total assets.

Sources: Company filings and SNL. Risk-adjusted yield, efficiency ratio, and liquidity % of assets metrics involved calculations by SYF based upon company filings. Purchase volume and loan receivables growth are 1Q16 vs. 1Q15.

## Focus on Higher Quality Asset Base



- · Synchrony Financial controls underwriting and credit line decisions
- · Focus on stronger underwriting has led to higher quality portfolio
  - 72% of loan receivables have FICO > 660



(a) Prior to 3Q12 a proprietary scoring model was used and converted to a FICO equivalent score.

## Strategic Priorities

### Grow our business through our three sales platforms

- · Grow existing retailer penetration
- · Continue to innovate and provide robust cardholder value propositions
- · Add new partners and programs with attractive risk and return profiles

#### Expand robust data, analytics and digital capabilities

- · Accelerate capabilities: marketing, analytics and loyalty
- · Continue to leverage SKU level data and invest in CRM to differentiate marketing capabilities
- · Deliver leading capabilities across digital and mobile technologies

#### Position business for long-term growth

- Build Synchrony Bank into a leading full-scale online bank—develop broad product suite to increase loyalty, diversify funding and drive profitability
- · Explore opportunities to expand the core business (e.g., grow small business platform)

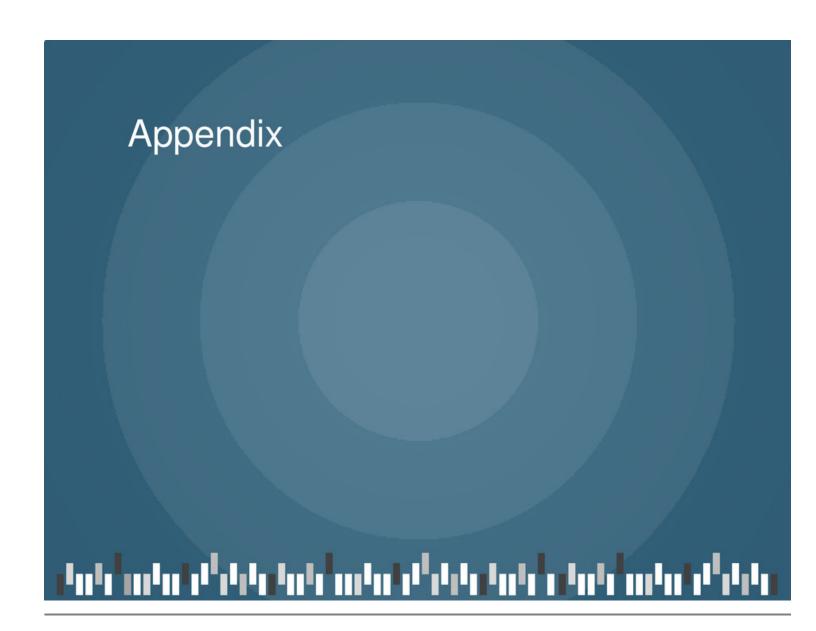
## Operate with a strong balance sheet and financial profile

- · Maintain strong capital and liquidity
- · Deliver earnings growth at attractive returns

### Leverage strong capital position

- · Organic growth, program acquisitions, and start-up opportunities
- · Establish dividend and share repurchase programs, subject to Board and regulatory approvals
- Invest in capability-enhancing technologies and businesses





# Non-GAAP Reconciliation

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

		Q	uarter Ende	d				Months ded	
(\$ in millions)	Mar 31, 2015	Jun 30, 2015	Sep 30, 2015	Dec 31, 2015	Mar 31, 2016	Dec 31, 2013	Dec 31, 2014	Dec 31, 2015	Mar 31, 2016
Platform Revenue Total:									
Interest and fees on loans	\$3,140	\$3,166	\$3,379	\$3,494	\$3,498	\$11,295	\$12,216	\$13,179	\$13,537
Other income	101	120	84	87	92	500	485	392	383
Retailer share arrangements	(660)	(621)	(723)	(734)	(670)	(2.373)	(2,575)	(2.738)	(2,748)
Platform revenue	\$2,581	\$2,665	\$2,740	\$2,847	\$2,920	\$9,422	\$10,126	\$10,833	\$11,172
Retail Card:									
Interest and fees on loans	\$2,337	\$2,335	\$2,508	\$2,594	\$2,614	\$8,317	\$9,040	\$9,774	\$10,051
Other income	86	107	70	76	79	419	407	339	332
Retailer share arrangements	(651)	(606)	(708)	(723)	(661)	(2,331)	(2,530)	(2,688)	(2,698)
Platform revenue	\$1,772	\$1,836	\$1,870	\$1,947	\$2,032	\$6,405	\$6,917	\$7,425	\$7,685
Payment Solutions:									
Interest and fees on loans	\$403	\$412	\$442	\$462	\$457	\$1,506	\$1,582	\$1,719	\$1,773
Other income	5	4	5	3	4	36	32	17	16
Retailer share arrangements	(8)	(14)	(13)	(10)	(7)	(36)	(41)	(45)	(44)
Platform revenue	\$400	\$402	\$434	\$455	\$454	\$1,506	\$1,573	\$1,691	\$1,745
CareCredit:									
Interest and fees on loans	\$400	\$419	\$429	\$438	\$427	\$1,472	\$1,594	\$1,686	\$1,713
Other income	10	9	9	8	9	45	46	36	35
Retailer share arrangements	(1)	(1)	(2)	(1)	(2)	(6)	<u>(4)</u>	<u>(5)</u>	<u>(6)</u>
Platform revenue	\$409	\$427	\$436	\$445	\$434	\$1,511	\$1,636	\$1,717	\$1,742



## Non-GAAP Reconciliation

The following table sets forth a reconciliation of each component of our capital ratios to the comparable GAAP component at March 31, 2016.

\$ in n	nillions at
COMMON EQUITY MEASURES March	h 31, 2016
GAAP Total common equity	\$13,204
Less: Goodwill	(949)
Less: Intangible assets, net	(702)
Tangible common equity	\$11,553
Adjustments for certain deferred tax liabilities and certain items	
in accumulated comprehensive income (loss)	281
Basel III - Common equity Tier 1 (fully phased-in)	\$11,834
Adjustments related to capital components during transition	265
Basel III – Common equity Tier 1 (transition)	\$12,099
Risk-weighted assets – Basel III (fully phased-in)	\$67,697
Risk-weighted assets – Basel III (transition)	\$66,689

