#### 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

> November 3, 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 of incorporation)

777 Long Ridge Road, Stamford, Connecticut

001-36560 (Commission File Number) 51-0483352 (I.R.S. Employer Identification No.)

06902 (Zip Code)

(Address of principal executive offices)
(203) 585-2400

(Registrant's telephone number, including area code)

N/A (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

" 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 exhibit is being furnished as part of this report:

 Number
 Description

 99.1
 Synchrony Financial - BancAnalysts Association of Boston Conference Presentation dated November 3, 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: November 3, 2016

By: Name: Title:

/s/ Jonathan Mothner Jonathan Mothner Executive Vice President, General Counsel and Secretary

# Number Description 99.1 Synchrony Financial - BancAnalysts Association of Boston Conference Presentation dated November 3, 2016



## BancAnalysts Association of Boston Conference

November 3, 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 such as "outlook," "expects, "intends," "anticipates," "believes," "soeks," "targets," "estimates," "will," "should, "may" or words of similar meaning, but these words are not the exclusive means of identifying forward-looking statements hare 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. Fractors that could cause actual results to differ materially include global policial, economic, business, competitive, market, regulatory and dufter factors and risks, such as the impact of partners, promotion and support of our products by our partners, and linancial performance of our partners; higher borrowing coats and adverse financial market conditions impacting our funding and liquidity, and any reduction in our credit rating exist, or as 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 infactured or nois intertained exist, and early and procedures, reliance on models which may be infacture to runsinterpreted, our ability to successfully develop and competition in the consumer finance industry; core our security breaches; failure of third partly early our allowance for loan losses and the accuracy of the assumptions or estimates used in preparing our financial statements; rour ability to successfully develop and commercialize new or enhanced products and services; our ability to reliaze the value of strategic investments; reductions in interchan

For the reasons described above, we caution you against relying on any forward-looking statements, which should also be read in conjunction with the other cautionary statements that are included elsewhere in this presentation and in our public filings, including in Synchrony Financial's (the "Company") Quarterly Report on Form 10-Q for our most recently completed fiscal quarter and under the heading "Risk Factors" in the Company's 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

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 tilded measures reported by other companies. The reconciliation of our Basel III Tier 1 common ratio, calculated on a fully phased-in basis, to the comparable GAAP component at September 30, 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 reconcilitation of tangible common equity, to total equity reported in accordance with GAAP is included at the end of this presentation in "Appendix-Non-GAAP Reconcilitations."

We refer to "managed-basis" as presenting certain loan performance measures as if loans sold by us to our securitization trusts were never sold and derecognized in our GAAP financial statements. We believe it is useful to consider these performance measures on a managed-basis for 2009 when comparing to similar GAAP measures in later years since we serviced the securitized and owned loans, and related accounts, in the same manner without regard to ownership of the loans. The reconciliation of the managed-basis loan performance measures in this presentation to the comparable GAAP measures for the twelve months ended December 31, 2009 is included at the end of this presentation in "Appendix-Non-GAAP Reconciliations."



## **Business Overview**

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## Partner-Centric Business with Leading Sales Platforms

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	Retail Card	Payment Solutions	CareCredit
	Walmart   amazon.com   PayPai   Simp   JCPenney   Differences		
	Private label credit cards, Dual Cards <sup>™</sup> & 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
Interest and Fees on Loans <sup>(a)</sup>	\$10,583	\$1,891	\$1,783
Loan Receivables <sup>(b)</sup>	\$48.0	\$14.8	\$7.8
	r period 4Q15 through 3Q16, \$ in millions. n billions, as of September 30, 2016.		4

## **Customized Products**

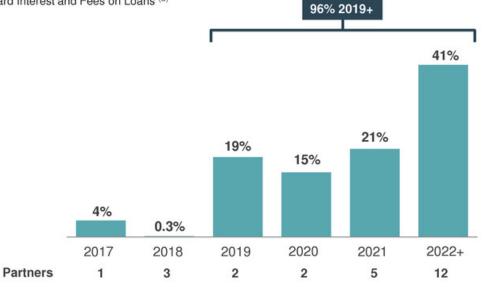
Credi	Deposit Products				
Retail Card	Payment Solutions	CareCredit	Synchrony Bank		
Private LabelDual Card™Image: Strate Card To Card T	Private Label	Private Label	Deposits		
Affinity to retailer, provides customized benefits & features	Big-ticket focus, offering promotional financing options		FDIC-insured products Robust product suite		
<ul> <li>Cash back, discounts</li> <li>Credit events &amp; promotions</li> <li>Reward/best customer programs</li> </ul>	<ul> <li>Home</li> <li>Furniture</li> <li>Electronics</li> <li>Luxury</li> <li>Power sports</li> </ul>	<ul> <li>Dental</li> <li>Vision</li> <li>Cosmetic</li> <li>Veterinary</li> </ul>	<text><list-item><list-item><list-item><list-item><list-item><list-item></list-item></list-item></list-item></list-item></list-item></list-item></text>		

## Long-Standing Partnerships

	Lowe's	Sams	AMERICAN FAGLE	GAP	Walmart 🔆	JCPenney	PayPal	amazon.com
Length of Major Partner Relationships (Years) <sup>(a)</sup>	37	22	20	18	17	16	12	9
Last Renewal	2014	2014	2014	2014	2013	2013	2015	2015

#### Contractual Expiration (a)

% of 2015 Retail Card Interest and Fees on Loans (b)

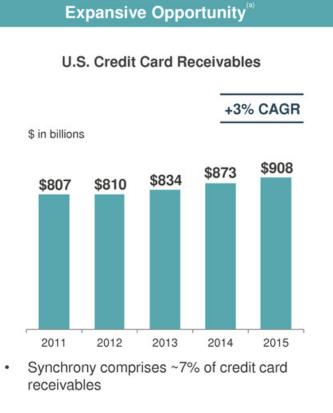




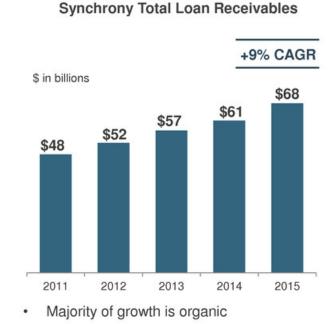
(a) Existing partners as of September 30, 2016 and also reflects the launch of Google Store program on October 4, 2016. (b) Excludes certain credit card portfolios that were sold, have not been renewed, or expire in 2016 which represent 1% of our total Retail Card interest and fees on loans for the year ended December 31, 2015.

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## Significantly Outpacing Industry Growth



#### **Strong Receivables Growth**

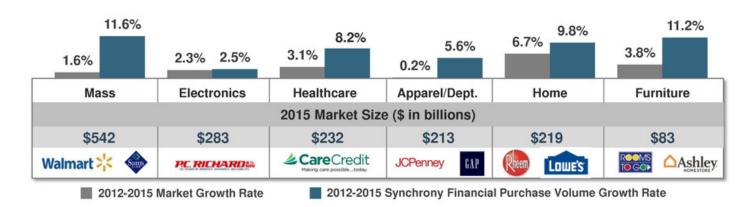


 Targeted marketing programs, digital capabilities, and value propositions helped drive organic growth

(a) Source: Nilson.

Synchrony

## 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 (2015 Mass & Apparel/Dept. market projections); IBIS World Research Group; CareCredit industry research; Joint Centers for Housing Studies, Harvard University; Consumer Electronics Association.



## Strong Online Sales Growth

#### Innovative Digital Capabilities

#### Online Sales Growth Rate<sup>(a)</sup>

#### **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





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



- · Significant experience with online retailers
- Online sales growth outpacing U.S. average

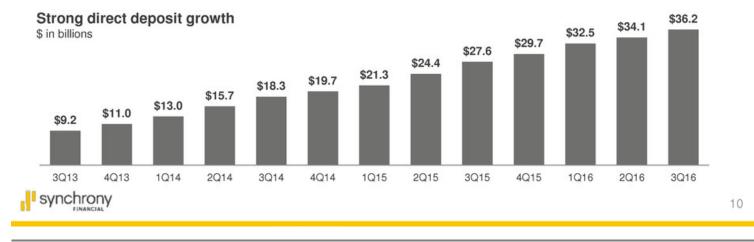
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(a) Retail Card consumer excluding oil and gas clients, growth rates over same quarter of the prior year.

## Fast-Growing Online Bank

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

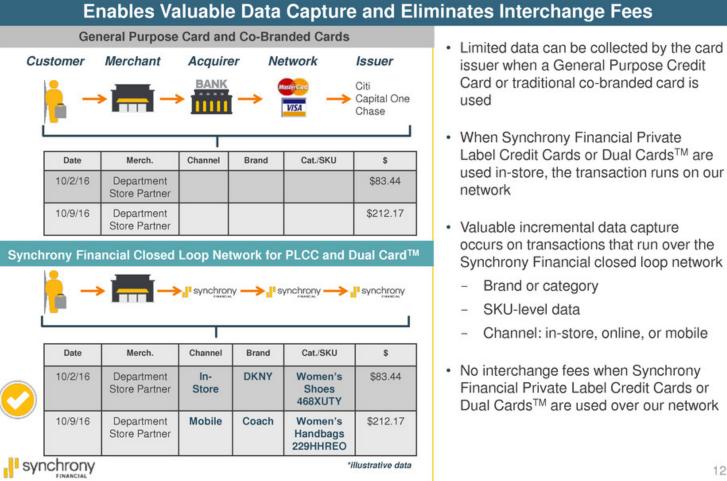




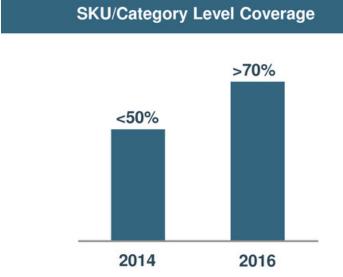
## **Robust Data and Analytics Capabilities**

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## Proprietary Closed-Loop Network Advantages



## Analytics at Synchrony Financial

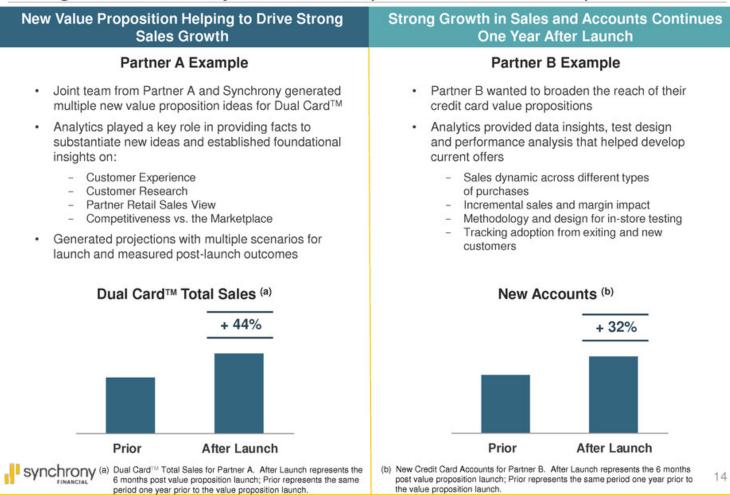


- Provides the ability to analyze significantly more data than general purpose credit cards
- · Ability to analyze SKU, category and other important data has greatly expanded

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## **Evolution of Analytics** Past Generic Offers ٠ Mass Marketing · Portfolio Level Analytics Present and Future Customized Offers 1-on-1 Marketing ٠ Customer/Channel/Store Level Analytics Customer 360° View ٠ 170+ Dedicated Analytics Professionals ٠ Big Data Platform 13

### Using Data and Analytics to Develop Effective Value Propositions



## Data Analytics Driving Actionable Insights

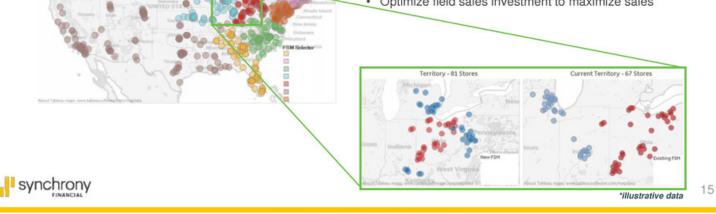
#### Deep Portfolio and Campaign Insights

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



#### **Field Sales Optimization**

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



## **Performance & Strategic Priorities**

# որելու հայտարան հերկությունը՝ հայտարան հերկությունը՝ հայտարան հերկությունը՝ հայտարան հերկությո

## 2016 Accomplishments

#### **Financial Highlights**

- Exceeded growth outlook<sup>(a)</sup>
  - Robust receivables growth of 11% exceeded outlook of 7-9%
  - Program sales growth has outperformed retailers' sales growth by 2-3x
- Delivered strong financial results<sup>(b)</sup>
  - ✓ Return on assets of 2.7%, within outlook range of 2.5%-3.0%
  - Net interest margin of 15.9% exceeded  $\checkmark$ outlook of ~15.5%
  - ✓ Efficiency ratio of 31% compared to outlook of <34% (revised outlook of around 32%)
- Strengthened balance sheet<sup>(c)</sup>
  - ✓ Capital and liquidity levels well above peers CET1 Ratio, fully phased-in basis: 17.9%
    - Liquid assets % of total assets: 18.8%
  - $\checkmark$ Strong deposit growth-increased \$9.3B, or 23%, now 71% of funding

#### **Business Highlights**

 Added several new partners, renewed existing relationships, and launched new programs

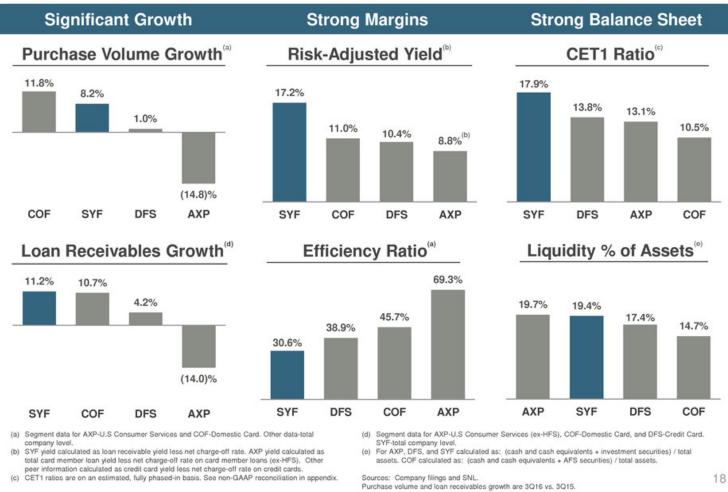


- Online sales increased 26% year-over-year • outpacing U.S. online sales growth(d)
- Announced initial capital plan of \$0.13 • guarterly dividend and \$952MM in share repurchases
- (a)

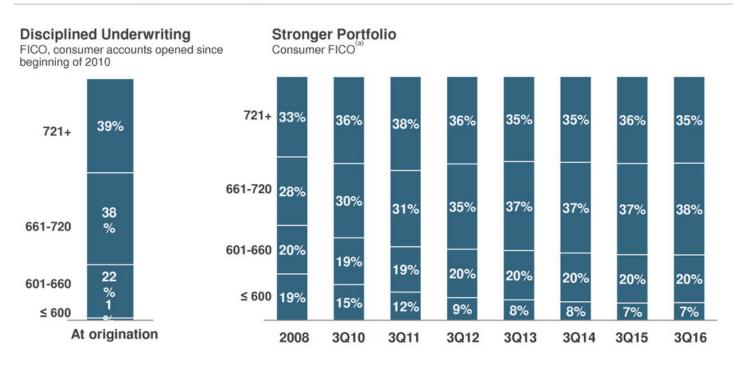
SYF growth is 3Q16 vs. 3Q15. Outlook provided in January 22, 2016 earnings presentation. SYF financial results are 3Q16 YTD. Outlook provided in January 22, 2016 earnings presentation, revised efficiency ratio outlook provided October 21, 2016. (b)

- SYF capital and liquidity ratios as of 3Q16 and deposit growth 3Q16 vs. 3Q15. (C)
- SYF growth is for consumer accounts. Source for U.S. data is the U.S Census Bureau, Monthly & Annual Trade Report, Quarterly E-Commerce Report, Retail Indicators Branch, (d) U.S. Census Bureau - the growth is based on most current data available (3Q16 vs. 3Q15).
- Note: Synchrony Financial does not affirm guidance during the year and is not doing so in this presentation.

## Peer Comparison: 3Q16



## Focus on Higher Quality Asset Base

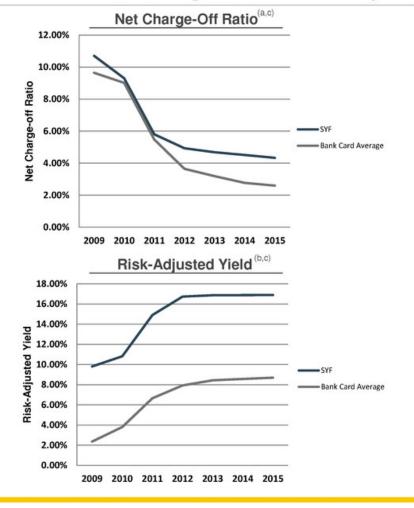


- · Synchrony Financial controls underwriting and credit line decisions
- · Focus on stronger underwriting has led to higher quality portfolio
  - 73% of loan receivables have FICO > 660



(a) Based on most recent FICO scores available for our customers in each period, weighted by balance, as a % of period-end receivables. If FICO score was not available credit bureau based scores were mapped to a FICO equivalent. If neither score was available, the account was excluded.

### Historical Net Charge-Offs & Risk-Adjusted Yield



#### Delivered Strong Risk-Adjusted Returns

- Net charge-off performance was generally consistent with general purpose card issuers during the financial crisis
- Risk-adjusted yield outperformed general purpose card issuers by >700 bps through the financial crisis
- Risk-adjusted yield outperformance has improved post-crisis to over 800 bps
  - (a) Peers include: AXP US Card Services, BAC US Credit Card, C Citi-Branded Cards North America, COF Domestic Card, DFS Credit Card, JPM Credit Card, and WFC Consumer Credit Card. SYF – total company level.
  - (b) Peers include: AXP US Card Services, BAC US Credit Card, C Citi-Branded Cards North America, COF Domestic Card, DFS Credit Card, and WFC Consumer Credit Card. SYF – total company level. SYF yield calculated as loan receivable yield less net charge-off rate. Peer information calculated as credit card yield less net charge-off rate on credit cards. Citi-Branded Card yield calculated as average quarterly yield less net charge-off rate on credit cards (average quarterly net charge-off rate for 2015).
  - (c) Data on a managed-basis for 2009. See non-GAAP reconciliation in appendix.

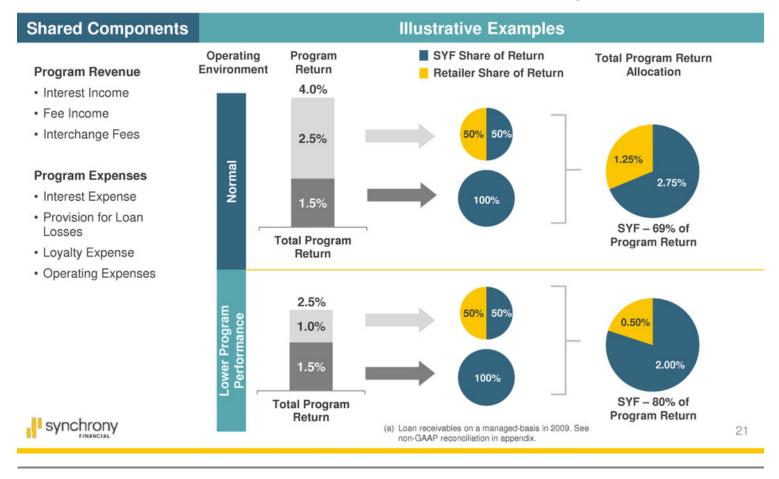
Sources: Company filings. Risk-adjusted yield involved calculations by SYF based upon company filings.

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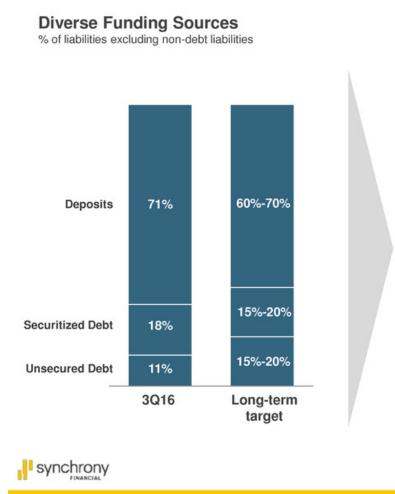
## Retailer Share Arrangements (RSA)

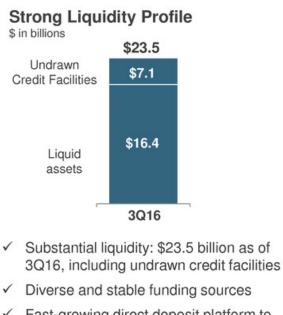
Provides a countercyclical buffer in stressed environments:

2015 RSAs were **4.4%** of average loan receivables 2009 RSAs were **1.6%** of average loan receivables<sup>(a)</sup>



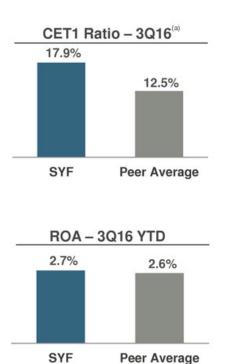
## Diverse Funding Sources and Strong Liquidity





- ✓ Fast-growing direct deposit platform to support growth
- ✓ Positioned slightly asset sensitive

## Strong Capital Profile



#### **Strong Position Relative to Peers**

- · Current level of capital well above peers
- · Generating solid relative earnings power
- Significant capital return opportunity over the long-term<sup>(b)</sup>

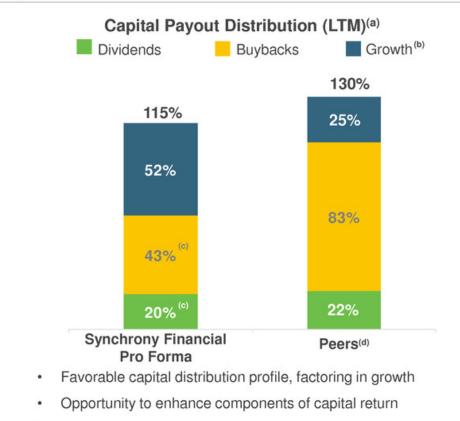
#### **Capital Deployment Priorities**

- 1. Organic growth
- 2. Program acquisitions
- 3. Dividends
- 4. Share buybacks
- 5. M&A opportunities



Peers include AXP, DFS, and COF. (a) CET1 ratios are on an estimated, fully phased-in basis. See non-GAAP reconciliation in appendix. (b) Subject to board and regulatory approval. Sources: Company filings and SNL.

## **Capital Deployment**



- (a) Data as of 2Q16, capturing the last twelve months of capital returns relative to earnings.
  (b) Allocation for growth is calculated by applying 2Q15 CET1 Ratios (fully phased-in basis) to loan receivables growth over the past twelve months.
  (c) SYF Pro Forma is for illustrative purposes only. Data is as of 2Q16 and also incorporates the 7/7/16 capital plan announcement of \$0.13/share quarterly dividend and \$952MM buyback over four quarters through 2Q17.
  (d) Peers include AXP, COF, and DFS.
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Sources: Company filings and SNL.

## 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

- · Explore opportunities to expand the core business (e.g., grow small business platform)
- · Continue to grow Synchrony Bank enhance offerings to increase loyalty, diversify funding and drive profitability

#### 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
- · Continue capital plan execution through dividends and share repurchase program, subject to Board and regulatory approvals
- Invest in capability-enhancing technologies and businesses

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## Non-GAAP Reconciliation

The following table sets forth a reconciliation of each component of our capital ratios to the comparable GAAP component at September 30, 2016.

	\$ in m	illions at
COMMON EQUITY MEASURES	September 30, 2016	
GAAP Total common equity		\$13,981
Less: Goodwill		(949)
Less: Intangible assets, net		(733)
Tangible common equity		\$12,299
Adjustments for certain deferred tax liabilities and certain items		
in accumulated comprehensive income (loss)		299
Basel III - Common equity Tier 1 (fully phased-in)		\$12,598
Adjustments related to capital components during transition		273
Basel III – Common equity Tier 1 (transition)		\$12,871

Risk-weighted assets – Basel III (fully phased-in)	\$70,448
Risk-weighted assets – Basel III (transition)	\$70,660



## Non-GAAP Reconciliation

The following table sets forth a reconciliation between GAAP results and non-GAAP managed-basis results for 2009.

	Twelve months ended December 31, 2009
Net charge-offs as a % of average loan receivables, including held for sale:	
GAAP	11.3%
Securitization adjustments	(0.6)%
Managed-basis	10.7%
Interest and fees on loans as a % of average loan receivables, including held f	for sale:
GAAP	19.7%
Securitization adjustments	0.8%
Managed-basis	20.5%
Retailer share arrangements as a % of average loan receivables, including hel	d for sale:
GAAP	3.4%
Securitization adjustments	(1.8)%
Managed-basis	1.6%
Risk-adjusted vield <sup>(a)</sup> :	
GAAP	8.4%
Securitization adjustments	1.4%
Managed-basis	9.8%

(a) Risk-adjusted yield is equal to interest and fees on loans as a % of average loan receivables less net charge-offs as a % of average loan receivables.

