

Comerica Incorporated

Third Quarter 2008 Financial Review

October 17, 2008



Comerica Bank


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 Overview

Financial Results

	<u>3Q08</u>	<u>2Q08</u>	<u>3Q07</u>
Net Income*	\$28	\$56	\$181
Diluted EPS from continuing operations*	\$0.18	\$0.37	\$1.17
Return on equity from continuing operations	2.12%	4.26%	14.27%
Net interest income*	\$466	\$442	\$503
Net interest margin*	3.11%	2.91%	3.66%
Provision for loan losses	\$165	\$170	\$45
Noninterest income*	\$240	\$242	\$230
Noninterest expenses*	\$514	\$423	\$423
Tier 1 capital ratio	7.35%	7.45%	7.68%

*See Slide 4 for detail on certain items impacting these line items
 \$ in millions, except per share data

Data has been restated to reflect the results of Munder Capital Management as a discontinued operation


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 Overview

Financial Results

The following table illustrates the after-tax impact of certain items on income from continuing operations

	3Q08		2Q08	
	Amount	Per Share	Amount	Per Share
Gains on Sales of Visa and Mastercard Shares	\$17	\$0.11	\$ 9	\$0.06
Offer to repurchase ARS	(61)	(0.40)	-	-
Tax-related non-cash charges to lease income	(6)	(0.04)	(19)	(0.13)
Other tax-related items	(1)	-	(13)	(0.08)

▶ Excluding the tax-related leasing charge, net interest margin would have been 3.17% for 3Q08 and 3.10% for 2Q08

Dollar amounts in millions, except per share data

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Highlights

Third Quarter 2008 Results

- ▶ Average loans decreased 7% on an annualized basis
- ▶ Annualized noninterest-bearing deposit growth of 13%*
- ▶ Net interest margin of 3.17%, excluding the tax-related leasing charge
- ▶ Credit quality
 - Net credit-related charge-offs and provisions stable
 - Allowance for loan losses to total loans increased to 1.38%
 - Rate of inflow to nonaccrual slowed
 - CA residential real estate charge-offs were lower
- ▶ Capital ratios within targeted ranges

*Excludes Financial Services Division; Analysis of average 3Q08 compared to 2Q08

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Highlights

Auction Rate Securities (ARS)

- ▶ Providing a liquidity solution for our ARS customers
 - Key differentiator: purchasing both Retail and Institutional customers' ARS

- ▶ Par value of eligible ARS estimated at approximately \$1.5 billion
 - Repurchases to take place throughout 4Q08
 - \$61mm after-tax charge (\$0.40 per share) recorded in 3Q08
 - 22 basis point negative impact to 3Q08 Tier 1 Capital Ratio
 - 3 basis point negative impact on net interest margin in the 4Q08 (est.)
 - Current yield is in excess of funding costs (accretive going forward)
 - Classified as Investment Securities Available-For-Sale (AFS)
 - Underlying assets consist of closed-end mutual funds, student loans and municipal bonds

NII & NIM



Net Interest Income

- ▶ Net interest income of \$466 million
 - \$8 million third quarter impact from non-cash charge to lease income
 - \$30 million second quarter impact from non-cash charge to lease income

- ▶ Net interest margin of 3.17%, excluding 6 basis point impact from non-cash charge to lease income
 - 7 basis point increase from 2Q08*
 - Loan spread improvement
 - Lower deposit rates

*2Q08 net interest margin of 3.10%, excluding the 19 basis point impact from the tax-related non-cash lease income charge

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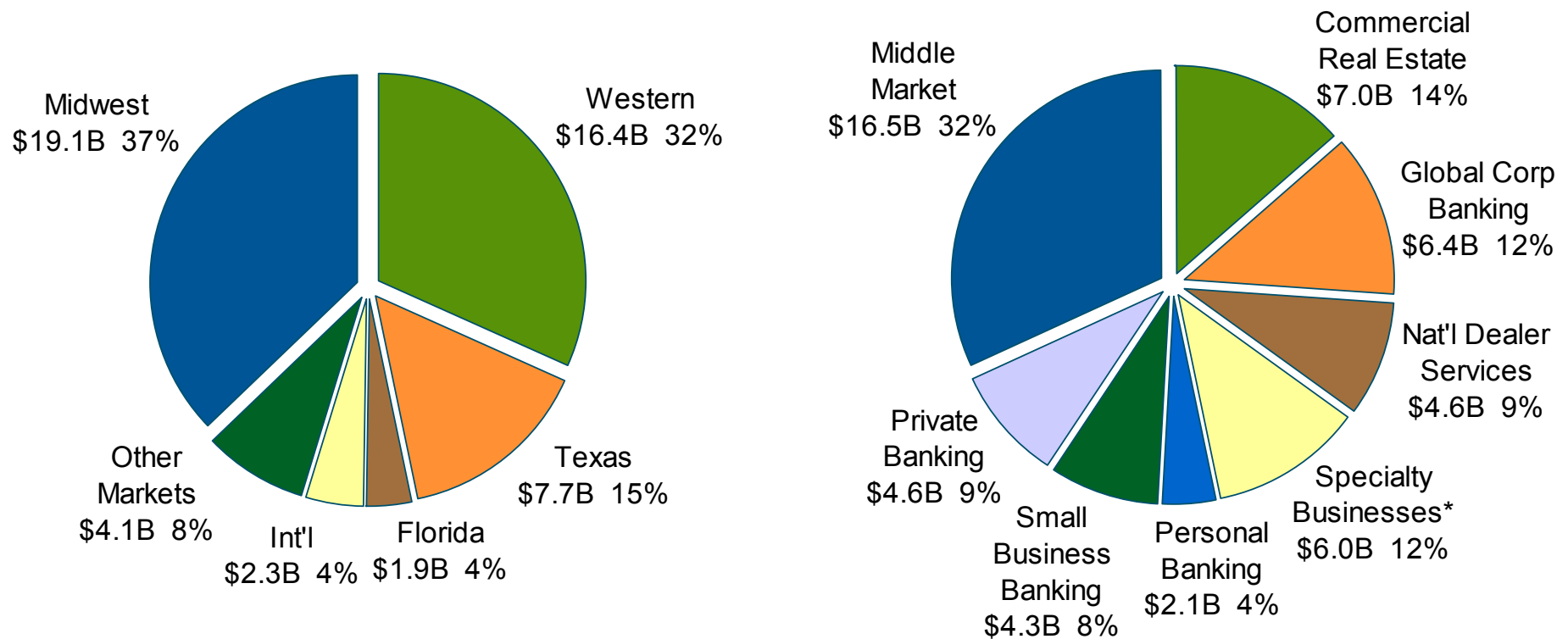
Loans



Diverse Loan Portfolio

Year-over-Year Average Loan Outstandings up 3%

3Q08: \$51.5 billion



*Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, and Technology and Life Sciences
 Geography based on office of origination; Midwest: MI, OH, IL; Western: CA, AZ, NV, CO, WA;
 Other Markets include markets not separately identified above in addition to businesses with a national perspective

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Credit



Credit Quality

	<u>3Q08</u>	<u>2Q08</u>	<u>1Q08</u>
Net credit-related charge-offs* to average total loans	0.90% \$116MM	0.86% \$113MM	0.85% \$110MM
<i>Excluding CRE line of business</i>	<i>0.52% \$59MM</i>	<i>0.35% \$40MM</i>	<i>0.31% \$35MM</i>

- ▶ Third quarter net credit-related charge-offs remained stable and were consistent with full year outlook; Net charge-offs related to CRE were lower
- ▶ Provision for credit losses of \$174 million exceeded credit related charge-offs of \$116 million
- ▶ Outlook for fourth quarter is for continued stability in net credit related charge-offs

*Includes net loan charge-offs and net charge-offs on lending-related commitments
 CRE: Commercial Real Estate

Credit



Credit Quality

	<u>3Q08</u>	<u>2Q08</u>	<u>1Q08</u>
Nonperforming assets to total loans and foreclosed property	1.71% \$881MM	1.44% \$748MM	1.07% \$560MM
<i>Excluding CRE Line of Business</i>	<i>0.76% \$342MM</i>	<i>0.59% \$265MM</i>	<i>0.39% \$177MM</i>
Allowance for loan losses to total loans	1.38%	1.28%	1.16%
Allowance for loan losses to nonperforming loans	82%	91%	112%

- ▶ Inflows to nonperforming assets slowed in 3Q08, particularly related to residential real estate development

Credit

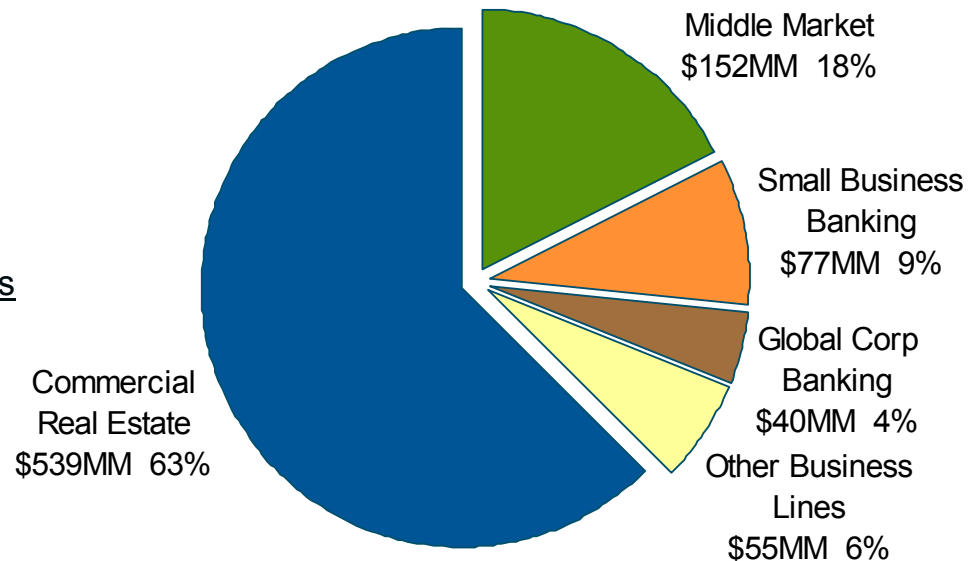


Granular Nonaccrual Loans

- ▶ 48% of nonaccrual loans located in the Western market
- ▶ Average write-down to nonaccrual loans: 32%
- ▶ Granularity of commercial nonaccrual loans:

	<u>Outstanding</u>	<u># of Relationships</u>
Under \$5MM	\$299	445
\$5-\$10MM	213	29
\$10-\$25MM	295	22
Over \$25MM	<u>56</u>	<u>2</u>
Total	\$863	498

Sept 30, 2008: \$863 million
By Line of Business



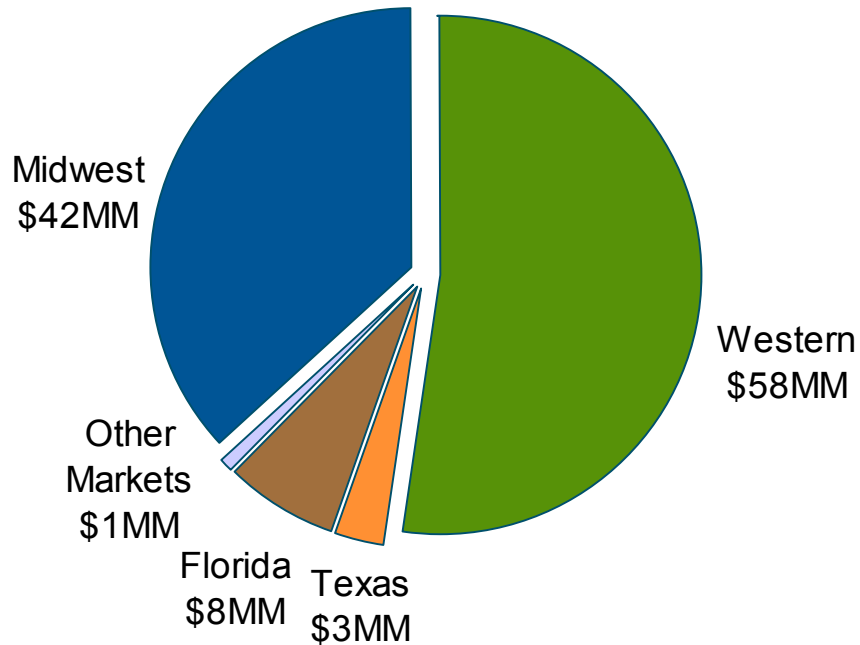
Period-end balances in \$ millions (MM)

Credit

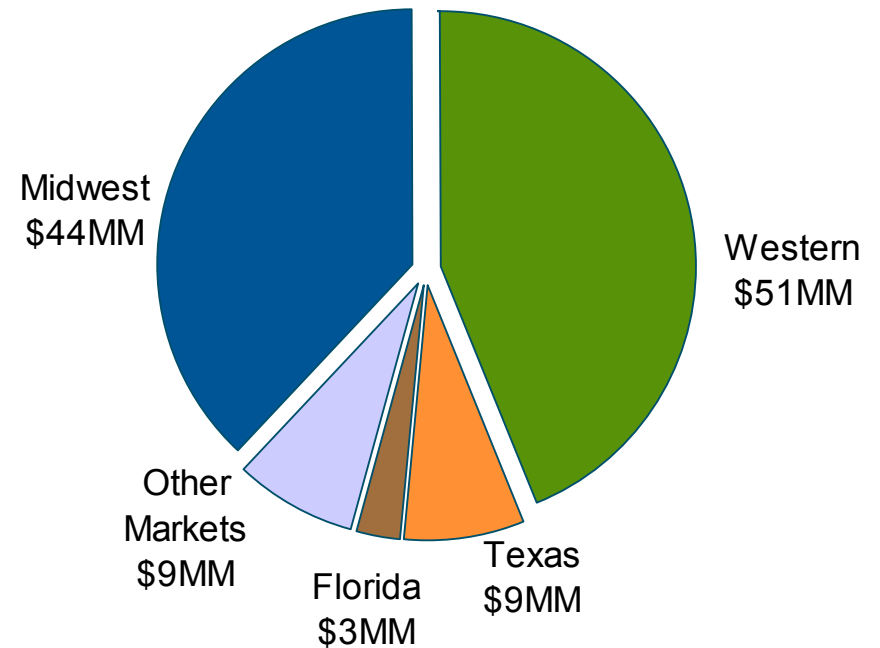


Net Loan Charge-offs by Geography

2Q08: \$112 million



3Q08: \$116 million



\$ in millions

Geography based on office of origination; Midwest: MI, OH, IL; Western: CA, AZ, NV, CO, WA; Other Markets include markets not separately identified above in addition to businesses with a national perspective

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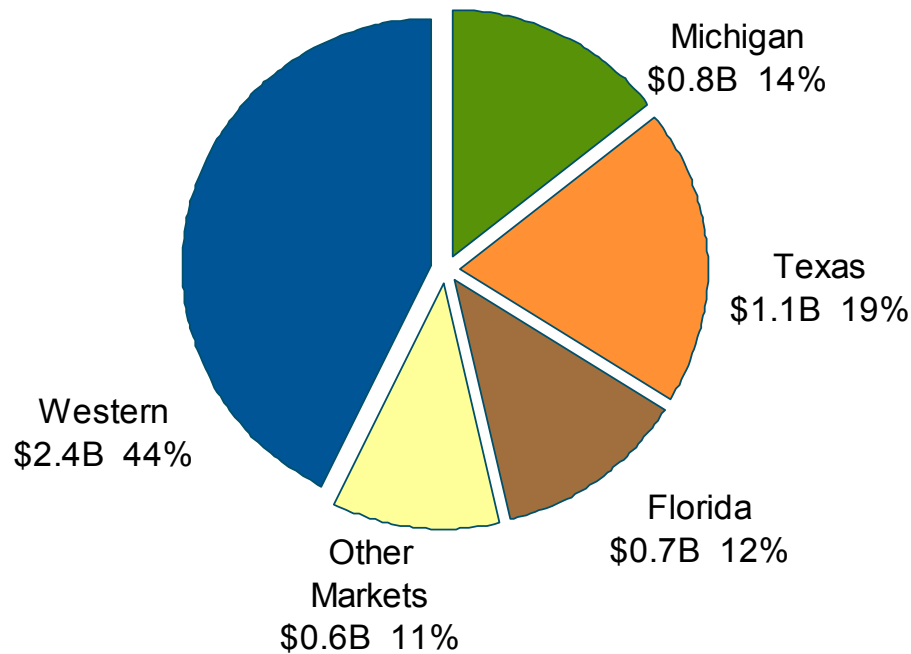
Credit



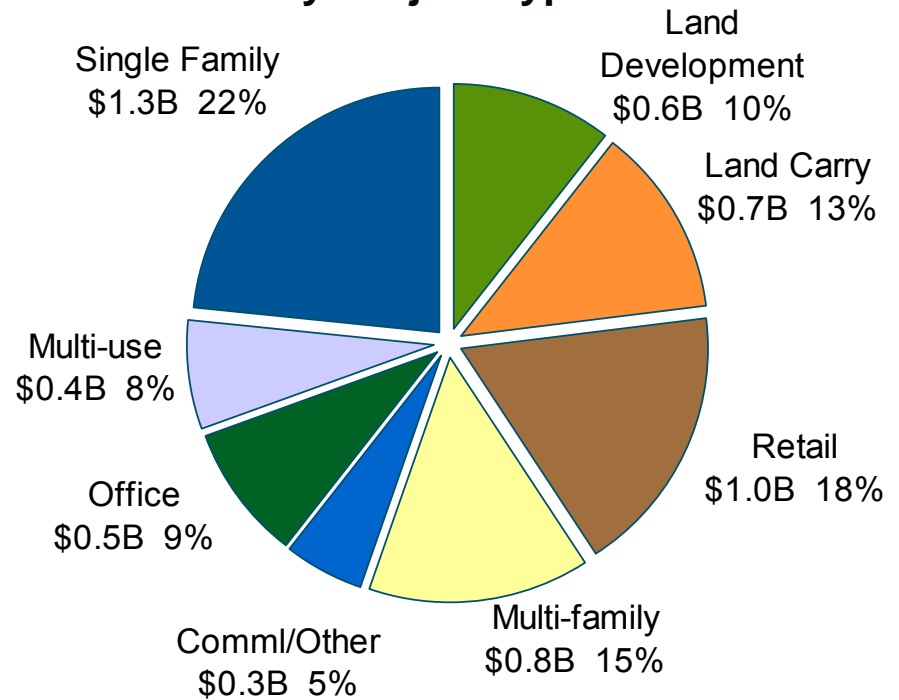
Commercial Real Estate Line of Business

Sept 30, 2008 Loan Outstandings: \$5.6 billion*

By Geography



By Project Type



Period-end balances in \$billions; Geography reflects location of property; additional CRE information can be found in the appendix

* Excludes \$1.4B in Commercial Real Estate line of business loans not secured by real estate

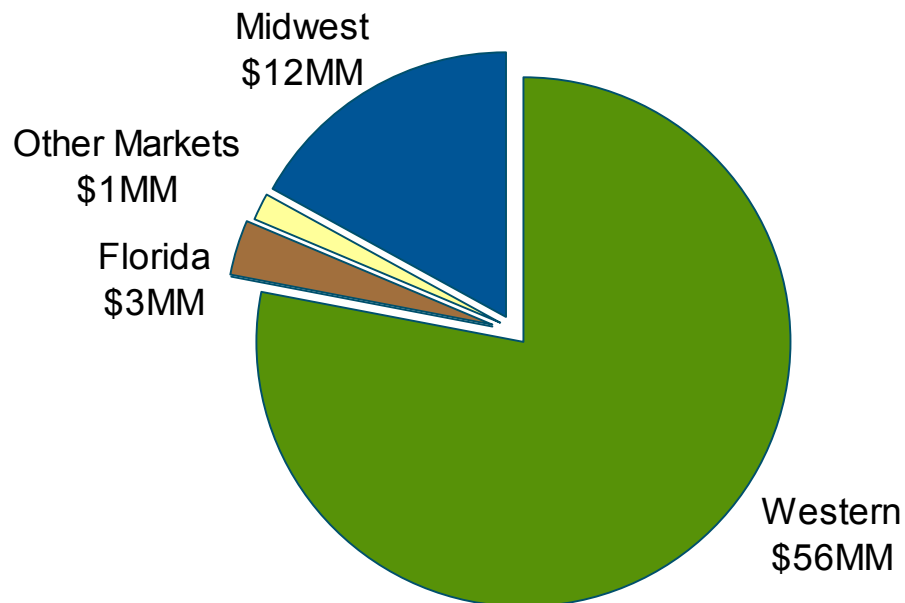


Credit

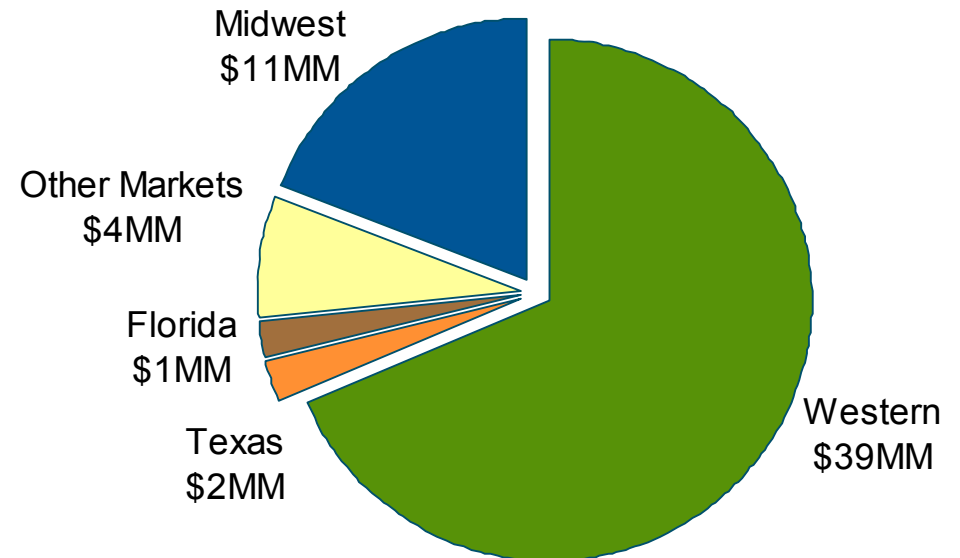


Commercial Real Estate Line of Business Net Loan Charge-offs

2Q08: \$72 million



3Q08: \$57 million



\$ in millions

Geography based on office of origination; Midwest: MI, OH, IL; Western: CA, AZ, NV, CO, WA; Other Markets include markets not separately identified above in addition to businesses with a national perspective

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Credit

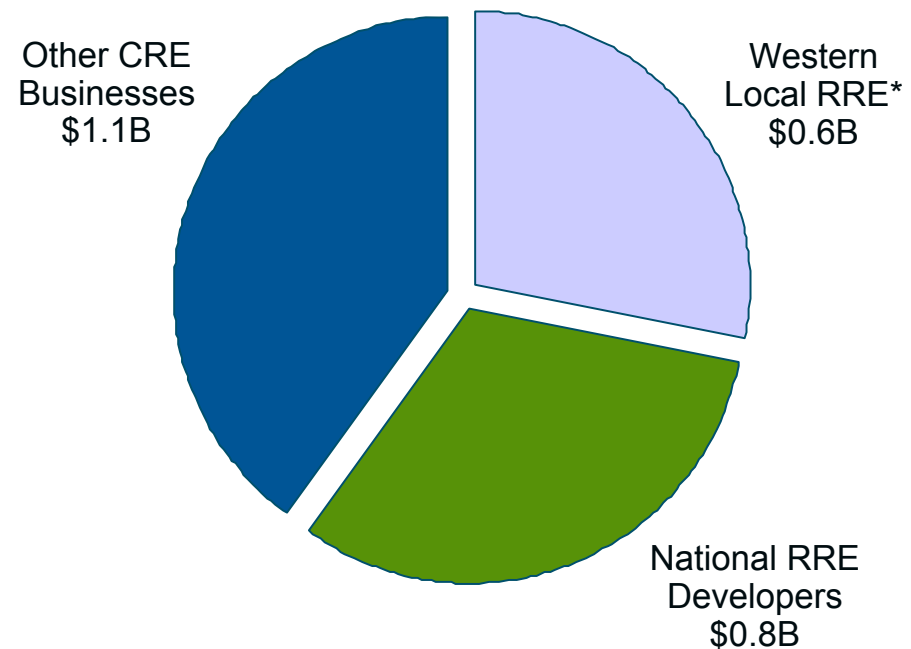


Western Market Commercial Real Estate Line of Business

Western Market Local Residential Real Estate Developer Portfolio:

- ▶ Smaller local developers
- ▶ Approx. 140 projects
- ▶ Reduced from \$932 million at 12/31/07
- ▶ 87% watch list**
- ▶ 34% of total nonaccrual loans (\$296 million)

Sept 30, 2008: \$2.5 billion



September 30, 2008 balances in \$billions

* RRE: Residential Real Estate; Based on location of booking office; includes CA, AZ and NV

**Watch list: generally consistent with regulatory defined special mention, substandard and doubtful loans

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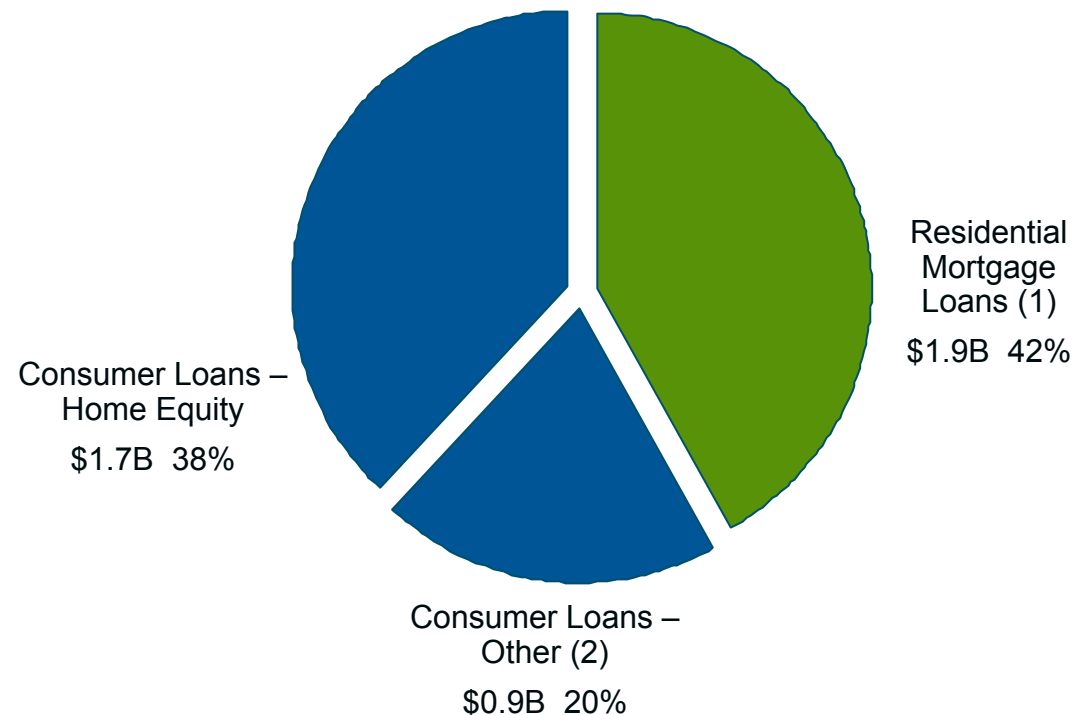
Credit



Consumer Loan Portfolio

- ▶ 9% of total outstandings
- ▶ No sub-prime mortgage programs
- ▶ Self-originated & relationship oriented
- ▶ 1% of total nonaccrual loans (\$12 million)
- ▶ Third quarter net loan charge-offs of \$5 million

3Q08: \$4.5 billion



3Q08 averages in \$billions

(1) Residential mortgages we hold on our balance sheet are primarily associated with our Private Banking customers. The residential mortgages we originate through our banking centers are typically sold to a third party.

(2) The "other" category includes automobile, personal watercraft, student and recreational vehicle loans.

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Credit



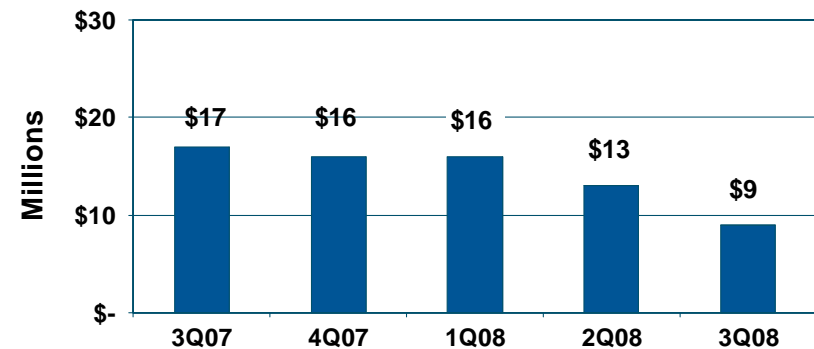
Automotive Manufacturer Exposure Declining

	<u>12/05</u>	<u>12/06</u>	<u>12/07</u>	<u>8/08</u>
Exposure:				
Dealer	\$ 6.6	\$ 7.4	\$ 7.3	\$ 7.1
Other Automotive:				
- Domestic Ownership	\$ 3.3	\$ 2.9	\$ 2.6	\$ 2.4
- Foreign Ownership	<u>1.5</u>	<u>1.3</u>	<u>1.1</u>	<u>1.1</u>
Total Other Automotive	\$ 4.8	\$ 4.2	\$ 3.7	\$ 3.5

Outstandings:				
Dealer	\$ 4.8	\$ 5.6	\$ 5.4	\$ 4.7
Other Automotive:				
- Domestic Ownership	\$ 2.0	\$ 1.7	\$ 1.4	\$ 1.3
- Foreign Ownership	<u>0.7</u>	<u>0.5</u>	<u>0.4</u>	<u>0.3</u>
Total Other Automotive	\$ 2.7	\$ 2.2	\$ 1.8	\$ 1.6

└── down 37% ─┘

Other Automotive Nonaccrual Loans



Non-Dealer Auto Highlights:

- ▶ Exposure and outstandings declining
- ▶ Non-accruals continue to decrease
- ▶ FY07 net recovery of \$2.2 million
- ▶ YTD 08 net charge-off of \$0.1 million

Period-end in \$billions

Exposure includes committed and discretionary facilities (undrawn and outstanding)

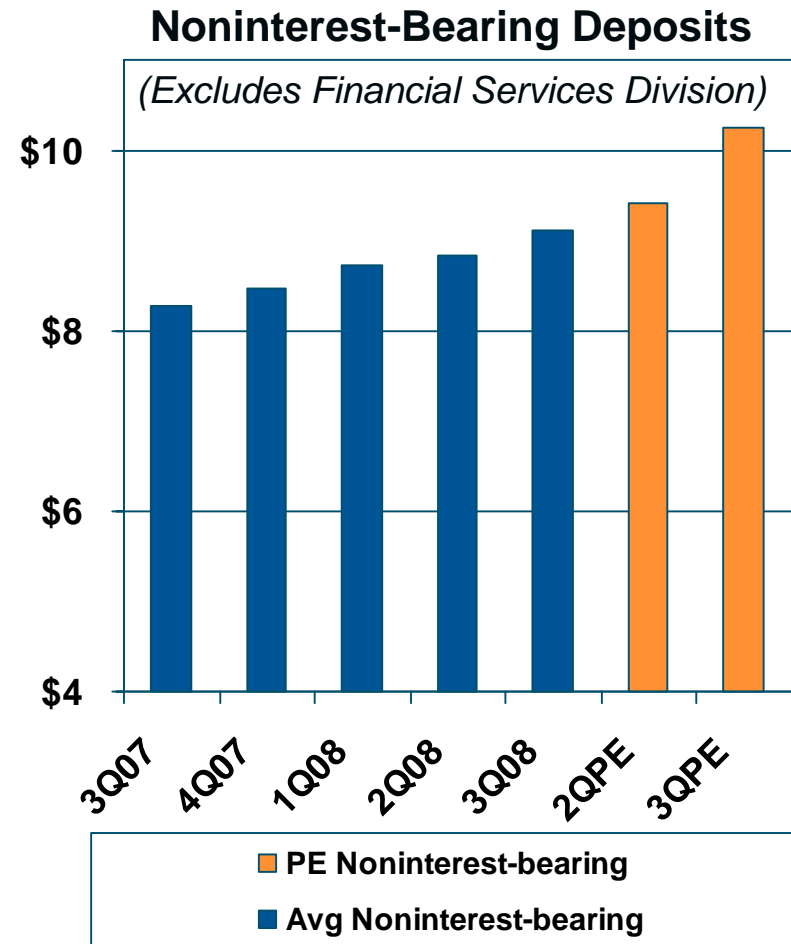
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Deposits



Growing Noninterest Deposits

- ▶ Average core deposits* of \$31.4 billion
 - Average core noninterest-bearing deposits* grew \$279 million or 13%
- ▶ Period-end core deposits* of \$32.3 billion
 - Period-end core noninterest-bearing deposits* up \$836 million
 - Period-end customer CDs up \$401 million



\$ in billions; 3Q08 vs 2Q08 annualized; Period-end (PE) comparisons of 9/30/08 to 6/30/08

*Core deposits exclude Institutional CDs, foreign office time deposits and Financial Services Division balances

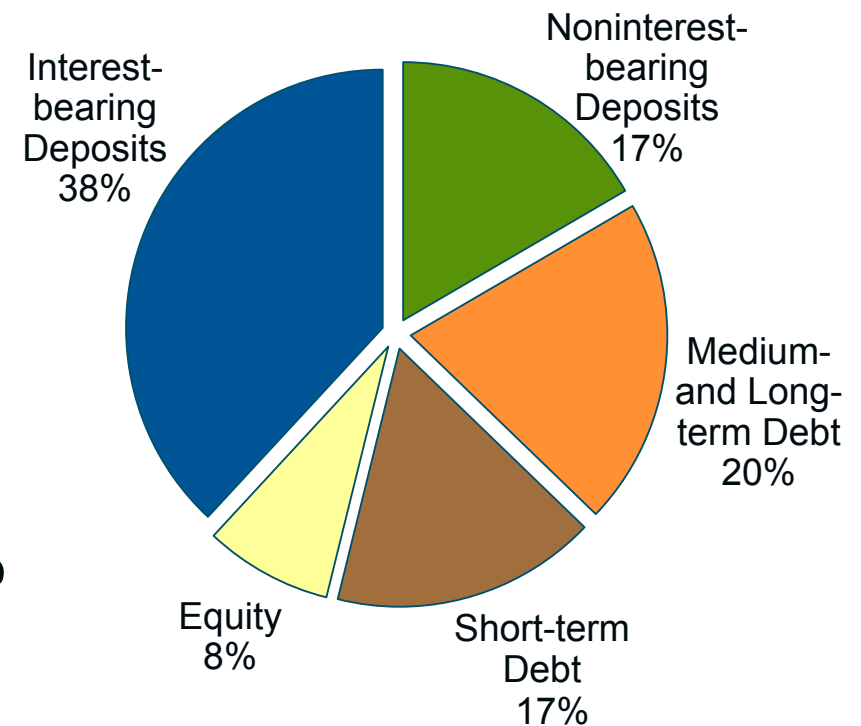
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Capital



Multiple Funding Sources

- ▶ Good core deposit growth momentum
- ▶ Federal Home Loan Bank of Dallas
 - \$7.5 billion outstanding as of 9/30/08
 - Multi billion dollar funding capacity
- ▶ Term Auction Facility (TAF)
- ▶ Repo market
- ▶ Institutional & Retail Brokered CDs
- ▶ \$8B liquid investment securities portfolio
- ▶ S&P and Fitch reaffirmed A+ rating



3Q08 Average Balances

In addition to the funding sources above, Comerica maintains untapped capacity to borrow at the discount window

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Optimizing Capital Usage

Second Quarter Announcement:

- ▶ Loan portfolio optimization
 - \$2-3 billion reduction in outstandings targeted over next 12 months
 - Appropriate credit standards, loan pricing and return hurdles
 - SNCs* to include ancillary services at loan inception
 - Potential sales of selected Residential Real Estate Development loans
- ▶ Expense control
 - Slow Banking Center expansion
 - Reduce line and support headcount in conjunction with loan portfolio optimization

Third Quarter Progress:

- ▶ Loan portfolio optimization
 - Avg. loans declined \$859 million from 2Q08
 - Charge-offs stable & loan spreads increasing
 - Several RRE development loan sales expected to close in Q4
- ▶ Expense control
 - Expect to open 28 banking centers in 2008 and approximately 17 in 2009
 - Headcount reduced by almost 2% since June 30

*SNCs: Shared National Credits



Solid Capital Position

- ▶ Tier 1 Capital Ratio* of 7.35%
 - Within target range of 7.25-8.25%
 - Well in excess of regulatory “well-capitalized” minimum of 6%
- ▶ Tangible Common Equity Ratio of 7.60%
- ▶ Intend to reduce dividend 50% effective January 1, 2009
- ▶ Loan Optimization Plan is working
- ▶ Quality of capital is strong

*Tier 1 Capital Ratio = Tier 1 Capital / Risk-adjusted Assets;
Capital ratios estimated at Sept 30, 2008

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Full Year
Outlook

2008 Full Year Outlook

Loan growth: Low to mid single-digit average growth*, with loans declining in 4Q08

Investment securities: about \$8 billion for 4Q08 plus \$1.4 billion of ARS to be repurchased from customers in 4Q08

Net interest margin: about 3.05% (3.10% excl. lease income charge)

Net credit-related charge-offs: about \$450 million**

Noninterest income: Mid single-digit increase*

Noninterest expense: Low single-digit decrease* (excluding charge related to the offer to repurchase ARS)

Effective tax rate: about 27% (about 20% for the remainder of 2008)

Tier 1 capital ratio target range: 7.25-8.25%

This outlook is provided as of October 17, 2008

* Percentage change over 2007

** Provision for credit losses exceeding net credit-related charge-offs



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Questions and Answers



Ralph Babb

Chairman and CEO

Beth Acton

EVP and Chief Financial Officer

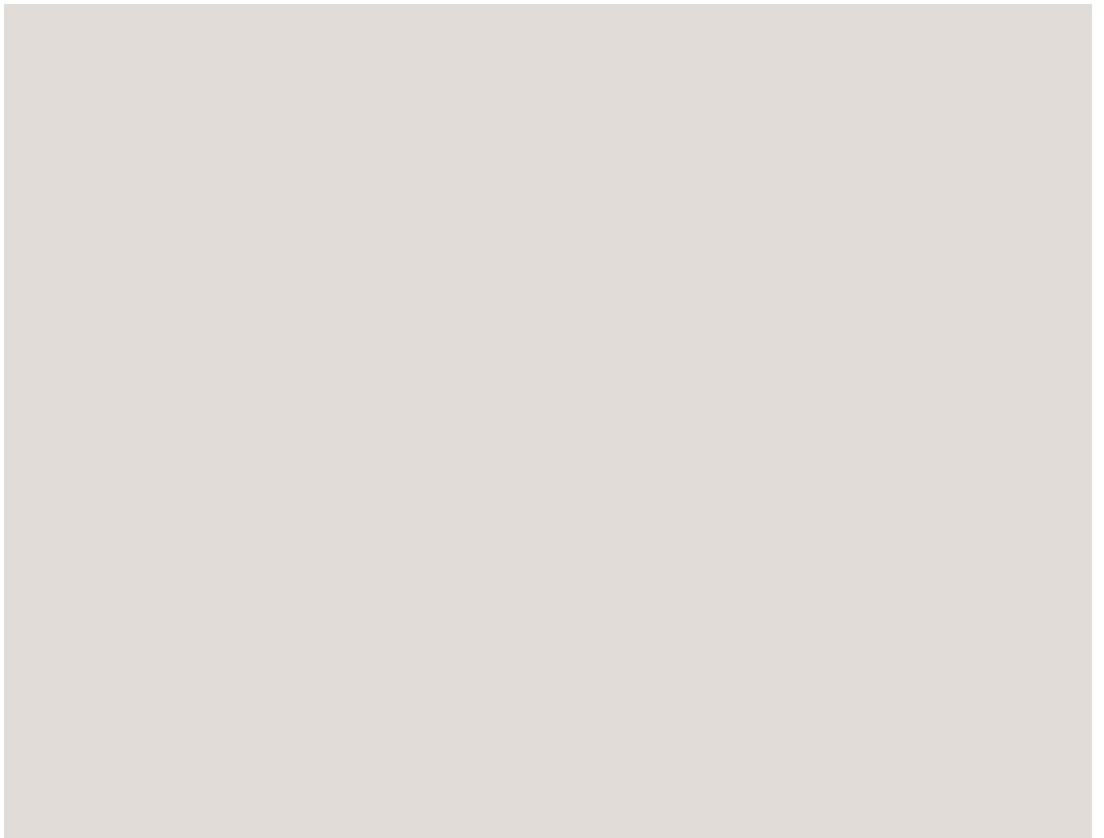
Dale Greene

EVP and Chief Credit Officer

Darlene Persons

Director of Investor Relations

Appendix

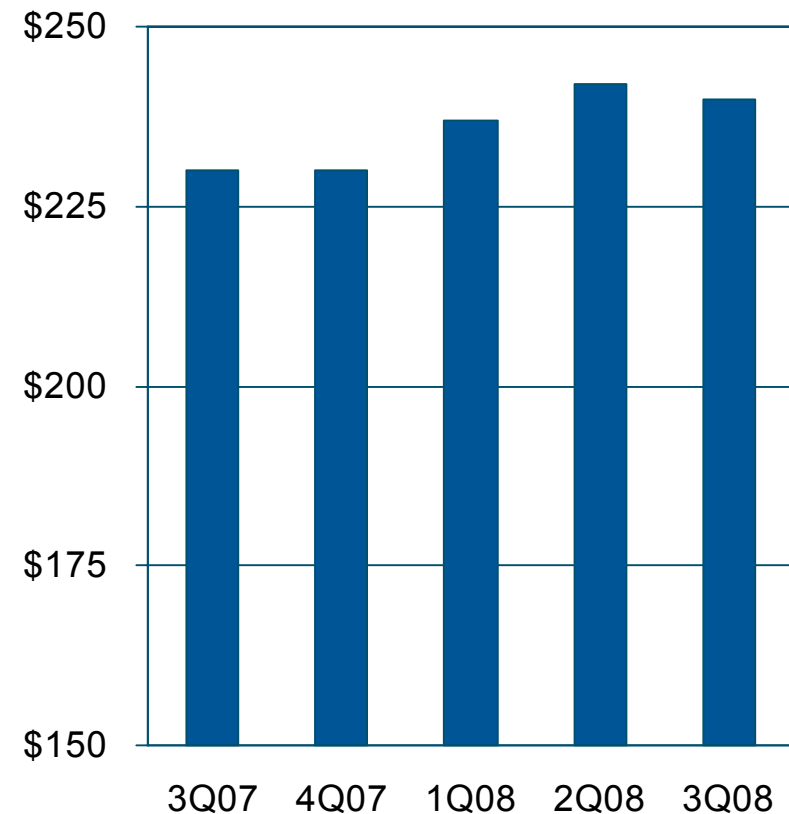


Appendix



Noninterest Income

- ▶ Deferred compensation asset returns:
 - Decreased \$10 million (offset by deferred compensation expense)
- ▶ Net securities gains:
 - \$14 million from sale of MasterCard shares (2Q08)
 - \$27 million from sale of Visa shares (3Q08)



3Q08 vs. 2Q08
\$ in millions

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Appendix



Business Segment Contribution to Net Income

	YTD 9/08	%	YTD 9/07	%
Business Bank	\$184	78%	\$424	71%
Retail Bank	67	29	123	20
Wealth & Institutional Management	<u>(17)</u>	<u>(7)</u>	<u>57</u>	<u>9</u>
	234	100%	604	100%
Finance	(10)		(32)	
Other*	<u>(31)</u>		<u>(5)</u>	
TOTAL	\$193		\$567	

\$ in millions

* Includes discontinued operations and items not directly associated with the three major business segments or the Finance Division

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Appendix



Market Segment Contribution to Net Income

	YTD 9/08	%	YTD 9/07	%
Midwest	\$191	81%	\$234	38%
Western	(21)	(9)	193	32
Texas	49	21	71	12
Florida	(7)	(3)	8	1
Other Markets	(3)	(1)	59	10
International	<u>25</u>	<u>11</u>	<u>39</u>	<u>7</u>
	234	100%	604	100%
Finance and Other*	<u>(41)</u>		<u>(37)</u>	
TOTAL	\$193		\$567	

\$ in millions

* Includes discontinued operations and items not directly associated with the geographic markets

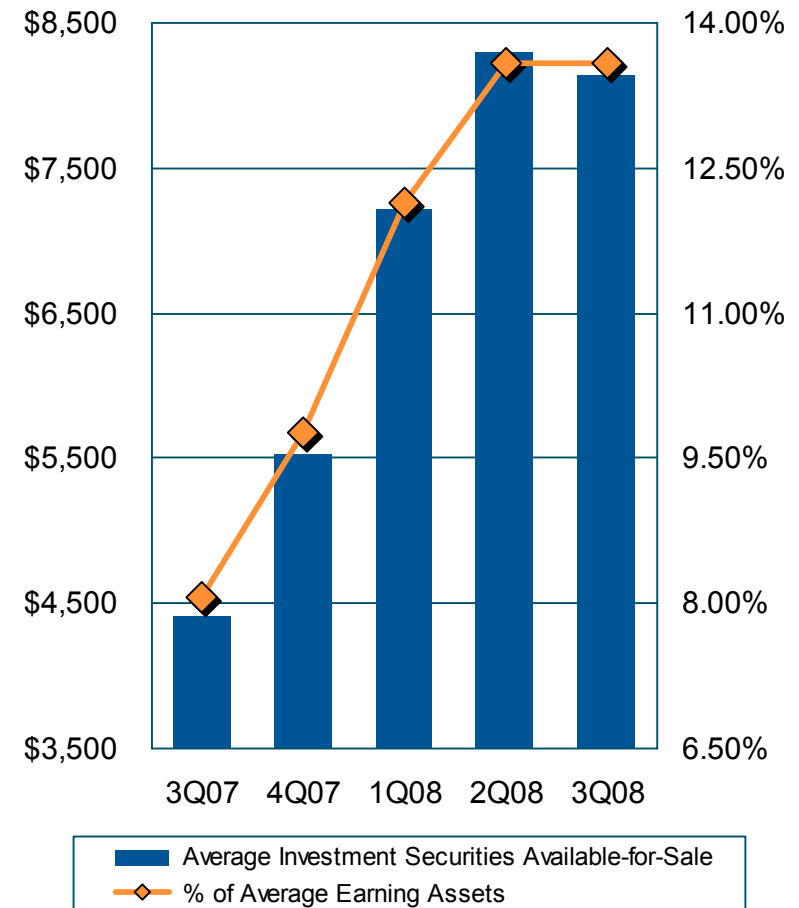
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Appendix



Investment Securities Portfolio

- ▶ Consists primarily of AAA mortgage-backed Freddie Mac and Fannie Mae securities
- ▶ Average life of 3.9 years
- ▶ Increase in portfolio lowers net interest margin
- ▶ Assists in managing interest rate risk and providing liquidity cushion



\$ in millions

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Appendix



Loans By Geographic Markets

	<u>3Q08</u>	<u>2Q08</u>	Q – Q% <u>Chg</u>	<u>3Q07</u>	Y – Y% <u>Chg</u>
Midwest	\$19.1	\$19.3	-1%	\$18.6	3%
Western	16.4	16.9	-3%	16.6	-1%
Texas	7.7	7.8	-1%	6.9	11%
Florida	1.9	1.9	3%	1.7	12%
Other Markets	4.1	4.2	-2%	4.0	2%
International	2.3	2.3	-3%	2.1	6%
TOTAL	\$51.5	\$52.4	-2%	\$49.9	3%

Average loans in \$billions; % change based on full dollar amounts
 Geography based on location of loan office
 Western includes: CA, AZ, NV, CO, WA

Appendix



Loans by Line of Business

	<u>3Q08</u>	<u>2Q08</u>	<u>Q – Q%</u> <u>Change</u>	<u>3Q07</u>	<u>Y – Y%</u> <u>Change</u>
Middle Market	\$16.5	\$16.9	-2%	\$16.3	1%
Commercial Real Estate	7.0	7.1	-1%	6.8	3%
Global Corporate Banking	6.4	6.3	2%	5.6	16%
National Dealer Services	4.6	5.2	-11%	5.0	-9%
Specialty Businesses*	6.0	6.0	-2%	6.1	-3%
SUBTOTAL – BUSINESS BANK	\$40.5	\$41.5	-2%	\$39.8	2%
Small Business Banking	4.3	4.3	0%	4.0	6%
Personal Banking	2.1	2.1	1%	2.1	1%
SUBTOTAL – RETAIL BANK	\$6.4	\$6.4	0%	\$6.1	4%
Private Banking	4.6	4.5	3%	4.0	16%
SUBTOTAL – WEALTH & INSTITUTIONAL MANAGEMENT	\$4.6	\$4.5	3%	\$4.0	16%
TOTAL	\$51.5	\$52.4	-2%	\$49.9	3%

Average loans in \$billions; % change based on full dollar amount

* Specialty Businesses includes: FSD, Entertainment, Energy, Leasing and TLS

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Appendix



Third Quarter 2008 Average Loans Detail

	<u>Midwest</u>	<u>Western</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>International</u>	<u>TOTAL</u>
Middle Market	\$8.1	\$5.0	\$2.0	\$0.3	\$1.1	\$--	\$16.5
Commercial Real Estate	1.3	2.5	1.3	0.5	1.4	--	7.0
Global Corporate Banking	1.9	1.1	0.3	0.1	0.7	2.3	6.4
National Dealer Services	0.7	2.9	0.3	0.4	0.3	--	4.6
Specialty Businesses*	1.2	2.2	2.1	0.0	0.5	--	6.0
SUBTOTAL – BUSINESS BANK	\$13.2	\$13.7	\$6.0	\$1.3	\$4.0	\$2.3	\$40.5
Small Business Banking	2.3	1.0	1.0	--	--	--	4.3
Personal Banking	1.7	0.1	0.2	--	0.1	--	2.1
SUBTOTAL – RETAIL BANK	\$4.0	\$1.1	\$1.2	\$--	\$0.1	\$--	\$6.4
Private Banking	1.9	1.6	0.5	0.6	--	--	4.6
SUBTOTAL – WEALTH & INSTITUTIONAL MANAGEMENT	\$1.9	\$1.6	\$0.5	\$0.6	\$--	\$--	\$4.6
TOTAL	\$19.1	\$16.4	\$7.7	\$1.9	\$4.1	\$2.3	\$51.5

\$ in billions; geography based on office of origination.

* Specialty Businesses includes: FSD, Entertainment, Energy, Leasing and TLS

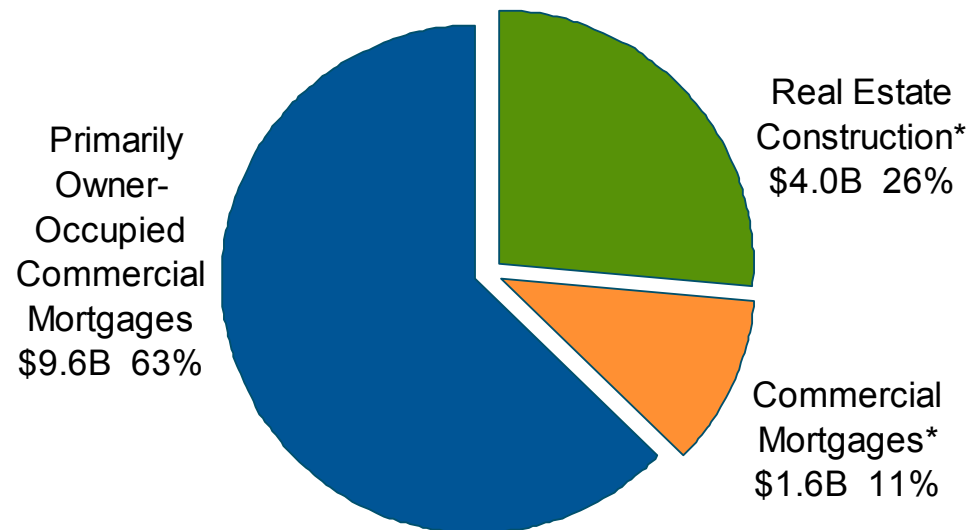
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Appendix



Commercial Real Estate Loan Portfolio

3Q08: \$15.2 billion



Commercial Real Estate line of business:

- ▶ Nonaccrual loans of \$539 million
- ▶ Loans over \$2 million transferred to nonaccrual totaled \$145 million
- ▶ Net loan charge-offs of \$57 million

3Q08 averages in \$billions

*Included in Commercial Real Estate line of business

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Appendix



Real Estate Construction Loans: Commercial Real Estate Line of Business

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Residential:						
Single Family	\$706	\$77	\$116	\$184	\$93	\$1176
Land Development	245	87	161	36	50	579
Subtotal	\$951	\$164	\$277	\$220	\$143	\$1755
Other CRE:						
Retail	241	135	301	68	64	809
Multi-family	148	15	170	103	119	555
Multi-use	202	33	46	62	16	359
Office	134	21	88	7	29	279
Comml/Other	82	28	34	5	31	180
TOTAL	\$1758	\$396	\$916	\$465	\$402	\$3937

Sept 30, 2008 period-end \$ in millions
Geography reflects location of property

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Appendix



Commercial Mortgage Loans: Commercial Real Estate Line of Business

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Land Carry	\$380	\$168	\$63	\$85	\$31	\$727
Single Family	18	3	4	9	7	41
Multi-family	18	66	60	81	67	292
Office	97	55	38	18	6	214
Retail	82	60	4	3	52	201
Comml/Other	57	33	6	0	23	120
Multi-use	7	11	0	0	56	74
TOTAL	\$659	\$396	\$175	\$196	\$242	\$1668

Sept 30, 2008 period-end \$ in millions
Geography reflects location of property

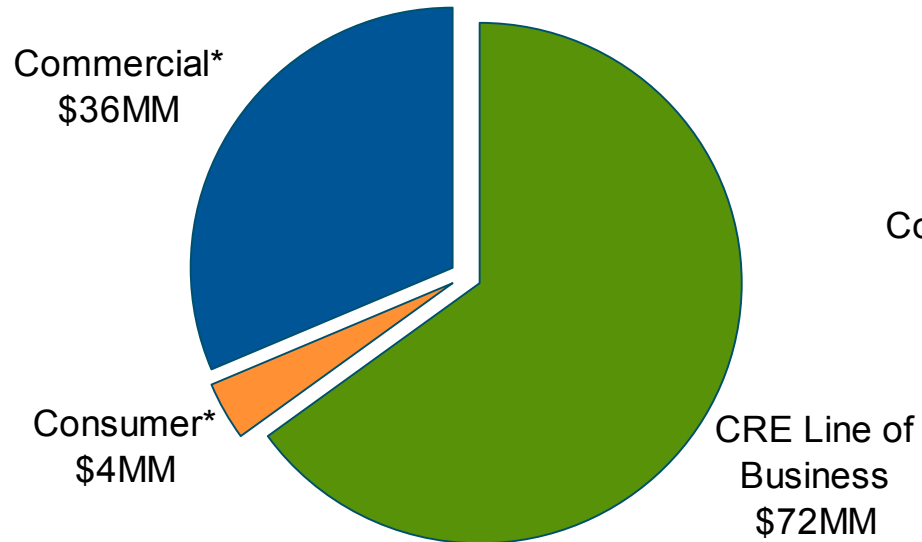
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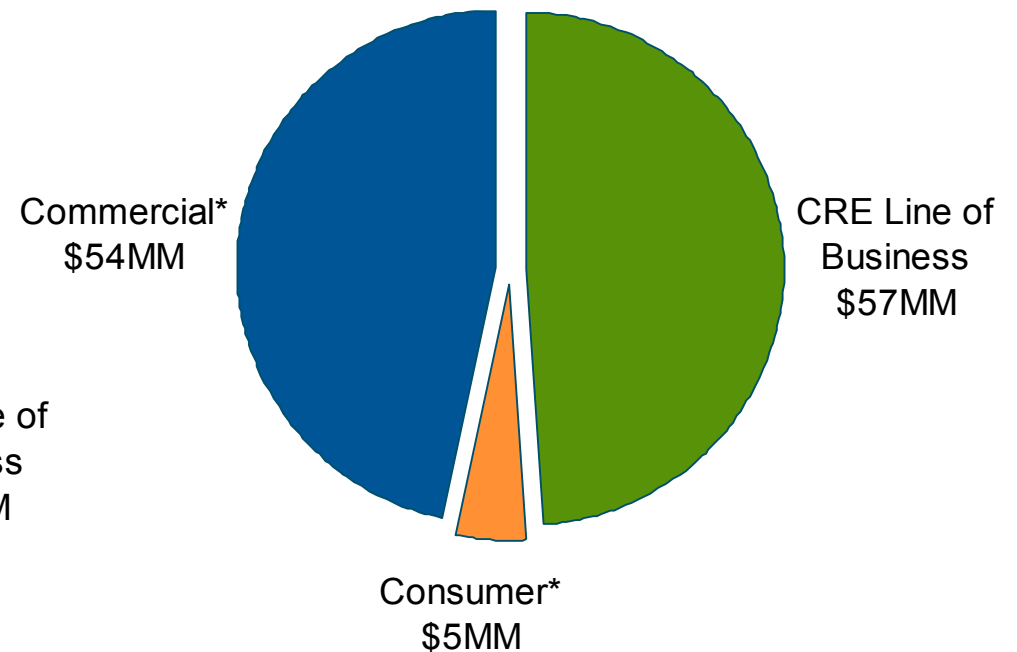


Net Loan Charge-offs by Loan Type

2Q08: \$112 million



3Q08: \$116 million



\$ in millions

* Commercial includes commercial loans, lease financing, international and owner-occupied commercial real estate; Consumer includes residential mortgage and consumer loans

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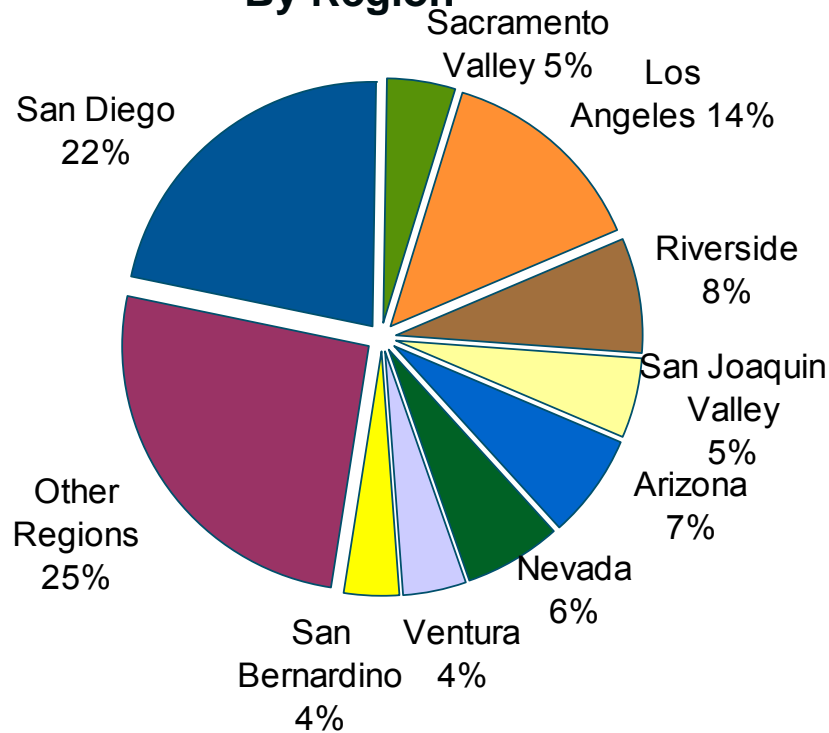
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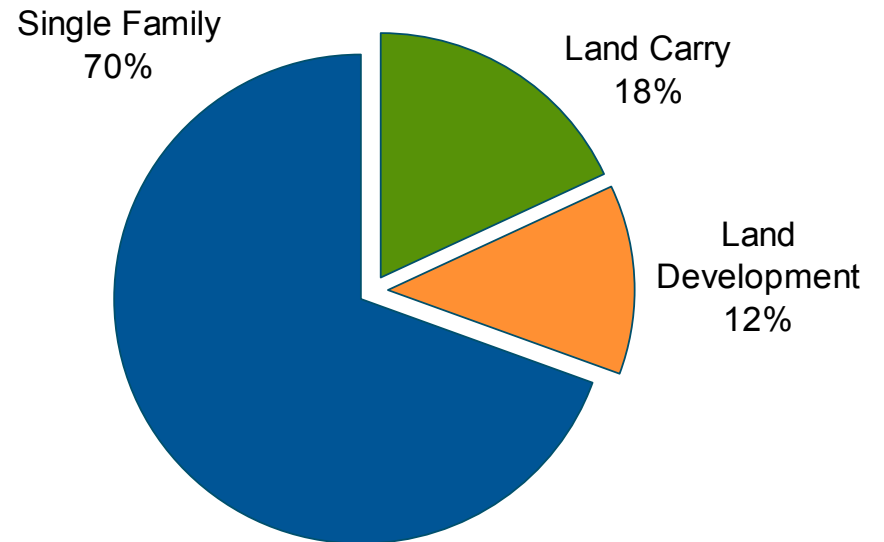
Western Market Local Residential Real Estate Developer Portfolio

Sept 30, 2008 Loan Outstandings: \$0.6 billion

By Region*



By Project Type



September 30, 2008 period-end balances in \$billions; includes California, Arizona and Nevada
 * Region reflects project location



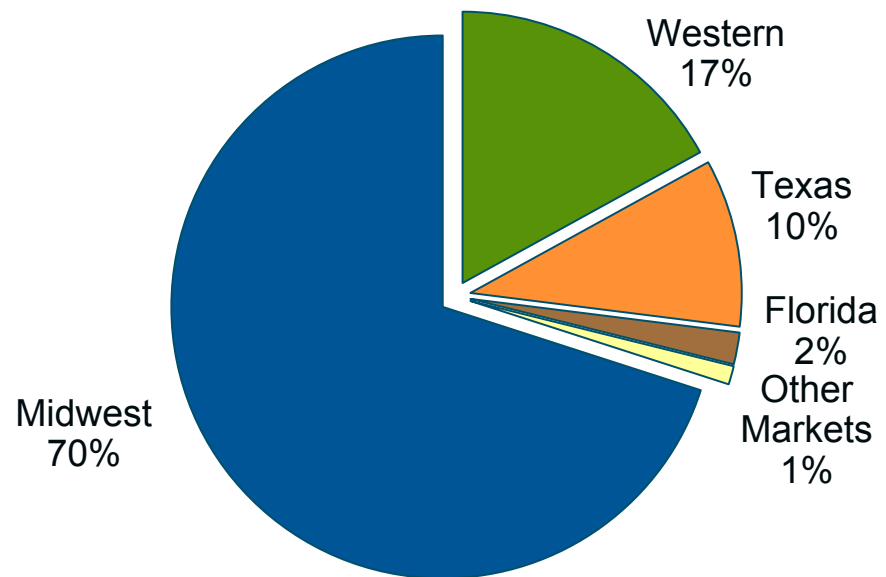
Appendix



Home Equity Portfolio

- ▶ 78% home equity lines and 22% home equity loans*
- ▶ Avg. FICO score of 750 at origination*
- ▶ 84% have CLTV \leq 80%*
- ▶ Average loan vintage is 3.59 years*

3Q08: \$1.7 billion Geographic Breakdown



*Data on loans booked through our Consumer Loan Center which encompasses about 89% of our Home Equity Lines and Loans
3Q08 averages in \$billions
Geography based on office of origination

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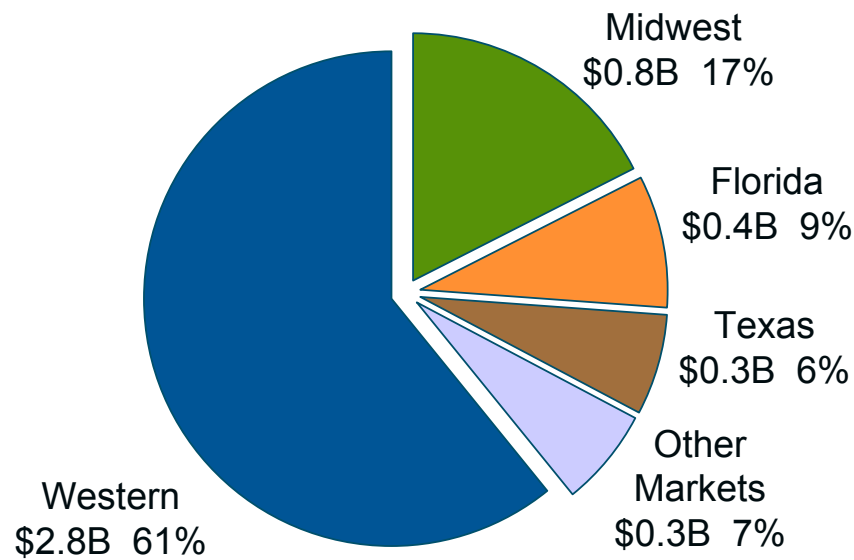
Appendix



Diversified National Dealer Services Business

3Q08 Average Loans Outstanding: \$4.6 billion

Geographic Dispersion



Franchise Distribution*

▶ Toyota / Lexus	22%
▶ Honda / Acura	19%
▶ Ford	12%
▶ General Motors	7%
▶ Mercedes	7%
▶ Nissan / Infinity	6%
▶ Other European	6%
▶ Chrysler	5%
▶ Other Asian	5%
▶ Other**	11%

* Franchise distribution based on June 30, 2008 period-end outstandings

** "Other" includes obligations where a primary franchise is indeterminable (rental car and leasing companies, heavy truck, recreational vehicles, and non-floor plan loans)

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Slowing Banking Center Expansion

- ▶ Plan to open about 17 new banking centers in 2009

<u>Location of New Banking Centers</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>9/08</u>	<u>Full Year 2008</u>	<u>Total 9/08</u>
California	8	12	13	8	14	90
Arizona	2	2	3	2	4	10
Texas	7	7	12	2	9	80
Florida	0	3	0	1	1	10
Michigan	<u>1</u>	<u>1</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>234</u>
Total	18	25	30	13	28	424

Appendix



Line of Business Deposits

	<u>3Q08</u>	<u>2Q08</u>	<u>3Q07</u>
Middle Market	\$4.3	\$4.3	\$4.0
Commercial Real Estate	0.8	0.9	1.0
Global Corporate Banking	3.9	3.7	3.4
National Dealer Services	0.1	0.1	0.1
Specialty Businesses ¹	5.8	6.4	7.4
> <i>Excluding FSD</i>	3.4	3.6	3.6
SUBTOTAL – BUSINESS BANK	\$14.9	\$15.4	\$15.9
> <i>Excluding FSD</i>	\$12.5	\$12.6	\$12.1
Small Business Banking	3.9	3.9	3.9
Personal Banking	12.7	13.1	13.2
SUBTOTAL – RETAIL BANK	\$16.6	\$17.0	\$17.1
Private Banking	2.4	2.5	2.4
SUBTOTAL – WEALTH & INSTITUTIONAL MANAGEMENT	\$2.4	\$2.5	\$2.4
Finance/Other ²	6.0	8.9	5.7
TOTAL	\$39.9	\$43.8	\$41.1
> EXCLUDING FSD	\$37.5	\$41.0	\$37.3

Average deposits in \$billions

¹ Specialty Businesses includes: Entertainment, Energy, FSD, Leasing and TLS

² Finance/Other includes Inst. CD's: 3Q08 - \$5.2B; 2Q08 - \$7.7B; 3Q07 - \$5.2B

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Appendix



Third Quarter 2008 Average Deposits Detail

	<u>Midwest</u>	<u>Western</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>International</u>	<u>TOTAL</u>
Middle Market	\$0.8	\$3.2	\$0.2	\$0.0	\$0.1	\$--	\$4.3
Commercial Real Estate	0.1	0.2	0.1	0.1	0.3	--	0.8
Global Corporate Banking	2.0	0.5	0.3	0.0	0.3	0.8	3.9
National Dealer Services	0.1	0.0	0.0	0.0	0.0	--	0.1
Specialty Businesses ¹	0.1	4.7	0.5	0.0	0.5	--	5.8
SUBTOTAL – BUSINESS BANK	\$3.1	\$8.6	\$1.1	\$0.1	\$1.2	\$0.8	\$14.9
Small Business Banking	1.9	1.0	1.0	--	--	--	3.9
Personal Banking	10.2	0.9	1.6	--	--	--	12.7
SUBTOTAL – RETAIL BANK	\$12.1	\$1.9	\$2.6	\$--	\$--	\$--	\$16.6
Private Banking	0.7	1.2	0.3	0.2	0.0	--	2.4
SUBTOTAL – WEALTH & INSTITUTIONAL MANAGEMENT	\$0.7	\$1.2	\$0.3	\$0.2	\$0.0	\$--	\$2.4
Finance/Other ²	6.0	--	--	--	--	--	6.0
TOTAL	\$21.9	\$11.7	\$4.0	\$0.3	\$1.2	\$0.8	\$39.9

\$ in billions

¹ Specialty Businesses includes: Entertainment, Energy, FSD, Leasing and TLS

² Finance/Other includes \$5.2B in Institutional CD's; included in Finance Division segment

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Appendix



Financial Services Division Data

	<u>3Q08</u>	<u>2Q08</u>	<u>3Q07</u>
<u>Average Balance Sheet</u>			
Noninterest-bearing	\$1.6	\$1.8	\$2.6
Interest-bearing	<u>0.9</u>	<u>1.0</u>	<u>1.2</u>
Total Deposits	\$2.5	\$2.8	\$3.8
Total Loans	\$0.4	\$0.5	\$1.2
<u>Noninterest Expenses</u>			
Customer Services	\$2	\$3	\$11
<u>Average Rates</u>			
FSD Loans (Primarily Low-rate)	1.74%	1.42%	0.71%
FSD Interest-bearing Deposits	1.65%	1.81%	4.06%

2008 Full Year Outlook:

- ▶ Average noninterest-bearing deposits are expected to be about \$1.6 to \$1.7 billion
- ▶ Average loans are expected to fluctuate with the level of noninterest-bearing deposits

Balance Sheet data in \$billions; Noninterest Expense data in \$millions

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