



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 April 23, 2019

CIT Group Inc.
Financial Data Package
Table of Contents

Item	Page
<u>Income Statement - Reported</u>	<u>3</u>
<u>Income Statement - Adjusted for Noteworthy Items</u>	<u>4</u>
<u>Income Statement - By Segment, Adjusted for Noteworthy Items</u>	<u>5</u>
<u>Balance Sheet</u>	<u>6</u>
<u>Average Balance Sheet</u>	<u>7</u>
<u>Average Balance Sheet - Adjusted for Noteworthy Items</u>	<u>8</u>
<u>Average Deposits and Borrowings</u>	<u>9</u>
<u>Charge-offs and Credit Provision</u>	<u>10</u>
<u>Nonaccruals and ALLL</u>	<u>11</u>
<u>Select Data and Ratios</u>	<u>12</u>
<u>Commercial Banking</u>	<u>13</u>
<u>Consumer Banking</u>	<u>14</u>
<u>Non-Strategic Portfolios and Corporate</u>	<u>15</u>
<u>Earning Assets 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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Income Statement							
Interest income							
Interest and fees on loans	\$ 451.3	\$ 438.0	\$ 417.4	\$ 415.5	\$ 400.9	\$ 1,671.8	\$ 1,638.1
Other interest and dividends	65.2	54.0	56.2	58.1	50.3	218.6	197.5
Total interest income	516.5	492.0	473.6	473.6	451.2	1,890.4	1,835.6
Net operating lease revenue							
Rental income on operating leases	217.7	229.8	264.3	261.3	253.6	1,009.0	1,007.4
Depreciation on operating lease equipment	79.4	79.5	78.0	77.2	76.4	311.1	296.3
Maintenance and other operating lease expenses	49.8	52.9	56.6	63.5	57.4	230.4	222.9
Net operating lease revenue	88.5	97.4	129.7	120.6	119.8	467.5	488.2
Interest expense							
Interest on borrowings	81.8	85.9	90.8	94.6	83.4	354.7	344.4
Interest on deposits	153.8	129.6	123.1	110.6	97.1	460.4	373.3
Total interest expense	235.6	215.5	213.9	205.2	180.5	815.1	717.7
Net finance revenue	369.4	373.9	389.4	389.0	390.5	1,542.8	1,606.1
Other non-interest income ⁽¹⁾	96.8	47.5	86.2	135.4	104.7	373.8	364.2
Non-interest expenses							
Operating expenses ⁽²⁾	276.1	257.9	263.3	267.5	281.3	1,070.0	1,188.5
Goodwill impairment	-	-	-	-	-	-	255.6
Loss on debt extinguishments and deposit redemption	0.1	15.7	3.5	19.3	0.1	38.6	220.0
Total non-interest expenses	276.2	273.6	266.8	286.8	281.4	1,108.6	1,664.1
Pre-provision net revenue	190.0	147.8	208.8	237.6	213.8	808.0	306.2
Provision for credit losses	33.0	31.2	38.1	32.9	68.8	171.0	114.6
Income from continuing operations before provision (benefit) for income taxes	157.0	116.6	170.7	204.7	145.0	637.0	191.6
Provision (benefit) for income taxes	37.8	24.9	41.3	57.4	41.3	164.9	(67.8)
Income from continuing operations	119.2	91.7	129.4	147.3	103.7	472.1	259.4
Discontinued operations							
Income (loss) from discontinued operations, net of taxes	(0.3)	0.1	2.1	(20.5)	(6.7)	(25.0)	208.8
Net income	118.9	91.8	131.5	126.8	97.0	447.1	468.2
Preferred dividends	-	9.5	-	9.4	-	18.9	9.8
Net income applicable to common shareholders	\$ 118.9	\$ 82.3	\$ 131.5	\$ 117.4	\$ 97.0	\$ 428.2	\$ 458.4
Income from continuing operations, applicable to common shareholders	\$ 119.2	\$ 82.2	\$ 129.4	\$ 137.9	\$ 103.7	\$ 453.2	\$ 249.6
Basic income (loss) per common share							
Income from continuing operations	\$ 1.19	\$ 0.79	\$ 1.15	\$ 1.12	\$ 0.79	\$ 3.85	\$ 1.54
Income (loss) from discontinued operations	(0.01)	0.00	0.02	(0.17)	(0.05)	(0.21)	1.28
Basic income per common share	\$ 1.18	\$ 0.79	\$ 1.17	\$ 0.95	\$ 0.74	\$ 3.64	\$ 2.82
Average number of common shares - basic (thousands)	100,420	104,110	112,842	123,499	130,483	117,653	162,290
Diluted income (loss) per common share							
Income from continuing operations	\$ 1.18	\$ 0.78	\$ 1.13	\$ 1.11	\$ 0.79	\$ 3.82	\$ 1.52
Income (loss) from discontinued operations	-	0.00	0.02	(0.17)	(0.05)	(0.21)	1.28
Diluted income per common share	\$ 1.18	\$ 0.78	\$ 1.15	\$ 0.94	\$ 0.74	\$ 3.61	\$ 2.80
Average number of common shares - diluted (thousands)	101,096	105,149	114,007	124,686	131,588	118,777	163,950
⁽¹⁾Other Non-Interest Income							
Fee revenues	\$ 30.7	\$ 21.6	\$ 28.2	\$ 26.5	\$ 27.2	\$ 103.5	\$ 113.6
Factoring commissions	24.0	26.1	27.2	23.5	25.6	102.4	102.9
Gains on leasing equipment, net of impairments	16.6	18.0	13.6	14.4	13.5	59.5	43.1
BOLI income	6.4	5.9	6.5	6.6	6.5	25.5	7.6
Gains on investment securities, net of impairments	1.6	4.7	3.6	3.7	3.3	15.3	28.9
Property tax income	6.1	-	-	-	-	-	-
Other revenues	11.4	(28.8)	7.1	60.7	28.6	67.6	68.1
Total other non-interest income	\$ 96.8	\$ 47.5	\$ 86.2	\$ 135.4	\$ 104.7	\$ 373.8	\$ 364.2
⁽²⁾Operating Expenses							
Compensation and benefits	\$ 146.2	\$ 130.1	\$ 137.3	\$ 143.2	\$ 147.8	\$ 558.4	\$ 566.3
Technology	32.5	34.1	32.3	32.7	32.4	131.5	127.9
Professional fees	18.6	19.5	16.7	20.7	25.8	82.7	132.3
Insurance	14.4	14.0	15.9	18.5	19.9	68.3	84.7
Net occupancy expense	15.9	17.3	16.1	16.0	16.2	65.6	67.8
Advertising and marketing	13.2	10.6	10.6	13.4	13.0	47.6	42.2
Property tax expense	6.3	-	-	-	-	-	-
Other expenses	23.2	26.4	28.4	17.0	20.2	92.0	89.6
Operating expenses, excluding restructuring costs and intangible asset amortization	270.3	252.0	257.3	261.5	275.3	1,046.1	1,110.8
Restructuring costs	-	-	-	-	-	-	53.0
Intangible asset amortization	5.8	5.9	6.0	6.0	6.0	23.9	24.7
Total operating expenses	\$ 276.1	\$ 257.9	\$ 263.3	\$ 267.5	\$ 281.3	\$ 1,070.0	\$ 1,188.5

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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Income Statement							
Interest income							
Interest and fees on loans	\$ 451.3	\$ 438.0	\$ 417.4	\$ 415.5	\$ 400.9	\$ 1,671.8	\$ 1,638.1
Other interest and dividends	65.2	54.0	56.2	58.1	50.3	218.6	188.4
Total interest income	516.5	492.0	473.6	473.6	451.2	1,890.4	1,826.5
Net operating lease revenue							
Rental income on operating leases	217.7	229.8	264.3	261.3	253.6	1,009.0	1,007.4
Depreciation on operating lease equipment	79.4	79.5	86.6	85.8	85.7	337.6	312.9
Maintenance and other operating lease expenses	49.8	52.9	56.6	63.5	57.4	230.4	222.9
Net operating lease revenue	88.5	97.4	121.1	112.0	110.5	441.0	471.6
Interest expense							
Interest on borrowings	81.8	85.9	90.8	94.6	83.4	354.7	321.0
Interest on deposits	153.8	129.6	123.1	110.6	97.1	460.4	373.3
Total interest expense	235.6	215.5	213.9	205.2	180.5	815.1	694.3
Net finance revenue	369.4	373.9	380.8	380.4	381.2	1,516.3	1,603.8
Other non-interest income ⁽¹⁾	96.8	91.9	96.8	106.1	104.7	399.5	369.7
Non-interest expenses							
Operating expenses ⁽²⁾	276.1	257.9	263.3	267.5	281.3	1,070.0	1,135.5
Loss on debt extinguishments and deposit redemption	0.1	0.0	0.2	0.2	0.1	0.5	1.7
Total non-interest expenses	276.2	257.9	263.5	267.7	281.4	1,070.5	1,137.2
Pre-provision net revenue	190.0	207.9	214.1	218.8	204.5	845.3	836.3
Provision for credit losses	33.0	31.2	38.1	32.9	68.8	171.0	99.1
Income from continuing operations before provision for income taxes	157.0	176.7	176.0	185.9	135.7	674.3	737.2
Provision for income taxes	37.8	40.1	45.0	51.9	38.8	175.8	223.3
Income from continuing operations	119.2	136.6	131.0	134.0	96.9	498.5	513.9
Discontinued operations							
Income (loss) from discontinued operations, net of taxes	(0.3)	0.1	2.1	(6.7)	(6.7)	(11.2)	51.0
Net income	118.9	136.7	133.1	127.3	90.2	487.3	564.9
Preferred dividends	-	9.5	-	9.4	-	18.9	9.8
Net income applicable to common shareholders	\$ 118.9	\$ 127.2	\$ 133.1	\$ 117.9	\$ 90.2	\$ 468.4	\$ 555.1
Income from continuing operations, applicable to common shareholders	\$ 119.2	\$ 127.1	\$ 131.0	\$ 124.6	\$ 96.9	\$ 479.6	\$ 504.1
Basic income per common share							
Income from continuing operations	\$ 1.19	\$ 1.22	\$ 1.16	\$ 1.01	\$ 0.74	\$ 4.08	\$ 3.11
Income (loss) from discontinued operations	(0.01)	0.00	0.02	(0.06)	(0.05)	(0.10)	0.31
Basic income per common share	\$ 1.18	\$ 1.22	\$ 1.18	\$ 0.95	\$ 0.69	\$ 3.98	\$ 3.42
Average number of common shares - basic (thousands)	100,420	104,110	112,842	123,499	130,483	117,653	162,290
Diluted income per common share							
Income from continuing operations	\$ 1.18	\$ 1.21	\$ 1.15	\$ 1.00	\$ 0.74	\$ 4.04	\$ 3.07
Income (loss) from discontinued operations	-	0.00	0.02	(0.05)	(0.05)	(0.10)	0.32
Diluted income per common share	\$ 1.18	\$ 1.21	\$ 1.17	\$ 0.95	\$ 0.69	\$ 3.94	\$ 3.39
Average number of common shares - diluted (thousands)	101,096	105,149	114,007	124,686	131,588	118,777	163,950
⁽¹⁾Other Non-Interest Income							
Fee revenues	\$ 30.7	\$ 21.6	\$ 28.2	\$ 26.5	\$ 27.2	\$ 103.5	\$ 113.6
Factoring commissions	24.0	26.1	27.2	23.5	25.6	102.4	102.9
Gains on leasing equipment, net of impairments	16.6	18.2	13.6	14.4	13.5	59.7	43.1
BOLI income	6.4	5.9	6.5	6.6	6.5	25.5	7.6
Gains on investment securities, net of impairments	1.6	4.7	3.6	3.7	3.3	15.3	28.9
Property tax income	6.1	-	-	-	-	-	-
Other revenues	11.4	15.4	17.7	31.4	28.6	93.1	73.6
Total other non-interest income	\$ 96.8	\$ 91.9	\$ 96.8	\$ 106.1	\$ 104.7	\$ 399.5	\$ 369.7
⁽²⁾Operating Expenses							
Compensation and benefits	\$ 146.2	\$ 130.1	\$ 137.3	\$ 143.2	\$ 147.8	\$ 558.4	\$ 566.3
Technology	32.5	34.1	32.3	32.7	32.4	131.5	127.9
Professional fees	18.6	19.5	16.7	20.7	25.8	82.7	132.3
Insurance	14.4	14.0	15.9	18.5	19.9	68.3	84.7
Net occupancy expense	15.9	17.3	16.1	16.0	16.2	65.6	67.8
Advertising and marketing	13.2	10.6	10.6	13.4	13.0	47.6	42.2
Property tax expense	6.3	-	-	-	-	-	-
Other expenses	23.2	26.4	28.4	17.0	20.2	92.0	89.6
Operating expenses, excluding restructuring costs and intangible asset amortization	270.3	252.0	257.3	261.5	275.3	1,046.1	1,110.8
Restructuring costs	-	-	-	-	-	-	-
Intangible asset amortization	5.8	5.9	6.0	6.0	6.0	23.9	24.7
Total operating expenses	\$ 276.1	\$ 257.9	\$ 263.3	\$ 267.5	\$ 281.3	\$ 1,070.0	\$ 1,135.5

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

	1Q19				Total
	Commercial Banking	Consumer Banking	Non-Strategic Portfolios	Corporate and Other	
Income Statement					
Interest income					
Interest and fees on loans	\$ 355.0	\$ 95.4	\$ 0.9	\$ -	\$ 451.3
Other interest and dividends	1.6	0.1	0.2	63.3	65.2
Total interest income	356.6	95.5	1.1	63.3	516.5
Net operating lease revenue					
Rental income on operating leases	217.7	-	-	-	217.7
Depreciation on operating lease equipment	79.4	-	-	-	79.4
Maintenance and other operating lease expenses	49.8	-	-	-	49.8
Net operating lease revenue	88.5	-	-	-	88.5
Interest expense					
Interest on borrowings	196.5	(167.8)	0.8	52.3	81.8
Interest on deposits	2.9	128.5	-	22.4	153.8
Total interest expense	199.4	(39.3)	0.8	74.7	235.6
Net finance revenue	245.7	134.8	0.3	(11.4)	369.4
Other non-interest income	77.6	4.7	5.6	8.9	96.8
Non-interest expenses					
Operating expenses	180.7	93.8	1.6	-	276.1
Loss on debt extinguishments and deposit redemption	-	-	-	0.1	0.1
Total non-interest expenses	180.7	93.8	1.6	0.1	276.2
Pre-provision net revenue	142.6	45.7	4.3	(2.6)	190.0
Provision for credit losses	35.1	(2.1)	-	-	33.0
Income (loss) from continuing operations before provision (benefit) for income taxes	\$ 107.5	\$ 47.8	\$ 4.3	\$ (2.6)	\$ 157.0

CIT Group Inc.
Balance Sheet Data
(dollars in millions)
Certain balances may not sum due to rounding

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Assets							
Total cash and deposits	\$ 1,320.2	\$ 1,795.6	\$ 1,367.5	\$ 3,475.6	\$ 4,096.3	\$ 1,795.6	\$ 1,718.7
Securities purchased under agreement to resell	600.0	400.0	200.0	200.0	250.0	400.0	150.0
Investment securities	7,844.1	6,233.8	6,339.5	5,907.4	5,910.5	6,233.8	6,469.9
Assets held for sale	79.4	88.4	1,380.5	1,335.8	2,298.8	88.4	2,263.1
Loans	31,247.0	30,795.4	30,495.8	29,348.4	29,453.6	30,795.4	29,113.9
Allowance for loan losses	(487.5)	(489.7)	(477.4)	(467.3)	(447.6)	(489.7)	(431.1)
Loans, net of allowance for loan losses	30,759.5	30,305.7	30,018.4	28,881.1	29,006.0	30,305.7	28,682.8
Operating lease equipment, net	6,989.5	6,970.6	6,888.7	6,833.9	6,774.9	6,970.6	6,738.9
Goodwill	369.9	369.9	369.9	369.9	369.9	369.9	369.9
Bank owned life insurance	975.5	814.1	808.2	801.7	795.1	814.1	788.6
Other assets ⁽¹⁾	1,635.2	1,309.5	1,562.0	1,667.2	1,577.9	1,309.5	1,595.5
Assets of discontinued operations	208.2	249.8	327.7	382.4	463.1	249.8	501.3
Total assets	\$ 50,781.5	\$ 48,537.4	\$ 49,262.4	\$ 49,855.0	\$ 51,542.5	\$ 48,537.4	\$ 49,278.7
Liabilities							
Deposits	\$ 34,949.0	\$ 31,239.5	\$ 30,825.0	\$ 31,181.2	\$ 30,593.9	\$ 31,239.5	\$ 29,569.3
Credit balances of factoring clients	1,651.3	1,674.4	1,672.4	1,430.8	1,549.0	1,674.4	1,468.6
Other liabilities ⁽²⁾	1,427.0	1,261.1	1,461.9	1,506.8	1,338.9	1,261.1	1,437.1
Borrowings							
FHLB advances	2,050.0	3,600.0	3,150.0	3,300.0	3,894.5	3,600.0	3,695.5
Other secured and structured financings	710.5	710.4	1,286.6	1,321.2	1,416.1	710.4	1,541.4
Senior unsecured	3,414.9	3,413.0	3,842.3	3,843.2	4,730.8	3,413.0	3,737.5
Subordinated unsecured	395.5	395.4	395.3	395.2	395.9	395.4	-
Total borrowings	6,570.9	8,118.8	8,674.2	8,859.6	10,437.3	8,118.8	8,974.4
Liabilities of discontinued operations	273.8	297.0	308.6	350.9	496.6	297.0	509.3
Total liabilities	\$ 44,872.0	\$ 42,590.8	\$ 42,942.1	\$ 43,329.3	\$ 44,415.7	\$ 42,590.8	\$ 41,958.7
Equity							
Stockholders' equity							
Preferred stock	\$ 325.0	\$ 325.0	\$ 325.0	\$ 325.0	\$ 325.0	\$ 325.0	\$ 325.0
Common stock	1.6	1.6	2.1	2.1	2.1	1.6	2.1
Paid-in capital	6,825.2	6,810.8	8,831.3	8,822.0	8,811.8	6,810.8	8,798.1
Retained earnings	2,017.6	1,924.4	2,182.3	2,079.4	1,982.7	1,924.4	1,906.5
Accumulated other comprehensive loss	(125.2)	(178.3)	(199.4)	(176.1)	(149.9)	(178.3)	(86.5)
Treasury stock, at cost	(3,134.7)	(2,936.9)	(4,821.0)	(4,526.7)	(3,844.9)	(2,936.9)	(3,625.2)
Total common stockholders' equity	5,584.5	5,621.6	5,995.3	6,200.7	6,801.8	5,621.6	6,995.0
Total equity	\$ 5,909.5	\$ 5,946.6	\$ 6,320.3	\$ 6,525.7	\$ 7,126.8	\$ 5,946.6	\$ 7,320.0
Total liabilities and equity	\$ 50,781.5	\$ 48,537.4	\$ 49,262.4	\$ 49,855.0	\$ 51,542.5	\$ 48,537.4	\$ 49,278.7
Book Value Per Common Share							
Common equity	\$ 5,584.5	\$ 5,621.6	\$ 5,995.3	\$ 6,200.7	\$ 6,801.8	\$ 5,621.6	\$ 6,995.0
Less: goodwill	369.9	369.9	369.9	369.9	369.9	369.9	369.9
Less: intangible assets	83.4	89.2	95.0	101.0	107.0	89.2	113.0
Tangible common equity	\$ 5,131.2	\$ 5,162.5	\$ 5,530.4	\$ 5,729.8	\$ 6,324.9	\$ 5,162.5	\$ 6,512.1
Book value per common share	\$ 57.05	\$ 55.70	\$ 54.22	\$ 53.47	\$ 52.97	\$ 55.70	\$ 53.25
Tangible book value per common share	\$ 52.42	\$ 51.15	\$ 50.02	\$ 49.41	\$ 49.25	\$ 51.15	\$ 49.58
Outstanding common shares (in thousands)	97,895	100,920	110,566	115,968	128,418	100,920	131,353
⁽¹⁾Other Assets							
Tax credit investments and investments in unconsolidated subsidiaries	\$ 325.4	\$ 313.9	\$ 308.6	\$ 249.6	\$ 228.3	\$ 313.9	\$ 247.6
Property, furniture and fixtures	189.2	160.0	170.8	172.9	178.4	160.0	173.9
Current and deferred federal and state tax assets	122.9	137.0	183.8	191.1	204.2	137.0	205.2
Intangible assets, net	83.4	89.2	95.0	101.0	107.0	89.2	113.0
Counterparty receivables	126.4	57.0	202.0	195.0	203.6	57.0	241.3
Indemnification assets	-	10.8	27.2	70.8	120.5	10.8	142.4
Right of use assets	202.0	-	-	-	-	-	-
Other	585.9	541.6	574.6	686.8	535.9	541.6	472.1
Total other assets	\$ 1,635.2	\$ 1,309.5	\$ 1,562.0	\$ 1,667.2	\$ 1,577.9	\$ 1,309.5	\$ 1,595.5
⁽²⁾Other Liabilities							
Accrued expenses and accounts payable	\$ 478.1	\$ 561.5	\$ 576.4	\$ 594.6	\$ 538.4	\$ 561.5	\$ 584.8
Current and deferred taxes payable	139.0	106.9	229.5	216.5	215.1	106.9	204.3
Accrued interest payable	48.9	91.7	59.4	94.9	66.5	91.7	86.6
Fair value of derivative financial instruments	85.3	79.7	129.1	104.1	104.3	79.7	87.5
Lease liabilities	253.0	-	-	-	-	-	-
Other	422.7	421.3	467.5	496.7	414.6	421.3	473.9
Total other liabilities	\$ 1,427.0	\$ 1,261.1	\$ 1,461.9	\$ 1,506.8	\$ 1,338.9	\$ 1,261.1	\$ 1,437.1

CIT Group Inc.
Average Balance Sheet - Yields/Rates
(dollars in millions)
Certain balances may not sum due to rounding

	1Q19			4Q18			3Q18			2Q18			1Q18		
	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 cash	\$ 2,622.9	\$ 14.5	2.21%	\$ 1,791.3	\$ 7.6	1.70%	\$ 2,466.4	\$ 11.7	1.90%	\$ 3,530.8	\$ 16.0	1.81%	\$ 2,100.8	\$ 7.0	1.33%
Investment securities and securities purchased under agreements to resell	7,178.3	50.7	2.82%	6,426.4	46.4	2.89%	6,415.7	44.5	2.77%	6,062.8	42.1	2.78%	6,345.6	43.3	2.73%
Loans (including held for sale)	29,377.7	448.8	6.11%	28,954.3	440.7	6.09%	28,408.7	427.6	6.02%	28,553.9	428.0	6.00%	28,753.5	415.1	5.77%
Operating lease equipment, net (including held for sale)	6,982.7	88.5	5.07%	6,923.5	97.4	5.63%	8,031.8	129.7	6.46%	7,980.3	120.6	6.04%	7,934.6	119.8	6.04%
Indemnification assets	7.7	2.5	NM	17.8	(2.7)	-60.67%	54.5	(10.2)	-74.86%	101.8	(12.5)	-49.12%	130.6	(14.2)	-43.49%
Average earning assets	<u>46,169.3</u>	<u>605.0</u>	<u>5.24%</u>	<u>44,113.3</u>	<u>589.4</u>	<u>5.34%</u>	<u>45,377.1</u>	<u>603.3</u>	<u>5.32%</u>	<u>46,229.6</u>	<u>594.2</u>	<u>5.14%</u>	<u>45,265.1</u>	<u>571.0</u>	<u>5.05%</u>
Non-interest earning assets															
Cash and due from banks	129.8			171.6			172.7			215.9			246.8		
Allowance for loan losses	(493.0)			(479.4)			(468.9)			(449.3)			(434.6)		
All other non-interest bearing assets	2,840.0			2,594.9			2,717.2			2,734.7			2,683.0		
Assets of discontinued operation	230.1			300.3			352.9			416.2			480.3		
Total average assets	<u>\$ 48,876.2</u>			<u>\$ 46,700.7</u>			<u>\$ 48,151.0</u>			<u>\$ 49,147.1</u>			<u>\$ 48,240.6</u>		
Deposits	\$ 31,666.2	\$ 153.8	1.94%	\$ 29,300.6	\$ 129.6	1.77%	\$ 29,735.4	\$ 123.1	1.65%	\$ 29,549.6	\$ 110.6	1.50%	\$ 28,595.2	\$ 97.1	1.36%
Borrowings	7,802.7	81.8	4.19%	8,131.9	85.9	4.23%	8,692.2	90.8	4.18%	9,437.0	94.6	4.01%	9,045.4	83.4	3.69%
Total interest-bearing liabilities	<u>39,468.9</u>	<u>235.6</u>	<u>2.39%</u>	<u>37,432.5</u>	<u>215.5</u>	<u>2.30%</u>	<u>38,427.6</u>	<u>213.9</u>	<u>2.23%</u>	<u>38,986.6</u>	<u>205.2</u>	<u>2.11%</u>	<u>37,640.6</u>	<u>180.5</u>	<u>1.92%</u>
Non-interest bearing deposits	1,611.3			1,563.6			1,503.2			1,414.5			1,456.1		
Other non-interest bearing liabilities	1,558.4			1,337.8			1,473.6			1,401.4			1,406.0		
Liabilities of discontinued operation	286.0			299.7			327.9			419.0			496.9		
Stockholders' equity	5,951.6			6,067.1			6,418.7			6,925.6			7,241.0		
Total average liabilities and stockholders' equity	<u>\$ 48,876.2</u>			<u>\$ 46,700.7</u>			<u>\$ 48,151.0</u>			<u>\$ 49,147.1</u>			<u>\$ 48,240.6</u>		

	2018			2017		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest-bearing cash	\$ 2,399.6	\$ 42.3	1.76%	\$ 5,291.5	\$ 57.7	1.09%
Investment securities and securities purchased under agreements to resell	6,354.3	176.3	2.77%	5,352.3	139.8	2.61%
Loans (including held for sale)	28,644.8	1,711.4	5.97%	28,281.6	1,685.1	5.96%
Operating lease equipment, net (including held for sale)	7,738.7	467.5	6.04%	7,685.0	488.2	6.35%
Indemnification assets	77.0	(39.6)	-51.43%	241.7	(47.0)	-19.45%
Total earning assets	<u>45,214.4</u>	<u>2,357.9</u>	<u>5.21%</u>	<u>46,852.1</u>	<u>2,323.8</u>	<u>4.96%</u>
Non-interest earning assets						
Cash and due from banks	203.9			587.1		
Allowance for loan losses	(456.6)			(430.4)		
All other non-interest bearing assets	2,646.8			2,398.0		
Assets of discontinued operation	386.5			3,752.0		
Average earning assets	<u>\$ 47,995.0</u>			<u>\$ 53,158.8</u>		
Deposits	\$ 29,266.1	\$ 460.4	1.57%	\$ 29,538.2	\$ 373.3	1.26%
Borrowings	8,824.0	354.7	4.02%	10,674.0	344.4	3.23%
Total interest-bearing liabilities	<u>38,090.1</u>	<u>815.1</u>	<u>2.14%</u>	<u>40,212.2</u>	<u>717.7</u>	<u>1.78%</u>
Non-interest bearing deposits	1,493.3			1,450.0		
Other non-interest bearing liabilities	1,397.5			1,645.0		
Liabilities of discontinued operation	386.0			1,303.1		
Noncontrolling interests	-			0.2		
Stockholders' equity	6,628.1			8,548.3		
Total average liabilities and stockholders' equity	<u>\$ 47,995.0</u>			<u>\$ 53,158.8</u>		

CIT Group Inc.
Average Balance Sheet - Yields/Rates excluding Noteworthy Items
(dollars in millions)
Certain balances may not sum due to rounding

	1Q19			4Q18			3Q18			2Q18			1Q18		
	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 cash	\$ 2,622.9	\$ 14.5	2.21%	\$ 1,791.3	\$ 7.6	1.70%	\$ 2,466.4	\$ 11.7	1.90%	\$ 3,530.8	\$ 16.0	1.81%	\$ 2,100.8	\$ 7.0	1.33%
Investment securities and securities purchased under agreements to resell	7,178.3	50.7	2.82%	6,426.4	46.4	2.89%	6,415.7	44.5	2.77%	6,062.8	42.1	2.78%	6,345.6	43.3	2.73%
Loans (including held for sale)	29,377.7	448.8	6.11%	28,954.3	440.7	6.09%	28,408.7	427.6	6.02%	28,553.9	428.0	6.00%	28,753.5	415.1	5.77%
Operating lease equipment, net (including held for sale)	6,982.7	88.5	5.07%	6,923.5	97.4	5.63%	8,031.8	121.1	6.03%	7,980.3	112.0	5.61%	7,934.6	110.5	5.57%
Indemnification assets	7.7	2.5	NM	17.8	(2.7)	-60.67%	54.5	(10.2)	-74.86%	101.8	(12.5)	-49.12%	130.6	(14.2)	-43.49%
Average earning assets	46,169.3	605.0	5.24%	44,113.3	589.4	5.34%	45,377.1	594.7	5.24%	46,229.6	585.6	5.07%	45,265.1	561.7	4.96%
Non-interest earning assets															
Cash and due from banks	129.8			171.6			172.7			215.9			246.8		
Allowance for loan losses	(493.0)			(479.4)			(468.9)			(449.3)			(434.6)		
All other non-interest bearing assets	2,840.0			2,594.9			2,717.2			2,734.7			2,683.0		
Assets of discontinued operation	230.1			300.3			352.9			416.2			480.3		
Total average assets	\$ 48,876.2			\$ 46,700.7			\$ 48,151.0			\$ 49,147.1			\$ 48,240.6		
Deposits	\$ 31,666.2	\$ 153.8	1.94%	\$ 29,300.6	\$ 129.6	1.77%	\$ 29,735.4	\$ 123.1	1.65%	\$ 29,549.6	\$ 110.6	1.50%	\$ 28,595.2	\$ 97.1	1.36%
Borrowings	7,802.7	81.8	4.19%	8,131.9	85.9	4.23%	8,692.2	90.8	4.18%	9,437.0	94.6	4.01%	9,045.4	83.4	3.69%
Total interest-bearing liabilities	39,468.9	235.6	2.39%	37,432.5	215.5	2.30%	38,427.6	213.9	2.23%	38,986.6	205.2	2.11%	37,640.6	180.5	1.92%
Non-interest bearing deposits	1,611.3			1,563.6			1,503.2			1,414.5			1,456.1		
Other non-interest bearing liabilities	1,558.4			1,337.8			1,473.6			1,401.4			1,406.0		
Liabilities of discontinued operation	286.0			299.7			327.9			419.0			496.9		
Stockholders' equity	5,951.6			6,067.1			6,418.7			6,925.6			7,241.0		
Total average liabilities and stockholders' equity	\$ 48,876.2			\$ 46,700.7			\$ 48,151.0			\$ 49,147.1			\$ 48,240.6		

	2018			2017		
	Average Balance	Revenue / Expense	Yield / Rate	Average Balance	Revenue / Expense	Yield / Rate
Interest-bearing cash	\$ 2,399.6	\$ 42.3	1.76%	\$ 5,291.5	\$ 48.6	0.92%
Investment securities and securities purchased under agreements to resell	6,354.3	176.3	2.77%	5,352.3	139.8	2.61%
Loans (including held for sale)	28,644.8	1,711.4	5.97%	28,281.6	1,685.1	5.96%
Operating lease equipment, net (including held for sale)	7,738.7	441.0	5.70%	7,685.0	471.6	6.14%
Indemnification assets	77.0	(39.6)	-51.43%	241.7	(47.0)	-19.45%
Total earning assets	45,214.4	2,331.4	5.16%	46,852.1	2,298.1	4.91%
Non-interest earning assets						
Cash and due from banks	203.9			587.1		
Allowance for loan losses	(456.6)			(430.4)		
All other non-interest bearing assets	2,646.8			2,398.0		
Assets of discontinued operation	386.5			3,752.0		
Average earning assets	\$ 47,995.0			\$ 53,158.8		
Deposits	\$ 29,266.1	\$ 460.4	1.57%	\$ 29,538.2	\$ 373.3	1.26%
Borrowings	8,824.0	354.7	4.02%	10,674.0	321.0	3.01%
Total interest-bearing liabilities	38,090.1	815.1	2.14%	40,212.2	694.3	1.73%
Non-interest bearing deposits	1,493.3			1,450.0		
Other non-interest bearing liabilities	1,397.5			1,645.0		
Liabilities of discontinued operation	386.0			1,303.1		
Noncontrolling interests	-			0.2		
Stockholders' equity	6,628.1			8,548.3		
Total average liabilities and stockholders' equity	\$ 47,995.0			\$ 53,158.8		

CIT Group Inc.
Deposits
(dollars in millions)
Certain balances may not sum due to rounding

	1Q19			4Q18			3Q18			2Q18			1Q18		
	Average Balance (\$mm)	Expense \$	APY %	Average Balance (\$mm)	Expense \$	APY %	Average Balance (\$mm)	Expense \$	APY %	Average Balance (\$mm)	Expense \$	APY %	Average Balance (\$mm)	Expense \$	APY %
Deposits by Type															
Total interest-bearing deposits															
Interest-bearing checking	\$ 1,462.0	\$ 2.0	0.54%	\$ 1,650.2	\$ 2.3	0.56%	\$ 1,918.3	\$ 2.8	0.58%	\$ 2,339.4	\$ 3.6	0.62%	\$ 2,658.7	\$ 4.1	0.62%
Savings and money market	16,290.0	76.3	1.87%	13,477.4	53.1	1.58%	13,691.0	50.3	1.47%	13,370.3	44.6	1.33%	11,796.3	33.2	1.12%
Time deposits	13,914.2	75.5	2.17%	14,173.0	74.2	2.09%	14,126.1	70.0	1.98%	13,839.9	62.4	1.80%	14,140.2	59.8	1.69%
Non-interest bearing deposits	1,611.3	-	0.00%	1,563.6	-	0.00%	1,503.2	-	0.00%	1,414.5	-	0.00%	1,456.1	-	0.00%
Total deposits	<u>\$ 33,277.5</u>	<u>\$ 153.8</u>	1.85%	<u>\$ 30,864.2</u>	<u>\$ 129.6</u>	1.68%	<u>\$ 31,238.6</u>	<u>\$ 123.1</u>	1.58%	<u>\$ 30,964.1</u>	<u>\$ 110.6</u>	1.43%	<u>\$ 30,051.3</u>	<u>\$ 97.1</u>	1.29%

Deposits by Channel															
Online channel	\$ 16,928.3	\$ 91.3	2.16%	\$ 14,540.4	\$ 71.1	1.96%	\$ 14,618.1	\$ 66.7	1.82%	\$ 13,923.3	\$ 58.5	1.68%	\$ 12,445.1	\$ 48.1	1.54%
Branch channel	11,337.7	37.3	1.31%	11,472.1	34.6	1.21%	11,563.1	30.8	1.06%	11,602.7	25.6	0.88%	11,658.1	22.2	0.76%
Commercial channel	1,911.1	2.9	0.61%	1,918.3	2.9	0.61%	1,900.5	3.2	0.68%	2,097.6	3.9	0.74%	2,421.9	4.4	0.73%
Brokered/other channel	3,100.4	22.3	2.88%	2,933.4	21.0	2.87%	3,156.9	22.4	2.84%	3,340.5	22.6	2.71%	3,526.2	22.4	2.54%
Total deposits	<u>\$ 33,277.5</u>	<u>\$ 153.8</u>	1.85%	<u>\$ 30,864.2</u>	<u>\$ 129.6</u>	1.68%	<u>\$ 31,238.6</u>	<u>\$ 123.1</u>	1.58%	<u>\$ 30,964.1</u>	<u>\$ 110.6</u>	1.43%	<u>\$ 30,051.3</u>	<u>\$ 97.1</u>	1.29%

	1Q19			4Q18			3Q18			2Q18			1Q18		
	Average Balance (\$mm)	Expense \$	% Rate	Average Balance (\$mm)	Expense \$	% Rate	Average Balance (\$mm)	Expense \$	% Rate	Average Balance (\$mm)	Expense \$	% Rate	Average Balance (\$mm)	Expense \$	% Rate
Borrowings															
Deposits	\$ 33,277.5	\$ 153.8	1.85%	\$ 30,864.2	\$ 129.6	1.68%	\$ 31,238.6	\$ 123.1	1.58%	\$ 30,964.1	\$ 110.6	1.43%	\$ 30,051.3	\$ 97.1	1.29%
FHLB advances	3,280.0	23.1	2.82%	3,204.1	20.3	2.53%	2,967.4	17.4	2.35%	3,711.0	20.5	2.21%	3,454.1	15.0	1.74%
Other secured and structured financings	713.8	7.7	4.31%	844.8	9.9	4.69%	1,302.4	14.0	4.30%	1,407.6	13.8	3.92%	1,499.0	13.3	3.55%
Senior unsecured	3,413.4	43.4	5.09%	3,687.6	47.0	5.10%	4,027.1	50.7	5.04%	3,923.2	49.2	5.02%	3,990.1	49.4	4.95%
Subordinated unsecured	395.5	6.2	6.27%	395.4	6.2	6.27%	395.3	6.2	6.27%	395.2	6.2	6.28%	102.2	1.6	6.26%
Other credit facilities	-	1.4	0.00%	-	2.5	0.00%	-	2.5	0.00%	-	4.9	0.00%	-	4.1	0.00%
Total borrowings	<u>\$ 41,080.2</u>	<u>\$ 235.6</u>	2.29%	<u>\$ 38,996.1</u>	<u>\$ 215.5</u>	2.21%	<u>\$ 39,930.8</u>	<u>\$ 213.9</u>	2.14%	<u>\$ 40,401.1</u>	<u>\$ 205.2</u>	2.03%	<u>\$ 39,096.7</u>	<u>\$ 180.5</u>	1.85%

CIT Group Inc.

Chargeoffs

(dollars in millions, % of loans or average loans)

Certain balances may not sum due to rounding

	1Q19		4Q18		3Q18		2Q18		1Q18		2018		2017	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Gross Chargeoffs														
Commercial Finance	\$ 16.4	0.61%	\$ 13.1	0.51%	\$ 14.6	0.58%	\$ 9.8	0.40%	\$ 40.0	1.61%	\$ 77.5	0.77%	\$ 31.3	0.33%
Business Capital	22.5	1.07%	17.0	0.82%	14.6	0.73%	14.8	0.77%	14.6	0.77%	61.0	0.77%	79.6	1.07%
Rail	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Real Estate Finance	-	0.00%	-	0.00%	0.2	0.01%	-	0.00%	-	0.00%	0.2	0.00%	4.3	0.08%
Commercial Banking	<u>38.9</u>	<u>0.63%</u>	<u>30.1</u>	<u>0.50%</u>	<u>29.4</u>	<u>0.50%</u>	<u>24.6</u>	<u>0.43%</u>	<u>54.6</u>	<u>0.94%</u>	<u>138.7</u>	<u>0.59%</u>	<u>115.2</u>	<u>0.51%</u>
Other Consumer Banking	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.2	0.00%
Legacy Consumer Mortgages	0.7	0.11%	1.4	0.19%	1.4	0.20%	0.8	0.10%	0.5	0.06%	4.1	0.13%	22.3	0.53%
Consumer Banking	<u>0.7</u>	<u>0.05%</u>	<u>1.4</u>	<u>0.08%</u>	<u>1.4</u>	<u>0.09%</u>	<u>0.8</u>	<u>0.05%</u>	<u>0.5</u>	<u>0.03%</u>	<u>4.1</u>	<u>0.07%</u>	<u>22.5</u>	<u>0.35%</u>
Non-Strategic Portfolios	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>
Total	<u>\$ 39.6</u>	<u>0.51%</u>	<u>\$ 31.5</u>	<u>0.41%</u>	<u>\$ 30.8</u>	<u>0.41%</u>	<u>\$ 25.4</u>	<u>0.35%</u>	<u>\$ 55.1</u>	<u>0.75%</u>	<u>\$ 142.8</u>	<u>0.48%</u>	<u>\$ 137.7</u>	<u>0.47%</u>
Net Chargeoffs														
Commercial Finance	\$ 15.6	0.58%	\$ 10.9	0.42%	\$ 14.4	0.57%	\$ 7.8	0.32%	\$ 39.9	1.61%	\$ 73.0	0.73%	\$ 30.2	0.31%
Business Capital	17.6	0.84%	12.0	0.58%	10.1	0.51%	6.9	0.36%	9.9	0.52%	38.9	0.49%	59.6	0.81%
Rail	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Real Estate Finance	-	0.00%	-	0.00%	0.2	0.01%	-	0.00%	-	0.00%	0.2	0.00%	4.3	0.08%
Commercial Banking	<u>33.2</u>	<u>0.54%</u>	<u>22.9</u>	<u>0.38%</u>	<u>24.7</u>	<u>0.42%</u>	<u>14.7</u>	<u>0.25%</u>	<u>49.8</u>	<u>0.86%</u>	<u>112.1</u>	<u>0.48%</u>	<u>94.1</u>	<u>0.41%</u>
Other Consumer Banking	0.0	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	0.1	0.00%
Legacy Consumer Mortgages	0.4	0.07%	1.3	0.17%	1.3	0.18%	0.6	0.08%	0.1	0.02%	3.3	0.11%	21.0	0.49%
Consumer Banking	<u>0.4</u>	<u>0.03%</u>	<u>1.3</u>	<u>0.08%</u>	<u>1.3</u>	<u>0.08%</u>	<u>0.6</u>	<u>0.04%</u>	<u>0.1</u>	<u>0.01%</u>	<u>3.3</u>	<u>0.05%</u>	<u>21.1</u>	<u>0.32%</u>
Non-Strategic Portfolios	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>	<u>-</u>	<u>0.00%</u>
Total	<u>\$ 33.6</u>	<u>0.43%</u>	<u>\$ 24.2</u>	<u>0.32%</u>	<u>\$ 26.0</u>	<u>0.35%</u>	<u>\$ 15.3</u>	<u>0.21%</u>	<u>\$ 49.9</u>	<u>0.68%</u>	<u>\$ 115.4</u>	<u>0.39%</u>	<u>\$ 115.2</u>	<u>0.39%</u>
Provision for Credit Losses														
Specific allowance on impaired loans	\$ 5.5		\$ 3.7		\$ 6.9		\$ 11.5		\$ (0.7)		\$ 21.4		\$ (3.3)	
Non-Specific allowance	27.5		27.5		31.2		21.4		69.5		149.6		117.9	
Total	<u>\$ 33.0</u>		<u>\$ 31.2</u>		<u>\$ 38.1</u>		<u>\$ 32.9</u>		<u>\$ 68.8</u>		<u>\$ 171.0</u>		<u>\$ 114.6</u>	
Provision for Credit Losses														
Commercial Banking	\$ 35.1		\$ 27.7		\$ 39.0		\$ 33.2		\$ 67.2		\$ 167.1		\$ 88.7	
Consumer Banking	(2.1)		3.5		(0.9)		(0.3)		1.6		3.9		25.9	
Total	<u>\$ 33.0</u>		<u>\$ 31.2</u>		<u>\$ 38.1</u>		<u>\$ 32.9</u>		<u>\$ 68.8</u>		<u>\$ 171.0</u>		<u>\$ 114.6</u>	

CIT Group Inc.

Credit Quality

(dollars in millions, % of loans)

Certain balances may not sum due to rounding

	1Q19		4Q18		3Q18		2Q18		1Q18		2018		2017	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Non-Accruing Loans to Loans														
Commercial Finance	\$ 203.8	1.90%	\$ 190.0	1.81%	\$ 229.3	2.25%	\$ 201.3	2.03%	\$ 153.2	1.54%	\$ 190.0	1.81%	\$ 134.8	1.36%
Business Capital	46.9	0.55%	45.7	0.55%	43.1	0.52%	48.7	0.63%	45.6	0.59%	45.7	0.55%	53.2	0.70%
Rail	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Real Estate Finance	5.7	0.11%	2.2	0.04%	2.3	0.04%	2.4	0.04%	-	0.00%	2.2	0.04%	2.8	0.05%
Commercial Banking	<u>256.4</u>	<u>1.04%</u>	<u>237.9</u>	<u>0.98%</u>	<u>274.7</u>	<u>1.14%</u>	<u>252.4</u>	<u>1.10%</u>	<u>198.8</u>	<u>0.85%</u>	<u>237.9</u>	<u>0.98%</u>	<u>190.8</u>	<u>0.82%</u>
Other Consumer Banking	4.2	0.11%	6.1	0.16%	5.7	0.16%	1.1	0.03%	0.3	0.01%	6.1	0.16%	0.4	0.02%
Legacy Consumer Mortgages	31.2	1.16%	32.2	1.15%	29.4	1.01%	28.1	0.92%	25.2	0.79%	32.2	1.15%	19.9	0.60%
Consumer Banking	<u>35.4</u>	<u>0.54%</u>	<u>38.3</u>	<u>0.59%</u>	<u>35.1</u>	<u>0.55%</u>	<u>29.2</u>	<u>0.46%</u>	<u>25.5</u>	<u>0.42%</u>	<u>38.3</u>	<u>0.59%</u>	<u>20.3</u>	<u>0.34%</u>
Non-Strategic Portfolios	<u>4.9</u>	<u>0.00%</u>	<u>6.1</u>	<u>NM</u>	<u>8.3</u>	<u>NM</u>	<u>9.9</u>	<u>NM</u>	<u>12.2</u>	<u>NM</u>	<u>6.1</u>	<u>NM</u>	<u>9.8</u>	<u>NM</u>
Total	<u>\$ 296.7</u>	<u>0.95%</u>	<u>\$ 282.3</u>	<u>0.92%</u>	<u>\$ 318.1</u>	<u>1.04%</u>	<u>\$ 291.5</u>	<u>0.99%</u>	<u>\$ 236.5</u>	<u>0.80%</u>	<u>\$ 282.3</u>	<u>0.92%</u>	<u>\$ 220.9</u>	<u>0.76%</u>
Allowance for Loan Losses														
Specific reserves on impaired loans	\$ 52.9		\$ 47.4		\$ 43.7		\$ 36.8		\$ 25.3		\$ 47.4		\$ 26.0	
Non-Specific reserves	434.6		442.3		433.7		430.5		422.3		442.3		405.1	
Total	<u>\$ 487.5</u>		<u>\$ 489.7</u>		<u>\$ 477.4</u>		<u>\$ 467.3</u>		<u>\$ 447.6</u>		<u>\$ 489.7</u>		<u>\$ 431.1</u>	
Allowance for Loan Losses														
Commercial Banking	\$ 460.8		\$ 460.2		\$ 450.2		\$ 437.8		\$ 417.2		\$ 460.2		\$ 402.2	
Consumer Banking	26.7		29.5		27.2		29.5		30.4		29.5		28.9	
Total	<u>\$ 487.5</u>		<u>\$ 489.7</u>		<u>\$ 477.4</u>		<u>\$ 467.3</u>		<u>\$ 447.6</u>		<u>\$ 489.7</u>		<u>\$ 431.1</u>	

CIT Group Inc.
Selected Data & Ratios

(dollars in millions, except per share data)

Certain balances may not sum due to rounding

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Average Balances:							
Average loans (including held for sale)	\$ 29,377.7	\$ 28,954.3	\$ 28,408.7	\$ 28,553.9	\$ 28,753.5	\$ 28,644.8	\$ 28,281.6
Average operating leases (AOL) (including held for sale)	6,982.7	6,923.5	8,031.8	7,980.3	7,934.6	7,738.7	7,685.0
Average credit balances of factoring clients	(1,813.8)	(1,724.5)	(1,573.0)	(1,455.7)	(1,512.7)	1,570.1	(1,546.5)
Average earning assets (AEA) ⁽¹⁾	46,169.3	44,113.3	45,377.1	46,229.6	45,265.1	45,214.4	46,852.1
Average earnings assets (AEA), excluding noteworthy items	46,169.3	44,113.3	45,377.1	46,229.6	45,265.1	45,214.4	45,921.6
Average common stockholders' equity	5,626.6	5,662.1	6,002.7	6,504.3	6,812.0	6,211.1	8,247.4
Average common stockholders' equity (adjusted)	5,626.6	5,662.1	6,002.7	6,504.3	6,812.0	6,211.1	7,080.7
Average tangible common stockholders' equity	5,114.5	5,200.1	5,534.8	6,030.4	6,332.1	5,740.1	7,486.6
Average tangible common stockholders' equity (adjusted)	5,114.5	5,200.1	5,534.8	6,030.4	6,332.1	5,740.1	6,319.9
Profitability Measures (continuing operations):							
Gross yield ⁽²⁾	6.36%	6.54%	6.50%	6.36%	6.23%	6.41%	6.07%
Net yield ⁽³⁾	5.24%	5.34%	5.32%	5.14%	5.05%	5.21%	4.96%
Net finance revenue as percentage of AEA (net finance margin) ⁽¹⁾	3.20%	3.39%	3.43%	3.37%	3.45%	3.41%	3.43%
SG&A as percentage of AEA ⁽⁴⁾	2.34%	2.29%	2.27%	2.26%	2.43%	2.31%	2.37%
Net efficiency ratio ⁽⁵⁾	58.0%	59.8%	54.1%	49.9%	55.6%	54.6%	56.4%
Return on average earning assets applicable to common shareholders (ROA)	1.03%	0.75%	1.14%	1.19%	0.92%	1.00%	0.53%
Return on average common stockholders' equity applicable to common shareholders (ROE)	8.47%	5.81%	8.62%	8.48%	6.09%	7.30%	3.53%
ROTCE ⁽⁶⁾	9.67%	6.67%	9.66%	9.44%	6.83%	8.20%	7.72%
ROTCE (normalized for the preferred dividend) ⁽⁷⁾	9.30%	7.03%	9.33%	9.75%	6.53%	8.20%	7.88%
Profitability Measures (continuing operations) Excluding Noteworthy Items:							
Gross yield ⁽²⁾	6.36%	6.54%	6.50%	6.36%	6.23%	6.41%	6.17%
Net yield ⁽³⁾	5.24%	5.34%	5.24%	5.07%	4.96%	5.16%	5.00%
Net finance revenue as percentage of AEA (net finance margin) ⁽¹⁾	3.20%	3.39%	3.36%	3.29%	3.37%	3.35%	3.49%
SG&A as percentage of AEA ⁽⁴⁾	2.34%	2.29%	2.27%	2.26%	2.43%	2.31%	2.42%
Net efficiency ratio ⁽⁵⁾	58.0%	54.1%	53.9%	53.8%	56.7%	54.6%	56.3%
Return on average earning assets applicable to common shareholders (ROA)	1.03%	1.15%	1.15%	1.08%	0.86%	1.06%	1.10%
Return on average common stockholders' equity applicable to common shareholders (ROE)	8.47%	8.98%	8.73%	7.66%	5.69%	7.72%	7.12%
ROTCE ⁽⁶⁾	9.67%	10.12%	9.78%	8.56%	6.40%	8.66%	8.24%
ROTCE (normalized for the preferred dividend) ⁽⁷⁾	9.30%	10.49%	9.44%	8.87%	6.10%	8.66%	8.39%
Capital & Leverage:							
Risk-weighted assets	\$ 43,600.2	\$ 44,051.7	\$ 45,193.3	\$ 43,676.1	\$ 44,777.8	\$ 44,051.7	\$ 44,687.1
CET 1 capital	5,215.7	5,278.2	5,590.6	5,755.4	6,321.5	5,278.2	6,440.7
Tier 1 capital	5,532.3	5,592.7	5,904.7	6,072.3	6,637.7	5,592.7	6,757.1
Total capital	6,458.4	6,519.3	6,824.2	6,979.6	7,528.2	6,519.3	7,232.7
CET 1 capital ratio	12.0%	12.0%	12.4%	13.2%	14.1%	12.0%	14.4%
Tier 1 capital ratio	12.7%	12.7%	13.1%	13.9%	14.8%	12.7%	15.1%
Total capital ratio	14.8%	14.8%	15.1%	16.0%	16.8%	14.8%	16.2%
Tier 1 leverage ratio	11.0%	11.7%	12.0%	12.1%	13.5%	11.7%	13.8%

⁽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 restructuring costs and intangible asset amortization.

⁽⁵⁾Ratio of operating expenses (excluding restructuring costs and intangible asset amortization) to Total Net Revenues (see Non-GAAP disclosures).

⁽⁶⁾Return on average tangible common equity is adjusted to remove the impact of intangible asset 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.

⁽⁷⁾ ROTCE is adjusted to reflect the preferred dividend as if the impact is recorded quarterly, instead of semiannually, which may assist in the sequential comparison of results. In addition, in order to assist in comparability to other quarters, we further adjusted the calculation due to noteworthy 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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Income Statement							
Interest income	\$ 356.6	\$ 348.8	\$ 338.9	\$ 330.4	\$ 314.9	\$ 1,333.0	\$ 1,248.0
Rental income on operating lease equipment	217.7	229.8	264.3	261.3	253.6	1,009.0	1,007.4
Interest expense	199.4	192.7	190.3	177.0	156.3	716.3	517.7
Depreciation on operating lease equipment	79.4	79.5	78.0	77.2	76.4	311.1	296.3
Maintenance and other operating lease expenses	49.8	52.9	56.6	63.5	57.4	230.4	222.9
Net finance revenue	245.7	253.5	278.3	274.0	278.4	1,084.2	1,218.5
Other non-interest income	77.6	93.3	76.4	73.1	78.0	320.8	291.0
Provision for credit losses	35.1	27.7	39.0	33.2	67.2	167.1	88.7
Goodwill impairment	-	-	-	-	-	-	255.6
Operating expenses	180.7	166.1	172.3	171.4	183.1	692.9	691.7
Income from continuing operations before taxes	\$ 107.5	\$ 153.0	\$ 143.4	\$ 142.5	\$ 106.1	\$ 545.0	\$ 473.5
Average Loans and Leases							
Commercial Finance	\$ 10,754.7	\$ 10,323.6	\$ 10,129.7	\$ 9,964.0	\$ 10,033.2	\$ 10,121.2	\$ 9,778.7
Business Capital	7,127.9	7,084.6	6,880.9	6,678.2	6,529.1	6,791.0	6,269.8
Rail	6,477.0	6,486.9	7,640.3	7,592.9	7,569.7	7,345.0	7,369.8
Real Estate Finance	5,426.2	5,483.9	5,398.5	5,469.2	5,616.2	5,491.7	5,606.2
Total	\$ 29,785.8	\$ 29,379.0	\$ 30,049.4	\$ 29,704.3	\$ 29,748.2	\$ 29,748.9	\$ 29,024.5
Average Earning Assets (AEA)							
Commercial Finance	\$ 10,832.5	\$ 10,402.3	\$ 10,230.6	\$ 10,068.7	\$ 10,132.5	\$ 10,217.1	\$ 9,867.0
Business Capital	7,159.6	7,118.5	6,915.7	6,714.7	6,577.9	6,830.0	6,336.7
Rail	6,570.3	6,585.4	7,774.6	7,712.5	7,695.1	7,462.8	7,460.2
Real Estate Finance	5,426.2	5,483.9	5,398.5	5,469.2	5,616.2	5,491.7	5,606.2
Total	\$ 29,988.6	\$ 29,590.1	\$ 30,319.4	\$ 29,965.1	\$ 30,021.7	\$ 30,001.6	\$ 29,270.1
Gross Yield⁽¹⁾							
Commercial Finance	5.79%	5.82%	5.78%	5.66%	5.30%	5.64%	5.47%
Business Capital	9.27%	9.27%	9.04%	9.05%	8.94%	9.08%	8.84%
Rail	10.66%	11.10%	11.51%	11.45%	11.02%	11.24%	11.59%
Real Estate Finance	5.65%	5.80%	5.60%	5.58%	5.36%	5.59%	5.18%
Gross Yield	7.66%	7.82%	7.96%	7.90%	7.57%	7.81%	7.71%
Net Finance Margin							
Commercial Finance	3.18%	3.23%	3.29%	3.31%	3.40%	3.31%	3.95%
Business Capital	4.52%	4.57%	4.41%	4.55%	4.60%	4.53%	4.90%
Rail	2.47%	2.80%	4.00%	3.71%	3.64%	3.55%	4.27%
Real Estate Finance	2.82%	3.07%	2.98%	3.12%	3.33%	3.13%	3.56%
Net Finance Margin	3.28%	3.43%	3.67%	3.66%	3.71%	3.61%	4.16%
Select Metric							
Pre-tax Income ROAEA	1.43%	2.07%	1.89%	1.90%	1.41%	1.82%	1.62%

⁽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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Income Statement							
Interest income	\$ 95.5	\$ 89.7	\$ 79.0	\$ 85.0	\$ 85.2	\$ 338.9	\$ 378.1
Interest expense	(39.3)	(40.3)	(41.6)	(37.3)	(24.3)	(143.5)	(51.8)
Net finance revenue	134.8	130.0	120.6	122.3	109.5	482.4	429.9
Other non-interest income	4.7	4.1	(18.1)	37.5	11.5	35.0	4.1
Provision for credit losses	(2.1)	3.5	(0.9)	(0.3)	1.6	3.9	25.9
Goodwill impairment	-	-	-	-	-	-	-
Operating expenses	93.8	90.7	88.9	93.7	96.0	369.3	401.5
Income from continuing operations before taxes	\$ 47.8	\$ 39.9	\$ 14.5	\$ 66.4	\$ 23.4	\$ 144.2	\$ 6.6
Average Loans and Leases							
Other Consumer Banking	\$ 3,816.0	\$ 3,622.8	\$ 3,382.9	\$ 3,090.2	\$ 2,747.0	\$ 3,207.1	\$ 2,266.1
Legacy Consumer Mortgages	2,739.5	2,849.4	2,981.0	3,696.5	4,131.8	3,388.2	4,546.2
Total	\$ 6,555.5	\$ 6,472.2	\$ 6,363.9	\$ 6,786.7	\$ 6,878.8	\$ 6,595.3	\$ 6,812.3
Average Earning Assets (AEA)							
Other Consumer Banking	\$ 3,827.5	\$ 3,633.5	\$ 3,397.7	\$ 3,098.6	\$ 2,747.0	\$ 3,215.5	\$ 2,266.1
Legacy Consumer Mortgages	2,747.2	2,867.2	3,035.5	3,798.3	4,262.4	3,465.2	4,787.9
Total	\$ 6,574.7	\$ 6,500.7	\$ 6,433.2	\$ 6,896.9	\$ 7,009.4	\$ 6,680.7	\$ 7,054.0
Gross Yield⁽¹⁾							
Other Consumer Banking	3.77%	3.78%	3.66%	3.64%	3.53%	3.66%	3.49%
Legacy Consumer Mortgages	8.66%	7.72%	6.31%	5.99%	5.73%	6.38%	6.24%
Gross Yield	5.81%	5.52%	4.91%	4.93%	4.86%	5.07%	5.36%
Net Finance Margin							
Other Consumer Banking	9.54%	10.03%	10.63%	11.31%	10.28%	10.56%	9.70%
Legacy Consumer Mortgages	6.34%	5.43%	4.01%	3.65%	3.65%	4.12%	4.39%
Net Finance Margin	8.20%	8.00%	7.50%	7.09%	6.25%	7.22%	6.09%
Select Metric							
Pre-tax Income ROAEA	2.90%	2.46%	0.90%	3.85%	1.34%	2.16%	0.09%

⁽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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Non-Strategic Portfolios							
Interest income	\$ 1.1	\$ 1.1	\$ 1.4	\$ 1.9	\$ 2.4	\$ 6.8	\$ 22.9
Rental income on operating lease equipment	-	-	-	-	-	-	-
Interest expense	0.8	-	0.8	1.8	1.7	4.3	15.2
Net finance revenue	0.3	1.1	0.6	0.1	0.7	2.5	7.7
Other non-interest income	5.6	4.0	11.6	0.7	1.2	17.5	3.1
Provision for credit losses	-	-	-	-	-	-	-
Operating expenses	1.6	1.2	2.2	2.2	2.2	7.8	12.7
Income (loss) from continuing operations before taxes	\$ 4.3	\$ 3.9	\$ 10.0	\$ (1.4)	\$ (0.3)	\$ 12.2	\$ (1.9)
Average Loans and Leases							
Total	\$ 19.1	\$ 26.6	\$ 27.2	\$ 43.2	\$ 61.1	\$ 39.3	\$ 129.8
Average Earning Assets (AEA)							
Total	\$ 99.4	\$ 94.3	\$ 78.6	\$ 123.0	\$ 148.6	\$ 112.3	\$ 277.0
Gross Yield⁽¹⁾							
Total	4.03%	4.67%	7.12%	6.18%	6.46%	6.06%	8.27%
Select Metrics							
Net Finance Margin	0.81%	4.67%	3.05%	0.33%	1.88%	2.23%	2.78%
Pre-tax Income ROAEA	17.31%	16.54%	50.89%	-4.55%	-0.81%	10.86%	-0.69%
Corporate and Other							
Interest income	\$ 63.3	\$ 52.4	\$ 54.3	\$ 56.3	\$ 48.7	\$ 211.7	\$ 186.6
Interest expense	74.7	63.1	64.4	63.7	46.8	238.0	236.6
Net finance revenue	(11.4)	(10.7)	(10.1)	(7.4)	1.9	(26.3)	(50.0)
Other non-interest income	8.9	(53.9)	16.3	24.1	14.0	0.5	66.0
Operating expenses - including gain / (loss) on debt extinguishment	0.1	15.6	3.4	19.5	0.1	38.6	302.6
(Loss) income from continuing operations before taxes	\$ (2.6)	\$ (80.2)	\$ 2.8	\$ (2.8)	\$ 15.8	\$ (64.4)	\$ (286.6)
Average Earning Assets (AEA)							
Total	\$ 9,506.6	\$ 7,928.2	\$ 8,545.9	\$ 9,244.6	\$ 8,085.4	\$ 8,419.8	\$ 10,251.0
Gross Yield⁽¹⁾							
Total	2.66%	2.64%	2.54%	2.44%	2.41%	2.51%	1.82%
Select Metrics							
Net Finance Margin	-0.48%	-0.54%	-0.47%	-0.32%	0.09%	-0.31%	-0.49%
Pre-tax Income ROAEA	-0.11%	-4.05%	0.13%	-0.12%	0.78%	-0.76%	-2.80%

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

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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Commercial Banking							
Commercial Finance							
Loans	\$ 10,717.9	\$ 10,478.5	\$ 10,176.4	\$ 9,899.9	\$ 9,926.1	\$ 10,478.5	\$ 9,928.8
Assets held for sale	12.5	9.7	65.7	70.4	88.1	9.7	123.5
Total loans and leases	10,730.4	10,488.2	10,242.1	9,970.3	10,014.2	10,488.2	10,052.3
Interest-bearing cash	0.4	0.4	-	-	8.0	0.4	0.8
Investment securities	79.4	77.1	79.3	107.5	93.9	77.1	92.8
Earning assets	\$ 10,810.2	\$ 10,565.7	\$ 10,321.4	\$ 10,077.8	\$ 10,116.1	\$ 10,565.7	\$ 10,145.9
Business Capital							
Loans	\$ 8,485.2	\$ 8,301.5	\$ 8,327.1	\$ 7,749.6	\$ 7,743.8	\$ 8,301.5	\$ 7,579.8
Operating lease equipment, net	571.8	549.1	510.4	521.1	506.5	549.1	478.0
Assets held for sale	23.6	8.9	11.5	10.0	3.7	8.9	-
Total loans and leases	9,080.6	8,859.5	8,849.0	8,280.7	8,254.0	8,859.5	8,057.8
Interest-bearing cash	32.9	33.9	38.2	30.7	39.7	33.9	47.7
Investment securities	-	-	0.1	0.1	-	-	-
Credit balances on factoring receivables	(1,651.3)	(1,674.4)	(1,672.4)	(1,430.8)	(1,549.0)	(1,674.4)	(1,468.6)
Earning assets	\$ 7,462.2	\$ 7,219.0	\$ 7,214.9	\$ 6,880.7	\$ 6,744.7	\$ 7,219.0	\$ 6,636.9
Rail							
Loans	\$ 61.9	\$ 83.7	\$ 89.4	\$ 80.9	\$ 81.5	\$ 83.7	\$ 82.8
Operating lease equipment, net	6,417.7	6,421.5	6,378.3	6,312.8	6,268.4	6,421.5	6,260.9
Assets held for sale	-	-	1,214.5	1,206.4	1,256.5	-	1,188.4
Total loans and leases	6,479.6	6,505.2	7,682.2	7,600.1	7,606.4	6,505.2	7,532.1
Interest-bearing cash	15.6	85.5	145.8	129.0	104.0	85.5	133.9
Earning assets	\$ 6,495.2	\$ 6,590.7	\$ 7,828.0	\$ 7,729.1	\$ 7,710.4	\$ 6,590.7	\$ 7,666.0
Real Estate Finance							
Loans	\$ 5,376.3	\$ 5,399.7	\$ 5,502.8	\$ 5,309.3	\$ 5,594.5	\$ 5,399.7	\$ 5,567.9
Assets held for sale	20.0	45.7	44.8	-	28.0	45.7	22.3
Total loans and leases	5,396.3	5,445.4	5,547.6	5,309.3	5,622.5	5,445.4	5,590.2
Earning assets	\$ 5,396.3	\$ 5,445.4	\$ 5,547.6	\$ 5,309.3	\$ 5,622.5	\$ 5,445.4	\$ 5,590.2
Total Commercial Banking							
Loans	\$ 24,641.3	\$ 24,263.4	\$ 24,095.7	\$ 23,039.7	\$ 23,345.9	\$ 24,263.4	\$ 23,159.3
Operating lease equipment, net	6,989.5	6,970.6	6,888.7	6,833.9	6,774.9	6,970.6	6,738.9
Assets held for sale	56.1	64.3	1,336.5	1,286.8	1,376.3	64.3	1,334.2
Total loans and leases	31,686.9	31,298.3	32,320.9	31,160.4	31,497.1	31,298.3	31,232.4
Interest-bearing cash	48.9	119.8	184.0	159.7	151.7	119.8	182.4
Investment securities	79.4	77.1	79.4	107.6	93.9	77.1	92.8
Credit balances on factoring receivables	(1,651.3)	(1,674.4)	(1,672.4)	(1,430.8)	(1,549.0)	(1,674.4)	(1,468.6)
Earning assets	\$ 30,163.9	\$ 29,820.8	\$ 30,911.9	\$ 29,996.9	\$ 30,193.7	\$ 29,820.8	\$ 30,039.0
Consumer Banking							
Other Consumer Banking							
Loans	\$ 3,917.9	\$ 3,744.5	\$ 3,485.8	\$ 3,254.4	\$ 2,904.7	\$ 3,744.5	\$ 2,623.5
Assets held for sale	4.5	3.9	11.9	19.3	3.5	3.9	4.6
Total loans and leases	3,922.4	3,748.4	3,497.7	3,273.7	2,908.2	3,748.4	2,628.1
Investment securities	15.3	11.3	8.5	16.7	-	11.3	-
Earning assets	\$ 3,937.7	\$ 3,759.7	\$ 3,506.2	\$ 3,290.4	\$ 2,908.2	\$ 3,759.7	\$ 2,628.1
Legacy Consumer Mortgages							
Loans	\$ 2,687.8	\$ 2,787.5	\$ 2,914.3	\$ 3,054.3	\$ 3,203.0	\$ 2,787.5	\$ 3,331.1
Assets held for sale	-	-	-	-	860.5	-	861.0
Total loans and leases	2,687.8	2,787.5	2,914.3	3,054.3	4,063.5	2,787.5	4,192.1
Indemnification assets	-	10.8	27.2	70.8	120.5	10.8	142.4
Earning assets	\$ 2,687.8	\$ 2,798.3	\$ 2,941.5	\$ 3,125.1	\$ 4,184.0	\$ 2,798.3	\$ 4,334.5
Total Consumer Banking							
Loans	\$ 6,605.7	\$ 6,532.0	\$ 6,400.1	\$ 6,308.7	\$ 6,107.7	\$ 6,532.0	\$ 5,954.6
Assets held for sale	4.5	3.9	11.9	19.3	864.0	3.9	865.6
Total loans and leases	6,610.2	6,535.9	6,412.0	6,328.0	6,971.7	6,535.9	6,820.2
Indemnification assets	-	10.8	27.2	70.8	120.5	10.8	142.4
Investment securities	15.3	11.3	8.5	16.7	-	11.3	-
Earning assets	\$ 6,625.5	\$ 6,558.0	\$ 6,447.7	\$ 6,415.5	\$ 7,092.2	\$ 6,558.0	\$ 6,962.6
Non-Strategic Portfolios							
Assets held for sale	\$ 18.8	\$ 20.2	\$ 32.1	\$ 29.7	\$ 58.5	\$ 20.2	\$ 63.3
Total loans and leases	18.8	20.2	32.1	29.7	58.5	20.2	63.3
Interest-bearing cash	61.0	78.9	53.0	51.7	92.8	78.9	82.0
Investment securities	-	-	-	-	-	-	-
Total earning assets	\$ 79.8	\$ 99.1	\$ 85.1	\$ 81.4	\$ 151.3	\$ 99.1	\$ 145.3
Corporate and Other							
Interest-bearing cash	\$ 1,080.2	\$ 1,398.1	\$ 962.9	\$ 3,055.6	\$ 3,650.9	\$ 1,398.1	\$ 1,175.7
Securities purchased under agreements to resell	600.0	400.0	200.0	200.0	250.0	400.0	150.0
Investment securities	7,749.4	6,145.4	6,251.6	5,783.1	5,816.6	6,145.4	6,377.1
Total earning assets	\$ 9,429.6	\$ 7,943.5	\$ 7,414.5	\$ 9,038.7	\$ 9,717.5	\$ 7,943.5	\$ 7,702.8
Total							
Loans	\$ 31,247.0	\$ 30,795.4	\$ 30,495.8	\$ 29,348.4	\$ 29,453.6	\$ 30,795.4	\$ 29,113.9
Operating lease equipment, net	6,989.5	6,970.6	6,888.7	6,833.9	6,774.9	6,970.6	6,738.9
Assets held for sale	79.4	88.4	1,380.5	1,335.8	2,298.8	88.4	2,263.1
Total loans and leases	38,315.9	37,854.4	38,765.0	37,518.1	38,527.3	37,854.4	38,115.9
Interest-bearing cash	1,190.1	1,596.8	1,199.9	3,267.0	3,895.4	1,596.8	1,440.1
Securities purchased under agreements to resell	600.0	400.0	200.0	200.0	250.0	400.0	150.0
Investment securities	7,844.1	6,233.8	6,339.5	5,907.4	5,910.5	6,233.8	6,469.9
Indemnification assets	-	10.8	27.2	70.8	120.5	10.8	142.4
Credit balances on factoring receivables	(1,651.3)	(1,674.4)	(1,672.4)	(1,430.8)	(1,549.0)	(1,674.4)	(1,468.6)
Total earning assets	\$ 46,298.8	\$ 44,421.4	\$ 44,859.2	\$ 45,532.5	\$ 47,154.7	\$ 44,421.4	\$ 44,849.7

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

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Commercial Banking							
Commercial Finance							
Loans	\$ 10,730.2	\$ 10,286.1	\$ 10,022.6	\$ 9,912.1	\$ 9,928.9	\$ 10,045.9	\$ 9,607.0
Assets held for sale	24.5	37.5	107.1	51.9	104.3	75.3	171.7
Total loans and leases	10,754.7	10,323.6	10,129.7	9,964.0	10,033.2	10,121.2	9,778.7
Interest-bearing cash	0.4	0.2	-	6.0	6.2	3.3	0.7
Investment securities	77.4	78.5	100.9	98.7	93.1	92.6	87.6
Average earning assets	\$ 10,832.5	\$ 10,402.3	\$ 10,230.6	\$ 10,068.7	\$ 10,132.5	\$ 10,217.1	\$ 9,867.0
Business Capital							
Loans	\$ 8,359.0	\$ 8,276.9	\$ 7,929.3	\$ 7,613.4	\$ 7,556.5	\$ 7,846.7	\$ 7,394.1
Operating lease equipment, net	564.0	521.8	513.8	510.2	484.4	506.4	419.9
Assets held for sale	18.7	10.4	10.8	10.3	0.9	8.0	2.3
Total loans and leases	8,941.7	8,809.1	8,453.9	8,133.9	8,041.8	8,361.1	7,816.3
Interest-bearing cash	31.7	33.9	34.7	36.5	48.8	39.0	55.2
Investment securities	-	-	0.1	-	-	-	11.7
Credit balances on factoring receivables	(1,813.8)	(1,724.5)	(1,573.0)	(1,455.7)	(1,512.7)	(1,570.1)	(1,546.5)
Average earning assets	\$ 7,159.6	\$ 7,118.5	\$ 6,915.7	\$ 6,714.7	\$ 6,577.9	\$ 6,830.0	\$ 6,336.7
Rail							
Loans	\$ 58.3	\$ 85.2	\$ 83.5	\$ 81.7	\$ 82.1	\$ 82.9	\$ 93.1
Operating lease equipment, net	6,418.7	6,401.7	6,348.2	6,285.1	6,261.5	6,325.1	6,673.7
Assets held for sale	-	-	1,208.6	1,226.1	1,226.1	937.0	603.0
Total loans and leases	6,477.0	6,486.9	7,640.3	7,592.9	7,569.7	7,345.0	7,369.8
Interest-bearing cash	93.3	98.5	134.3	119.6	125.4	117.8	90.4
Average earning assets	\$ 6,570.3	\$ 6,585.4	\$ 7,774.6	\$ 7,712.5	\$ 7,695.1	\$ 7,462.8	\$ 7,460.2
Real Estate Finance							
Loans	\$ 5,370.5	\$ 5,461.3	\$ 5,387.3	\$ 5,462.2	\$ 5,575.5	\$ 5,472.2	\$ 5,604.3
Assets held for sale	55.7	22.6	11.2	7.0	40.7	19.5	1.9
Total loans and leases	5,426.2	5,483.9	5,398.5	5,469.2	5,616.2	5,491.7	5,606.2
Average earning assets	\$ 5,426.2	\$ 5,483.9	\$ 5,398.5	\$ 5,469.2	\$ 5,616.2	\$ 5,491.7	\$ 5,606.2
Total Commercial Banking							
Loans	\$ 24,518.0	\$ 24,109.5	\$ 23,422.7	\$ 23,069.4	\$ 23,143.0	\$ 23,447.7	\$ 22,698.5
Operating lease equipment, net	6,982.7	6,923.5	6,862.0	6,795.3	6,745.9	6,831.5	7,093.6
Assets held for sale	98.9	70.5	1,337.7	1,295.3	1,372.0	1,039.8	778.9
Total loans and leases	31,599.6	31,103.5	31,622.4	31,160.0	31,260.9	31,319.0	30,571.0
Interest-bearing cash	125.4	132.6	169.0	162.1	180.4	160.1	146.3
Investment securities	77.4	78.5	101.0	98.7	93.1	92.6	99.3
Credit balances on factoring receivables	(1,813.8)	(1,724.5)	(1,573.0)	(1,455.7)	(1,512.7)	(1,570.1)	(1,546.5)
Average earning assets	\$ 29,988.6	\$ 29,590.1	\$ 30,319.4	\$ 29,965.1	\$ 30,021.7	\$ 30,001.6	\$ 29,270.1
Consumer Banking							
Other Consumer Banking							
Loans	\$ 3,810.2	\$ 3,616.6	\$ 3,370.2	\$ 3,079.3	\$ 2,742.9	\$ 3,199.3	\$ 2,249.4
Assets held for sale	5.8	6.2	12.7	10.9	4.1	7.8	16.7
Total loans and leases	3,816.0	3,622.8	3,382.9	3,090.2	2,747.0	3,207.1	2,266.1
Investment securities	11.5	10.7	14.8	8.4	-	8.4	-
Average earning assets	\$ 3,827.5	\$ 3,633.5	\$ 3,397.7	\$ 3,098.6	\$ 2,747.0	\$ 3,215.5	\$ 2,266.1
Legacy Consumer Mortgages							
Loans	\$ 2,739.1	\$ 2,849.4	\$ 2,981.0	\$ 3,126.9	\$ 3,268.6	\$ 3,056.3	\$ 4,250.3
Assets held for sale	0.4	-	-	569.6	863.2	331.9	295.9
Average loans	2,739.5	2,849.4	2,981.0	3,696.5	4,131.8	3,388.2	4,546.2
Indemnification assets	7.7	17.8	54.5	101.8	130.6	77.0	241.7
Average earning assets	\$ 2,747.2	\$ 2,867.2	\$ 3,035.5	\$ 3,798.3	\$ 4,262.4	\$ 3,465.2	\$ 4,787.9
Total Consumer Banking							
Loans	\$ 6,549.3	\$ 6,466.0	\$ 6,351.2	\$ 6,206.2	\$ 6,011.5	\$ 6,255.6	\$ 6,499.7
Assets held for sale	6.2	6.2	12.7	580.5	867.3	339.7	312.6
Total loans and leases	6,555.5	6,472.2	6,363.9	6,786.7	6,878.8	6,595.3	6,812.3
Indemnification assets	7.7	17.8	54.5	101.8	130.6	77.0	241.7
Investment securities	11.5	10.7	14.8	8.4	-	8.4	-
Average earning assets	\$ 6,574.7	\$ 6,500.7	\$ 6,433.2	\$ 6,896.9	\$ 7,009.4	\$ 6,680.7	\$ 7,054.0
Non-Strategic Portfolio							
Assets held for sale	\$ 19.1	\$ 26.6	\$ 27.2	\$ 43.2	\$ 61.1	\$ 39.3	\$ 129.8
Total loans and leases	19.1	26.6	27.2	43.2	61.1	39.3	129.8
Interest-bearing cash	80.3	67.7	51.4	79.8	87.5	73.0	110.9
Investment securities	-	-	-	-	-	-	36.3
Average earning assets	\$ 99.4	\$ 94.3	\$ 78.6	\$ 123.0	\$ 148.6	\$ 112.3	\$ 277.0
Corporate and Other							
Interest-bearing cash	\$ 2,417.2	\$ 1,591.0	\$ 2,246.0	\$ 3,288.9	\$ 1,832.9	\$ 2,166.5	\$ 5,034.3
Securities purchased under agreements to resell	824.4	388.0	200.0	200.0	200.0	242.3	34.6
Investment securities	6,265.0	5,949.2	6,099.9	5,755.7	6,052.5	6,011.0	5,182.1
Average earning assets	\$ 9,506.6	\$ 7,928.2	\$ 8,545.9	\$ 9,244.6	\$ 8,085.4	\$ 8,419.8	\$ 10,251.0
Total							
Loans	\$ 31,067.3	\$ 30,575.5	\$ 29,773.9	\$ 29,275.6	\$ 29,154.5	\$ 29,703.3	\$ 29,198.2
Operating lease equipment, net	6,982.7	6,923.5	6,862.0	6,795.3	6,745.9	6,831.5	7,093.6
Assets held for sale	124.2	103.3	1,377.6	1,919.0	2,300.4	1,418.8	1,221.3
Total loans and leases	38,174.2	37,602.3	38,013.5	37,989.9	38,200.8	37,953.6	37,513.1
Interest-bearing cash	2,622.9	1,791.3	2,466.4	3,530.8	2,100.8	2,399.6	5,291.5
Securities purchased under agreements to resell	824.4	388.0	200.0	200.0	200.0	242.3	34.6
Investment securities	6,353.9	6,038.4	6,215.7	5,862.8	6,145.6	6,112.0	5,317.7
Indemnification assets	7.7	17.8	54.5	101.8	130.6	77.0	241.7
Credit balances on factoring receivables	(1,813.8)	(1,724.5)	(1,573.0)	(1,455.7)	(1,512.7)	(1,570.1)	(1,546.5)
Total earning assets	\$ 46,169.3	\$ 44,113.3	\$ 45,377.1	\$ 46,229.6	\$ 45,265.1	\$ 45,214.4	\$ 46,852.1

CIT Bank
Select Financial Data
(dollars in millions)

Certain balances may not sum due to rounding

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Balance Sheet							
Assets							
Cash and deposits with banks	\$ 988.9	\$ 1,412.9	\$ 944.5	\$ 2,919.0	\$ 3,395.4	\$ 1,412.9	\$ 961.8
Securities purchased under agreement to resell	500.0	300.0	200.0	200.0	150.0	300.0	-
Investment securities	7,831.9	6,222.6	6,327.2	5,887.7	5,897.4	6,222.6	6,455.9
Assets held for sale	93.1	122.4	244.5	228.3	1,138.3	122.4	1,170.5
Loans	28,371.2	27,992.5	27,429.5	26,711.2	26,636.2	27,992.5	26,427.9
Allowance for loan losses	(455.3)	(458.8)	(444.0)	(437.8)	(418.9)	(458.8)	(403.5)
Loans, net of allowances for loan losses	27,915.9	27,533.7	26,985.5	26,273.4	26,217.3	27,533.7	26,024.4
Operating lease equipment, net	4,343.4	4,326.7	3,897.7	3,855.0	3,803.3	4,326.7	3,765.5
Bank owned life insurance	975.5	814.1	808.2	801.7	795.1	814.1	788.6
Goodwill	323.1	323.1	323.1	323.1	323.1	323.1	323.1
Other assets	1,169.3	931.0	884.4	928.6	912.4	931.0	939.7
Discontinued assets	174.7	195.2	216.2	248.0	298.7	195.2	317.1
Total assets	\$ 44,315.8	\$ 42,181.7	\$ 40,831.3	\$ 41,664.8	\$ 42,931.0	\$ 42,181.7	\$ 40,746.6
Liabilities & Equity							
Deposits	\$ 35,561.7	\$ 32,014.7	\$ 31,392.0	\$ 31,963.5	\$ 32,171.1	\$ 32,014.7	\$ 30,048.8
FHLB advances	2,050.0	3,600.0	3,150.0	3,300.0	3,894.5	3,600.0	3,695.5
Borrowings	-	-	-	-	-	-	73.5
Other liabilities	1,319.4	1,184.2	973.1	1,004.3	1,345.3	1,184.2	1,306.8
Discontinued liabilities	271.9	291.8	307.2	344.0	476.5	291.8	500.5
Total liabilities	39,203.0	37,090.7	35,822.3	36,611.8	37,887.4	37,090.7	35,625.1
Stockholders' equity	5,112.8	5,091.0	5,009.0	5,053.0	5,043.6	5,091.0	5,121.5
Total liabilities and equity	\$ 44,315.8	\$ 42,181.7	\$ 40,831.3	\$ 41,664.8	\$ 42,931.0	\$ 42,181.7	\$ 40,746.6
Loans and leases by segment							
Commercial Banking	\$ 26,197.5	\$ 25,905.7	\$ 25,159.7	\$ 24,466.5	\$ 24,606.1	\$ 25,905.7	\$ 24,543.7
Consumer Banking	6,610.2	6,535.9	6,412.0	6,328.0	6,971.7	6,535.9	6,820.2
Total	\$ 32,807.7	\$ 32,441.6	\$ 31,571.7	\$ 30,794.5	\$ 31,577.8	\$ 32,441.6	\$ 31,363.9
Select data⁽¹⁾							
Tier 1 capital to average assets (leverage ratio)	10.9%	11.6%	11.6%	11.4%	11.6%	11.6%	11.8%
Cet 1 capital ratio	13.6%	13.4%	13.7%	13.9%	13.6%	13.4%	13.7%
Total capital to risk weighed assets	14.8%	14.7%	15.0%	15.2%	14.9%	14.7%	15.0%

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Income Statement							
Interest income							
Interest and fees on loans	\$ 428.0	\$ 415.5	\$ 394.8	\$ 394.0	\$ 380.6	\$ 1,584.9	\$ 1,549.1
Other interest and dividends	63.6	52.2	53.7	55.3	47.4	208.6	181.8
Total interest income	491.6	467.7	448.5	449.3	428.0	1,793.5	1,730.9
Interest expense							
Interest on deposits	153.8	129.6	123.1	110.6	97.1	460.4	373.3
Interest on borrowings	23.0	20.7	17.2	22.7	16.5	77.1	45.6
Interest expense with affiliated companies	7.0	6.0	3.5	5.8	6.5	21.8	19.2
Total interest expense	183.8	156.3	143.8	139.1	120.1	559.3	438.1
Net interest revenue	307.8	311.4	304.7	310.2	307.9	1,234.2	1,292.8
Rental income on operating leases	122.7	126.2	119.8	116.9	114.0	476.9	443.5
Other income	70.0	62.0	41.9	104.2	71.1	279.2	308.3
Provision for credit losses	30.4	34.7	32.4	35.7	67.4	170.2	101.6
Goodwill impairment	-	-	-	-	-	-	167.8
Other expenses	329.4	307.7	292.8	306.5	299.1	1,206.1	1,230.0
Income before taxes	140.7	157.2	141.2	189.1	126.5	614.0	545.2
Provision for income taxes	36.6	27.1	38.9	51.3	33.5	150.8	234.1
Net income from continuing operations	104.1	130.1	102.3	137.8	93.0	463.2	311.1
(loss) income from discontinued operations	(0.7)	(3.4)	0.4	(21.1)	(7.0)	(31.1)	(7.7)
Net income	\$ 103.4	\$ 126.7	\$ 102.7	\$ 116.7	\$ 86.0	\$ 432.1	\$ 303.4

CIT Group Inc.
Non-GAAP Disclosures⁽¹⁾

(dollars in millions)

Certain balances may not sum due to rounding

	1Q19	4Q18	3Q18	2Q18	1Q18	2018	2017
Earning Assets⁽²⁾:							
Loans	\$ 31,247.0	\$ 30,795.4	\$ 30,495.8	\$ 29,348.4	\$ 29,453.6	\$ 30,795.4	\$ 29,113.9
Operating lease equipment, net	6,989.5	6,970.6	6,888.7	6,833.9	6,774.9	6,970.6	6,738.9
Assets held for sale	79.4	88.4	1,380.5	1,335.8	2,298.8	88.4	2,263.1
Interest-bearing cash	1,190.1	1,596.8	1,199.9	3,267.0	3,895.4	1,596.8	1,440.1
Investment securities	600.0	6,233.8	6,339.5	5,907.4	5,910.5	6,233.8	6,469.9
Securities purchased under agreements to resell	7,844.1	400.0	200.0	200.0	250.0	400.0	150.0
Indemnification assets	-	10.8	27.2	70.8	120.5	10.8	142.4
Credit balances of factoring clients	(1,651.3)	(1,674.4)	(1,672.4)	(1,430.8)	(1,549.0)	(1,674.4)	(1,468.6)
Earning assets	\$ 46,298.8	\$ 44,421.4	\$ 44,859.2	\$ 45,532.5	\$ 47,154.7	\$ 44,421.4	\$ 44,849.7
Average earning assets (for the respective periods)	\$ 46,169.3	\$ 44,113.3	\$ 45,377.1	\$ 46,229.6	\$ 45,265.1	\$ 45,214.4	\$ 46,852.1
Aea adjustment for Commercial Air sale impacts	-	-	-	-	-	-	(930.5)
Adjusted AEA	\$ 46,169.3	\$ 44,113.3	\$ 45,377.1	\$ 46,229.6	\$ 45,265.1	\$ 45,214.4	\$ 45,921.6
Total Net Revenues⁽³⁾:							
Interest income	\$ 516.5	\$ 492.0	\$ 473.6	\$ 473.6	\$ 451.2	\$ 1,890.4	\$ 1,835.6
Rental income on operating leases	217.7	229.8	264.3	261.3	253.6	1,009.0	1,007.4
Finance revenue	734.2	721.8	737.9	734.9	704.8	2,899.4	2,843.0
Total interest expense	235.6	215.5	213.9	205.2	180.5	815.1	717.7
Depreciation on operating lease equipment	79.4	79.5	78.0	77.2	76.4	311.1	296.3
Maintenance and other operating lease expenses	49.8	52.9	56.6	63.5	57.4	230.4	222.9
Net finance revenue (NFR)	369.4	373.9	389.4	389.0	390.5	1,542.8	1,606.1
Other non-interest income	96.8	47.5	86.2	135.4	104.7	373.8	364.2
Total net revenue	\$ 466.2	\$ 421.4	\$ 475.6	\$ 524.4	\$ 495.2	\$ 1,916.6	\$ 1,970.3
NFR	\$ 369.4	\$ 373.9	\$ 389.4	\$ 389.0	\$ 390.5	\$ 1,542.8	\$ 1,606.1
Noteworthy items	-	-	(8.6)	(8.6)	(9.3)	(26.5)	(2.3)
Adjusted NFR	\$ 369.4	\$ 373.9	\$ 380.8	\$ 380.4	\$ 381.2	\$ 1,516.3	\$ 1,603.8
NFR as a % of AEA	3.20%	3.39%	3.43%	3.37%	3.45%	3.41%	3.43%
NFR as a % of AEA, adjusted for noteworthy items	3.20%	3.39%	3.36%	3.29%	3.37%	3.35%	3.49%
Net operating lease revenues							
Rental income on operating lease equipment	\$ 217.7	\$ 229.8	\$ 264.3	\$ 261.3	\$ 253.6	\$ 1,009.0	\$ 1,007.4
Depreciation on operating lease equipment	79.4	79.5	78.0	77.2	76.4	311.1	296.3
Maintenance and other operating lease expenses	49.8	52.9	56.6	63.5	57.4	230.4	222.9
Net operating lease revenue	\$ 88.5	\$ 97.4	\$ 129.7	\$ 120.6	\$ 119.8	\$ 467.5	\$ 488.2
Tangible Book Value							
Total common stockholders' equity	\$ 5,584.5	\$ 5,621.6	\$ 5,995.3	\$ 6,200.7	\$ 6,801.8	\$ 5,621.6	\$ 6,995.0
Less: goodwill and intangible assets, net	453.3	459.1	464.9	470.9	476.9	459.1	482.9
Tangible book value ⁽⁴⁾	5,131.2	5,162.5	5,530.4	5,729.8	6,324.9	5,162.5	6,512.1
Less: disallowed deferred tax asset	45.3	64.6	89.9	93.7	98.9	64.6	104.8
Adjusted tangible common equity ⁽⁵⁾	\$ 5,085.9	\$ 5,097.9	\$ 5,440.5	\$ 5,636.1	\$ 6,226.0	\$ 5,097.9	\$ 6,407.3
Adjusted Operating Expenses							
Operating expenses	\$ 276.1	\$ 257.9	\$ 263.3	\$ 267.5	\$ 281.3	\$ 1,070.0	\$ 1,188.5
Intangible asset amortization	5.8	5.9	6.0	6.0	6.0	23.9	24.7
Noteworthy items	-	-	-	-	-	-	53.0
Operating expenses exclusive of intangible assets amortization and noteworthy items ⁽⁶⁾	\$ 270.3	\$ 252.0	\$ 257.3	\$ 261.5	\$ 275.3	\$ 1,046.1	\$ 1,110.8
Total net revenue	\$ 466.2	\$ 421.4	\$ 475.6	\$ 524.4	\$ 495.2	\$ 1,916.6	\$ 1,970.3
Noteworthy items	-	44.4	2.0	(37.9)	(9.3)	(0.8)	3.2
Total adjusted net revenue	\$ 466.2	\$ 465.8	\$ 477.6	\$ 486.5	\$ 485.9	\$ 1,915.8	\$ 1,973.5
Net efficiency ratio ⁽⁶⁾	58.0%	59.8%	54.1%	49.9%	55.6%	54.6%	56.4%
Net efficiency ratio, adjusted ⁽⁶⁾	58.0%	54.1%	53.9%	53.8%	56.7%	54.6%	56.3%
Income Excluding Noteworthy Items							
Income from continuing operations, available to common shareholders	\$ 119.2	\$ 82.2	\$ 129.4	\$ 137.9	\$ 103.7	\$ 453.2	\$ 249.6
Noteworthy items - detailed on noteworthy items tab	-	44.9	1.6	(13.3)	(6.8)	26.4	254.5
Adjusted income from continuing operations, available to common shareholders	\$ 119.2	\$ 127.1	\$ 131.0	\$ 124.6	\$ 96.9	\$ 479.6	\$ 504.1
Net income	\$ 118.9	\$ 82.3	\$ 131.5	\$ 117.4	\$ 97.0	\$ 428.2	\$ 458.4
Noteworthy items - detailed on noteworthy items tab	-	44.9	1.6	0.5	(6.8)	40.2	96.7
Adjusted net income	\$ 118.9	\$ 127.2	\$ 133.1	\$ 117.9	\$ 90.2	\$ 468.4	\$ 555.1

⁽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 maybe different 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.

⁽⁶⁾Operating expenses excluding intangible asset amortization is used by management to compare period over period expenses, absent the strategic nature of the adjustments. Due to their exclusion, these are considered non-GAAP measures, as reconciled to total operating expenses in the table. Net efficiency ratio is a non-GAAP measurement used by management to measure operating expenses (before intangible asset amortization) to the level of total net revenues. In order to assist in comparability to other quarters, we further adjusted the calculation due to noteworthy items.

(\$ in millions, except for per share data)		Segment	Item	Line Item	Pre-Tax	After-Tax	Per Share ⁽¹⁾
1Q18	Continuing Operations	Commercial Banking	NACCO Suspended Depreciation	Depreciation on Operating Lease Equipment	\$9	\$7	\$0.05
2Q18	Continuing Operations	Consumer Banking Commercial Banking Corporate	Financial Freedom Transaction – Primarily Gain on Sale of Reverse Mortgage Portfolio NACCO Suspended Depreciation Loss on Debt Redemption	Other Non-Interest Income – Other Revenue Depreciation on Operating Lease Equipment Debt Extinguishment Costs	\$29 \$9 (\$19)	\$22 \$6 (\$14)	\$0.17 \$0.05 (\$0.11)
	Discontinued Operations		Net Loss on Financial Freedom Servicing Ops. – Primarily Reserve & Transaction Costs		(\$19)	(\$14)	(\$0.11)
3Q18	Continuing Operations	Consumer Banking Non-Strategic Portfolios	Impairment of LCM Indemnification Asset Release of Valuation Reserve on AHFS	Other Non-Interest Income – Other Revenue Other Non-Interest Income – Other Revenue	(\$21) \$11	(\$16) \$11	(\$0.14) \$0.09
		Commercial Banking Corporate	NACCO Suspended Depreciation Loss on Debt Redemption	Depreciation on Operating Lease Equipment Debt Extinguishment Costs	\$9 (\$3)	\$6 (\$3)	\$0.05 (\$0.02)
4Q18	Continuing Operations	Commercial Banking	Gain on Sale of NACCO	Other Non-Interest Income – Other Revenue	\$25	\$19	\$0.18
		Corporate Corporate	Loss on Debt Redemption Net TRS Termination Charge	Debt Extinguishment Costs Other Non-Interest Income – Other Revenue	(\$16) (\$69)	(\$12) (\$52)	(\$0.11) (\$0.50)
1Q19	There were no noteworthy items during the quarter						

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.

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.