August 5, 2022

# SANTANDER HOLDINGS USA, INC.

## Second Quarter 2022

## Fixed Income Investor Presentation

Santander

# Important Information

This presentation of Santander Holdings USA, Inc. (“SHUSA”) contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the financial condition, results of operations, business plans and future performance of SHUSA. Words such as “may,” “could,” “should,” “will,” “believe,” “expect,” “anticipate,” “estimate,” “intend,” “plan,” “goal” or similar expressions are intended to indicate forward-looking statements.

In this presentation, we may sometimes refer to certain non-GAAP figures or financial ratios to help illustrate certain concepts. These ratios, each of which is defined in this document, if utilized, may include Pre- Tax Pre- Provision Income, the Tangible Common Equity to Tangible Assets Ratio, and the Texas Ratio. This information supplements our results as reported in accordance with generally accepted accounting principles (“GAAP”) and should not be viewed in isolation from, or as a substitute for, our GAAP results. We believe that this additional information and the reconciliations we provide may be useful to investors, analysts, regulators and others as they evaluate the impact of these items on our results for the periods presented due to the extent to which the items are indicative of our ongoing operations. Where applicable, we provide GAAP reconciliations for such additional information. SHUSA’s subsidiaries include Banco Santander International (“BSI”), Santander Investment Securities Inc. (“SIS”), Santander Securities LLC (“SSLLC”), Amherst Pierpont Securities, LLC (“APS”), Santander Financial Services, Inc. (“SFS”), and Santander Asset Management, LLC, as well as several other subsidiaries.

Although SHUSA believes that the expectations reflected in these forward-looking statements are reasonable as of the date on which the statements are made, these statements are not guarantees of future performance and involve risks and uncertainties based on various factors and assumptions, many of which are beyond SHUSA’s control. Among the factors that could cause SHUSA’s financial performance to differ materially from that suggested by forward-looking statements are: (1) the effects of regulation, actions and/or policies of the Board of Governors of the Federal Reserve System (“Federal Reserve”), the Federal Deposit Insurance Corporation (the "FDIC"), the Office of the Comptroller of the Currency and the Consumer Financial Protection Bureau, and other changes in monetary and fiscal policies and regulations, including policies that affect market interest rates and money supply as well as in the impact of changes in and interpretations of GAAP, the failure to adhere to which could subject SHUSA and/or its subsidiaries to formal or informal regulatory compliance and enforcement actions and result in fines, penalties, restitution and other costs and expenses, changes in our business practice, and reputational harm; (2) SHUSA’s ability to manage credit risk may increase to the extent our loans are concentrated by loan type, industry segment, borrower type or location of the borrower or collateral, and changes in the credit quality of SHUSA’s customers and counterparties; (3) adverse economic conditions in the United States and worldwide, including the extent of recessionary conditions in the U.S. related to COVID-19 and the strength of the U.S. economy in general and regional and local economies in which SHUSA conducts operations in particular, which may affect, among other things, the level of non-performing assets, charge-offs, and credit loss expense; (4) inflation, interest rate, market and monetary fluctuations, including effects from the discontinuation of the London Interbank Offered Rate (“LIBOR”) as an interest rate benchmark, may, among other things, reduce net interest margins, and impact funding sources, revenue and expenses, the value of assets and obligations, and the ability to originate and distribute financial products in the primary and secondary markets; (5) the adverse impact of COVID-19 on our business, financial condition, liquidity, reputation and results of operations; (6) natural or man-made disasters, including pandemics and other significant public health emergencies, outbreaks of hostilities or effects of climate change, and SHUSA’s ability to deal with disruptions caused by such disasters and emergencies; (7) the pursuit of protectionist trade or other related policies, including tariffs and sanctions by the U.S., its global trading partners, and/or other countries, and/or trade disputes generally; (8) adverse movements and volatility in debt and equity capital markets and adverse changes in the securities markets, including those related to the financial condition of significant issuers in SHUSA’s investment portfolio; (9) risks SHUSA faces implementing its growth strategy, including SHUSA's ability to grow revenue, manage expenses, attract and retain highly-skilled people and raise capital necessary to achieve its business goals and comply with regulatory requirements; (10) SHUSA’s ability to effectively manage its capital and liquidity, including approval of its capital plans by its regulators and its subsidiaries’ ability to continue to pay dividends to it; (11) reduction in SHUSA’s access to funding or increases in the cost of its funding, such as in connection with changes in credit ratings assigned to SHUSA or its subsidiaries, or a significant reduction in customer deposits; (12) the ability to manage risks inherent in our businesses, including through effective use of systems and controls, insurance, derivatives and capital management; (13) SHUSA’s ability to timely develop competitive new products and services in a changing environment that are responsive to the needs of SHUSA's customers and are profitable to SHUSA, the success of our marketing efforts to customers, and the potential for new products and services to impose additional unexpected costs, losses or other liabilities not anticipated at their initiation, and expose SHUSA to increased operational risk; (14) competitors of SHUSA may have greater financial resources or lower costs, or be subject to different regulatory requirements than SHUSA, may innovate more effectively, or may develop products and technology that enable those competitors to compete more successfully than SHUSA and cause SHUSA to lose business or market share and impact our net income adversely; (15) Santander Consumer USA Inc.’s (“SC’s”) agreement with FCA US LLC (“Stellantis”) may not result in currently anticipated levels of growth; (16) changes in customer spending, investment or savings behavior; (17) the ability of SHUSA and its third-party vendors to convert, maintain and upgrade, as necessary, SHUSA’s data processing and other information technology infrastructure on a timely and acceptable basis, within projected cost estimates and without significant disruption to our business; (18) SHUSA’s ability to control operational risks, data security breach risks and outsourcing risks, and the possibility of errors in quantitative models and software SHUSA uses in its business, including as a result of cyber-attacks, technological failure, human error, fraud or malice by internal or external parties, and the possibility that SHUSA’s controls will prove insufficient, fail or be circumvented; (19) changing federal, state, and local tax laws and regulations, which may include tax rates changes that could materially adversely affect our business, including changes to tax laws and regulations and the outcome of ongoing tax audits by federal, state and local income tax authorities that may require SHUSA to pay additional taxes or recover fewer overpayments compared to what has been accrued or paid as of period-end; (20) the costs and effects of regulatory or judicial actions or proceedings, including possible business restrictions resulting from such actions or proceedings; and (21) adverse publicity and negative public opinion, whether specific to SHUSA or regarding other industry participants or industry-wide factors, or other reputational harm; and (22) acts of terrorism or domestic or foreign military conflicts. In this regard, during the first quarter SHUSA assessed its exposure to clients in Russia and Belarus and does not believe it has any significant risk with respect to these clients; and (23) the other factors that are described in Part I, Item IA – Risk Factors of SHUSA’s Annual Report on Form 10-K for 2021. Because this information is intended only to assist investors, it does not constitute investment advice or an offer to invest, and in making this presentation available, SHUSA gives no advice and makes no recommendation to buy, sell, or otherwise deal in shares or other securities of Banco Santander, S.A. (“Santander”), SHUSA, Santander Bank, N.A. (“SBNA”), SC or any other securities or investments. It is not our intention to state, indicate, or imply in any manner that current or past results are indicative of future results or expectations. As with all investments, there are associated risks, and you could lose money investing. Prior to making any investment, a prospective investor should consult with its own investment, accounting, legal, evaluate independently the risks, consequences, and suitability of that investment. No offering of securities shall be made in the United States except pursuant to registration under the Securities Act of 1933, as amended, or an exemption therefrom.

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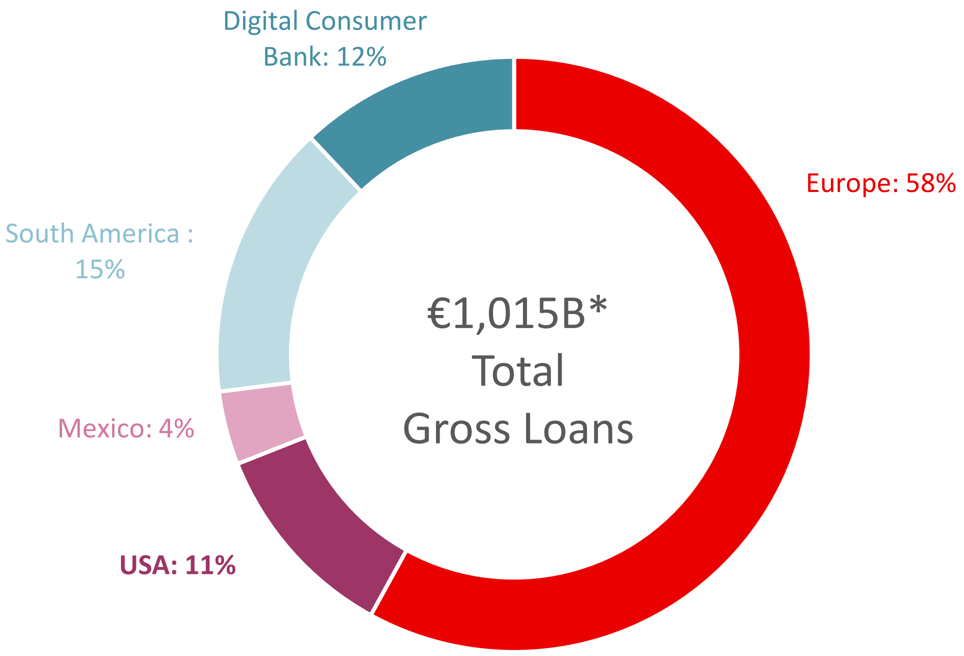
# Santander Group

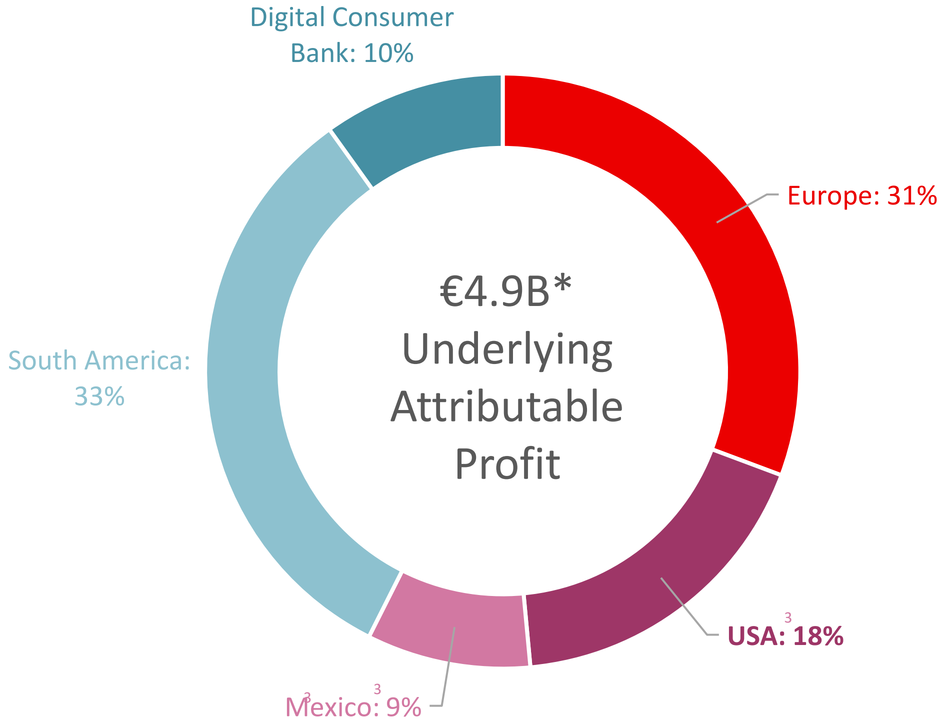
**Santander is a leading retail and commercial bank headquartered in Spain. It has a meaningful presence in 10 core markets in Europe and the Americas.**

**The United States is a core market for Santander, contributing 18% to 1H 2022 underlying attributable profit, down from record high levels 24% in 1H 2021.**

1H 2022 loans & advances to customers[1]




Contribution to 1H 2022 underlying attributable profit[2]




1 Loans and advances to customers excluding reverse repurchase agreements
2 As a % of operating areas. Excludes corporate center. Source: Santander's 1H 2022 earnings presentation
3 Excludes other North America expenses
* Figures in International Financial Reporting Standards ("IFRS")

# Q2 2022 Highlights

**Strategy**

- In April, SC announced the amendment and extension of its agreement with Stellantis through 2025
- In April, SHUSA acquired APS, a market-leading, independent fixed-income broker dealer, enhancing US fixed-income capital markets capabilities
- In June, SBNA announced the new Chief Consumer and Digital Transformation Officer role which will expand digital capabilities and enhance the experience for customers across the United States
- In June, San US Auto and Mitsubishi[1] preferred financing partnership commenced

**Deposits & Originations**

- Deposits of $74B, down 6% QoQ
- Auto originations of $8.2B, up 9% QoQ ($2.6B in loans and leases through SBNA)

**Profitability**

- Q2 profitability impacted by credit performance normalization and increased provisions
- Net income of $439M and PPNR[2] of $950M, down 29% and 5% QoQ, respectively
- SHUSA paid $1.25B in dividend to Santander Group

**Credit Performance**

- Credit performance continues to normalize, but remains below pre-pandemic levels
- Consolidated net charge-off ratio stable QoQ

**Liquidity**

- Demonstrated continued market access during volatility; Issued $2.7B in ABS[3], ~$500M prime auto loan credit-linked note (“CLN”), $500M 3nc2 public senior unsecured transaction and $434M of a privately placed 4nc3 senior unsecured transaction
- Met the Federal Reserve’s total loss absorbing capacity (“TLAC”) and long-term debt (“LTD”) requirements, with 23.5% TLAC, 6.6% eligible LTD

**Reserves & Capital**

- Allowance ratio of 7.2%, stable QoQ
- Common equity Tier 1 (“CET1”) ratio of 16.9%, down 160 bps QoQ
- For the 2022 Supervisory Stress Test, SHUSA's minimum capital ratios under the Federal Reserve Board severely adverse scenario and ranked in the top quartile among participating banks



1 Mitsubishi Motors North America, Inc.
2 Pre-provision net revenue (“PPNR”)
3 Asset-backed securities (“ABS”), Q2’22 transactions include one Santander Drive Auto Receivables Trust and one Santander Retail Auto Lease Trust transactions

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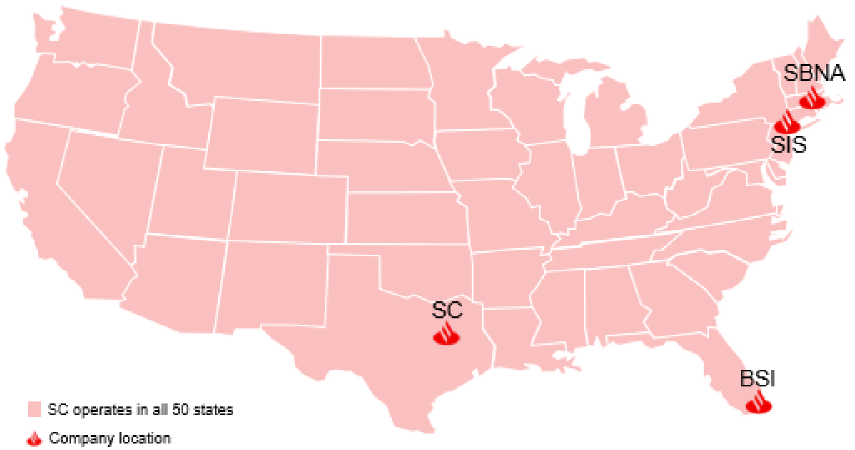
# SHUSA

## SHUSA is the intermediate holding company ("IHC") for Santander US entities, is SEC-registered and issues under the ticker symbol "SANUSA"

**SHUSA Highlights[1]**

- **7 major locations**
- **$165B in assets**
- **~15,000 employees**
- **~5M customers**

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**SHUSA[2]**

| SBNA – Retail Bank | SC – Auto Finance | BSI – Private Banking | SIS – Broker Dealer | APS – Broker Dealer |
|---|---|---|---|---|
| ~$94B Assets | ~$44B Assets | ~$8B Assets | ~$4B Assets | ~$15B Assets |

**SBNA – Retail Bank**

Products include:
- Commercial and industrial ("C&I")
- Commercial Real Estate ("CRE")
- Multi-family
- Auto and dealer floorplan financing

**SC – Auto Finance**

- Leading auto loan & lease originator & servicer
- #1 retail auto ABS issuer 2021 in US

**BSI – Private Banking**

- Private wealth management for high net worth ("HNW") and ultra-high net worth clients

**SIS – Broker Dealer**

Investment banking services include:
- Global markets
- Global transaction banking
- Global debt financing
- Corporate finance

**APS – Broker Dealer**

Market-leading fixed-income broker dealer with capabilities including:
- US fixed-income capital markets market making
- Self-clearing of fixed-income securities globally
- Expands the structuring and advisory capabilities for asset originators

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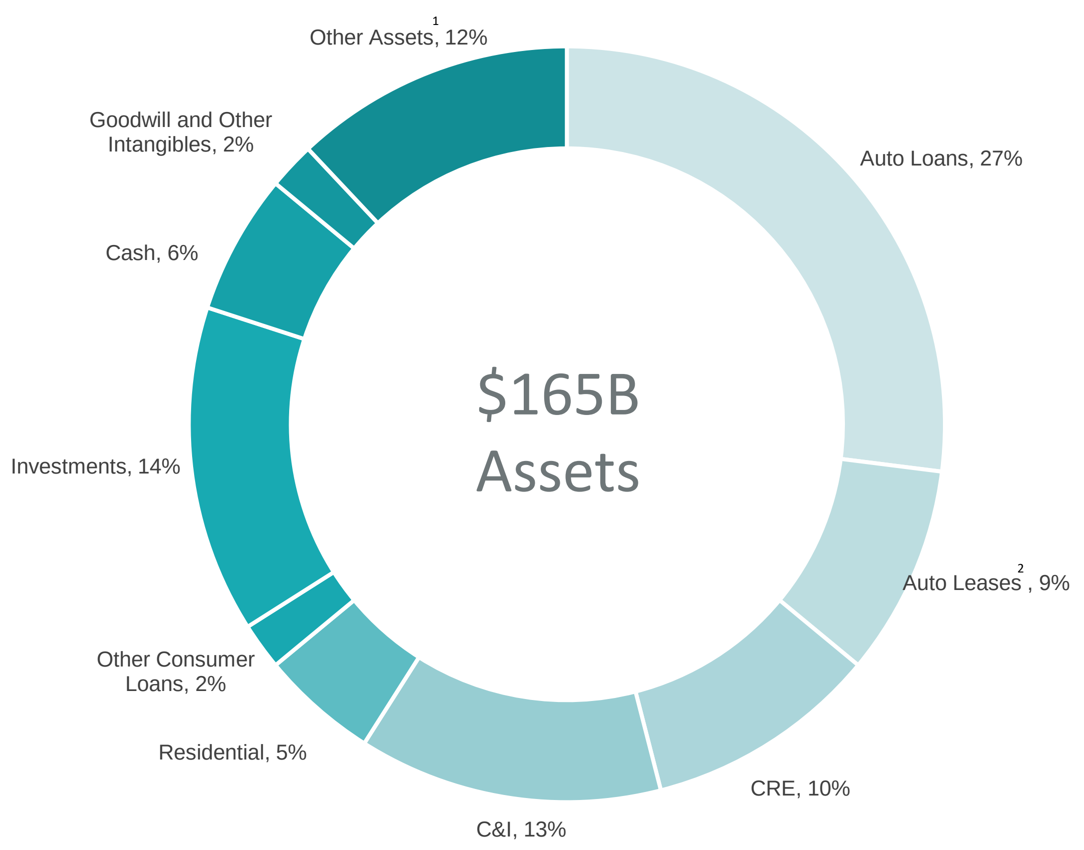
1 | Data as of June 30, 2022
2 | Includes SSLLC, which offers personal investment & financial planning services to clients

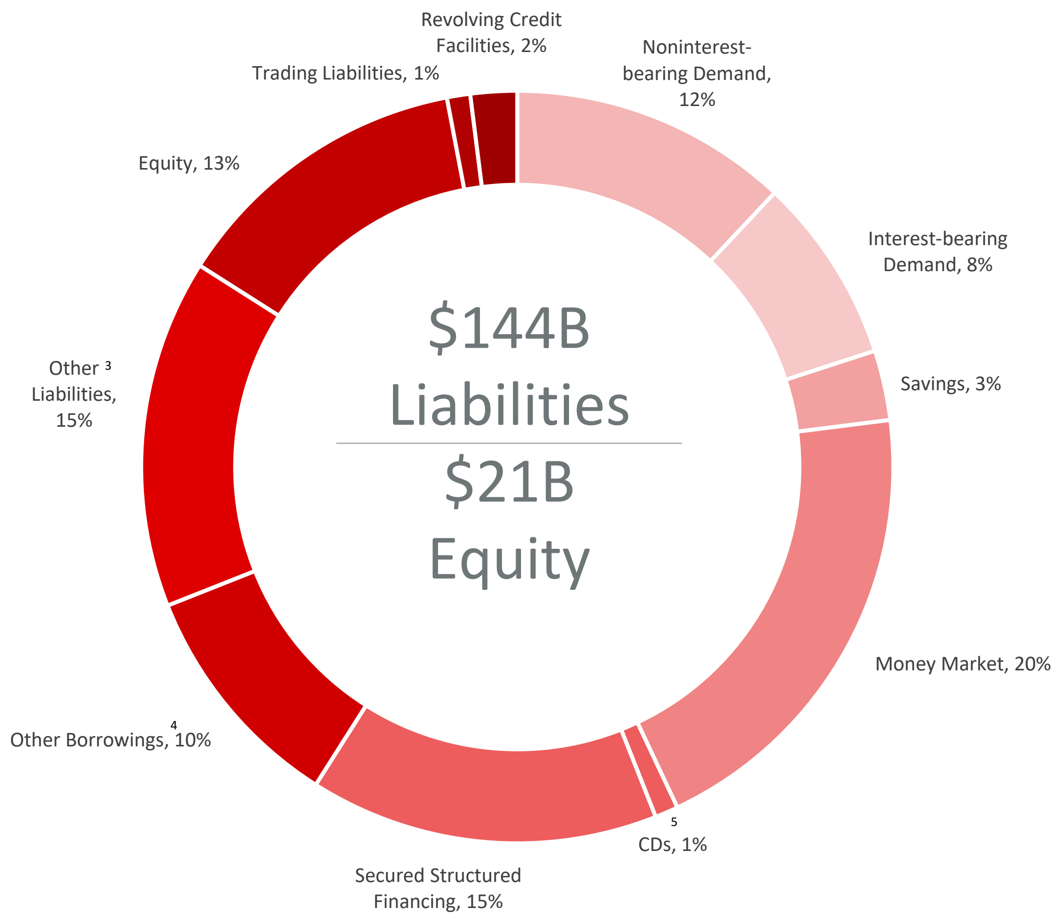
# SHUSA Overview

| Strategic focus | | Q2 2022 Assets ($BN) | Q2 2022 Income before tax ($MM) | YTD Income before tax ($MM) |
|---|---|---|---|---|
| Consumer | Market-leading full spectrum auto lender and consumer finance franchise, funded by attractive consumer deposits | $75 | $522 | $1,246 |
| Commercial | Top 10 CRE and Multifamily lender | $25 | $75 | $172 |
| CIB | Global hub for capital markets and investment banking | $29 | $4 | $16 |
| Wealth Management | Leading brand in LatAm HNW leveraging connectivity with Santander | $47[1] | $48 | $84 |

1 Client assets and liabilities represents customer deposits and securities and loans and letters of credit.

# Balance Sheet Overview

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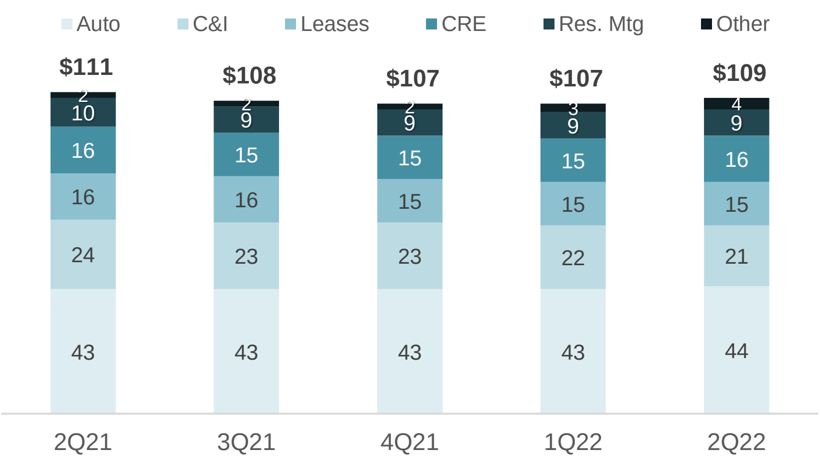
1 Includes restricted cash and federal funds sold and securities purchased under resale agreements or similar arrangements
2 Operating leases
3 Includes federal funds purchased and securities loaned or sold under repurchase agreements
4 Includes Federal Home Loan Bank ("FHLB") borrowings
5 Certificates of deposit

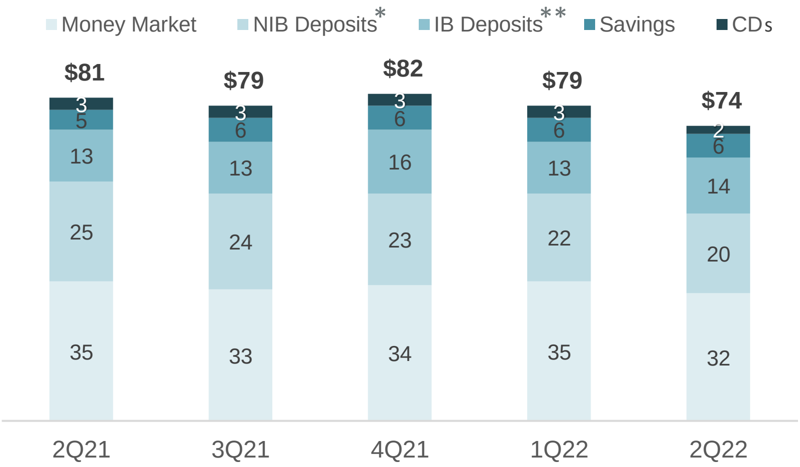
# Balance Sheet Trends

**Deposits of $74B, down 9% YoY; loans and leases down 2% YoY**

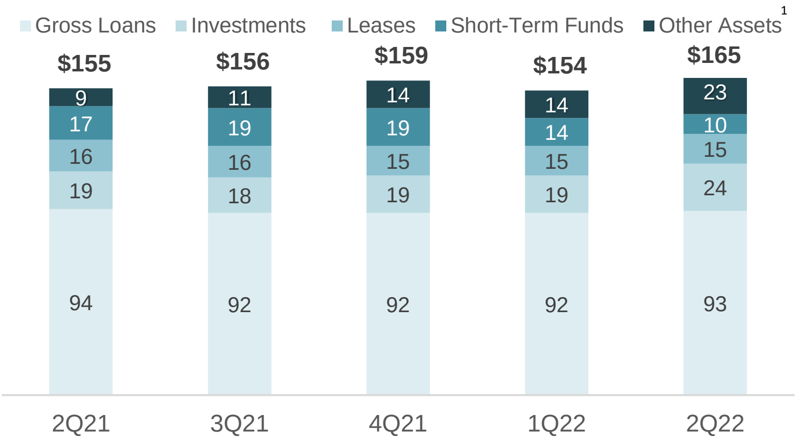
## LOANS & LEASES ($B)



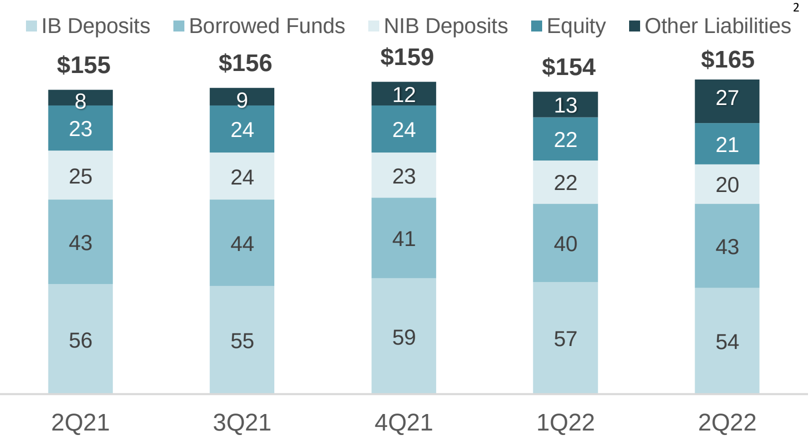

## DEPOSITS ($B)




## ASSETS ($B)




## LIABILITIES & EQUITY ($B)

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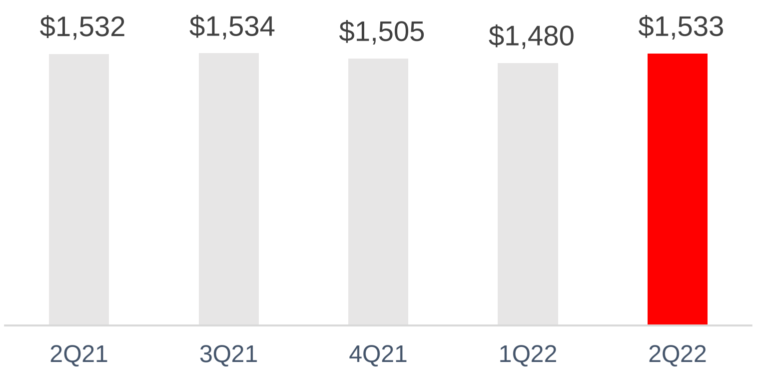
1 Other assets includes securities purchased under repurchase agreements
2 Other liabilities includes securities sold under repurchase agreements
* Non-interest-bearing deposits
** Interest-bearing deposits

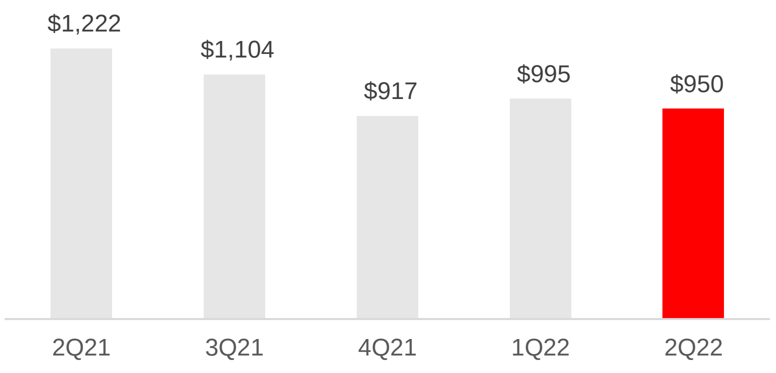
# Quarterly Profitability

**Profitability impacted by credit performance normalization leading to increased provisions, lower leased vehicle income due to shifts in the mix of lease vehicle dispositions and the *SafetyNet* initiative, which reduced client overdraft fees**

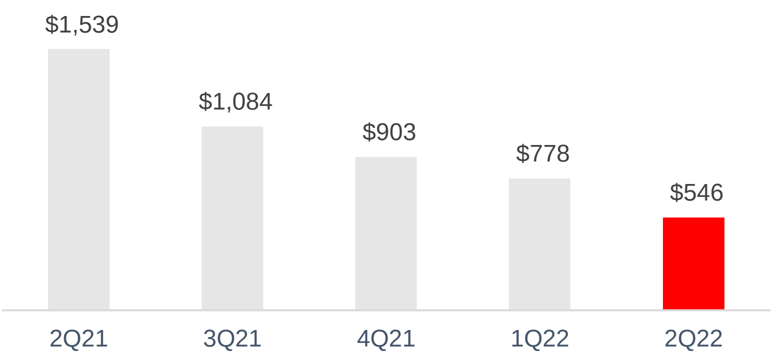
**NET INTEREST INCOME** ($M)



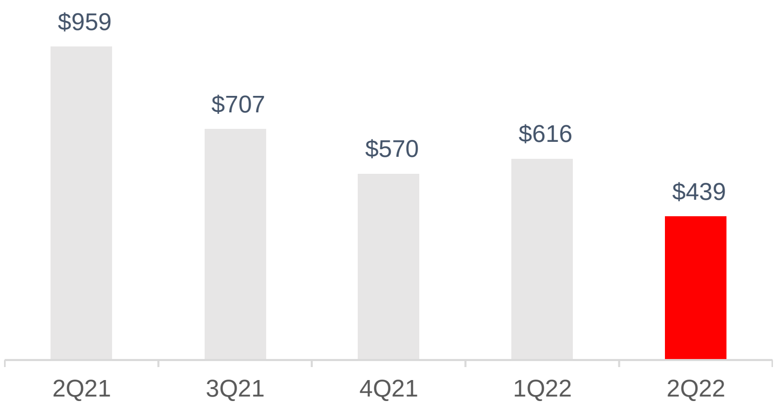

**PPNR** ($M)




**PRE-TAX INCOME** ($M)




**NET INCOME ATTRIBUTABLE TO SHUSA**[1,2] ($M)

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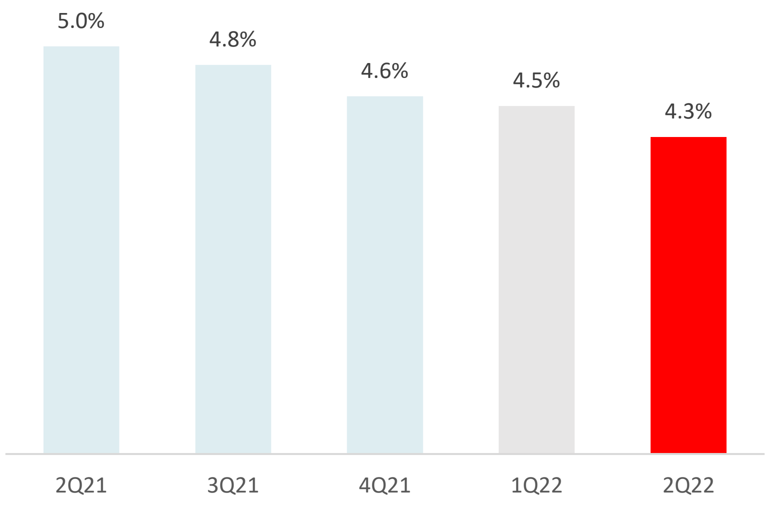
1 Net income includes noncontrolling interest ("NCI").
2 See Appendix for the consolidating income statement.

# Net Interest Margin & Interest Rate Risk Sensitivity

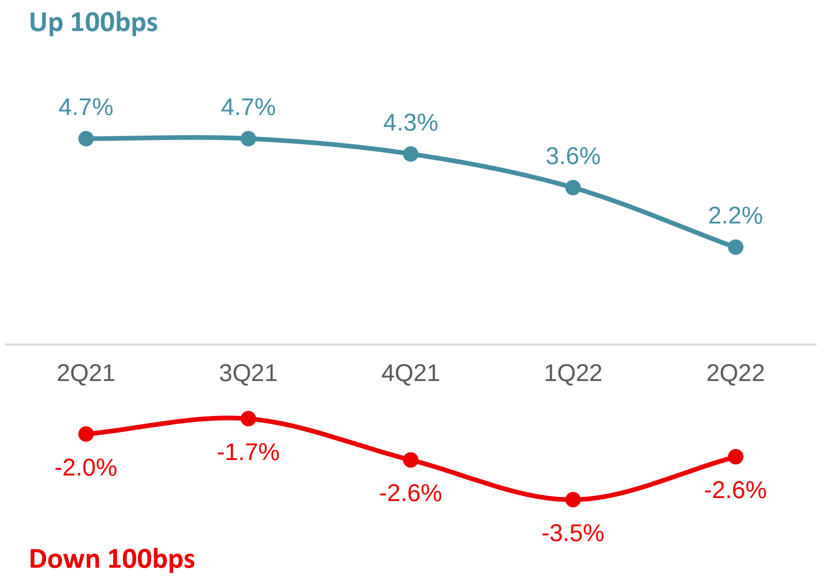
**NII increased QoQ, however, Net interest margin ("NIM") declined due to inclusion of APS and associated short term market balances**

## SHUSA NIM




## INTEREST RATE RISK SENSITIVITY

(Change in annual net interest income for parallel rate movements)

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# Further embedding ESG to build a more responsible bank

## Environmental: supporting the green transition

**USD 1.24B**
share of auto portfolio in plug-in hybrid vehicles through 2022

**Carbon neutral**
in operations

**USD 1.9B**
renewable projects financed

**100%**
single-use plastics free

**48%**
electricity from renewable sources

## Social: building a more inclusive society

**USD 501M**
invested in affordable housing in 2021

**USD 14.1B**
invested through the Inclusive Communities Plan[2]

**~270+**
entrepreneurs participated in Cultivate Small Business program[1]

**~497,243**
financially empowered people through 2022

**24%**
women in senior positions

## Governance: doing business the right way

**Risk Culture**
focuses on consumer protection, cyber awareness, privacy

**Diversity, Equity and Inclusion**
framework

**58%**
independent directors

**16.7%**
women on Board

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Note: 2021 data, unless otherwise stated
(1) Cultivate Small Business program began in 2017
(2) Inclusive Communities Plan was a public commitment 2017-2021

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# Auto Originations

**Q2 auto originations of $8.2B are up 9% QoQ, but down 22% YoY**

**Penetration rate of 25% with Stellantis, down from 34% in Q2 2021 due to lower supply and exclusive incentives YoY**

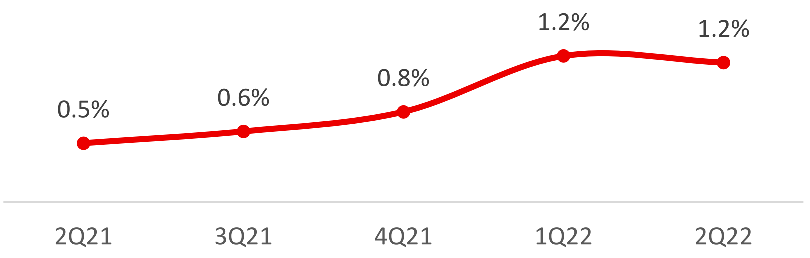
| | Three Months Ended Originations | | | % Variance | |
|---|---|---|---|---|---|
| *($ in Millions)* | Q2 2022 | Q1 2022 | Q2 2021 | QoQ | YoY |
| Total Core Retail Auto | $ 3,695 | $ 3,193 | $ 3,812 | 16% | (3%) |
| Chrysler Capital Loans (<640)[1] | 1,321 | 1,212 | 1,597 | 9% | (17%) |
| Chrysler Capital Loans (≥640)[1] | 1,455 | 1,365 | 3,021 | 7% | (52%) |
| Total Chrysler Capital Retail | 2,776 | 2,577 | 4,618 | 8% | (41%) |
| Total Leases[2] | 1,701 | 1,744 | 2,070 | (2%) | (18%) |
| **Total Auto Originations[3]** | **$ 8,171** | **$ 7,514** | **$ 10,500** | **9%** | **(22%)** |

1 Approximate FICO® scores
2 Includes nominal capital lease originations
3 Includes SBNA loan originations of $1.2 billion and lease originations of $1.4 billion for Q2 2022

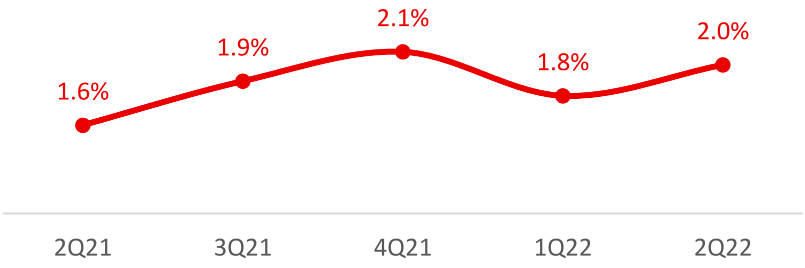
# Asset Quality

**NCO and NPL ratios continue to normalize but remain below pre-pandemic levels**

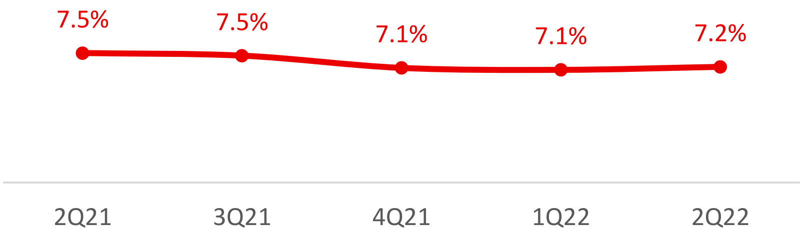
## NET CHARGE-OFF RATIO



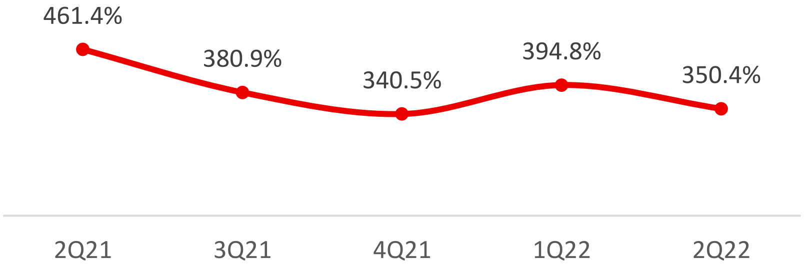

## NONPERFORMING LOAN (“NPL”) RATIO




## ALLOWANCE COVERAGE (ACL/LHFI)




## RESERVE COVERAGE (ALLL/NPL)

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# Allowance For Credit Losses ("ACL")

**Allowance ratio stable QoQ**

| **Allowance Ratios** *(Dollars in Millions)* | **June 30, 2022** *(Unaudited)* | **December 31, 2021** *(Audited)* | **June 30, 2021** *(Unaudited)* |
|---|---|---|---|
| Total loans held for investment ("LHFI") | $92,762 | $92,076 | $93,131 |
| Total ACL[1] | $6,641 | $6,566 | $7,014 |
| **Total Allowance Ratio** | **7.2%** | **7.1%** | **7.5%** |

Under the Federal Reserve's April 2022 stress test (Severely Adverse Scenario):

- Q2 2022 ending ACL represents ~69% of stress test losses
- SHUSA's stressed capital ratio[2] of 18.7% ranked in the top quartile among participating banks
- PPNR[3] of $7.3B (4.6% of average assets) ranked in the top quartile among participating banks

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1 Includes ACL for unfunded commitments
2 Projected minimum CET1 ratio (minimum and ending) under the severely adverse scenario over the nine-quarter projection horizon, 2022:Q1–2024:Q1
3 Projected PPNR under the severely adverse scenario through the nine-quarter projection horizon, 2022:Q1–2024:Q1

# Borrowed Funds Profile

**Total funding of $43B in Q2, up 7% QoQ**

- Increased in FHLB advances QoQ driven by deposit decrease
- Third-party secured funding increasing as public securitization size normalize

**Total Funding ($ in billions)**

| | 2Q22 | 1Q22 | 2Q21 | QoQ (%) | YoY (%) |
|---|---|---|---|---|---|
| Senior Unsecured Debt | 10.4 | 9.9 | 10.1 | 4.9 | 2.6 |
| FHLB & CLN | 3.5 | 0.5 | 0.9 | 583.2 | 308.1 |
| Third-Party Secured Funding | 3.3 | 0.0 | 0.8 | 32818.0 | 332.5 |
| Amortizing Notes | 2.0 | 2.6 | 5.2 | (23.7) | (61.9) |
| Securitizations | 22.0 | 23.2 | 22.0 | (5.2) | (0.0) |
| Intragroup | 2.0 | 4.0 | 4.0 | (50.0) | (50.0) |
| Total SHUSA Funding | 43.2 | 40.2 | 42.9 | 7.3 | 0.5 |

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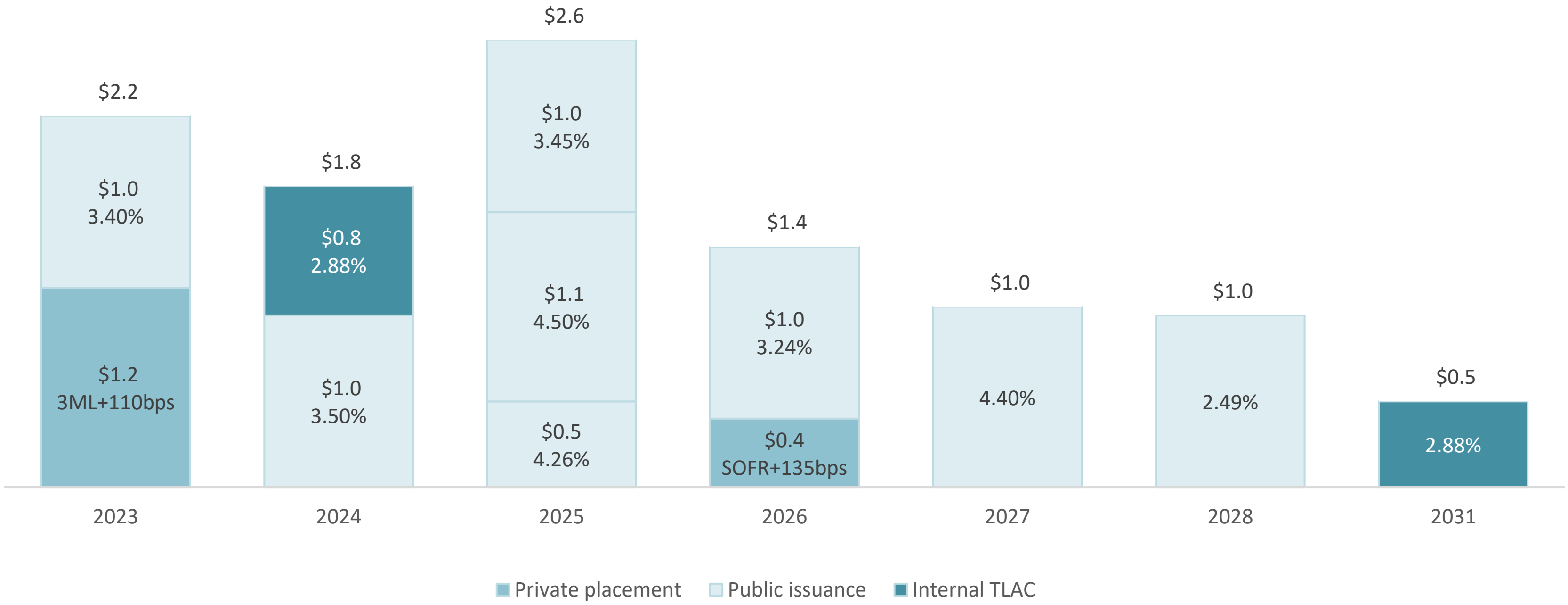
# Debt & Total Loss-Absorbing Capacity

**As of Q2 2022, SHUSA met the Federal Reserve's TLAC and LTD requirements[1] with 23.5% TLAC, 6.6% eligible LTD and a CET1 ratio of 16.9%**

- In January 2022, SHUSA issued a $1.0B, 6nc5 Senior Unsecured transaction at 2.49%
- In April 2022, privately placed $434M of senior notes at SOFR +135bps
- In June 2022, public issuance of $500M of senior notes at 4.26%

**Debt Maturity Schedule[2] ($ In billions)**



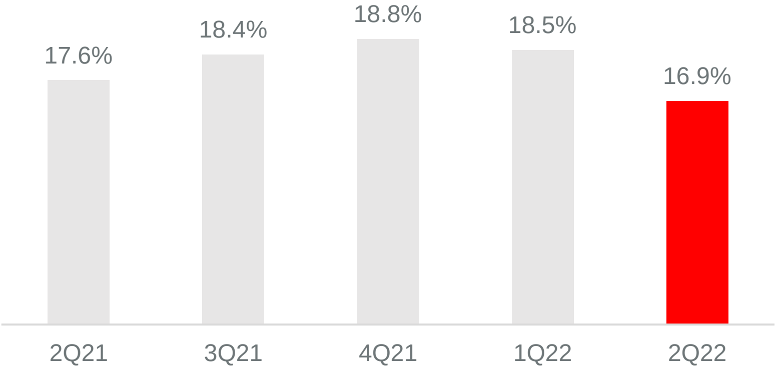



1 | SHUSA's requirement is 20.5% for TLAC and 6.0% for LTD as a percentage of risk weighted assets
2 | Senior debt issuance. Data as of June 30, 2022
* | 3-Month LIBOR

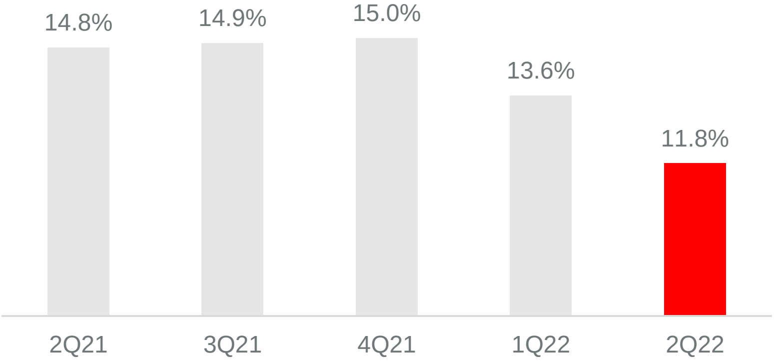
# Capital Ratios

**CET1 decreased 160bps QoQ due to the SHUSA dividend of $1.25B paid to BSSA and the acquisition of APS**

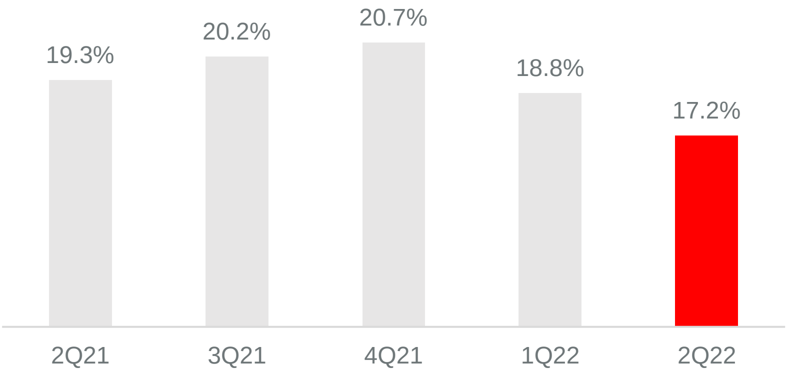
### CET1



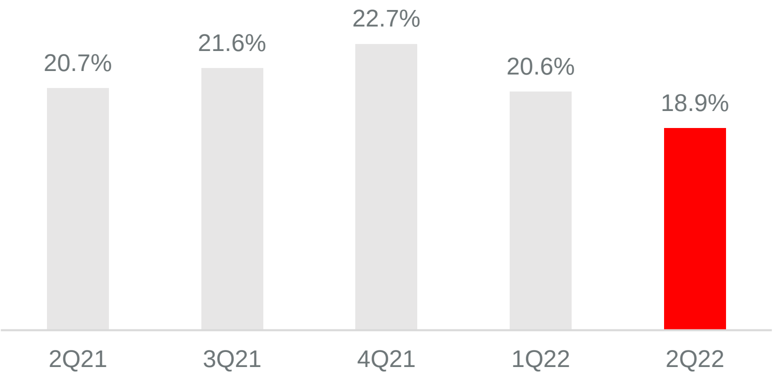

### TIER 1 LEVERAGE RATIO




### TIER 1 RISK-BASED CAPITAL RATIO




### TOTAL RISK-BASED CAPITAL RATIO



# Rating Agencies

**SHUSA and SBNA ratings outlook remained "stable"**

### SR. DEBT RATINGS BY SANTANDER ENTITY

| | | | |
|---|---|---|---|
| FitchRatings | Stable outlook (June 14, 2022) | Santander[1] | A/A- |
| | | SHUSA | BBB+ |
| | | SBNA | BBB+ |
| Moody's | Stable outlook (June 25, 2021) | Santander[1] | A2/Baa1 |
| | | SHUSA | Baa3 |
| | | SBNA[2] | Baa1 |
| Standard & Poor's | Stable outlook (March 18, 2022) | Santander[1] | A+/A- |
| | | SHUSA | BBB+ |
| | | SBNA | A- |

1 Senior Debt / Senior non preferred
2 SBNA Long-term issuer rating

# Index



# Consumer Activities

| Quarter-To-Date Ended June 30, 2022 | 2022 | | | 2021 | | | Total Consumer Activities | |
|---|---|---|---|---|---|---|---|---|
| ($ in 000's) | Auto | CBB | Total Consumer Activities | Auto | CBB | Total Consumer Activities | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 1,021,335 | $ 331,432 | $ 1,352,767 | $ 1,096,871 | $ 301,416 | $ 1,398,287 | $ (45,520) | -3.3% |
| Non-interest income | 696,522 | 78,885 | 775,407 | 928,581 | 85,911 | 1,014,492 | (239,085) | -23.6% |
| Credit losses expense / (benefit) | 334,181 | 58,299 | 392,480 | (271,712) | (12,915) | (284,627) | 677,107 | 237.9% |
| Total expenses | 830,072 | 383,486 | 1,213,558 | 855,243 | 372,913 | 1,228,156 | (14,598) | -1.2% |
| Income/(loss) before income taxes | $ 553,604 | $ (31,468) | $ 522,136 | $ 1,441,921 | $ 27,329 | $ 1,469,250 | $ (947,114) | -64.5% |

| Year-To-Date Ended June 30, 2022 | 2022 | | | 2021 | | | Total Consumer Activities | |
|---|---|---|---|---|---|---|---|---|
| ($ in 000's) | Auto | CBB | Total Consumer Activities | Auto | CBB | Total Consumer Activities | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 2,072,601 | $ 633,387 | $ 2,705,988 | $ 2,169,118 | $ 703,754 | $ 2,872,872 | $ (166,884) | -5.8% |
| Non-interest income | 1,403,036 | 157,038 | 1,560,074 | 1,846,438 | 153,120 | 1,999,558 | (439,484) | -22.0% |
| Credit losses expense / (benefit) | 554,707 | 65,343 | 620,050 | (150,327) | (17,236) | (167,563) | 787,613 | 470.0% |
| Total expenses | 1,632,156 | 767,436 | 2,399,592 | 1,745,835 | 775,249 | 2,521,084 | (121,492) | -4.8% |
| Income/(loss) before income taxes | $ 1,288,774 | $ (42,354) | $ 1,246,420 | $ 2,420,048 | $ 98,861 | $ 2,518,909 | $ (1,272,489) | -50.5% |
| | | | | | | | | |
| Total assets | 61,804,866 | 12,880,656 | 74,685,522 | 62,017,708 | 12,765,546 | 74,783,254 | (97,732) | -0.1% |

# Commercial Activities

| Quarter-To-Date Ended June 30, 2022 | 2022 | | | 2021 | | | Total Commercial Activities | |
|---|---|---|---|---|---|---|---|---|
| ($ in 000's) | C&I | CRE | Total Commercial Activities | C&I | CRE | Total Commercial Activities | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 75,795 | $ 84,747 | $ 160,542 | $ 72,491 | $ 82,783 | $ 155,274 | $ 5,268 | 3.4% |
| Non-interest income | 14,317 | 7,691 | 22,008 | 18,617 | 15,161 | 33,778 | (11,770) | -34.8% |
| Credit losses expense / (benefit) | 8,622 | 4,550 | 13,172 | (20,721) | 2,573 | (18,148) | 31,320 | 172.6% |
| Total expenses | 64,700 | 29,410 | 94,110 | 62,903 | 29,138 | 92,041 | 2,069 | 2.2% |
| Income/(loss) before income taxes | $ 16,790 | $ 58,478 | $ 75,268 | $ 48,926 | $ 66,233 | $ 115,159 | $ (39,891) | -34.6% |

| Year-To-Date Ended June 30, 2022 | 2022 | | | 2021 | | | Total Commercial Activities | |
|---|---|---|---|---|---|---|---|---|
| ($ in 000's) | C&I | CRE | Total Commercial Activities | C&I | CRE | Total Commercial Activities | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 143,457 | $ 163,182 | $ 306,639 | $ 146,266 | $ 168,066 | $ 314,332 | $ (7,693) | -2.4% |
| Non-interest income | 30,257 | 23,031 | 53,288 | 35,019 | 20,777 | 55,796 | (2,508) | -4.5% |
| Credit losses expense / (benefit) | 12,256 | (14,788) | (2,532) | (52,062) | 4,349 | (47,713) | 45,181 | 94.7% |
| Total expenses | 132,187 | 58,609 | 190,796 | 126,163 | 57,163 | 183,326 | 7,470 | 4.1% |
| Income/(loss) before income taxes | $ 29,271 | $ 142,392 | $ 171,663 | $ 107,184 | $ 127,331 | $ 234,515 | $ (62,852) | -26.8% |
| Total assets | 6,661,483 | 18,481,532 | 25,143,015 | 7,470,239 | 17,792,008 | 25,262,247 | (119,232) | -0.5% |

# CIB

| CIB | Quarter-To-Date Ended June 30, 2022 | | QTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 48,361 | $ 30,244 | $ 18,117 | 59.9% |
| Non-interest income | 70,077 | 54,529 | 15,548 | 28.5% |
| Credit losses expense / (benefit) | (3,003) | (13,633) | 10,630 | 78.0% |
| Total expenses | 117,092 | 62,779 | 54,313 | 86.5% |
| Income/(loss) before income taxes | $ 4,349 | $ 35,627 | $ (31,278) | -87.8% |

| CIB | Year-To-Date Ended June 30, 2022 | | YTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 74,250 | $ 57,655 | $ 16,595 | 28.8% |
| Non-interest income | 137,919 | 132,078 | 5,841 | 4.4% |
| Credit losses expense / (benefit) | 3,390 | (22,327) | 25,717 | 115.2% |
| Total expenses | 192,647 | 130,109 | 62,538 | 48.1% |
| Income/(loss) before income taxes | $ 16,132 | $ 81,951 | $ (65,819) | -80.3% |
| Total assets | 28,747,499 | 11,788,210 | 16,959,289 | 143.9% |

# Wealth Management

| Wealth Management | Quarter-To-Date Ended June 30, 2022 | | QTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 45,227 | $ 23,171 | $ 22,056 | 95.2% |
| Non-interest income | 62,587 | 62,996 | (409) | -0.6% |
| Credit losses expense / (benefit) | - | (97) | 97 | 100.0% |
| Total expenses | 59,375 | 52,755 | 6,620 | 12.5% |
| Income/(loss) before income taxes | $ 48,439 | $ 33,509 | $ 14,930 | 44.6% |

| Wealth Management | Year-To-Date Ended June 30, 2022 | | YTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ 64,370 | $ 46,851 | $ 17,519 | 37.4% |
| Non-interest income | 140,237 | 126,242 | 13,995 | 11.1% |
| Credit losses expense / (benefit) | - | (170) | 170 | 100.0% |
| Total expenses | 121,032 | 103,317 | 17,715 | 17.1% |
| Income/(loss) before income taxes | $ 83,575 | $ 69,946 | $ 13,629 | 19.5% |
| Total assets | 8,304,682 | 8,149,788 | 154,894 | 1.9% |

# Other

| Other | Quarter-To-Date Ended June 30, 2022 | | QTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ (73,485) | $ (75,141) | $ 1,656 | 2.2% |
| Non-interest income | 19,319 | 16,492 | 2,827 | 17.1% |
| Credit losses expense / (benefit) | 1,551 | (777) | 2,328 | 299.6% |
| Total expenses | 48,937 | 57,151 | (8,214) | -14.4% |
| Income/(loss) before income taxes | $ (104,654) | $ (115,023) | $ 10,369 | 9.0% |

| Other | Year-To-Date Ended June 30, 2022 | | YTD Change | |
|---|---|---|---|---|
| ($ in 000's) | 2022 | 2021 | Dollar Increase / (Decrease) | Percentage |
| Net interest income | $ (137,830) | $ (140,543) | $ 2,713 | 1.9% |
| Non-interest income | 39,137 | 53,108 | (13,971) | -26.3% |
| Credit losses expense / (benefit) | 101 | (3,443) | 3,544 | 102.9% |
| Total expenses | 95,695 | 103,474 | (7,779) | -7.5% |
| Income/(loss) before income taxes | $ (194,489) | $ (187,466) | $ (7,023) | -3.7% |
| Total assets | 28,443,114 | 35,202,144 | (6,759,030) | -19.2% |

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* Other includes the results of immaterial entities, earnings from non-strategic assets, the investment portfolio, interest expense on SBNA's and SHUSA's borrowings and other debt obligations, amortization of intangible assets and certain unallocated corporate income and indirect expenses.

# SHUSA: Quarterly Trended Statement Of Operations

| ($ in Millions) | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|---|---|---|---|---|---|
| Interest income | $ 1,815 | $ 1,796 | $ 1,758 | $ 1,722 | $ 1,908 |
| Interest expense | (283) | (262) | (253) | (242) | (375) |
| Net interest income | $ 1,532 | $ 1,534 | $ 1,505 | $ 1,480 | $ 1,533 |
| Fees & other income | 1,177 | 1,068 | 1,018 | 967 | 939 |
| Other non interest income | 5 | - | $ (1) | 14 | 11 |
| Net revenue | $ 2,714 | $ 2,602 | $ 2,522 | $ 2,461 | $ 2,483 |
| General, administrative, and other expenses | (1,492) | (1,498) | (1,605) | (1,466) | (1,533) |
| Credit loss (expense) / benefit | 317 | (20) | (14) | (217) | (404) |
| Income before taxes | $ 1,539 | $ 1,084 | $ 903 | $ 778 | $ 546 |
| Income tax (expense)/benefit | (372) | (227) | (198) | (162) | (107) |
| Net income | 1,167 | 857 | 705 | 616 | 439 |
| Less: Net income attributable to NCI | 208 | 150 | 135 | - | - |
| Net income attributable to SHUSA | 959 | 707 | 570 | 616 | 439 |

| | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|---|---|---|---|---|---|
| NIM | 5.0% | 4.8% | 4.6% | 4.5% | 4.3% |

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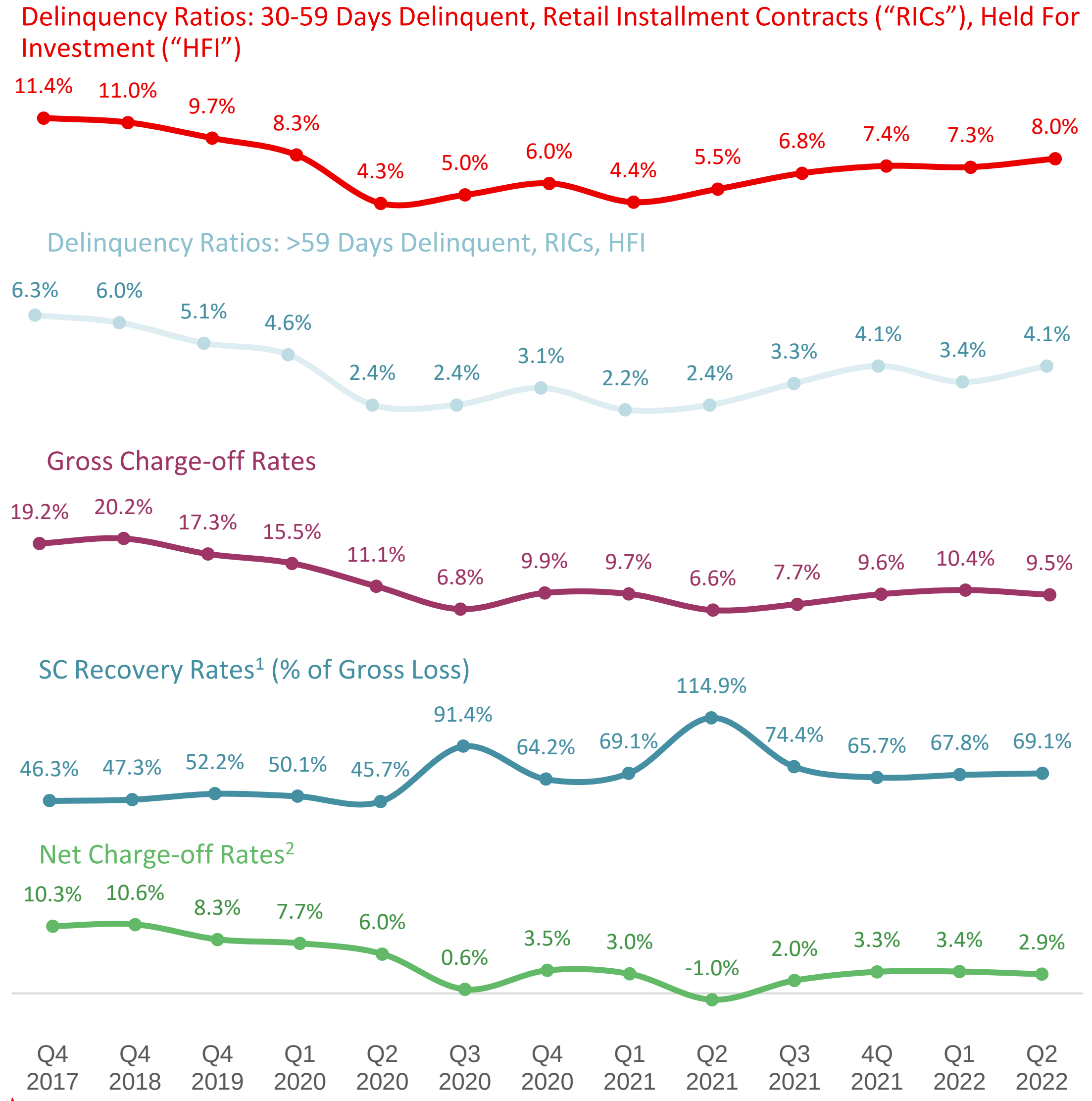
# SHUSA: Non-GAAP Reconciliations

| *($ in Millions)* | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|---|---|---|---|---|---|
| SHUSA pre-tax pre-provision income | | | | | |
| Pre-tax income, as reported | $ 1,539 | $ 1,084 | $ 903 | $ 778 | $ 546 |
| (Release of)/provision for credit losses | (317) | 20 | 14 | 217 | 404 |
| Pre-tax pre-provision Income | 1,222 | 1,104 | 917 | 995 | 950 |
| | | | | | |
| CET1 to risk-weighted assets | | | | | |
| CET1 capital | $ 19,895 | 20,573 | 21,068 | 20,576 | 19,565 |
| Risk-weighted assets | 113,295 | 112,068 | 111,820 | 111,181 | 115,655 |
| *Ratio* | *17.6%* | *18.4%* | *18.8%* | *18.5%* | *16.9%* |
| | | | | | |
| Tier 1 leverage | | | | | |
| Tier 1 capital | $ 21,868 | 22,631 | 23,175 | 20,921 | 19,910 |
| Avg total assets, leverage capital purposes | 148,072 | 152,058 | 154,429 | 154,305 | 168,042 |
| *Ratio* | *14.8%* | *14.9%* | *15.0%* | *13.6%* | *11.8%* |
| | | | | | |
| Tier 1 risk-based | | | | | |
| Tier 1 capital | $ 21,868 | $ 22,631 | $ 23,175 | $ 20,921 | $ 19,910 |
| Risk-weighted assets | 113,295 | 112,068 | 111,820 | 111,181 | 115,655 |
| *Ratio* | *19.3%* | *20.2%* | *20.7%* | *18.8%* | *17.2%* |
| | | | | | |
| Total risk-based | | | | | |
| Risk-based capital | $ 23,446 | $ 24,192 | $ 25,333 | $ 22,848 | $ 21,896 |
| Risk-weighted assets | 113,295 | 112,068 | 111,820 | 111,181 | 115,655 |
| *Ratio* | *20.7%* | *21.6%* | *22.7%* | *20.6%* | *18.9%* |

# SC Delinquency And Loss (Quarterly)




**Delinquencies and charge-offs remain low and are beginning to normalize**

- **Early stage delinquencies** increased 250 bps YoY
- **Late stage delinquencies** increased 170 bps YoY
- **Gross charge-off rate** increased 290 bps YoY
- **SC's Q2 recovery rate of 69%** beginning to normalize but remains elevated due to low gross losses and continued strength in wholesale auction prices
- **Net charge-off rate** increased 390 bps YoY

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1 | Recovery rate – Includes insurance proceeds, bankruptcy/deficiency sales, and timing impacts
2 | Net charge-off rates on RICs, HFI

# Thank You.

Our purpose is to help people and businesses prosper.

Our culture is based on believing that everything we do should be:

**Simple Personal Fair®**

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