



FINANCIAL DATA PACKAGE

The data provided herein has not been examined by independent accountants and may not be presented in accordance with generally accepted accounting principles ("GAAP"). As such, the data may vary from comparable data reported in CIT's Forms 10-K & 10-Q. Modifications include, but are not limited to, the presentation of revised and restated financials, the reclassification of certain prior period data to conform to the current period presentation and differences due to rounding.

Please refer to the Company's SEC filings on Forms 10-K and 10-Q for consolidated financial results prepared in accordance with GAAP.

Amounts shown are as of or for the period ending as applicable.

as of May 30, 2018

CIT Group Inc.
Financial Data Package
Table of Contents

Item	Page
<u>Income Statement - Consolidated Data</u>	<u>3</u>
<u>Income Statement - Consolidated Data Adjusted for Noteworthy Items</u>	<u>4</u>
<u>Balance Sheet Data</u>	<u>5</u>
<u>Average Balance Sheet</u>	<u>6</u>
<u>Average Balance Sheet Rates</u>	<u>7</u>
<u>Average Balance Sheet Rates Adjusted for Noteworthy Items</u>	<u>8</u>
<u>Deposits</u>	<u>9</u>
<u>Credit Metrics</u>	<u>10</u>
<u>Select Data & Ratios</u>	<u>11</u>
<u>Commercial Banking</u>	<u>12</u>
<u>Consumer Banking</u>	<u>13</u>
<u>Non-Strategic Portfolios & Corporate</u>	<u>14</u>
<u>Earning Assets</u>	<u>15</u>
<u>Loans and Leases by Division</u>	<u>16</u>
<u>Average Earning Assets by Division</u>	<u>17</u>
<u>CIT Bank - Select Financial Data</u>	<u>18</u>
<u>Non-GAAP Disclosures</u>	<u>19</u>
<u>Noteworthy Items</u>	<u>20</u>
<u>Financial Terms</u>	<u>21</u>

CIT Group Inc.
Income Statement - Consolidated Data
(dollars in millions, except per share data)
Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Income Statement							
Interest Income							
Interest and fees on loans	\$ 400.9	\$ 401.2	\$ 403.5	\$ 421.3	\$ 412.1	\$ 1,638.1	\$ 1,779.6
Other interest and dividends	50.3	46.5	50.5	56.9	43.6	197.5	131.9
Total interest income	451.2	447.7	454.0	478.2	455.7	1,835.6	1,911.5
Net operating lease revenue							
Rental income on operating leases	253.6	252.6	252.3	251.2	251.3	1,007.4	1,031.6
Depreciation on operating lease equipment	76.4	74.3	71.1	77.4	73.5	296.3	261.1
Maintenance and other operating lease expenses	57.4	57.9	57.9	53.3	53.8	222.9	213.6
Net operating lease revenue	119.8	120.4	123.3	120.5	124.0	488.2	556.9
Interest expense							
Interest on borrowings	83.4	76.6	84.1	114.6	69.1	344.4	358.4
Interest on deposits	97.1	92.1	92.6	94.6	94.0	373.3	394.8
Total interest expense	180.5	168.7	176.7	209.2	163.1	717.7	753.2
Net finance revenue	390.5	399.4	400.6	389.5	416.6	1,606.1	1,715.2
Other non-interest income (1)	104.7	137.2	63.3	84.6	79.1	364.2	150.6
Non-interest expenses							
Operating expenses (2)	281.3	304.0	277.3	295.6	311.6	1,188.5	1,283.5
Goodwill impairment	-	255.6	-	-	-	255.6	354.2
Loss on debt extinguishments and deposit redemption	0.1	1.7	53.5	164.8	-	220.0	12.5
Total non-interest expenses	281.4	561.3	330.8	460.4	311.6	1,664.1	1,650.2
Pre-provision net revenue	213.8	(24.7)	133.1	13.7	184.1	306.2	215.6
Provision for credit losses	68.8	30.4	30.1	4.4	49.7	114.6	194.7
Income (loss) from continuing operations before benefit (provision) for income taxes	145.0	(55.1)	103.0	9.3	134.4	191.6	20.9
Benefit (provision) for income taxes	41.3	27.7	(119.8)	(31.9)	56.2	(67.8)	203.5
(Loss) income from continuing operations, before attribution of noncontrolling interests	103.7	(82.8)	222.8	41.2	78.2	259.4	(182.6)
Net loss (income) attributable to noncontrolling interests, after tax	-	-	-	-	-	-	-
(Loss) income from continuing operations	103.7	(82.8)	222.8	41.2	78.2	259.4	(182.6)
Discontinued operations							
Income (loss) from discontinued operations, net of taxes	(6.7)	(5.2)	(3.2)	115.5	101.7	208.8	(665.4)
Net income (loss)	97.0	(88.0)	219.6	156.7	179.9	468.2	(848.0)
Preferred Dividends	-	9.8	-	-	-	9.8	-
Net income (loss) applicable to common shareholders	\$ 97.0	\$ (97.8)	\$ 219.6	\$ 156.7	\$ 179.9	\$ 458.4	\$ (848.0)
Income (loss) from continuing operations, applicable to common shareholders	\$ 103.7	\$ (92.6)	\$ 222.8	\$ 41.2	\$ 78.2	\$ 249.6	\$ (182.6)
Basic income (loss) per common share							
Income (loss) from continuing operations	0.79	(0.70)	1.66	0.23	0.39	1.54	(0.90)
Income (loss) from discontinued operation	(0.05)	(0.04)	(0.02)	0.63	0.50	1.28	(3.30)
Basic income (loss) per common share	0.74	(0.74)	1.64	0.86	0.89	2.82	(4.20)
Diluted income (loss) per common share							
(Loss) income from continuing operations	0.79	(0.70)	1.64	0.22	0.38	1.52	(0.90)
Income (loss) from discontinued operation	(0.05)	(0.04)	(0.03)	0.63	0.50	1.28	(3.30)
Diluted income (loss) per common share	0.74	(0.74)	1.61	0.85	0.88	2.80	(4.20)
(1) Other non-interest income							
Fee revenues	\$ 27.2	\$ 30.3	\$ 26.2	\$ 28.2	\$ 28.9	\$ 113.6	\$ 111.6
Factoring commissions	25.6	26.7	27.0	23.1	26.1	102.9	105.0
Gains on leasing equipment, net of impairments	13.5	7.9	12.2	13.0	6.9	40.0	15.4
Gains on investment securities, net of impairments	5.4	12.4	10.0	4.7	4.1	31.2	34.6
BOLI income	6.5	5.8	1.8	-	-	7.6	-
Other revenues	26.5	54.1	(13.9)	15.6	13.1	68.9	(116.0)
Total other non-interest income	\$ 104.7	\$ 137.2	\$ 63.3	\$ 84.6	\$ 79.1	\$ 364.2	\$ 150.6
(2) Operating expenses							
Compensation and benefits	\$ 147.8	\$ 138.6	\$ 139.0	\$ 145.4	\$ 143.3	\$ 566.3	\$ 585.5
Professional fees	25.8	28.8	32.1	31.6	39.8	132.3	175.8
Technology	32.4	30.7	30.6	33.9	32.7	127.9	133.7
Insurance	19.9	15.7	18.5	24.9	25.6	84.7	96.5
Net occupancy expense	16.2	16.7	16.1	15.1	19.9	67.8	71.9
Advertising and marketing	13.0	12.8	13.6	10.4	5.4	42.2	20.5
Other expenses	20.2	22.7	18.3	24.7	23.9	89.6	137.8
Operating Expenses, excluding restructuring costs and intangible asset amortization	275.3	266.0	268.2	286.0	290.6	1,110.8	1,221.7
Restructuring costs	-	31.9	2.9	3.4	14.8	53.0	36.2
Intangible asset amortization	6.0	6.1	6.2	6.2	6.2	24.7	25.6
Total Operating expenses	\$ 281.3	\$ 304.0	\$ 277.3	\$ 295.6	\$ 311.6	\$ 1,188.5	\$ 1,283.5

CIT Group Inc.
Income Statement - Consolidated Data, excluding Noteworthy Items
(dollars in millions, except per share data)
Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Income Statement							
Interest Income							
Interest and fees on loans	\$ 400.9	\$ 401.2	\$ 403.5	\$ 421.3	\$ 412.1	\$ 1,638.1	\$ 1,779.6
Other interest and dividends	50.3	46.5	50.5	47.8	43.6	188.4	131.9
Total Interest Income	451.2	447.7	454.0	469.1	455.7	1,826.5	1,911.5
Net operating lease revenue							
Rental income on operating leases	253.6	252.6	252.3	251.2	251.3	1,007.4	1,031.6
Depreciation on operating lease equipment	85.7	83.1	78.9	77.4	73.5	312.9	261.1
Maintenance and other operating lease expenses	57.4	57.9	57.9	53.3	53.8	222.9	213.6
Net operating lease revenue	110.5	111.6	115.5	120.5	124.0	471.6	556.9
Interest expense							
Interest on borrowings	83.4	76.6	84.1	91.2	69.1	321.0	358.4
Interest on deposits	97.1	92.1	92.6	94.6	94.0	373.3	394.8
Total Interest expense	180.5	168.7	176.7	185.8	163.1	694.3	753.2
Net finance revenue	381.2	390.6	392.8	403.8	416.6	1,603.8	1,715.2
Other non-interest income (1)	104.7	107.8	90.1	84.6	87.2	369.7	357.1
Non-interest expenses							
Operating expenses (2)	281.3	272.1	274.4	292.2	296.8	1,135.5	1,220.0
Loss on debt extinguishments and deposit redemption	0.1	1.7	-	-	-	1.7	12.5
Total non-interest expenses	281.4	273.8	274.4	292.2	296.8	1,137.2	1,232.5
Pre-provision net revenue	204.5	224.6	208.5	196.2	207.0	836.3	839.8
Provision for credit losses	68.8	30.4	14.6	4.4	49.7	99.1	194.7
Income from continuing operations before provision for income taxes	135.7	194.2	193.9	191.8	157.3	737.2	645.1
Provision for income taxes	38.8	54.1	55.2	66.1	47.9	223.3	260.9
Income from continuing operations, before attribution of noncontrolling interests	96.9	140.1	138.7	125.7	109.4	513.9	384.2
Net loss (income) attributable to noncontrolling interests, after tax	-	-	-	-	-	-	-
Income from continuing operations	96.9	140.1	138.7	125.7	109.4	513.9	384.2
Discontinued operations							
Income (loss) from discontinued operations, net of taxes	(6.7)	(5.2)	(0.9)	3.4	53.7	51.0	325.2
Net income (loss)	90.2	134.9	137.8	129.1	163.1	564.9	709.4
Less: preferred stock dividends	-	9.80	-	-	-	9.80	-
Net income (loss) applicable to common shareholders	\$ 90.2	\$ 125.1	\$ 137.8	\$ 129.1	\$ 163.1	\$ 555.1	\$ 709.4
Income (loss) from continuing operations, applicable to common shareholders	\$ 96.9	\$ 130.3	\$ 138.7	\$ 125.7	\$ 109.4	\$ 504.1	\$ 384.2
Basic income (loss) per common share							
Income (loss) from continuing operations	\$ 0.74	\$ 0.99	\$ 1.04	\$ 0.69	\$ 0.54	\$ 3.11	\$ 1.90
Income (loss) from discontinued operation	\$ (0.05)	\$ (0.04)	\$ (0.01)	\$ 0.02	\$ 0.27	\$ 0.31	\$ 1.61
Basic income (loss) per common share	\$ 0.69	\$ 0.95	\$ 1.03	\$ 0.71	\$ 0.81	\$ 3.42	\$ 3.51
Diluted income (loss) per common share							
(Loss) income from continuing operations	\$ 0.74	\$ 0.99	\$ 1.02	\$ 0.68	\$ 0.54	\$ 3.07	\$ 1.90
Income (loss) from discontinued operation	\$ (0.05)	\$ (0.04)	\$ (0.01)	\$ 0.02	\$ 0.26	\$ 0.32	\$ 1.61
Diluted income (loss) per common share	\$ 0.69	\$ 0.95	\$ 1.01	\$ 0.70	\$ 0.80	\$ 3.39	\$ 3.51
(1) Other non-interest income							
Fee revenues	\$ 27.2	\$ 30.3	\$ 26.2	\$ 28.2	\$ 28.9	\$ 113.6	\$ 111.6
Factoring commissions	25.6	26.7	27.0	23.1	26.1	102.9	105.0
Gains on leasing equipment, net of impairments	13.5	7.9	12.2	13.0	6.9	40.0	15.4
Gains on investment securities, net of impairments	5.4	12.4	10.0	4.7	4.1	31.2	29.6
BOLI income	6.5	5.8	1.8	-	-	7.6	-
Other revenues	26.5	24.7	12.9	15.6	21.2	74.4	90.5
Total Other Non-Interest Income	\$ 104.7	\$ 107.8	\$ 90.1	\$ 84.6	\$ 87.2	\$ 369.7	\$ 352.1
(2) Operating Expenses							
Compensation and benefits	\$ 147.8	\$ 138.6	\$ 139.0	\$ 145.4	\$ 143.3	\$ 566.3	\$ 585.5
Professional fees	25.8	28.8	32.1	31.6	39.8	132.3	175.8
Technology	32.4	30.7	30.6	33.9	32.7	127.9	133.7
Insurance	19.9	15.7	18.5	24.9	25.6	84.7	96.5
Net occupancy expense	16.2	16.7	16.1	15.1	19.9	67.8	71.9
Advertising and marketing	13.0	12.8	13.6	10.4	5.4	42.2	20.5
Other expenses	20.2	22.7	18.3	24.7	23.9	89.6	110.5
Operating expenses, excluding restructuring costs and intangible asset amortization	275.3	266.0	268.2	286.0	290.6	1,110.8	1,194.4
Restructuring costs	-	-	-	-	-	-	-
Intangible asset amortization	6.0	6.1	6.2	6.2	6.2	24.7	25.6
Total operating Expenses	\$ 281.3	\$ 272.1	\$ 274.4	\$ 292.2	\$ 296.8	\$ 1,135.5	\$ 1,220.0

CIT Group Inc.
Balance Sheet Data
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Assets							
Cash and interest bearing deposits	\$ 4,096.3	\$ 1,718.7	\$ 3,112.3	\$ 5,337.9	\$ 6,156.9	\$ 1,718.7	\$ 6,430.6
Securities purchased under agreement to resell	250.0	150.0	-	-	-	150.0	-
Investment securities	5,910.5	6,469.9	5,744.8	5,530.0	4,476.3	6,469.9	4,491.1
Assets held for sale	2,298.8	2,263.1	2,162.0	1,324.8	562.6	2,263.1	636.0
Loans	29,453.6	29,113.9	28,505.3	29,031.7	29,691.4	29,113.9	29,535.9
Allowance for loan losses	(447.6)	(431.1)	(419.5)	(426.0)	(448.6)	(431.1)	(432.6)
Total loans, net of allowance for loan losses	29,006.0	28,682.8	28,085.8	28,605.7	29,242.8	28,682.8	29,103.3
Operating lease equipment, net	6,774.9	6,738.9	6,724.2	6,736.0	7,516.2	6,738.9	7,486.1
Goodwill	369.9	369.9	625.5	625.5	686.1	369.9	685.4
Bank owned life insurance	795.1	788.6	651.8	-	-	788.6	-
Other assets (1)	1,577.9	1,595.5	1,667.1	1,688.1	1,735.3	1,595.5	2,117.0
Assets of discontinued operations	463.1	501.3	562.0	630.9	12,718.2	501.3	13,220.7
Total assets	<u>\$ 51,542.5</u>	<u>\$ 49,278.7</u>	<u>\$ 49,335.5</u>	<u>\$ 50,478.9</u>	<u>\$ 63,094.4</u>	<u>\$ 49,278.7</u>	<u>\$ 64,170.2</u>
Liabilities							
Deposits	\$ 30,593.9	\$ 29,569.3	\$ 29,594.7	\$ 30,925.0	\$ 32,336.2	\$ 29,569.3	\$ 32,304.3
Credit balances of factoring receivables	1,549.0	1,468.6	1,698.5	1,405.3	1,547.1	1,468.6	1,292.0
Other liabilities (2)	1,338.9	1,437.1	1,496.1	1,567.9	1,577.4	1,437.1	1,897.6
Borrowings (3)	10,437.3	8,974.4	8,531.2	8,621.4	14,736.3	8,974.4	14,935.5
Liabilities of discontinued operations	496.6	509.3	563.7	607.8	2,731.9	509.3	3,737.7
Total Liabilities	<u>\$ 44,415.7</u>	<u>\$ 41,958.7</u>	<u>\$ 41,884.2</u>	<u>\$ 43,127.4</u>	<u>\$ 52,928.9</u>	<u>\$ 41,958.7</u>	<u>\$ 54,167.1</u>
Preferred stock	\$ 325.0	\$ 325.0	\$ 325.0	\$ 325.0	\$ -	\$ 325.0	\$ -
Common stock	2.1	2.1	2.1	2.1	2.1	2.1	2.1
Paid-in capital	8,811.8	8,798.1	8,787.1	8,711.8	8,782.6	8,798.1	8,765.8
Retained earnings	1,982.7	1,906.5	2,025.8	1,826.9	1,701.1	1,906.5	1,553.0
Accumulated other comprehensive loss	(149.9)	(86.5)	(73.3)	(88.4)	(123.7)	(86.5)	(140.1)
Treasury stock, at cost	(3,844.9)	(3,625.2)	(3,615.4)	(3,426.2)	(196.9)	(3,625.2)	(178.1)
Total Common Stockholders' Equity	6,801.8	6,995.0	7,126.3	7,026.2	10,165.2	6,995.0	10,002.7
Noncontrolling minority interests	-	-	-	0.3	0.3	-	0.4
Total Equity	<u>\$ 7,126.8</u>	<u>\$ 7,320.0</u>	<u>\$ 7,451.3</u>	<u>\$ 7,351.5</u>	<u>\$ 10,165.5</u>	<u>\$ 7,320.0</u>	<u>\$ 10,003.1</u>
Total Liabilities and Equity	<u>\$ 51,542.5</u>	<u>\$ 49,278.7</u>	<u>\$ 49,335.5</u>	<u>\$ 50,478.9</u>	<u>\$ 63,094.4</u>	<u>\$ 49,278.7</u>	<u>\$ 64,170.2</u>
(1) Other assets							
Tax credit investments and investments in unconsolidated subsidiaries	\$ 228.3	\$ 247.6	\$ 265.6	\$ 265.8	\$ 213.4	\$ 247.6	\$ 220.2
Counterparty receivables	203.6	241.3	263.8	302.6	243.5	241.3	437.3
Current and deferred federal and state tax assets	204.2	205.2	195.4	68.5	101.1	205.2	201.3
Property, furniture and fixtures	178.4	173.9	178.9	184.6	188.2	173.9	191.1
Indemnification assets	120.5	142.4	171.8	208.5	313.1	142.4	341.4
Intangible assets, net	107.0	113.0	119.1	125.4	134.3	113.0	140.7
Other	535.9	472.1	472.5	532.7	541.7	472.1	585.0
Total other assets	<u>\$ 1,577.9</u>	<u>\$ 1,595.5</u>	<u>\$ 1,667.1</u>	<u>\$ 1,688.1</u>	<u>\$ 1,735.3</u>	<u>\$ 1,595.5</u>	<u>\$ 2,117.0</u>
(2) Other liabilities							
Accrued expenses and accounts payable	\$ 538.4	\$ 584.8	\$ 530.9	\$ 500.3	\$ 483.1	\$ 584.8	\$ 580.4
Fair value of derivative financial instruments, and other	104.3	87.5	80.2	115.2	53.3	87.5	69.0
Accrued interest payable	66.5	86.6	59.8	97.0	130.0	86.6	181.2
Current and deferred taxes payable	215.1	204.3	229.7	248.8	265.4	204.3	250.6
Other	414.6	473.9	595.5	606.6	645.6	473.9	816.4
Total other liabilities	<u>\$ 1,338.9</u>	<u>\$ 1,437.1</u>	<u>\$ 1,496.1</u>	<u>\$ 1,567.9</u>	<u>\$ 1,577.4</u>	<u>\$ 1,437.1</u>	<u>\$ 1,897.6</u>
(3) Borrowings							
Senior unsecured	\$ 4,730.8	\$ 3,737.5	\$ 3,748.0	\$ 4,545.1	\$ 10,600.5	\$ 3,737.5	\$ 10,599.0
FHLB advances	3,894.5	3,695.5	3,145.5	2,395.5	2,410.7	3,695.5	2,410.8
Structured financings	1,416.1	1,541.4	1,637.7	1,680.8	1,725.1	1,541.4	1,925.7
Subordinated debt	395.9	-	-	-	-	-	-
Total Borrowings	<u>\$ 10,437.3</u>	<u>\$ 8,974.4</u>	<u>\$ 8,531.2</u>	<u>\$ 8,621.4</u>	<u>\$ 14,736.3</u>	<u>\$ 8,974.4</u>	<u>\$ 14,935.5</u>

CIT Group Inc.
Average Balance Sheet - Balances
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Assets							
Cash and interest bearing deposits	\$ 2,100.8	\$ 2,270.2	\$ 3,873.9	\$ 9,510.5	\$ 5,652.4	\$ 5,291.5	\$ 6,450.6
Securities purchased under agreements to resell	200.0	112.5	-	-	-	34.6	-
Investments	6,145.6	5,955.4	5,796.3	5,016.1	4,452.4	5,317.7	3,384.0
Loans (including held for sale)	28,753.5	28,225.3	27,793.1	28,257.0	28,705.3	28,281.6	30,233.0
Total Interest Earning Assets	37,199.9	36,563.4	37,463.3	42,783.6	38,810.1	38,925.4	40,067.6
Operating lease equipment, net (including held for sale)	7,934.6	7,841.0	7,797.6	7,612.2	7,500.9	7,685.0	7,222.8
Indemnification assets	130.6	157.7	193.3	280.0	327.9	241.7	373.8
Total earning assets	45,265.1	44,562.1	45,454.2	50,675.8	46,638.9	46,852.1	47,664.2
Non-interest earning assets							
Cash and due from banks	246.8	403.4	522.5	647.2	783.6	587.1	882.1
Allowance for loan losses	(434.6)	(424.7)	(421.7)	(439.9)	(436.0)	(430.4)	(390.8)
All other non-interest bearing assets	2,683.0	2,793.5	2,330.5	2,124.6	2,321.3	2,398.0	4,048.3
Assets of discontinued operation	480.3	532.6	591.5	1,108.1	12,969.7	3,752.0	13,021.2
Total Average Assets	\$ 48,240.6	\$ 47,866.9	\$ 48,477.0	\$ 54,115.8	\$ 62,277.5	\$ 53,158.8	\$ 65,225.0
Liabilities and Stockholder Equity							
Deposits	\$ 28,595.2	\$ 28,133.7	\$ 28,820.2	\$ 30,222.9	\$ 30,953.0	\$ 29,538.2	\$ 31,545.1
Borrowings	9,045.4	8,630.9	8,591.6	10,702.5	14,815.0	10,674.0	15,493.6
Total interest-bearing liabilities	37,640.6	36,764.6	37,411.8	40,925.4	45,768.0	40,212.2	47,038.7
Non-interest bearing deposits	1,456.1	1,501.3	1,495.9	1,411.2	1,387.3	1,450.0	1,177.5
Other non-interest bearing liabilities	1,406.0	1,618.3	1,582.3	1,609.1	1,778.8	1,645.0	1,689.2
Liabilities of discontinued operation	496.9	541.9	579.6	904.8	3,223.6	1,303.1	4,236.5
Noncontrolling interests	-	-	0.2	0.3	0.3	0.2	0.5
Stockholders' equity	7,241.0	7,440.8	7,407.2	9,265.0	10,119.5	8,548.3	11,082.6
Total Average Liabilities and Stockholders' Equity	\$ 48,240.6	\$ 47,866.9	\$ 48,477.0	\$ 54,115.8	\$ 62,277.5	\$ 53,158.8	\$ 65,225.0

CIT Group Inc.
Average Balance Sheet - Yields/Rates
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18			4Q17			3Q17			2Q17			1Q17		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest bearing deposits	\$ 2,100.8	\$ 7.0	1.33%	\$ 2,270.2	\$ 8.9	1.57%	\$ 3,873.9	\$ 12.5	1.29%	\$ 9,510.5	\$ 23.8	1.00%	\$ 5,652.4	\$ 12.5	0.88%
Securities purchased under agreements to resell	200.0	0.8	1.60%	112.5	0.4	1.42%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Investments	6,145.6	42.5	2.77%	5,955.4	37.2	2.50%	5,796.3	38.0	2.62%	5,016.1	33.1	2.64%	4,452.4	31.1	2.79%
Loans (including held for sale)	28,753.5	415.1	5.77%	28,225.3	417.1	5.91%	27,793.1	417.1	6.00%	28,257.0	431.0	6.10%	28,705.3	419.9	5.85%
Total Interest Earning Assets	37,199.9	465.4	5.00%	36,563.4	463.6	5.07%	37,463.3	467.6	4.99%	42,783.6	487.9	4.56%	38,810.1	463.5	4.78%
Operating lease equipment, net (including held for sale)	7,934.6	119.8	6.04%	7,841.0	120.4	6.14%	7,797.6	123.3	6.33%	7,612.2	120.5	6.33%	7,500.9	124.0	6.61%
Indemnification assets	130.6	(14.2)	-43.49%	157.7	(15.9)	-40.33%	193.3	(13.6)	-28.14%	280.0	(9.7)	-13.86%	327.9	(7.8)	-9.52%
Total earning assets	45,265.1	571.0	5.05%	44,562.1	568.1	5.10%	45,454.2	577.3	5.08%	50,675.8	598.7	4.73%	46,638.9	579.7	4.97%
Non-interest earning assets															
Cash and due from banks	246.8			403.4			522.5			647.2			783.6		
Allowance for loan losses	(434.6)			(424.7)			(421.7)			(439.9)			(436.0)		
All other non-interest bearing assets	2,683.0			2,793.5			2,330.5			2,124.6			2,321.3		
Assets of discontinued operation	480.3			532.6			591.5			1,108.1			12,969.7		
Total Average Assets	\$48,240.6			\$47,866.9			\$48,477.0			\$54,115.8			\$62,277.5		
Deposits	\$28,595.2	\$ 97.1	1.36%	\$28,133.7	\$ 92.1	1.31%	\$28,820.2	\$ 92.6	1.29%	\$30,222.9	\$ 94.6	1.25%	\$30,953.0	\$ 94.0	1.21%
Borrowings	9,045.4	83.4	3.69%	8,630.9	76.6	3.55%	8,591.6	84.1	3.92%	10,702.5	114.6	4.28%	14,815.0	69.1	1.87%
Total interest-bearing liabilities	37,640.6	180.5	1.92%	36,764.6	168.7	1.84%	37,411.8	176.7	1.89%	40,925.4	209.2	2.04%	45,768.0	163.1	1.43%
Non-interest bearing deposits	1,456.1			1,501.3			1,495.9			1,411.2			1,387.3		
Other non-interest bearing liabilities	1,406.0			1,618.3			1,582.3			1,609.1			1,778.8		
Liabilities of discontinued operation	496.9			541.9			579.6			904.8			3,223.6		
Noncontrolling interests	-			-			0.2			0.3			0.3		
Stockholders' equity	7,241.0			7,440.8			7,407.2			9,265.0			10,119.5		
Total Average Liabilities and Stockholders' Equity	\$48,240.6			\$47,866.9			\$48,477.0			\$54,115.8			\$62,277.5		

	2017			2016		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest bearing deposits	\$ 5,291.5	\$ 57.7	1.09%	\$ 6,450.6	\$ 33.1	0.51%
Securities purchased under agreements to resell	34.6	0.4	1.16%	-	-	0.00%
Investments	5,317.7	139.4	2.62%	3,384.0	98.8	2.92%
Loans (including held for sale)	28,281.6	1,685.1	5.96%	30,233.0	1,803.8	5.97%
Total Interest Earning Assets	38,925.4	1,882.6	4.84%	40,067.6	1,935.7	4.83%
Operating lease equipment, net (including held for sale)	7,685.0	488.2	6.35%	7,222.8	556.9	7.71%
Indemnification assets	241.7	(47.0)	-19.45%	373.8	(24.2)	-6.47%
Total earning assets	46,852.1	2,323.8	4.96%	47,664.2	2,468.4	5.18%
Non-interest earning assets						
Cash and due from banks	587.1			882.1		
Allowance for loan losses	(430.4)			(390.8)		
All other non-interest bearing assets	2,398.0			4,048.3		
Assets of discontinued operation	3,752.0			13,021.2		
Total Average Assets	\$53,158.8			\$65,225.0		
Deposits	\$29,538.2	\$ 373.3	1.26%	\$31,545.1	\$ 394.8	1.25%
Borrowings	10,674.0	344.4	3.23%	15,493.6	358.4	2.31%
Total interest-bearing liabilities	40,212.2	717.7	1.78%	47,038.7	753.2	1.60%
Non-interest bearing deposits	1,450.0			1,177.5		
Other non-interest bearing liabilities	1,645.0			1,689.2		
Liabilities of discontinued operation	1,303.1			4,236.5		
Noncontrolling interests	0.2			0.5		
Stockholders' equity	8,548.3			11,082.6		
Total Average Liabilities and Stockholders' Equity	\$53,158.8			\$65,225.0		

CIT Group Inc.
Average Balance Sheet - Yields/Rates excluding Noteworthy Items
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18			4Q17			3Q17			2Q17			1Q17		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest bearing deposits	\$ 2,100.8	\$ 7.0	1.33%	\$ 2,270.2	\$ 8.9	1.57%	\$ 3,873.9	\$ 12.5	1.29%	\$ 9,510.5	\$ 14.7	0.62%	\$ 5,652.4	\$ 12.5	0.88%
Securities purchased under agreements to resell	200.0	0.8	1.60%	112.5	0.4	1.42%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Investments	6,145.6	42.5	2.77%	5,955.4	37.2	2.50%	5,796.3	38.0	2.62%	5,016.1	33.1	2.64%	4,452.4	31.1	2.79%
Loans (including held for sale)	28,753.5	415.1	5.77%	28,225.3	417.1	5.91%	27,793.1	417.1	6.00%	28,257.0	431.0	6.10%	28,705.3	419.9	5.85%
Total Interest Earning Assets	37,199.9	465.4	5.00%	36,563.4	463.6	5.07%	37,463.3	467.6	4.99%	42,783.6	478.8	4.48%	38,810.1	463.5	4.78%
Operating lease equipment, net (including held for sale)	7,934.6	110.5	5.57%	7,841.0	111.6	5.69%	7,797.6	115.6	5.93%	7,612.2	120.5	6.33%	7,500.9	124.0	6.61%
Indemnification assets	130.6	(14.2)	-43.49%	157.7	(15.9)	-40.33%	193.3	(13.6)	-28.14%	280.0	(9.7)	-13.86%	327.9	(7.8)	-9.52%
Total earning assets	45,265.1	561.7	4.96%	44,562.1	559.3	5.02%	45,454.2	569.6	5.01%	50,675.8	589.6	4.65%	46,638.9	579.7	4.97%
Non-interest earning assets															
Cash and due from banks	246.8			403.4			522.5			647.2			783.6		
Allowance for loan losses	(434.6)			(424.7)			(421.7)			(439.9)			(436.0)		
All other non-interest bearing assets	2,683.0			2,793.5			2,330.5			2,124.6			2,321.3		
Assets of discontinued operation	480.3			532.6			591.5			1,108.1			12,969.7		
Total Average Assets	\$48,240.6			\$47,866.9			\$48,477.0			\$54,115.8			\$62,277.5		
Deposits	\$28,595.2	\$ 97.1	1.36%	\$28,133.7	\$ 92.1	1.31%	\$28,820.2	\$ 92.6	1.29%	\$30,222.9	\$ 94.6	1.25%	\$30,953.0	\$ 94.0	1.21%
Borrowings	9,045.4	83.4	3.69%	8,630.9	76.6	3.55%	8,591.6	84.1	3.92%	10,702.5	91.2	3.41%	14,815.0	69.1	1.87%
Total interest-bearing liabilities	37,640.6	180.5	1.92%	36,764.6	168.7	1.84%	37,411.8	176.7	1.89%	40,925.4	185.8	1.82%	45,768.0	163.1	1.43%
Non-interest bearing deposits	1,456.1			1,501.3			1,495.9			1,411.2			1,387.3		
Other non-interest bearing liabilities	1,406.0			1,618.3			1,582.3			1,609.1			1,778.8		
Liabilities of discontinued operation	496.9			541.9			579.6			904.8			3,223.6		
Noncontrolling interests	-			-			0.2			0.3			0.3		
Stockholders' equity	7,241.0			7,440.8			7,407.2			9,265.0			10,119.5		
Total Average Liabilities and Stockholders' Equity	\$48,240.6			\$47,866.9			\$48,477.0			\$54,115.8			\$62,277.5		

	2017			2016		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest bearing deposits	\$ 5,291.5	\$ 48.6	0.92%	\$ 6,450.6	\$ 33.1	0.51%
Securities purchased under agreements to resell	34.6	0.4	1.16%	-	-	0.00%
Investments	5,317.7	139.4	2.62%	3,384.0	98.8	2.92%
Loans (including held for sale)	28,281.6	1,685.1	5.96%	30,233.0	1,803.8	5.97%
Total Interest Earning Assets	38,925.4	1,873.5	4.81%	40,067.6	1,935.7	4.83%
Operating lease equipment, net (including held for sale)	7,685.0	471.6	6.14%	7,222.8	556.9	7.71%
Indemnification assets	241.7	(47.0)	-19.45%	373.8	(24.2)	-6.47%
Total earning assets	46,852.1	2,298.1	4.91%	47,664.2	2,468.4	5.18%
Non-interest earning assets						
Cash and due from banks	587.1			882.1		
Allowance for loan losses	(430.4)			(390.8)		
All other non-interest bearing assets	2,398.0			4,048.3		
Assets of discontinued operation	3,752.0			13,021.2		
Total Average Assets	\$53,158.8			\$65,225.0		
Deposits	\$29,538.2	\$ 373.3	1.26%	\$ 31,545.1	\$ 394.8	1.25%
Borrowings	10,674.0	321.0	3.01%	15,493.6	358.4	2.31%
Total interest-bearing liabilities	40,212.2	694.3	1.73%	47,038.7	753.2	1.60%
Non-interest bearing deposits	1,450.0			1,177.5		
Other non-interest bearing liabilities	1,645.0			1,689.2		
Liabilities of discontinued operation	1,303.1			4,236.5		
Noncontrolling interests	0.2			0.5		
Stockholders' equity	8,548.3			11,082.6		
Total Average Liabilities and Stockholders' Equity	\$53,158.8			\$65,225.0		

CIT Group Inc.
Deposits
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18			4Q17			3Q17			2Q17			1Q17		
	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits
Deposits by Type															
Interest Bearing Deposits															
Time Deposits	\$ 14,140.2	1.69%	47.1%	\$ 14,449.8	1.69%	48.8%	\$ 14,924.4	1.66%	49.2%	\$ 15,787.0	1.61%	49.9%	\$ 16,454.2	1.56%	50.9%
Interest Bearing Checking	2,658.7	0.62%	8.8%	2,637.8	0.56%	8.9%	2,775.6	0.56%	9.2%	2,934.8	0.56%	9.3%	3,197.0	0.55%	9.9%
Savings	6,512.1	1.30%	21.7%	6,003.6	1.12%	20.3%	5,598.6	1.04%	18.5%	4,920.4	0.97%	15.6%	4,499.7	0.95%	13.9%
Money Market / Sweeps	5,284.2	0.92%	17.6%	5,042.5	0.82%	17.0%	5,521.6	0.87%	18.2%	6,580.7	0.92%	20.8%	6,802.1	0.86%	21.0%
Total Interest Bearing Deposits	28,595.2	1.36%	95.2%	28,133.7	1.31%	94.9%	28,820.2	1.29%	95.1%	30,222.9	1.25%	95.5%	30,953.0	1.21%	95.7%
Interest Bearing Deposits	28,595.2	1.36%	95.2%	28,133.7	1.31%	94.9%	28,820.2	1.29%	95.1%	30,222.9	1.25%	95.5%	30,953.0	1.21%	95.7%
Non-Interest Bearing Deposits	1,456.1	0.00%	4.8%	1,501.3	0.00%	5.1%	1,495.9	0.00%	4.9%	1,411.2	0.00%	4.5%	1,387.3	0.00%	4.3%
Total Deposits	30,051.3	1.29%	100.0%	29,635.0	1.24%	100.0%	30,316.1	1.22%	100.0%	31,634.1	1.20%	100.0%	32,340.3	1.16%	100.0%

	1Q18			4Q17			3Q17			2Q17			1Q17		
	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits	Average Balance (\$mm)	APY %	% of Total Deposits
Deposits by Channel															
Branch Channel	\$ 11,658.1	0.76%	38.8%	\$ 11,703.7	0.73%	39.5%	\$ 11,847.1	0.71%	39.1%	\$ 11,954.1	0.69%	37.8%	\$ 12,120.2	0.68%	37.5%
Online Channel	12,445.1	1.54%	41.4%	11,703.8	1.49%	39.5%	11,234.2	1.45%	37.1%	10,726.1	1.44%	33.9%	10,422.6	1.43%	32.2%
Brokered/Other Channel	3,526.2	2.54%	11.7%	3,708.6	2.49%	12.5%	4,466.4	2.35%	14.7%	5,406.6	2.12%	17.1%	5,738.0	2.02%	17.7%
Commercial Channel	2,421.9	0.73%	8.1%	2,518.9	0.67%	8.5%	2,768.4	0.68%	9.1%	3,547.3	0.78%	11.2%	4,059.5	0.73%	12.6%
Total Deposits	30,051.3	1.29%	100.0%	29,635.0	1.24%	100.0%	30,316.1	1.22%	100.0%	31,634.1	1.20%	100.0%	32,340.3	1.16%	100.0%

CIT Group Inc.
Credit Metrics
(dollars in millions, % of Loans or average Loans)
Certain balances may not sum due to rounding.

	1Q18		4Q17		3Q17		2Q17		1Q17		2017		2016	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Gross Charge-offs														
Commercial Banking	54.6	0.94%	22.8	0.40%	27.7	0.49%	32.3	0.57%	32.4	0.57%	115.2	2.03%	133.8	0.58%
Consumer Banking	0.5	0.03%	0.5	0.03%	20.5	1.27%	0.9	0.05%	0.6	0.03%	22.5	1.38%	2.8	0.04%
Non-Strategic Portfolios	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total CIT (Continuing Operations)	<u>\$ 55.1</u>	0.75%	<u>\$ 23.3</u>	0.32%	<u>\$ 48.2</u>	0.67%	<u>\$ 33.2</u>	0.45%	<u>\$ 33.0</u>	0.45%	<u>\$ 137.7</u>	0.47%	<u>\$ 136.6</u>	0.45%
Net Charge-offs														
Commercial Banking	49.8	0.86%	18.0	0.32%	21.7	0.39%	27.0	0.48%	27.4	0.48%	94.1	1.66%	111.7	0.48%
Consumer Banking	0.1	0.01%	0.3	0.02%	20.0	1.24%	0.7	0.04%	0.1	0.01%	21.1	1.30%	(0.3)	-
Non-Strategic Portfolios	-	-	-	-	-	-	-	-	-	-	-	-	(0.1)	-
Total CIT (Continuing Operations)	<u>\$ 49.9</u>	0.68%	<u>\$ 18.3</u>	0.26%	<u>\$ 41.7</u>	0.58%	<u>\$ 27.7</u>	0.38%	<u>\$ 27.5</u>	0.37%	<u>\$ 115.2</u>	0.39%	<u>\$ 111.3</u>	0.37%
	1Q18		4Q17		3Q17		2Q17		1Q17		2017		2016	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Non-accrual Loans														
Commercial Banking	198.8	0.85%	190.8	0.82%	240.5	1.06%	229.2	1.03%	233.9	1.02%	190.8	3.29%	250.9	1.11%
Consumer Banking	25.5	0.42%	20.3	0.34%	19.3	0.33%	19.5	0.29%	16.2	0.24%	20.3	1.36%	17.4	0.25%
Non-Strategic Portfolios ⁽¹⁾	12.2	-	9.8	-	4.8	-	8.1	-	8.7	-	9.8	-	10.3	-
Total CIT (Continuing Operations)	<u>\$ 236.5</u>	0.80%	<u>\$ 220.9</u>	0.76%	<u>\$ 264.6</u>	0.93%	<u>\$ 256.8</u>	0.88%	<u>\$ 258.8</u>	0.87%	<u>\$ 220.9</u>	0.76%	<u>\$ 278.6</u>	0.94%

(1) Non-accrual loans include loans held for sale. The amount reflected non-accrual loans held for sale; there were no portfolio loans, therefore no % is displayed.

CIT Group Inc.
Selected Data & Ratios

(dollars in millions, except per share data)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Average Balances:							
Average Loans (including held for sale)	\$ 28,753.5	\$ 28,225.3	\$ 27,793.1	\$ 28,257.0	\$ 28,705.3	\$ 28,281.6	\$ 30,233.0
Average Operating Leases (AOL) (including held for sale)	7,934.6	7,841.0	7,797.6	7,612.2	7,500.9	7,685.0	7,222.8
Average Credit Balances of Factoring Clients	(1,512.7)	(1,570.6)	(1,550.6)	(1,566.9)	(1,500.6)	(1,546.5)	(1,286.6)
Average Earning Assets (AEA) ⁽¹⁾	45,265.1	44,562.1	45,454.2	50,675.8	46,638.9	46,852.1	47,664.2
Average Earnings Assets (AEA), Adjusted	45,265.1	44,562.1	45,454.2	46,989.8	46,638.9	45,921.6	47,664.2
Average Common Stockholders' Equity	6,812.0	7,005.2	6,997.2	9,063.2	9,942.4	8,247.4	10,351.0
Average Common Stockholders' Equity (Adjusted)	6,812.0	7,005.2	6,997.2	7,180.2	6,967.4	7,080.7	7,376.0
Average Tangible Common Stockholders' Equity	6,332.1	6,327.5	6,249.1	8,280.4	9,118.8	7,486.6	9,172.3
Average Tangible Common Stockholders' Equity (Adjusted)	6,332.1	6,327.5	6,249.1	6,377.4	6,143.8	6,319.9	6,197.3
Average number of Common Shares - Basic (000's)	130,483	131,343	133,916	182,347	202,449	162,290	201,850
Average number of Common Shares - Diluted (000's)	131,588	131,343	136,126	183,796	203,348	163,950	201,850

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Profitability Measures (continuing operations):							
Gross Yield ⁽²⁾	6.23%	6.29%	6.22%	5.76%	6.06%	6.07%	6.17%
Net Yield ⁽³⁾	5.05%	5.10%	5.08%	4.73%	4.97%	4.96%	5.18%
Net Finance Revenue as percentage of AEA (Net Finance Margin) ⁽¹⁾	3.45%	3.59%	3.53%	3.07%	3.57%	3.43%	3.60%
SG&A as percentage of AEA ⁽⁴⁾	2.43%	2.39%	2.36%	2.26%	2.49%	2.37%	2.56%
Net Efficiency Ratio ⁽⁵⁾	55.6%	49.6%	57.8%	60.3%	58.6%	56.4%	65.5%
Return on Average Earning Assets applicable to common shareholders (ROA)	0.92%	-0.83%	1.96%	0.33%	0.67%	0.53%	-0.38%
Return on Average Common Stockholders' Equity applicable to common shareholders (ROE)	6.09%	-5.29%	12.74%	2.30%	4.49%	3.53%	-2.26%
ROATCE	6.83%	8.42%	14.58%	2.84%	5.36%	7.72%	3.17%
ROATCE (Excluding Preferred Dividend)	6.83%	9.04%	14.58%	2.84%	5.36%	7.88%	3.17%

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Profitability Measures (continuing operations) Excluding Noteworthy Items:							
Gross Yield ⁽²⁾	6.23%	6.29%	6.22%	6.13%	6.06%	6.17%	6.17%
Net Yield ⁽³⁾	4.96%	5.02%	5.01%	5.02%	4.97%	5.00%	5.18%
Net Finance Revenue as percentage of AEA (Net Finance Margin) ⁽¹⁾	3.37%	3.51%	3.46%	3.44%	3.57%	3.49%	3.60%
SG&A as percentage of AEA ⁽⁴⁾	2.43%	2.39%	2.36%	2.43%	2.49%	2.42%	2.51%
Net Efficiency Ratio ⁽⁵⁾	56.7%	53.4%	55.5%	58.6%	57.7%	56.3%	57.6%
Return on Average Earning Assets applicable to common shareholders (ROA)	0.86%	1.17%	1.22%	1.07%	0.94%	1.10%	0.81%
Return on Average Common Stockholders' Equity applicable to common shareholders (ROE)	5.69%	7.44%	7.93%	7.00%	6.28%	7.12%	5.42%
ROATCE ⁽⁶⁾	6.40%	8.47%	9.20%	8.14%	7.40%	8.24%	6.71%
ROATCE (Excluding Preferred Dividend) ⁽⁶⁾	6.40%	9.09%	9.20%	8.14%	7.40%	8.39%	6.71%

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Capital & Leverage**:							
Risk-weighted Assets	\$ 44,777.8	\$ 44,687.1	\$ 45,123.5	\$ 43,717.9	\$ 64,543.9	\$ 44,687.1	\$ 65,068.2
CET 1 Capital	6,321.5	6,440.7	6,329.5	6,292.7	9,238.2	6,440.7	9,003.7
Tier 1 Capital	6,637.7	6,757.1	6,622.7	6,594.8	9,238.2	6,757.1	9,003.7
Total Capital	7,528.2	7,232.7	7,086.5	7,069.8	9,736.8	7,232.7	9,480.0
CET 1 Capital Ratio	14.1%	14.4%	14.0%	14.4%	14.3%	14.4%	13.8%
Tier 1 Capital Ratio	14.8%	15.1%	14.7%	15.1%	14.3%	15.1%	13.8%
Total Capital Ratio	16.8%	16.2%	15.7%	16.2%	15.1%	16.2%	14.6%
Tier 1 Leverage Ratio	13.5%	13.8%	13.4%	12.1%	14.7%	13.8%	13.9%
Outstanding Common Shares - Basic (000's)	128,418	131,353	131,371	135,419	202,736	131,353	202,088
Book Value per Common Share	\$ 52.97	\$ 53.25	\$ 54.25	\$ 51.88	\$ 50.14	\$ 53.25	\$ 49.50
Tangible Book Value per Common Share	\$ 49.25	\$ 49.58	\$ 48.58	\$ 46.34	\$ 46.09	\$ 49.58	\$ 45.41

**The Company is subject to various regulatory capital requirements. We compute capital ratios in accordance with Federal Reserve capital guidelines for assessing adequacy of capital, which are based on the Basel III Final Rule on a fully phased-in basis.

⁽¹⁾ See Non-GAAP Disclosures.

⁽²⁾ Gross Yield includes Interest Income plus Rental Income as a % of AEA.

⁽³⁾ Net Yield includes Interest Income plus Rental Income less Depreciation and Maintenance & operating lease expenses as a % of AEA.

⁽⁴⁾ Excludes provision for severance and facility exiting activities.

⁽⁵⁾ Ratio of operating expenses (excluding amortization of intangibles and the provision for severance and facility exiting activities) to Total Net Revenues (see Non-GAAP disclosures).

⁽⁶⁾ Return on average tangible common equity is adjusted to remove the impact of intangible amortization, goodwill impairment and the impact from valuation allowance reversals from income from continuing operations, while the average tangible common equity is reduced for disallowed deferred tax assets. In order to assist in comparability to other quarters, we further adjusted the calculation due to significant items. Return on average tangible common equity is another metric used to evaluate our use of equity and evaluate the performance of our business.

CIT Group Inc.
Commercial Banking
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Income Statement							
Interest income	\$ 314.9	\$ 314.5	\$ 309.4	\$ 316.6	\$ 307.5	\$ 1,248.0	\$ 1,287.9
Rental income on operating lease equipment	253.6	252.6	252.3	251.2	251.3	1,007.4	1,020.0
Interest expense	156.3	138.8	131.3	127.8	119.8	517.7	519.1
Depreciation on operating lease equipment	76.4	74.3	71.1	77.4	73.5	296.3	261.1
Maintenance and other operating lease expenses	57.4	57.9	57.9	53.3	53.8	222.9	213.6
Net finance revenue	278.4	296.1	301.4	309.3	311.7	1,218.5	1,314.1
Other non-interest income	78.0	73.0	70.9	74.8	72.3	291.0	293.8
Provision for credit losses	67.2	28.6	11.1	(0.2)	49.2	88.7	183.1
Goodwill impairment	-	255.6	-	-	-	255.6	34.8
Operating expenses	183.1	167.9	168.6	176.5	178.7	691.7	761.6
Income (loss) from continuing operations before taxes	\$ 106.1	\$ (83.0)	\$ 192.6	\$ 207.8	\$ 156.1	\$ 473.5	\$ 628.4
Average Loans and Leases							
Commercial Finance	\$ 10,033.2	\$ 9,654.6	\$ 9,450.2	\$ 9,773.0	\$ 10,133.4	\$ 9,778.7	\$ 11,203.2
Real Estate Finance	5,616.2	5,615.0	5,599.0	5,646.0	5,565.4	5,606.2	5,453.7
Business Capital	6,529.1	6,507.9	6,264.6	6,187.6	6,124.3	6,269.8	5,713.0
Rail	7,569.7	7,483.7	7,461.6	7,310.0	7,227.8	7,369.8	6,988.8
Total	\$ 29,748.2	\$ 29,261.2	\$ 28,775.4	\$ 28,916.6	\$ 29,050.9	\$ 29,024.5	\$ 29,358.7
Average Earning Assets (AEA)							
Commercial Finance	\$ 10,132.5	\$ 9,748.6	\$ 9,541.0	\$ 9,858.1	\$ 10,216.9	\$ 9,867.0	\$ 11,289.3
Real Estate Finance	5,616.2	5,615.0	5,599.0	5,646.0	5,565.4	5,606.2	5,453.7
Business Capital	6,577.9	6,560.5	6,328.4	6,261.2	6,202.4	6,336.7	5,930.6
Rail	7,695.1	7,583.2	7,542.7	7,393.3	7,320.0	7,460.2	7,089.3
Total	\$ 30,021.7	\$ 29,507.3	\$ 29,011.1	\$ 29,158.6	\$ 29,304.7	\$ 29,270.1	\$ 29,762.9
Gross Yield ⁽¹⁾							
Commercial Finance	5.30%	5.61%	5.58%	5.61%	5.16%	5.47%	5.36%
Real Estate Finance	5.36%	5.18%	5.32%	5.34%	4.90%	5.18%	5.25%
Business Capital	8.94%	8.79%	8.75%	8.80%	9.01%	8.84%	8.52%
Rail	11.02%	11.25%	11.44%	11.70%	11.98%	11.59%	12.86%
Gross Yield	7.57%	7.69%	7.74%	7.79%	7.63%	7.71%	7.75%
Net Finance Margin							
Commercial Finance	3.40%	3.94%	3.97%	4.09%	3.83%	3.95%	3.97%
Real Estate Finance	3.33%	3.43%	3.62%	3.71%	3.46%	3.56%	3.85%
Business Capital	4.60%	4.47%	4.74%	5.02%	5.41%	4.90%	5.17%
Rail	3.64%	4.14%	4.29%	4.20%	4.47%	4.27%	4.94%
Net Finance Margin	3.71%	4.01%	4.16%	4.24%	4.25%	4.16%	4.42%
Select Metric							
Pre-tax Income ROAEA	1.41%	-1.13%	2.66%	2.85%	2.13%	1.62%	2.11%

⁽¹⁾ Gross Yield includes Interest Income plus Rental Income as a % of AEA.

CIT Group Inc.
Consumer Banking
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Income Statement							
Interest income	\$ 85.2	\$ 84.3	\$ 92.2	\$ 101.6	\$ 100.0	\$ 378.1	\$ 420.8
Interest (benefit) expense	(24.3)	(19.7)	(16.0)	(9.6)	(6.5)	(51.8)	10.2
Net finance revenue	109.5	104.0	108.2	111.2	106.5	429.9	410.6
Other non-interest income	11.5	13.2	(22.7)	5.7	7.9	4.1	40.0
Provision for credit losses	1.6	1.8	19.0	4.6	0.5	25.9	11.7
Goodwill impairment	-	-	-	-	-	-	319.4
Operating expenses	96.0	103.5	106.2	96.2	95.6	401.5	380.9
Income (loss) from continuing operations before taxes	\$ 23.4	\$ 11.9	\$ (39.7)	\$ 16.1	\$ 18.3	\$ 6.6	\$ (261.4)
Average Loans and Leases							
Other Consumer Banking	\$ 2,747.0	\$ 2,452.7	\$ 2,240.2	\$ 2,168.0	\$ 2,165.9	\$ 2,266.1	\$ 1,968.2
Legacy Consumer Mortgages	4,131.8	4,275.2	4,470.8	4,644.8	4,798.0	4,546.2	5,185.3
Total	\$ 6,878.8	\$ 6,727.9	\$ 6,711.0	\$ 6,812.8	\$ 6,963.9	\$ 6,812.3	\$ 7,153.5
Average Earning Assets (AEA)							
Other Consumer Banking	\$ 2,747.0	\$ 2,452.7	\$ 2,240.2	\$ 2,168.0	\$ 2,165.9	\$ 2,266.1	\$ 1,968.6
Legacy Consumer Mortgages	4,262.4	4,432.9	4,664.1	4,924.8	5,125.9	4,787.9	5,558.8
Total	\$ 7,009.4	\$ 6,885.6	\$ 6,904.3	\$ 7,092.8	\$ 7,291.8	\$ 7,054.0	\$ 7,527.4
Gross Yield ⁽¹⁾							
Other Consumer Banking	3.53%	3.52%	3.49%	3.56%	3.46%	3.49%	3.65%
Legacy Consumer Mortgages	5.73%	5.66%	6.23%	6.68%	6.34%	6.24%	6.28%
Gross Yield	4.86%	4.90%	5.34%	5.73%	5.49%	5.36%	5.59%
Net Finance Margin							
Other Consumer Banking	10.28%	10.18%	10.43%	9.69%	8.61%	9.70%	8.01%
Legacy Consumer Mortgages	3.65%	3.75%	4.27%	4.77%	4.67%	4.39%	4.55%
Net Finance Margin	6.25%	6.04%	6.27%	6.27%	5.84%	6.09%	5.45%
Select Metric							
Pre-tax Income ROAEA	1.34%	0.69%	-2.30%	0.91%	1.00%	0.09%	-3.47%

⁽¹⁾ Gross Yield includes Interest Income plus Rental Income as a % of AEA.

CIT Group Inc.
Non-Strategic Portfolios & Corporate
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Non-Strategic Portfolios							
Interest income	\$ 2.4	\$ 5.1	\$ 4.6	\$ 6.2	\$ 7.0	\$ 22.9	\$ 80.8
Rental income on operating lease equipment	-	-	-	-	-	-	11.6
Interest expense	1.7	2.2	3.0	5.0	5.0	15.2	47.2
Depreciation on operating lease equipment	-	-	-	-	-	-	-
Net finance revenue	0.7	2.9	1.6	1.2	2.0	7.7	45.2
Other non-interest income	1.2	0.9	4.9	0.2	(2.9)	3.1	52.1
Provision for credit losses	-	-	-	-	-	-	0.1
Operating expenses	2.2	(0.3)	9.2	1.8	2.0	12.7	42.2
Income (Loss) from continuing operations before taxes	\$ (0.3)	\$ 4.1	\$ (2.7)	\$ (0.4)	\$ (2.9)	\$ (1.9)	\$ 55.2
Average Loans and Leases							
Total	\$ 61.1	\$ 77.2	\$ 104.4	\$ 139.8	\$ 191.5	\$ 129.8	\$ 903.5
Average Earning Assets (AEA)							
Total	\$ 148.6	\$ 188.0	\$ 226.9	\$ 319.5	\$ 367.5	\$ 277.0	\$ 1,175.6
Gross Yield ⁽¹⁾							
Total	6.46%	10.85%	8.11%	7.76%	7.62%	8.27%	7.86%
Select Metrics							
Net Finance Margin	1.88%	6.17%	2.82%	1.50%	2.18%	2.78%	3.84%
Pre-tax Income ROAEA	-0.81%	8.72%	-4.76%	-0.50%	-3.16%	-0.69%	4.70%
Corporate and Other							
Interest income	\$ 48.7	\$ 43.8	\$ 47.8	\$ 53.8	\$ 41.2	\$ 186.6	\$ 122.0
Interest expense	46.8	47.4	58.4	86.0	44.8	236.6	176.7
Net finance revenue	1.9	(3.6)	(10.6)	(32.2)	(3.6)	(50.0)	(54.7)
Other non-interest income	14.0	50.1	10.2	3.9	1.8	66.0	(235.3)
Operating expenses - including gain / (loss) on debt extinguishment	0.1	34.6	46.8	185.9	35.3	302.6	111.3
Income (loss) from continuing operations before taxes	\$ 15.8	\$ 11.9	\$ (47.2)	\$ (214.2)	\$ (37.1)	\$ (286.6)	\$ (401.3)
Average Earning Assets (AEA)							
Total	\$ 8,085.4	\$ 7,981.2	\$ 9,311.9	\$ 14,104.9	\$ 9,674.9	\$ 10,251.0	\$ 9,198.2
Gross Yield ⁽¹⁾							
Total	2.41%	2.20%	2.05%	1.53%	1.70%	7.28%	1.33%
Select Metrics							
Net Finance Margin	0.09%	-0.18%	-0.46%	-0.91%	-0.15%	-0.49%	-0.59%
Pre-tax Income ROAEA	0.78%	0.60%	-2.03%	-6.07%	-1.53%	-2.80%	-4.36%

⁽¹⁾ Gross Yield includes Interest Income plus Rental Income as a % of AEA.

CIT Group Inc.
Earning Assets
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Commercial Banking							
Loans	\$ 23,345.9	\$ 23,159.3	\$ 22,692.6	\$ 22,341.2	\$ 22,878.6	\$ 23,159.3	\$ 22,562.3
Operating Lease Equipment, Net	6,774.9	6,738.9	6,724.2	6,736.0	7,516.2	6,738.9	7,486.1
Assets Held for Sale	1,376.3	1,334.2	1,208.3	1,153.8	336.4	1,334.2	357.7
Total Loans and Leases	31,497.1	31,232.4	30,625.1	30,231.0	30,731.2	31,232.4	30,406.1
Interest Bearing Cash	151.7	182.4	137.8	141.3	141.6	182.4	179.8
Investment Securities	93.9	92.8	98.9	95.5	103.1	92.8	109.2
Credit Balances on Factoring Receivables	(1,549.0)	(1,468.6)	(1,698.5)	(1,405.3)	(1,547.1)	(1,468.6)	(1,292.0)
Total Earning Assets	\$ 30,193.7	\$ 30,039.0	\$ 29,163.3	\$ 29,062.5	\$ 29,428.8	\$ 30,039.0	\$ 29,403.1
Consumer Banking							
Loans	\$ 6,107.7	\$ 5,954.6	\$ 5,812.7	\$ 6,690.5	\$ 6,812.8	5,954.6	6,973.6
Assets Held for Sale	864.0	865.6	865.9	56.4	64.1	865.6	68.2
Total Loans and Leases	6,971.7	6,820.2	6,678.6	6,746.9	6,876.9	6,820.2	7,041.8
Indemnification Assets	120.5	142.4	171.8	208.5	313.1	142.4	341.4
Total Earning Assets	\$ 7,092.2	\$ 6,962.6	\$ 6,850.4	\$ 6,955.4	\$ 7,190.0	6,962.6	7,383.2
Non-Strategic Portfolios							
Assets Held for Sale	58.5	63.3	87.8	114.6	162.1	63.3	210.1
Total Loans and Leases	58.5	63.3	87.8	114.6	162.1	63.3	210.1
Interest Bearing Cash	92.8	82.0	100.9	76.8	146.1	82.0	183.8
Investment Securities	-	-	40.1	38.6	40.0	-	39.6
Total Earning Assets	\$ 151.3	\$ 145.3	\$ 228.8	\$ 230.0	\$ 348.2	\$ 145.3	\$ 433.5
Corporate & Other							
Interest Bearing Cash	\$ 3,650.9	\$ 1,175.7	\$ 2,420.2	\$ 4,520.9	\$ 5,127.5	\$ 1,175.7	\$ 5,244.9
Securities Purchased Under Agreements to Resell	250.0	150.0	-	-	-	150.0	-
Investment Securities	5,816.6	6,377.1	5,605.8	5,395.9	4,333.2	6,377.1	4,342.3
Total Earning Assets	\$ 9,717.5	\$ 7,702.8	\$ 8,026.0	\$ 9,916.8	\$ 9,460.7	\$ 7,702.8	\$ 9,587.2
Total							
Loans	\$ 29,453.6	\$ 29,113.9	\$ 28,505.3	\$ 29,031.7	\$ 29,691.4	\$ 29,113.9	\$ 29,535.9
Operating Lease Equipment, Net	6,774.9	6,738.9	6,724.2	6,736.0	7,516.2	6,738.9	7,486.1
Assets Held for Sale	2,298.8	2,263.1	2,162.0	1,324.8	562.6	2,263.1	636.0
Total Loans and Leases	38,527.3	38,115.9	37,391.5	37,092.5	37,770.2	38,115.9	37,658.0
Interest Bearing Cash	3,895.4	1,440.1	2,658.9	4,739.0	5,415.2	1,440.1	5,608.5
Securities Purchased Under Agreements to Resell	250.0	150.0	-	-	-	150.0	-
Investment Securities	5,910.5	6,469.9	5,744.8	5,530.0	4,476.3	6,469.9	4,491.1
Indemnification Assets	120.5	142.4	171.8	208.5	313.1	142.4	341.4
Credit Balances on Factoring Receivables	(1,549.0)	(1,468.6)	(1,698.5)	(1,405.3)	(1,547.1)	(1,468.6)	(1,292.0)
Total Earning Assets	\$ 47,154.7	\$ 44,849.7	\$ 44,268.5	\$ 46,164.7	\$ 46,427.7	\$ 44,849.7	\$ 46,807.0
Funded New Business Volume (by Segment)							
Commercial Banking, excluding factoring	\$ 2,267.2	\$ 2,902.0	\$ 2,044.0	\$ 2,046.3	\$ 1,615.4	\$ 8,607.7	\$ 8,216.2
Consumer Banking	388.6	421.9	223.2	149.6	154.7	949.4	960.5
Non-Strategic Portfolios	-	-	-	-	-	-	151.1
New Business Volume, excluding factoring	\$ 2,655.8	\$ 3,323.9	\$ 2,267.2	\$ 2,195.9	\$ 1,770.1	\$ 9,557.1	\$ 9,327.8

CIT Group Inc.
Earning Assets - by Division
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017
Commercial Banking						
Commercial Finance						
Loans	\$ 9,926.1	\$ 9,928.8	\$ 9,316.9	\$ 9,440.5	\$ 9,638.0	\$ 9,928.8
Assets Held for Sale	88.1	123.5	79.5	114.4	332.1	123.5
Total Loans and Leases	10,014.2	10,052.3	9,396.4	9,554.9	9,970.1	10,052.3
Interest Bearing Cash	8.0	0.8	0.8	0.6	0.6	0.8
Investment Securities	93.9	92.8	94.2	85.2	84.3	92.8
Earning Assets	\$ 10,116.1	\$ 10,145.9	\$ 9,491.5	\$ 9,640.6	\$ 10,055.1	10,145.9
Real Estate Finance						
Loans	\$ 5,594.5	\$ 5,567.9	\$ 5,563.2	\$ 5,601.2	\$ 5,655.4	\$ 5,567.9
Assets Held for Sale	28.0	22.3	0.8	-	-	22.3
Total Loans and Leases	5,622.5	5,590.2	5,564.0	5,601.2	5,655.4	5,590.2
Earning Assets	\$ 5,622.5	\$ 5,590.2	\$ 5,564.0	\$ 5,601.2	\$ 5,655.4	5,590.2
Business Capital						
Loans	\$ 7,743.8	\$ 7,579.8	\$ 7,730.6	\$ 7,216.0	\$ 7,480.5	7,579.8
Operating Lease Equipment, Net	506.5	478.0	456.8	437.8	395.7	478.0
Assets Held for Sale	3.7	-	-	-	3.7	-
Total Loans and Leases	8,254.0	8,057.8	8,187.4	7,653.8	7,879.9	8,057.8
Interest Bearing Cash	39.7	47.7	52.7	58.6	57.8	47.7
Investment Securities	-	-	4.8	10.3	18.7	-
Credit Balances on Factoring Receivables	(1,549.0)	(1,468.6)	(1,698.5)	(1,405.3)	(1,547.1)	(1,468.6)
Earning Assets	\$ 6,744.7	\$ 6,636.9	\$ 6,546.4	\$ 6,317.4	\$ 6,409.3	6,636.9
Rail						
Loans	\$ 81.5	\$ 82.8	\$ 81.9	\$ 83.5	\$ 104.7	82.8
Operating Lease Equipment, Net	6,268.4	6,260.9	6,267.4	6,298.2	7,120.5	6,260.9
Assets Held for Sale	1,256.5	1,188.4	1,128.0	1,039.4	0.6	1,188.4
Total Loans and Leases	7,606.4	7,532.1	7,477.3	7,421.1	7,225.8	7,532.1
Interest Bearing Cash	104.0	133.9	84.3	82.1	83.2	133.9
Earning Assets	\$ 7,710.4	\$ 7,666.0	\$ 7,561.6	\$ 7,503.2	\$ 7,309.0	7,666.0
Total Commercial Banking						
Loans	\$ 23,345.9	\$ 23,159.3	\$ 22,692.6	\$ 22,341.2	\$ 22,878.6	\$ 23,159.3
Operating Lease Equipment, Net	6,774.9	6,738.9	6,724.2	6,736.0	7,516.2	6,738.9
Assets Held for Sale	1,376.3	1,334.2	1,208.3	1,153.8	336.4	1,334.2
Total Loans and Leases	31,497.1	31,232.4	30,625.1	30,231.0	30,731.2	31,232.4
Interest Bearing Cash	151.7	182.4	137.8	141.3	141.6	182.4
Investment Securities	93.9	92.8	98.9	95.5	103.1	92.8
Credit Balances on Factoring Receivables	(1,549.0)	(1,468.6)	(1,698.5)	(1,405.3)	(1,547.1)	(1,468.6)
Earning Assets	\$ 30,193.7	\$ 30,039.0	\$ 29,163.3	\$ 29,062.5	\$ 29,428.8	\$ 30,039.0
Consumer Banking						
Legacy Consumer Mortgages						
Loans	\$ 3,203.0	\$ 3,331.1	\$ 3,503.1	\$ 4,503.1	\$ 4,692.8	\$ 3,331.1
Assets Held for Sale	860.5	861.0	862.1	52.4	41.4	861.0
Total Loans and Leases	4,063.5	4,192.1	4,365.2	4,555.5	4,734.2	4,192.1
Indemnification Assets	120.5	142.4	171.8	208.5	313.1	142.4
Earning Assets	\$ 4,184.0	\$ 4,334.5	\$ 4,537.0	\$ 4,764.0	\$ 5,047.3	\$ 4,334.5
Other Consumer Banking						
Loans	\$ 2,904.7	\$ 2,623.5	\$ 2,309.6	\$ 2,187.4	\$ 2,120.0	\$ 2,623.5
Assets Held for Sale	3.5	4.6	3.8	4.0	22.7	4.6
Total Loans and Leases	2,908.2	2,628.1	2,313.4	2,191.4	2,142.7	2,628.1
Total Consumer Banking						
Loans	\$ 6,107.7	\$ 5,954.6	\$ 5,812.7	\$ 6,690.5	\$ 6,812.8	\$ 5,954.6
Assets Held for Sale	864.0	865.6	865.9	56.4	64.1	865.6
Total Loans and Leases	6,971.7	6,820.2	6,678.6	6,746.9	6,876.9	6,820.2
Indemnification Assets	120.5	142.4	171.8	208.5	313.1	142.4
Earning Assets	\$ 7,092.2	\$ 6,962.6	\$ 6,850.4	\$ 6,955.4	\$ 7,190.0	\$ 6,962.6

CIT Group Inc.
Average Earning Assets - by Division
(dollars in millions)
Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017
Commercial Banking						
Commercial Finance						
Loans	\$ 9,928.9	\$ 9,561.8	\$ 9,346.2	\$ 9,577.5	\$ 9,836.2	\$ 9,607.0
Assets Held for Sale	104.3	92.8	104.0	195.5	297.2	171.7
Total Loans and Leases	10,033.2	9,654.6	9,450.2	9,773.0	10,133.4	9,778.7
Interest Bearing Cash	6.2	0.8	0.7	0.6	0.6	0.7
Investment Securities	93.1	93.2	90.1	84.5	82.9	87.6
Average Earning Assets	\$ 10,132.5	\$ 9,748.6	\$ 9,541.0	\$ 9,858.1	\$ 10,216.9	\$ 9,867.0
Real Estate Finance						
Loans	\$ 5,575.5	\$ 5,609.2	\$ 5,598.4	\$ 5,646.0	\$ 5,565.4	\$ 5,604.3
Assets Held for Sale	40.7	5.8	0.6	-	-	1.9
Total Loans and Leases	5,616.2	5,615.0	5,599.0	5,646.0	5,565.4	5,606.2
Average Earning Assets	\$ 5,616.2	\$ 5,615.0	\$ 5,599.0	\$ 5,646.0	\$ 5,565.4	\$ 5,606.2
Business Capital						
Loans	\$ 7,556.5	\$ 7,617.8	\$ 7,372.9	\$ 7,345.3	\$ 7,241.5	\$ 7,394.1
Operating Lease Equipment, Net	484.4	460.7	441.2	407.3	377.9	419.9
Assets Held for Sale	0.9	-	1.0	1.9	5.5	2.3
Total Loans and Leases	8,041.8	8,078.5	7,815.1	7,754.5	7,624.9	7,816.3
Interest Bearing Cash	48.8	50.4	56.5	59.4	55.4	55.2
Investment Securities	-	2.2	7.4	14.2	22.7	11.7
Credit Balances on Factoring Receivables	(1,512.7)	(1,570.6)	(1,550.6)	(1,566.9)	(1,500.6)	(1,546.5)
Average Earning Assets	\$ 6,577.9	\$ 6,560.5	\$ 6,328.4	\$ 6,261.2	\$ 6,202.4	\$ 6,336.7
Rail						
Loans	\$ 82.1	\$ 81.5	\$ 83.9	\$ 100.0	\$ 104.8	\$ 93.1
Operating Lease Equipment, Net	6,261.5	6,254.3	6,284.3	6,949.7	7,122.7	6,673.7
Assets Held for Sale	1,226.1	1,147.9	1,093.4	260.3	0.3	603.0
Total Loans and Leases	7,569.7	7,483.7	7,461.6	7,310.0	7,227.8	7,369.8
Interest Bearing Cash	125.4	99.5	81.1	83.3	92.2	90.4
Average Earning Assets	\$ 7,695.1	\$ 7,583.2	\$ 7,542.7	\$ 7,393.3	\$ 7,320.0	\$ 7,460.2
Total Commercial Banking						
Loans	\$ 23,143.0	\$ 22,870.3	\$ 22,401.4	\$ 22,668.8	\$ 22,747.9	\$ 22,698.5
Operating Lease Equipment, Net	6,745.9	6,715.0	6,725.5	7,357.0	7,500.6	7,093.6
Assets Held for Sale	1,372.0	1,246.5	1,199.0	457.7	303.0	778.9
Total Loans and Leases	31,260.9	30,831.8	30,325.9	30,483.5	30,551.5	30,571.0
Interest Bearing Cash	180.4	150.7	138.3	143.3	148.2	146.3
Investment Securities	93.1	95.4	97.5	98.7	105.6	99.3
Credit Balances on Factoring Receivables	(1,512.7)	(1,570.6)	(1,550.6)	(1,566.9)	(1,500.6)	(1,546.5)
Average Earning Assets	\$ 30,021.7	\$ 29,507.3	\$ 29,011.1	\$ 29,158.6	\$ 29,304.7	\$ 29,270.1
Consumer Banking						
Legacy Consumer Mortgages						
Loans	\$ 3,268.6	\$ 3,414.5	\$ 4,214.6	\$ 4,598.4	\$ 4,760.6	\$ 4,250.3
Assets Held for Sale	863.2	860.7	256.2	46.4	37.4	295.9
Average Loans	4,131.8	4,275.2	4,470.8	4,644.8	4,798.0	4,546.2
Indemnification Assets	130.6	157.7	193.3	280.0	327.9	241.7
Average Earning Assets	\$ 4,262.4	\$ 4,432.9	\$ 4,664.1	\$ 4,924.8	\$ 5,125.9	\$ 4,787.9
Other Consumer Banking						
Loans	\$ 2,742.9	\$ 2,447.6	\$ 2,236.3	\$ 2,152.9	\$ 2,128.1	\$ 2,249.4
Assets Held for Sale	4.1	5.1	3.9	15.1	37.8	16.7
Average Earning Assets	2,747.0	2,452.7	2,240.2	2,168.0	2,165.9	2,266.1
Indemnification Assets	-	-	-	-	-	-
Average Earning Assets	\$ 2,747.0	\$ 2,452.7	\$ 2,240.2	\$ 2,168.0	\$ 2,165.9	\$ 2,266.1
Total Consumer Banking						
Loans	\$ 6,011.5	\$ 5,862.1	\$ 6,450.9	\$ 6,751.3	\$ 6,888.7	\$ 6,499.7
Assets Held for Sale	867.3	865.8	260.1	61.5	75.2	312.6
Total Loans and Leases	6,878.8	6,727.9	6,711.0	6,812.8	6,963.9	6,812.3
Indemnification Assets	130.6	157.7	193.3	280.0	327.9	241.7
Average Earning Assets	\$ 7,009.4	\$ 6,885.6	\$ 6,904.3	\$ 7,092.8	\$ 7,291.8	\$ 7,054.0
Non-Strategic Portfolio						
Assets Held for Sale	\$ 61.1	\$ 77.2	\$ 104.4	\$ 139.8	\$ 191.5	\$ 129.8
Total Loans and Leases	61.1	77.2	104.4	139.8	191.5	129.8
Interest Bearing Cash	87.5	81.2	82.8	141.7	135.9	110.9
Investment Securities	-	29.6	39.7	38.0	40.1	36.3
Average Earning Assets	\$ 148.6	\$ 188.0	\$ 226.9	\$ 319.5	\$ 367.5	\$ 277.0
Corporate and Other						
Interest Bearing Cash	\$ 1,832.9	\$ 2,038.3	\$ 3,652.8	\$ 9,225.6	\$ 5,368.3	\$ 5,034.3
Securities Purchased Under Agreements to Resell	200.0	112.5	-	-	-	34.6
Investment Securities	6,052.5	5,830.4	5,659.1	4,879.3	4,306.7	5,182.1
Average Earning Assets	\$ 8,085.4	\$ 7,981.2	\$ 9,311.9	\$ 14,104.9	\$ 9,675.0	\$ 10,251.0

CIT Bank
Select Financial Data
(dollars in millions)

Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Balance Sheet							
Assets							
Cash and deposits with banks	\$ 3,395.4	\$ 961.8	\$ 2,230.6	\$ 4,124.4	\$ 4,706.9	\$ 961.8	\$ 4,647.2
Securities purchased under agreement to resell	150.0	-	-	-	-	-	-
Investment securities	5,897.4	6,455.9	5,489.3	4,826.4	4,419.4	6,455.9	4,035.6
Assets held for sale	1,138.3	1,170.5	1,135.0	386.2	694.7	1,170.5	927.3
Loans	26,636.2	26,427.9	25,524.5	26,559.9	26,915.3	26,427.9	27,246.2
Allowance for loan losses	(418.9)	(403.5)	(389.6)	(400.5)	(411.5)	(403.5)	(406.6)
Loans, net of allowances for loan losses	26,217.3	26,024.4	25,134.9	26,159.4	26,503.8	26,024.4	26,839.6
Operating lease equipment, net	3,803.3	3,765.5	3,737.5	3,728.7	3,630.3	3,765.5	3,575.8
Bank Owned Life Insurance	795.1	788.6	651.8	-	-	788.6	-
Goodwill	323.1	323.1	490.9	490.9	490.9	323.1	490.9
Other assets	912.4	939.7	1,008.2	1,079.1	1,197.8	939.7	1,266.0
Discontinued Assets	298.7	317.1	346.7	386.0	421.4	317.1	448.1
Total Assets	\$ 42,931.0	\$ 40,746.6	\$ 40,224.9	\$ 41,181.1	\$ 42,065.2	\$ 40,746.6	\$ 42,230.5
Liabilities & Equity							
Deposits	\$ 32,171.1	\$ 30,048.8	\$ 29,793.9	\$ 31,873.9	\$ 32,354.5	\$ 30,048.8	\$ 32,324.5
FHLB Advances	3,894.5	3,695.5	3,145.5	2,395.5	2,410.7	3,695.5	2,410.8
Borrowings	-	73.5	102.0	136.1	176.5	73.5	241.4
Other liabilities	1,345.3	1,306.8	1,322.0	833.2	916.1	1,306.8	1,130.2
Discontinued Liabilities	476.5	500.5	554.4	584.1	922.1	500.5	935.8
Total Liabilities	37,887.4	35,625.1	34,917.8	35,822.8	36,779.9	35,625.1	37,042.7
Stockholders' Equity	5,043.6	5,121.5	5,307.1	5,358.3	5,285.3	5,121.5	5,187.8
Total Liabilities and Equity	\$ 42,931.0	\$ 40,746.6	\$ 40,224.9	\$ 41,181.1	\$ 42,065.2	\$ 40,746.6	\$ 42,230.5
Loans and Leases by Segment							
Commercial Banking	\$ 24,606.1	\$ 24,543.7	\$ 23,718.4	\$ 23,927.9	\$ 24,363.4	\$ 24,543.7	\$ 24,707.5
Consumer Banking	6,971.7	6,820.2	6,678.6	6,746.9	6,876.9	6,820.2	7,041.8
Total	\$ 31,577.8	\$ 31,363.9	\$ 30,397.0	\$ 30,674.8	\$ 31,240.3	\$ 31,363.9	\$ 31,749.3
Select Data⁽¹⁾							
Tier 1 Capital to Average Assets (Leverage Ratio)	11.6%	11.8%	11.7%	10.5%	11.2%	11.8%	10.8%
CET 1 Capital Ratio	13.6%	13.7%	13.7%	14.0%	13.5%	13.7%	13.2%
Total Capital to Risk Weighted Assets	14.9%	15.0%	15.0%	15.2%	14.7%	15.0%	14.4%
Income Statement							
Interest income							
Interest and fees on loans	\$ 380.6	\$ 378.3	\$ 382.1	\$ 400.4	\$ 388.3	\$ 1,549.1	\$ 1,666.7
Other interest and dividends	47.4	42.8	45.3	53.0	40.7	181.8	121.2
Total Interest Income	428.0	421.1	427.4	453.4	429.0	1,730.9	1,787.9
Interest on deposits	97.1	92.1	92.7	94.6	93.9	373.3	394.8
Interest on borrowings	16.5	13.5	11.2	10.7	10.2	45.6	39.7
Interest expense with affiliated companies	6.5	4.6	3.5	10.1	1.0	19.2	4.8
Interest expense	120.1	110.2	107.4	115.4	105.1	438.1	439.3
Net interest revenue	307.9	310.9	320.0	338.0	323.9	1,292.8	1,348.6
Rental income on operating leases	114.0	112.0	112.4	110.8	108.3	443.5	391.9
Other income	71.1	118.5	37.9	74.8	77.1	308.3	309.3
Provision for credit losses	67.4	33.6	30.6	8.7	28.7	101.6	199.0
Goodwill impairment	-	167.8	-	-	-	167.8	319.4
Other expenses	299.1	331.9	274.6	308.3	315.2	1,230.0	1,277.5
Income before taxes	126.5	8.1	165.1	206.6	165.4	545.2	253.9
Provision for income taxes	33.5	64.1	55.8	53.3	60.9	234.1	203.8
Net income (loss) from continuing operations	93.0	(56.0)	109.3	153.3	104.5	311.1	50.1
Income (loss) on discontinued operations	(7.0)	(4.5)	(4.4)	10.4	(9.2)	(7.7)	(210.1)
Net income (loss)	\$ 86.0	\$ (60.5)	\$ 104.9	\$ 163.7	\$ 95.3	\$ 303.4	\$ (160.0)

⁽¹⁾The Company is subject to various regulatory capital requirements. We compute capital ratios in accordance with Federal Reserve capital guidelines for assessing adequacy of capital. The regulatory capital guidelines applicable to the Company were based on the Basel III Final Rule. The ratios presented in the above table are calculated under the current rules, on a fully phased-in basis.

CIT Group Inc.
Non-GAAP Disclosures ⁽¹⁾
(dollars in millions)
Certain balances may not sum due to rounding.

	1Q18	4Q17	3Q17	2Q17	1Q17	2017	2016
Earning assets⁽²⁾:							
Loans	\$ 29,453.6	\$ 29,113.9	\$ 28,505.3	\$ 29,031.7	\$ 29,691.4	\$ 29,113.9	\$ 29,535.9
Operating lease equipment, net	6,774.9	6,738.9	6,724.2	6,736.0	7,516.2	6,738.9	7,486.1
Assets held for sale	2,298.8	2,263.1	2,162.0	1,324.8	562.6	2,263.1	636.0
Interest Bearing Cash	3,895.4	1,440.1	2,658.9	4,739.0	5,415.2	1,440.1	5,608.5
Investment Securities	5,910.5	6,469.9	5,744.8	5,530.0	4,476.3	6,469.9	4,491.1
Securities Purchased Under Agreements to Resell	250.0	150.0	-	-	-	150.0	-
Indemnification Assets	120.5	142.4	171.8	208.5	313.1	142.4	341.4
Credit balances of factoring clients	(1,549.0)	(1,468.6)	1,698.5	(1,405.3)	(1,547.1)	(1,468.6)	(1,292.0)
Earning assets	\$ 47,154.7	\$ 44,849.7	\$ 44,268.5	\$ 46,164.7	\$ 46,427.7	\$ 44,849.7	\$ 46,807.0
Average Earning Assets (for the respective periods)	\$ 45,265.1	\$ 44,562.1	\$ 45,454.2	\$ 50,675.8	\$ 46,638.9	\$ 46,852.1	\$ 47,664.2
AEA adjustment for Commercial Air sale impacts	-	-	-	(3,686.0)	-	(930.5)	-
Adjusted AEA	\$ 45,265.1	\$ 44,562.1	\$ 45,454.2	\$ 46,989.8	\$ 46,638.9	\$ 45,921.6	\$ 47,664.2
Total Net Revenues⁽³⁾:							
Interest Income	\$ 451.2	\$ 447.7	\$ 454.0	\$ 478.2	\$ 455.7	\$ 1,835.6	\$ 1,911.5
Rental income on operating leases	253.6	252.6	252.3	251.2	251.3	1,007.4	1,031.6
Finance revenue	704.8	700.3	706.3	729.4	707.0	2,843.0	2,943.1
Total Interest expense	180.5	168.7	176.7	209.2	163.1	717.7	753.2
Depreciation on operating lease equipment	76.4	74.3	71.1	77.4	73.5	296.3	261.1
Maintenance and other operating lease expenses	57.4	57.9	57.9	53.3	53.8	222.9	213.6
Net finance revenue (NFR)	390.5	399.4	400.6	389.5	416.6	1,606.1	1,715.2
Other non-interest income	104.7	137.2	63.3	84.6	79.1	364.2	150.6
Total net revenue	\$ 495.2	\$ 536.6	\$ 463.9	\$ 474.1	\$ 495.7	\$ 1,970.3	\$ 1,865.8
NFR	\$ 390.5	\$ 399.4	\$ 400.6	\$ 389.5	\$ 416.6	\$ 1,606.1	\$ 1,715.2
Suspended Depreciation on Assets HFS	(9.3)	(8.8)	(7.8)	-	-	(16.6)	-
Excess interest costs over interest income from Commercial Air proceeds usage	-	-	-	23.4	-	23.4	-
Interest on excess cash	-	-	-	(9.1)	-	(9.1)	-
Adjusted NFR	\$ 381.2	\$ 390.6	\$ 392.8	\$ 403.8	\$ 416.6	\$ 1,603.8	\$ 1,715.2
NFR as a % of AEA	3.45%	3.59%	3.53%	3.07%	3.57%	3.43%	3.60%
NFR as a % of AEA, adjusted for noteworthy items	3.37%	3.51%	3.46%	3.44%	3.57%	3.49%	3.60%
Net Operating Lease Revenues⁽²⁾:							
Rental income on operating lease equipment	\$ 253.6	\$ 252.6	\$ 252.3	\$ 251.2	\$ 251.3	\$ 1,007.4	\$ 1,031.6
Depreciation on operating lease equipment	76.4	74.3	71.1	77.4	73.5	296.3	261.1
Maintenance and other operating lease expenses	57.4	57.9	57.9	53.3	53.8	222.9	213.6
Net operating lease revenue	\$ 119.8	\$ 120.4	\$ 123.3	\$ 120.5	\$ 124.0	\$ 488.2	\$ 556.9
Tangible book value							
Total common stockholders' equity	\$ 6,801.8	\$ 6,995.0	\$ 7,126.3	\$ 7,026.2	\$ 10,165.2	\$ 6,995.0	\$ 10,002.7
Less: goodwill and intangible assets, net	476.9	482.9	744.6	750.9	820.4	482.9	826.1
Tangible book value(4)	6,324.9	6,512.1	6,381.7	6,275.3	9,344.8	6,512.1	9,176.6
Less: Disallowed deferred tax asset	98.9	104.8	116.6	53.5	140.6	104.8	213.7
Adjusted Tangible common equity(5)	\$ 6,226.0	\$ 6,407.3	\$ 6,265.1	\$ 6,221.8	\$ 9,204.2	\$ 6,407.3	\$ 8,962.9
Adjusted Operating Expenses							
Operating expenses	\$ 281.3	\$ 304.0	\$ 277.3	\$ 295.6	\$ 311.6	\$ 1,188.5	\$ 1,283.5
Intangible asset amortization	6.0	6.1	6.2	6.2	6.2	24.7	25.6
Restructuring Costs	-	31.9	2.9	3.4	14.8	53.0	36.2
Operating expenses exclusive of restructuring costs and intangible assets amortization, and other noteworthy items(4)	275.3	266.0	268.2	286.0	290.6	1,110.8	1,221.7
Adjustments for Noteworthy Items	0	0	0	0	0	0	27.3
Operating expenses exclusive of restructuring costs and intangible assets amortization, and other noteworthy items excluding noteworthy items (4)	\$ 275.3	\$ 266.0	\$ 268.2	\$ 286.0	\$ 290.6	\$ 1,110.8	\$ 1,194.4
Operating expenses (exclusive of restructuring costs and intangible assets amortization) as a % of AEA	2.43%	2.39%	2.36%	2.43%	2.49%	2.42%	2.51%
Total Net Revenue	\$ 495.2	\$ 536.6	\$ 463.9	\$ 474.1	\$ 495.7	\$ 1,970.3	\$ 1,865.8
LIHTC Methodology Change	\$ -	\$ (29.40)	\$ -	\$ -	\$ -	\$ (29.40)	\$ -
Financial Freedom Transaction Related Items(2)	-	-	26.8	-	-	26.8	-
NACCO Suspended Depreciation	(9.3)	(8.8)	(7.8)	-	-	(16.6)	-
Net costs of excess liquidity	-	-	-	14.3	-	14.3	-
CTA Charge	-	-	-	-	8.1	8.1	-
Gain on sale - UK business	-	-	-	-	-	-	(23.5)
Asset Impairment	-	-	-	-	-	-	11.0
Liquidating Europe CTA	-	-	-	-	-	-	3.0
TRS Termination Charge	-	-	-	-	-	-	243.3
Canada Portfolio Sale Gain	-	-	-	-	-	-	(22.3)
Gain related to IndyMac venture	-	-	-	-	-	-	(5.0)
Total Adjusted Net Revenue	485.9	498.4	482.9	488.4	503.8	1,973.5	2,072.3
Net Efficiency Ratio(5)	56.6%	49.6%	57.8%	60.3%	58.6%	56.4%	65.5%
Net Efficiency Ratio Adjusted(5)	56.7%	53.4%	55.5%	58.6%	57.7%	56.3%	57.6%
Income excluding noteworthy items							
Income / (Loss) from continuing operations available to common shareholders	\$ 103.7	\$ (92.6)	\$ 222.8	\$ 41.2	\$ 78.2	\$ 249.6	\$ (182.6)
Adjustments - detailed on Noteworthy Items tab	(6.8)	222.9	(84.1)	84.5	31.2	254.5	566.8
Adjusted income / (loss) from continuing operations available to common shareholders	\$ 96.9	\$ 130.3	\$ 138.7	\$ 125.7	\$ 109.4	\$ 504.1	\$ 384.2
Net income (loss)	\$ 97.0	\$ (97.8)	\$ 219.6	\$ 156.7	\$ 179.9	\$ 458.4	\$ (848.0)
Adjustments - detailed on Noteworthy Items tab	(6.8)	222.9	(81.8)	(27.6)	(16.8)	96.7	1,557.4
Adjusted net income (loss)	\$ 90.2	\$ 125.1	\$ 137.8	\$ 129.1	\$ 163.1	\$ 555.1	\$ 709.4

(1) Non-GAAP financial measures disclosed by management are meant to provide additional information and insight relative to trends in the business to investors and, in certain cases, to present financial information as measured by rating agencies and other users of financial information. These measures are not in accordance with, or a substitute for, GAAP and may differ from, or inconsistent with, non-GAAP financial measures used by other companies.

(2) Earning assets are utilized in certain revenue and earnings ratios. Earning assets are net of credit balances of factoring clients. This net amount, which corresponds to amounts funded, is a basis for revenues earned.

(3) Total net revenues are the combination of net finance revenues and other income.

(4) Tangible book value is a non-GAAP measure, which represents an adjusted common shareholders' equity balance that has been reduced by goodwill and intangible assets. Tangible book value is used to compute a per common share amount, which is used to evaluate our use of equity.

(5) Return on tangible common equity is adjusted to remove the impact of intangible amortization, goodwill impairment and the impact from valuation allowance reversals from income from continuing operations, while the average tangible equity is reduced for disallowed deferred tax assets. Return on tangible common equity is another metric used to evaluate our use of equity.

(\$ in millions, except for per share data)				Segment	Item	Line Item	Pre-Tax	After-Tax	Per Share ⁽¹⁾	Balance Sheet
1Q17	Continuing Operations	Corporate Corporate NSP	Entity Restructuring Restructuring Expenses Currency Translation Adjustments		Tax Provision Operating Expenses Other Income	- (\$15) (\$8)	(\$14) (\$10) (\$7)	(\$0.07) (\$0.05) (\$0.03)		
	Discontinued Operations		Commercial Air Suspended Depreciation Commercial Air Secured Debt Expenses TC-CIT Joint Venture Gain			\$113 (\$39) \$14	\$69 (\$34) \$13	\$0.34 (\$0.17) \$0.06		
2Q17	Continuing Operations	Corporate	Debt Extinguishment Costs		Debt Extinguishment Costs	(\$165)	(\$100)	(\$0.54)		
		Corporate	Excess Interest Cost ⁽²⁾		Interest Expense	(\$23)	(\$15)	(\$0.08)		
		Corporate	Interest Income ⁽²⁾		Interest Income	\$9	\$6	\$0.03		
	Discontinued Operations	Corporate Corporate Corporate Corporate	Commercial Air Asset Adjustment ⁽²⁾ Resolution of Legacy Tax Items NACCO DTA Recognition Restructuring Charges		Average Earning Assets Tax Provision Tax Provision Operating Expenses	- \$0 (\$3) \$135	\$19 \$7 (\$2) \$100	\$0.11 (\$0.04) (\$0.01) \$0.54	(\$3,686)	
			Commercial Air Gain on Sale Financial Freedom Net Settlement Items and Servicing Rights Impairment			\$20 \$12	\$0.07 \$0.07			
3Q17	Continuing Operations	Corporate	Strategic Tax Item – Restructuring of an International Legal Entity		Tax Provision	-	\$140	\$1.03		
		Corporate	Debt Redemption		Debt Extinguishment Costs	(\$54)	(\$33)	(\$0.24)		
		Corporate	Restructuring Charges		Operating Expenses	(\$3)	(\$2)	(\$0.02)		
		Commercial Banking	NACCO Suspended Depreciation		Depreciation on Operating Lease Equipment	\$8	\$5	\$0.04		
		Consumer Banking	Financial Freedom Transaction – Impairment on REO		Other Non-Interest Income – Gains on OREO Sales	(\$5)	(\$3)	(\$0.02)		
		Consumer Banking	Financial Freedom Transaction – Impairment on Reverse Mortgage-Related Assets		Other Non-Interest Income – Impairment on Assets Held for Sale	(\$9)	(\$6)	(\$0.04)		
	Consumer Banking	Financial Freedom Transaction – Impairment on HFS HECMs		Other Non-Interest Income – Impairment on Assets Held for Sale	(\$12)	(\$8)	(\$0.06)			
Consumer Banking	Financial Freedom Transaction – Impairment on HFI HECMs		Credit Provision/Charge-offs	(\$15)	(\$9)	(\$0.07)				
	Discontinued Operations		Financial Freedom Related Impairment			(\$4)	(\$2)	(\$0.02)		
4Q17	Continuing Operations	Corporate	LIHTC Methodology Change		Other Income	\$29	\$29	\$0.22		
		Corporate	LIHTC Methodology Change		Tax Provision	-	(\$38)	(\$0.29)		
		Corporate	Impact of US Corporate Tax Reform		Tax Provision	-	\$12	\$0.09		
		Commercial Banking	NACCO Suspended Depreciation		Depreciation on Operating Lease Equipment	\$9	\$6	\$0.05		
		Commercial Banking	NACCO Related Tax Items		Tax Provision	-	\$10	\$0.08		
		Commercial Banking	Commercial Goodwill Impairment		Goodwill Impairment	(\$256)	(\$222)	(\$1.69)		
Corporate	Restructuring Charges		Operating Expenses	(\$32)	(\$20)	(\$0.15)				
1Q18	Continuing Operations	Commercial Banking	NACCO Suspended Depreciation		Depreciation on Operating Lease Equipment	\$9	\$7	\$0.05		

APPENDIX - Select Financial Terms

Average Earning Assets (AEA) is computed using month end balances and is the average of Loans (defined below), operating lease equipment, assets held for sale, interest bearing cash, investment securities, indemnification assets and securities purchased under agreements to resell, less the credit balances of factoring clients. We use this average for certain key profitability ratios, including Gross Yield, Net Yield, Net Finance Margin and return on AEA.

Average loans is computed using month end balances and is the average of Loans (defined below). It excludes loans held for sale and operating lease equipment. We use this average to measure the rate of net charge-offs for the period.

Book value per common share and tangible book value per common share are measurements of shareholder value.

Discontinued operations reflects (1) Aerospace and (2) Financial Freedom, a business acquired in the OneWest Bank acquisition in 2015 .

Net Efficiency Ratio is the percentage of operating expenses before intangible amortization and restructuring costs to Total Net Revenue (defined below). We use the efficiency ratio to measure the level of expenses in relation to revenue earned.

Loans include loans, capital lease receivables and factoring receivables.

Loans and Leases include Loans, operating lease equipment and assets held for sale.

Gross Yield includes interest income and rental income as a % of AEA.

Held for Sale describes assets that we intend to sell in the near-term. These are carried at the lower of cost or market.

Interest income includes interest and fees earned on finance receivables and interest and dividends on interest bearing deposits and investments.

Lease – operating is a lease in which we retain ownership of the asset, collect rental payments, recognize depreciation on the asset, and retain the risks of ownership, including obsolescence.

Net Finance Margin (NFM) reflects Net Finance Revenue divided by AEA.

Net Finance Margin (adjusted) (Adjusted NFM) is NFM adjusted for noteworthy items.

Net Finance Revenue reflects Net Interest Revenue (defined below) plus rental income on operating leases less depreciation on operating lease equipment and maintenance & operating lease expenses, which are direct costs of equipment ownership.

Net Interest Revenue reflects interest and fees on loans and interest/dividends on investments less interest expense on deposits and long term borrowings.

Net Yield includes rental income and interest income, reduced by depreciation and maintenance and other operating lease expenses as a % of AEA.

Non-accruing Assets include loans placed on non-accrual status, typically after becoming 90 days delinquent or prior to that time due to doubt of collectability of principal and interest.

Other Income includes gains on equipment sales, factoring commissions, and fee revenue from activities such as loan servicing and loan syndications. Also included are gains on loan sales and investment sales. Other income combined with rental income on operating leases is defined as Non-interest income.

Return on Common Equity (ROE) is net income available to common stockholders, expressed as a percentage of average common equity, and is a key measurement of profitability.

Risk Weighted Assets (RWA) is the denominator to which Total Capital and Tier 1 Capital is compared to derive the respective ratios. RWA is comprised of both on-balance sheet assets and certain off-balance sheet items (for example loan commitments, purchase commitments or derivative contracts), all of which are adjusted by certain risk-weightings as defined by the regulators, which are based upon, among other things, the relative credit risk of the counterparty.

Common Tier 1 Capital, Tier 1 Capital and Total Capital are regulatory capital as defined in the capital adequacy guidelines issued by the Federal Reserve. Common Tier 1 Capital is Total Stockholders Equity reduced by goodwill and intangibles and adjusted by elements of other comprehensive income and other items. Tier 1 Capital is Common Tier 1 Capital plus additional Tier 1 Capital instruments included among other things, non-cumulative preferred stock. Total Capital consists of Common Tier 1 Capital, additional Tier 1 and among other things, mandatory convertible debt, limited amounts of subordinated debt, other qualifying term debt, and allowance for credit losses up to 1.25% of risk weighted assets.

Total Net Revenue is the combination of net finance revenue and non-interest income. This amount excludes provision for credit losses from total revenue and is a measurement of our revenue growth.