

# Comerica Incorporated

**Fourth Quarter 2010 Financial Review**  
**January 18, 2011**

The logo for Comerica Bank, featuring the text "Comerica Bank" in a white serif font inside a blue rounded rectangular box with a white border.

Comerica Bank

The background of the lower half of the slide is a warm-toned image of a brass compass resting on an old map. The compass needle is pointing towards the top right. The map shows various lines and textures, suggesting a historical or navigational theme.

# Safe Harbor Statement

Any statements in this presentation that are not historical facts are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Words such as "anticipates," "believes," "feels," "expects," "estimates," "seeks," "strives," "plans," "intends," "outlook," "forecast," "position," "target," "mission," "assume," "achievable," "potential," "strategy," "goal," "aspiration," "outcome," "continue," "remain," "maintain," "trend," "objective" and variations of such words and similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "might," "can," "may" or similar expressions, as they relate to Comerica or its management, are intended to identify forward-looking statements. These forward-looking statements are predicated on the beliefs and assumptions of Comerica's management based on information known to Comerica's management as of the date of this news release and do not purport to speak as of any other date. 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Comerica cautions that the foregoing list of factors is not exclusive. For discussion of factors that may cause actual results to differ from expectations, please refer to our filings with the Securities and Exchange Commission. In particular, please refer to "Item 1A. Risk Factors" beginning on page 11 of Comerica's Annual Report on Form 10-K for the year ended December 31, 2009, "Item 1A. Risk Factors" beginning on page 67 of Comerica's Quarterly Report on Form 10-Q for the quarter ended March 31, 2010, "Item 1A. Risk Factors" beginning on page 71 of Comerica's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010 and "Item 1A. Risk Factors" beginning on page 72 of Comerica's Quarterly Report on Form 10-Q for the quarter ended September 30, 2010. Forward-looking statements speak only as of the date they are made. 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# Financial Results

	<u>4Q10</u>	<u>3Q10</u>	<u>FY10</u>	<u>FY09</u>
Net income	\$96	\$59	\$277	\$17
Preferred stock dividends to U.S. Treasury	-	-	123	134
Net income (loss) attributable to common shares	95	59	153	(118)
Diluted income (loss) per common share	0.53	0.33	0.88	(0.79)
Net interest income	405	404	1,646	1,567
Net interest margin	3.29%	3.23%	3.24%	2.72%
Provision for loan losses	57	122	480	1,082
Noninterest income	215	186	789	1,050
Noninterest expenses	437	402	1,640	1,650
Tier 1 capital ratio	10.08% <sup>1</sup>	9.96% <sup>2</sup>		
Tangible common equity ratio <sup>3</sup>	10.54%	10.39%		

\$ in millions, except per share data

<sup>1</sup> Estimated

<sup>2</sup> Excludes trust preferred securities, fully redeemed on 10/1/10

<sup>3</sup> See Supplemental Financial Data slides for reconciliation of non-GAAP financial measures

# Fourth Quarter 2010 Highlights

- **Broad-based improvement in credit quality continues**
  - Net credit related charge-offs declined \$19 million to \$113 million
  - Nonperforming assets declined \$76 million
  - Inflow to nonaccrual<sup>1</sup> slowed by \$114 million, to \$180 million
  - Watch list loans declined \$629 million, to \$5,542 million<sup>2</sup>
  - Provision for loan losses declined \$65 million to \$57 million
- **Period-end loan outstandings were stable with Commercial loans increasing \$713 million or 3%**
  - Average loans increased \$229 million, excluding \$332 million decrease in Commercial Real Estate line of business
- **Average core deposits increased \$1.1 billion**
  - Average noninterest bearing deposits increased \$687 million
- **Revenue increased 5%**
  - Strong fee income generation
- **Net interest margin increased 6 basis points to 3.29%**
- **Capital ratios remain solid**
  - Tangible common equity ratio<sup>3</sup> of 10.54%
  - Fully redeemed trust preferred securities on October 1, 2010

Analysis of 4Q10 compared to 3Q10

<sup>1</sup>Inflow to nonaccrual loans with book balances greater than \$2 million

<sup>2</sup>Watch list: generally consistent with regulatory defined special mention, substandard and doubtful loans

<sup>3</sup> See Supplemental Financial Data slides for reconciliation of non-GAAP financial measures

# Commercial Loan Growth

## Balance Sheet

	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
Total Loans	44,782	42,753	41,313	40,672	40,102	39,999
Q-Q Change	(2,029)	(1,440)	(641)	(570)	(570)	(103)
Commerical	23,401	21,971	21,015	20,910	20,967	21,464
Q-Q Change	(1,430)	(956)	(105)	57	57	497
CRE <sup>1</sup>	14,392	14,096	13,773	13,359	12,882	12,336
Q-Q Change	(296)	(323)	(414)	(477)	(477)	(546)

## Lines of Business

Average loan outstandings included<sup>2</sup>:

Decreases in:

- Commercial Real Estate line of business (\$332MM)
- Middle Market (\$178MM)
- Small Business Banking (\$72MM)

Increases in:

- National Dealer Services \$276MM
- Mortgage Banker Finance \$158MM
- Energy \$73MM

Average balances in \$ millions

<sup>1</sup>CRE: Owner-occupied and Commercial Real Estate line of business construction and mortgage loans

<sup>2</sup>4Q10 compared to 3Q10

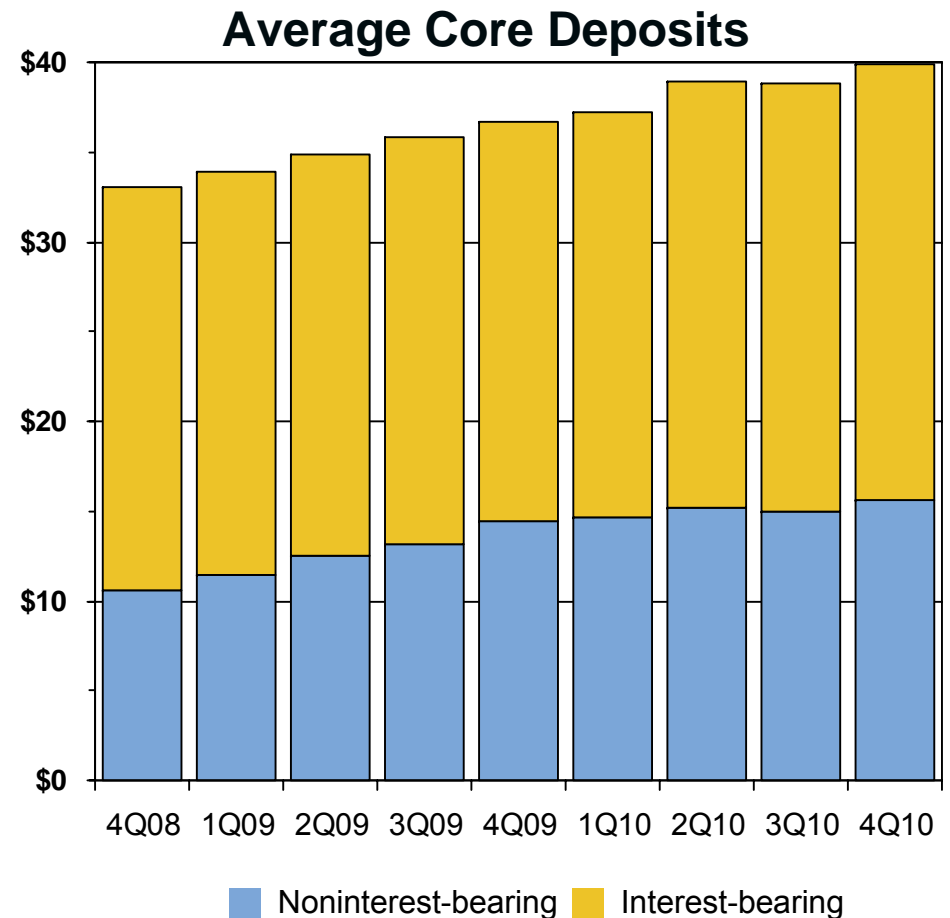
# Core Deposits Increased

**Total average core deposits<sup>1</sup> of \$39.9B, a \$1.1B increase primarily due to:**

- Noninterest-bearing deposits increased \$687MM
- Money market and NOW deposits increased \$621MM
- Customer CDs decreased \$206MM

**Total avg. core deposits:**

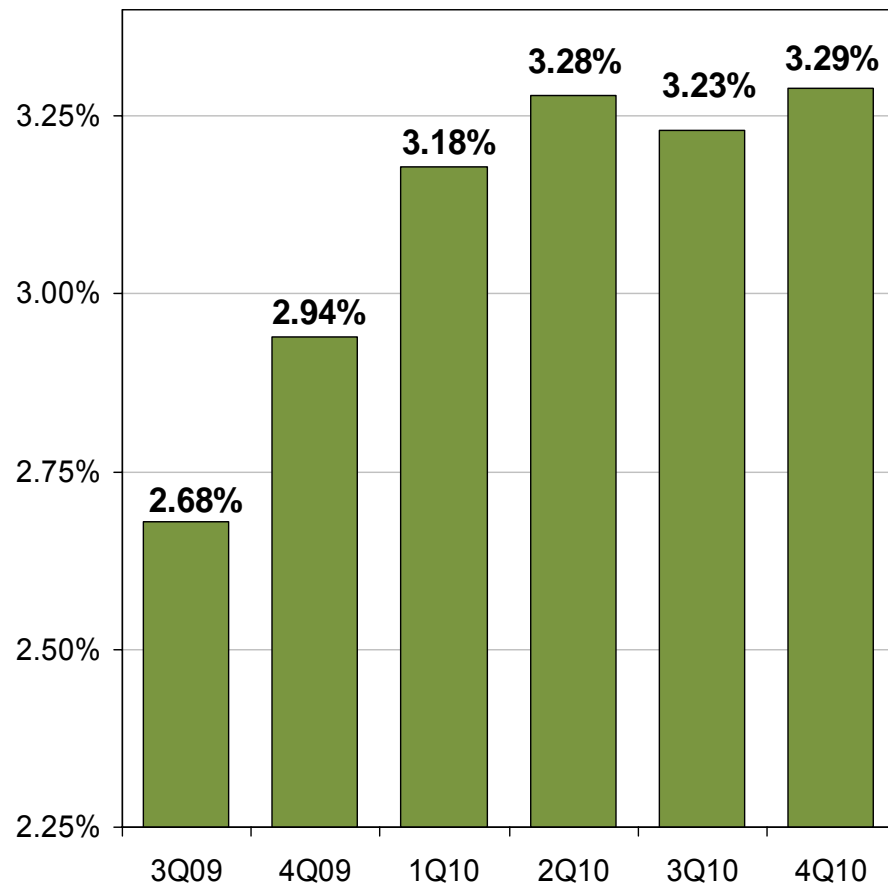
- Increased in:
  - Middle Market \$442MM
  - Small Business \$296MM
  - Technology & Life Sciences \$152MM
  - Wealth Management \$124MM
  - Financial Services Division \$56MM
- Decreased in:
  - Commercial Real Estate (\$47MM)



\$ in billions; 4Q10 vs 3Q10

<sup>1</sup>Core deposits exclude Institutional CDs, Retail Brokered CDs and foreign office time deposits

# Net Interest Margin Improves



Net interest margin increased six basis points to 3.29% reflecting<sup>1</sup>:

- + Decline in excess liquidity
- + Redemption of higher-cost Trust Preferred securities (TruPS)
- Decrease in yields on mortgage-backed securities

Excess liquidity position<sup>2</sup>:

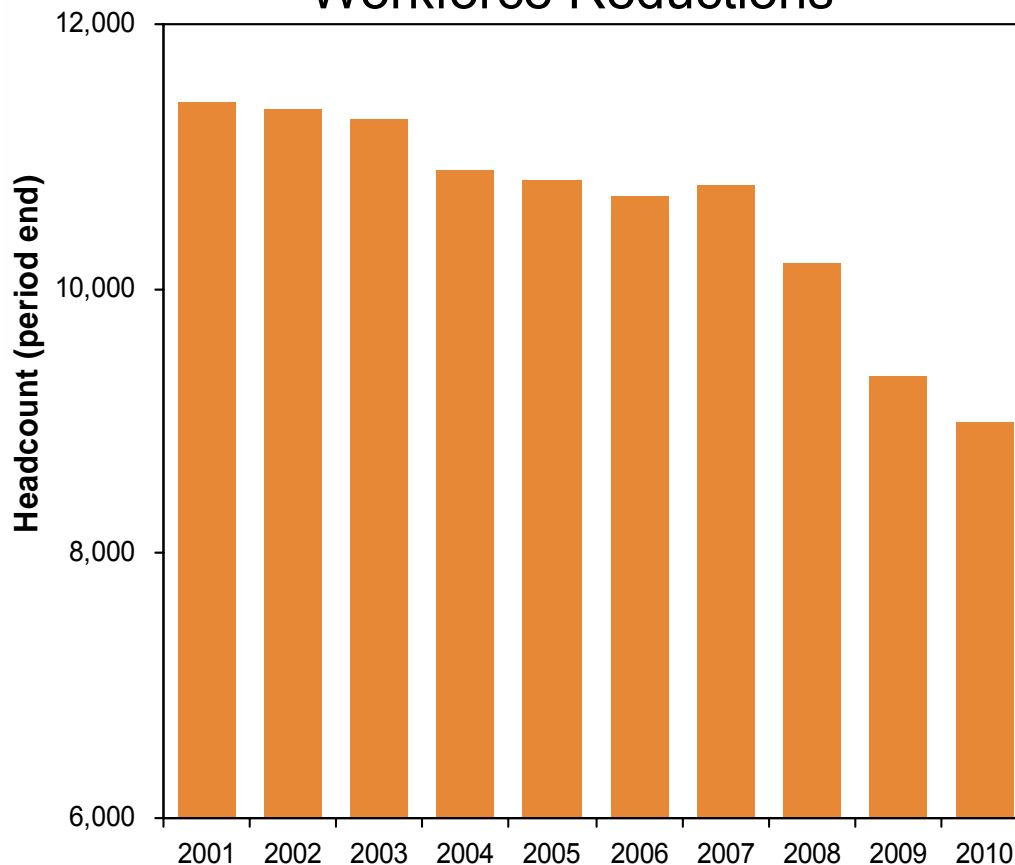
- 4Q10 average \$1.8B, down from \$3.0B in 3Q10
- 12/31/10 period end \$1.3B
- Negative impact on 4Q10 margin was approximately 12 basis points

<sup>1</sup>4Q10 vs. 3Q10

<sup>2</sup>Excess liquidity represented by average deposits held at the Federal Reserve Bank. See Supplemental Financial Data slide for reconciliation of non-GAAP financial measures.

# A Leaner, More Efficient Company

## Workforce Reductions



### Noninterest expenses<sup>1</sup>:

- Salaries expense increased:
  - \$10MM increase in incentives as a result of improved financial performance and rankings relative to peers
  - \$6MM increase in Deferred Compensation<sup>2</sup>
  - \$3MM increase in Severance
- Trust preferred securities redemption charge of \$5MM

<sup>1</sup>14Q10 vs. 3Q10

<sup>2</sup>Offset by increase in deferred compensation asset returns in noninterest income



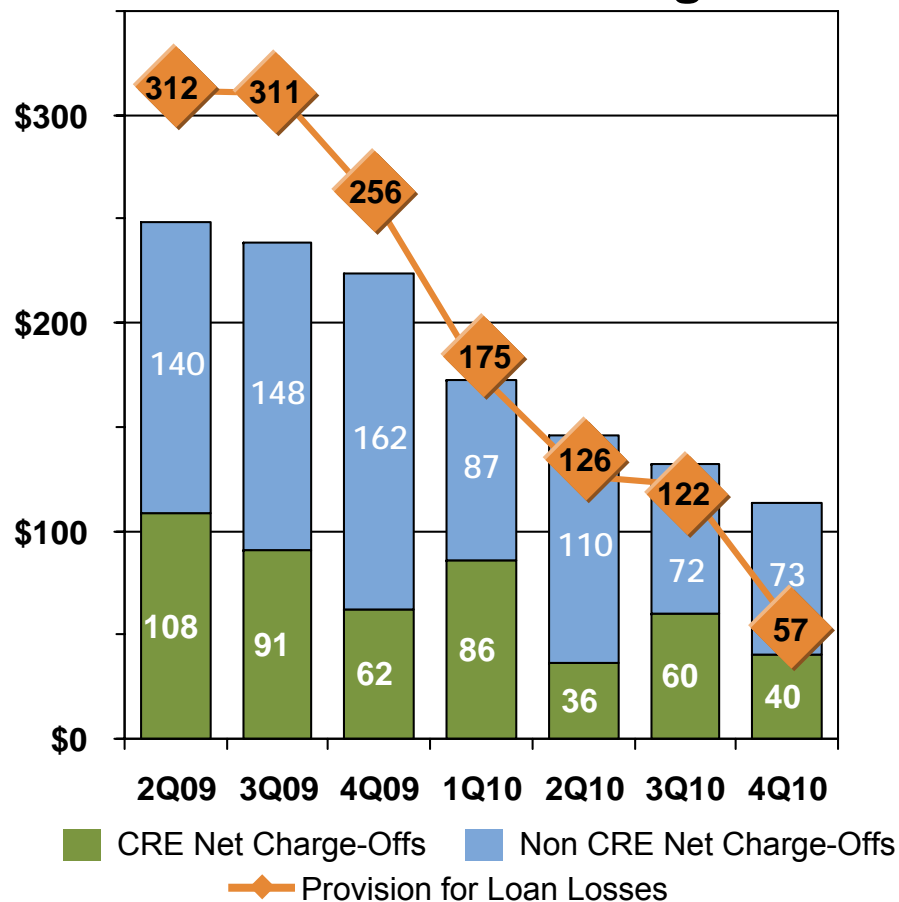
# Credit Quality Positive Trends Continued

	<u>4Q10</u>	<u>3Q10</u>	<u>2Q10</u>	<u>1Q10</u>	<u>4Q09</u>
↓ Net credit-related charge-offs to average total loans	\$113 1.13%	\$132 1.32%	\$146 1.44%	\$173 1.68%	\$225 2.10%
↓ Provision for Loan Losses	\$57	\$122	\$126	\$175	\$256
↓ Nonperforming assets to total loans & foreclosed property	\$1,235 3.06%	\$1,311 3.24%	\$1,214 2.98%	\$1,251 3.06%	\$1,292 3.06%
↓ Nonperforming assets inflow	\$180	\$294	\$199	\$245	\$266
↓ Foreclosed property	\$112	\$120	\$93	\$89	\$111
↓ Loans past due 90 days or more and still accruing	\$62	\$104	\$115	\$83	\$101
↓ Total Watch list loans	\$5,542	\$6,171	\$6,651	\$7,502	\$7,730

**We believe we will continue to see improving credit quality reflecting positive migration trends with some variability quarter to quarter**

# Credit Quality Positive Trends Continued

## Provision and Net Charge-offs

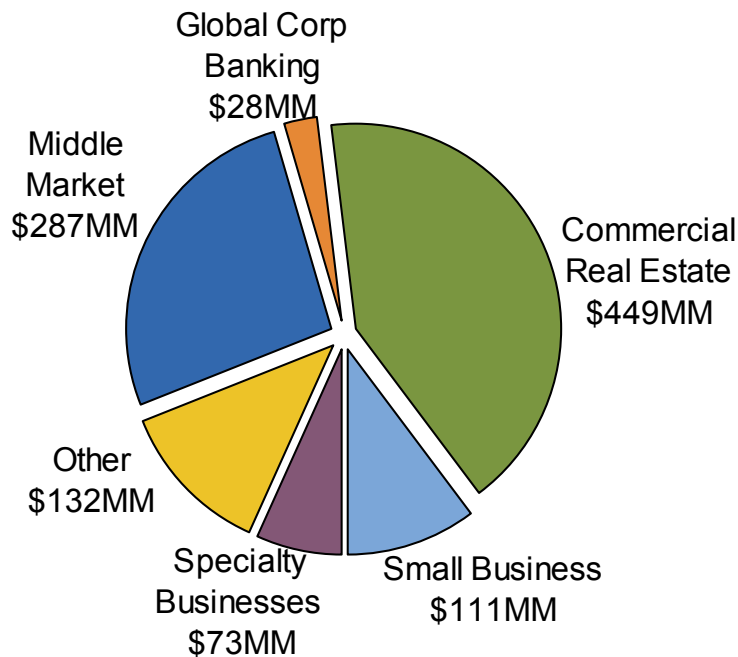


- Positive trends in credit quality resulted in significant decline in the provision for loan losses
- Allowance for credit losses of \$936MM
  - Decreased \$59MM, reflecting the positive trend in all credit metrics, particularly the watch list
  - Allowance for loan losses to total loans 2.24%
  - Allowance for loan losses to nonperforming loans of 80%
- Recoveries of \$27MM, an increase of \$14MM
- Loan Sales of \$70MM, an increase of \$51MM

\$ in millions; 4Q10 vs 3Q10

# Nonperforming Assets Declined

## December 31, 2010 Nonaccrual Loans \$1,080 million By Line of Business



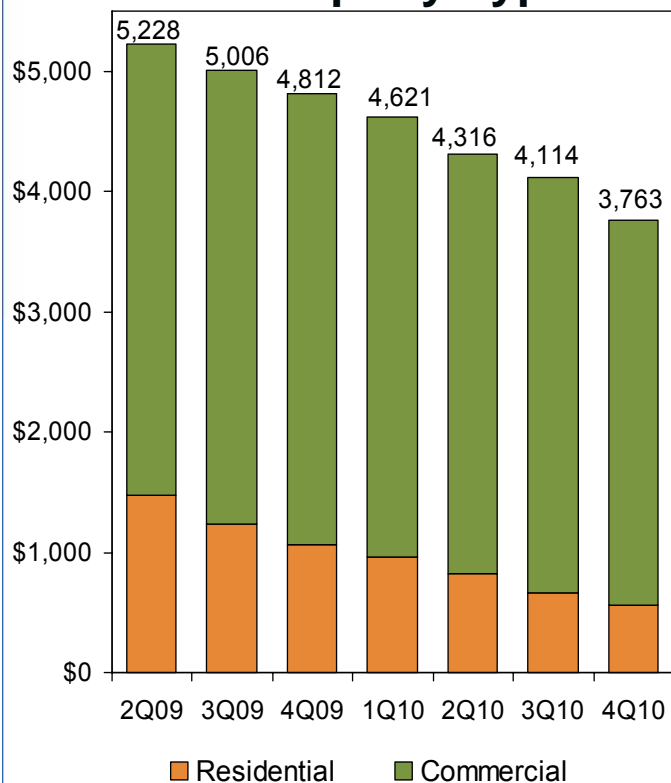
Nonperforming Assets of \$1,235MM included:

- Nonaccrual loans decreased \$83MM
  - Commercial Real Estate decreased \$80MM
  - Specialty Businesses decreased \$14MM
- \$43MM Troubled Debt Restructurings
- Foreclosed Property decreased \$8MM to \$112MM

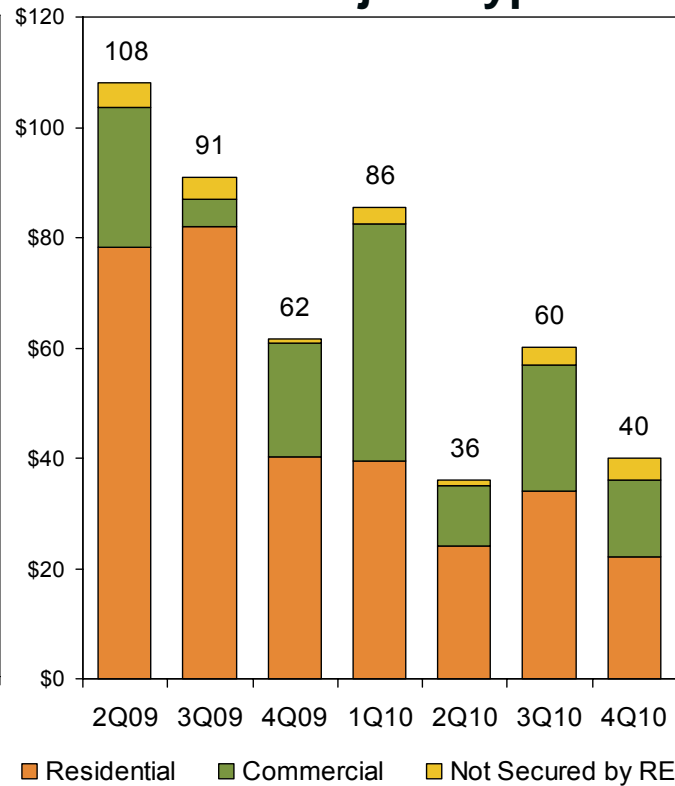
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- Average carrying value of nonaccrual loans 54% (46% write-down)
  - Accruing Troubled Debt Restructurings total \$44MM
  - No nonaccrual loans Held-For-Sale

# Commercial Real Estate Line of Business

## Outstandings By Property Type



## Net Charge-offs By Project Type



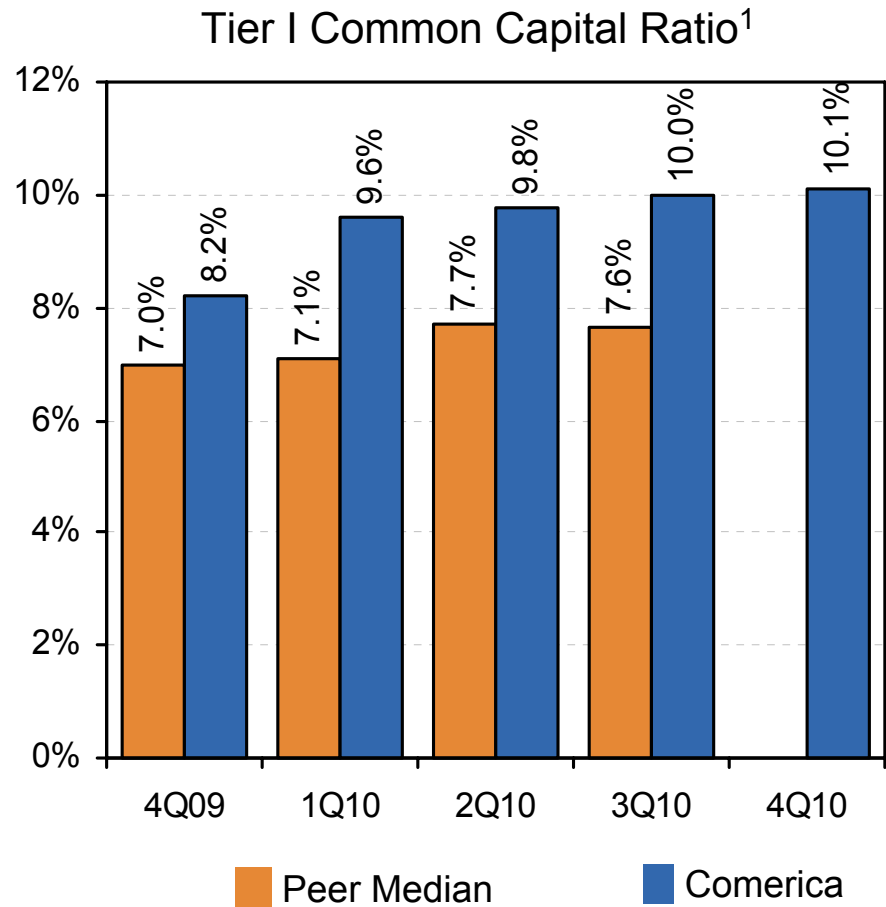
- ↓ Charge-offs decreased \$19MM
- ↓ Inflows to nonaccrual decreased \$61MM
- ↓ Nonaccrual loans decreased \$80MM
- ↓ Watch list loans declined \$245MM

**Expect variability in credit metrics with a general improving trend**

Period-end outstandings in \$millions; excludes Commercial Real Estate line of business loans not secured by real estate;  
 Net Charge-offs \$millions;  
 4Q10 vs. 3Q10  
 Commercial: Multi-Family, Retail, Office, Warehouse, Multi-use and Commercial

# Strong Capital Ratios

- Among the best capitalized in peer group
- Quality of capital is solid
  - Tier 1 made up of 100% common equity as of 10/1/10
  - Fully redeemed preferred stock issued to U.S. Treasury in 1Q10
  - Redeemed \$500MM of 6.57% Trust Preferreds (TruPS) on 10/01/10
- Doubled quarterly common stock dividend to \$0.10 per share
- Authorized share and warrant repurchases
- Strong capital supports future growth



Source: SNL Financial

Peer Group: BBT, FITB, HBAN, KEY, MI, MTB, PNC, RF, STI, USB, ZION

<sup>1</sup>See Supplemental Financial Data slides for reconcilements of non-GAAP financial measures; 4Q10 estimated

# 2011 Full-Year Outlook<sup>1</sup>

## Based on a continuation of modest economic growth

For the full-year 2011, management expects the following compared to full-year 2010:

- **Average loans: low single-digit decline**
  - Excluding the Commercial Real Estate line of business, a low single-digit increase in average loans
  - Average earning assets of \$48 billion
- **Net interest margin similar to 2010**
  - Assumes no change in federal funds rate
- **Net credit-related charge-offs of \$350 million to \$400 million**
  - Provision for credit losses to be \$150 million to \$200 million
- **Noninterest income: low single-digit decline**
  - Fee income growth more than offset by impact of new regulations
- **Noninterest expenses: low single-digit increase**
  - Reflects rising benefit costs
- **Income tax expense**
  - 36% of pre-tax income less \$60 million in tax benefits
- **Cautiously manage capital**
  - Commence share repurchase program that, combined with dividend payments, results in a payout ratio less than 50% of earnings

<sup>1</sup>This outlook is provided as of January 18, 2011 and does not include any impact from the acquisition of Sterling Bancshares.

# Appendix

Comerica Bank



# Basel III Implementation

- New rules effective between 2013 and 2019; US adoption expected to occur over a similar timeframe, but the final form of the US rules is uncertain
- CMA is not a mandatory Basel II bank

## Capital Requirement:

- CMA Tier 1 Common<sup>1</sup> 12/31/10: 10.1%  
Regulatory required minimum by 2019: 7%  
(4.5% minimum plus 2.5% “conservation buffer”)
- CMA has NO material impact from:
  - Mortgage servicing rights
  - Trust Preferreds
  - Deferred tax assets
  - Investments in financial institutions
- Expected change in Risk Weighted Assets not material

## Liquidity Requirement:

- Higher degree of uncertainty regarding implementation and interpretation
- Will likely require more on-balance sheet liquidity
  - Possibly increase or change the mix of the investment securities portfolio
  - Continued focus on retail deposit generation
- Careful management of off-balance sheet commitments; expect evolution of pricing and terms of off-balance sheet commercial commitments
- Expected to be manageable given proven ability to administer our balance sheet

<sup>1</sup> See Supplemental Financial Data slides for reconciliation of non-GAAP financial measures  
Impact on Comerica is estimated and subject to final rulemaking. Comerica may be affected by other changes due to Basel III.



# Financial Reform<sup>1</sup>

## Overall, relative impact from Financial Reform will likely be less than other major banks

Key Changes	Impacts	Opportunities
<b>Interest on Demand Deposits</b> - Allows interest on commercial demand deposits (one year from enactment)	Could lead to increased cost of commercial demand deposits, depending on interplay of interest, deposit credits, and service charges	Could provide impetus for additional deposit generation
<b>TAG Extension</b> - Provide unlimited deposit insurance on noninterest-bearing accounts from 12/31/10 to 12/31/12	As currently proposed by the FDIC, there will not be a separate assessment for unlimited deposit insurance coverage for this period.	Could provide impetus for additional deposit generation
<b>Deposit Insurance</b> – Changes definition of assessment base, increases fund's minimum reserve ratio & permanently increases insurable level	As currently proposed by the FDIC, CMA expects 2011 FDIC insurance expense to remain consistent with 2010 expense (\$62 million).	New rule is consistent with CMA's focus on core deposit growth
<b>Derivatives</b> – Allows continued trading of foreign exchange and interest rate derivatives; energy, uncleared commodities and agriculture derivatives will move to a separate subsidiary	Direct impact on client-driven energy derivatives business (\$1 million annual revenue <sup>2</sup> )	Allows for continued growth of CMA's core client-driven foreign exchange (\$39 million annual revenue <sup>2</sup> ) and interest rate (\$7 million annual revenue <sup>2</sup> ) derivatives business
<b>Interchange Fees</b> - Limits debit card transaction processing fees that card issuers can charge merchants	Based on the two options contemplated in the draft Fed rules, total debit card PIN (\$9 million annual revenue <sup>2</sup> ) and signature-based (\$31 million annual revenue <sup>2</sup> ) interchange fees in 2011 would be reduced by \$13MM - \$15MM	Government card programs, such as the DirectExpress Social Security program, are exempt
<b>Trust Preferreds</b> - Prohibits certain banks from including Trust Preferreds in Tier 1 Capital (phase out beginning 1/1/13)		On October 1, 2010 fully redeemed all \$500 million of Trust Preferred Securities at par

<sup>1</sup>Dodd-Frank Wall Street Reform and Consumer Protection Act; <sup>2</sup>Based on 2010 full-year results. Impact on Comerica is estimated and subject to final rulemaking. Comerica may be impacted by other changes due to the financial reform legislation. Timing of prescribed changes varies by rule.

## Business and Market Segment Contributions to Net Income

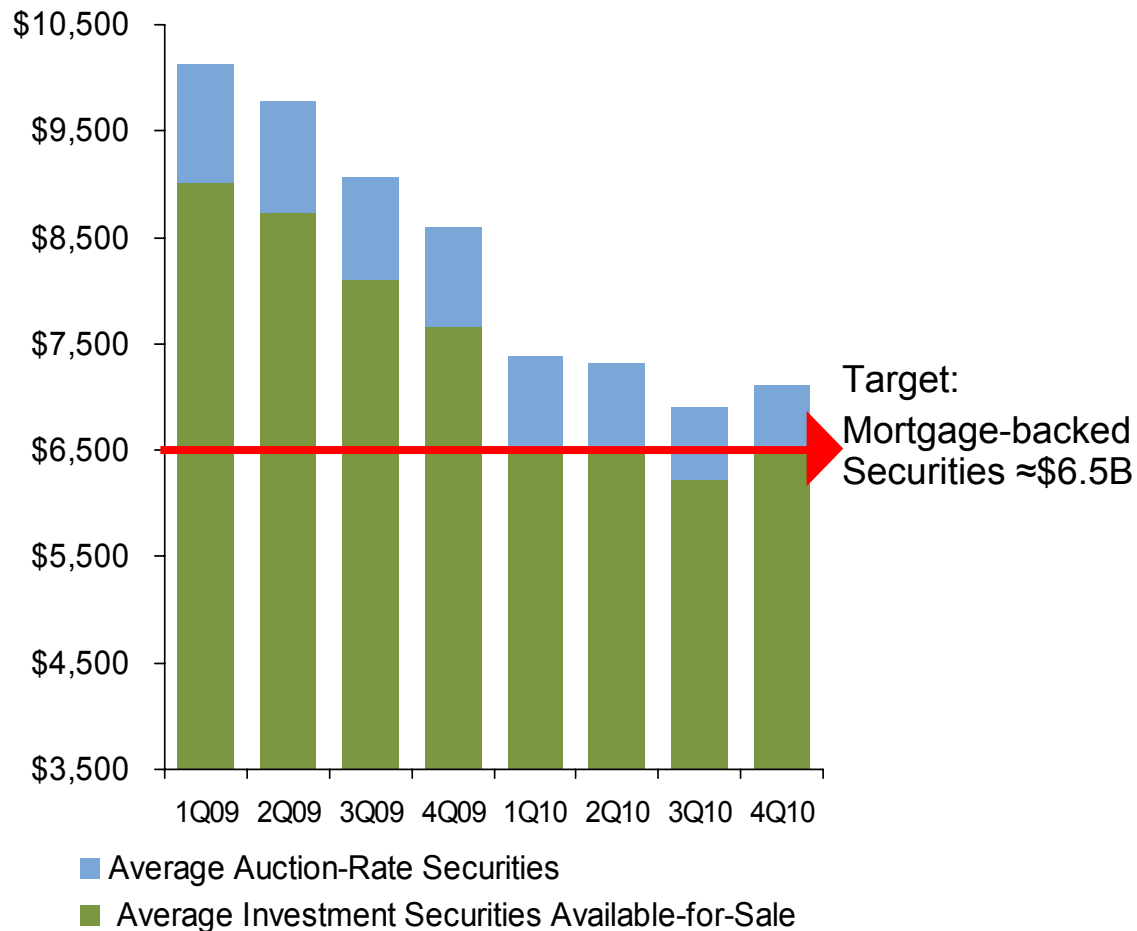
	<u>FY 10</u>	<u>FY 09</u>		<u>FY 10</u>	<u>FY09</u>
Business Bank	\$529	\$147	Midwest	\$171	\$40
Retail Bank	(31)	(48)	Western	114	(16)
Wealth & Institutional Management	(3)	43	Texas	70	40
Finance	(234)	(110)	Florida	(13)	(23)
Other <sup>1</sup>	16	(15)	Other Markets	100	77
<b>TOTAL</b>	<b>\$277</b>	<b>\$17</b>	International	53	24
			Finance and Other <sup>2</sup>	(218)	(125)
			<b>TOTAL</b>	<b>\$277</b>	<b>\$17</b>

\$ in millions

<sup>1</sup>Includes discontinued operations and items not directly associated with the three major business segments or the Finance Division

<sup>2</sup>Includes discontinued operations and items not directly associated with the geographic markets

# Investment Securities Portfolio



- Consists primarily of AAA mortgage-backed Freddie Mac and Fannie Mae government agency securities

- Net unrealized pre-tax gain \$55MM as of 12/31/10
- Average life of 3.4 years as of 12/31/10

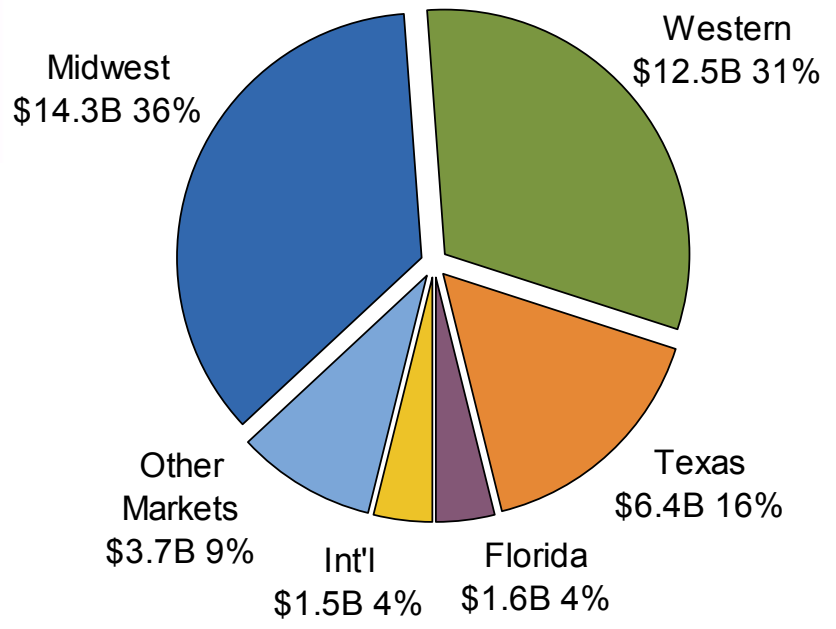
- Repurchased customers' Auction-Rate Securities in 4Q08

- Cumulative redemptions and sales of \$668MM (4Q10 \$12MM)
- Cumulative gains on redemptions and sales of \$27MM (4Q10 \$1MM)

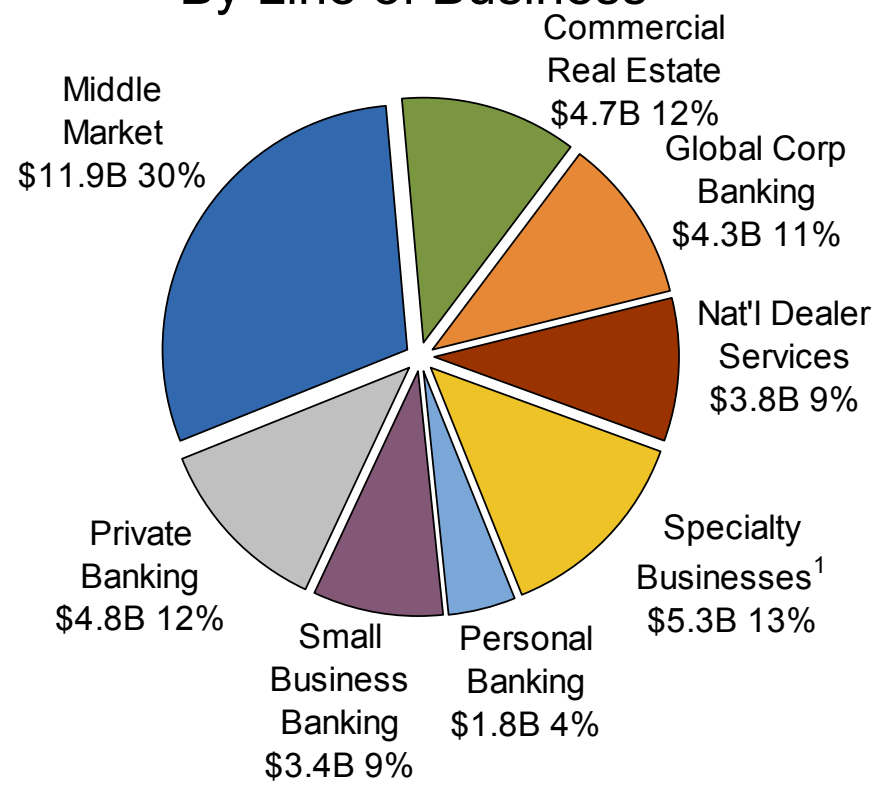
# Diverse Loan Portfolio

**Average 4Q10: \$40.0 billion**

**By Geographic Market**



**By Line of Business**



<sup>1</sup> Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, Mortgage Banker Finance and Technology and Life Sciences (TLS)  
 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

# Loans By Geographic Market

	<u>4Q10</u>	<u>3Q10</u>	<u>FY10</u>	<u>FY09</u>
Midwest	\$14.3	\$14.3	\$14.5	\$17.0
Western	12.5	12.6	12.7	14.3
Texas	6.4	6.3	6.5	7.4
Florida	1.6	1.6	1.6	1.7
Other Markets	3.7	3.8	3.7	3.9
International	1.5	1.5	1.5	1.9
<b>TOTAL</b>	<b>\$40.0</b>	<b>\$40.1</b>	<b>\$40.5</b>	<b>\$46.2</b>

Average loans in \$billions; 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

# Loans by Line of Business

	<u>4Q10</u>	<u>3Q10</u>	<u>FY10</u>	<u>FY09</u>
Middle Market	\$11.9	\$12.0	\$12.1	\$14.3
Commercial Real Estate	4.7	5.1	5.2	6.1
Global Corporate Banking	4.3	4.4	4.6	6.0
National Dealer Services	3.8	3.5	3.4	3.5
Specialty Businesses <sup>1</sup>	5.3	5.0	5.0	5.5
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$30.0</b>	<b>\$30.0</b>	<b>\$30.3</b>	<b>\$35.4</b>
Small Business Banking	3.4	3.5	3.5	3.9
Personal Banking	1.8	1.8	1.9	2.1
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$5.2</b>	<b>\$5.3</b>	<b>\$5.4</b>	<b>\$6.0</b>
Private Banking	4.8	4.8	4.8	4.8
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$4.8</b>	<b>\$4.8</b>	<b>\$4.8</b>	<b>\$4.8</b>
<b>TOTAL</b>	<b>\$40.0</b>	<b>\$40.1</b>	<b>\$40.5</b>	<b>\$46.2</b>

Average loans in \$billions;

<sup>1</sup> Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, Mortgage Banker Finance, and TLS

# Fourth Quarter 2010 Average Loans Detail

	Midwest	Western	Texas	Florida	Other Markets	Int'l	TOTAL
Middle Market	\$5.3	\$3.8	\$1.7	\$0.2	\$0.9	\$0.0	\$11.9
Commercial Real Estate	0.9	1.4	1.2	0.4	0.8	-	4.7
Global Corporate Banking	1.3	0.8	0.2	0.1	0.4	1.5	4.3
National Dealer Services	0.7	2.4	0.2	0.3	0.2	-	3.8
Specialty Businesses <sup>1</sup>	1.0	1.5	1.5	0.0	1.3	-	5.3
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$9.2</b>	<b>\$9.9</b>	<b>\$4.8</b>	<b>\$1.0</b>	<b>\$3.6</b>	<b>\$1.5</b>	<b>\$30.0</b>
Small Business Banking	1.7	0.8	0.9	-	-	-	3.4
Personal Banking	1.4	0.1	0.2	-	0.1	-	1.8
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$3.1</b>	<b>\$0.9</b>	<b>\$1.1</b>	<b>\$-</b>	<b>\$0.1</b>	<b>\$-</b>	<b>\$5.2</b>
Private Banking	2.0	1.7	0.5	0.6	-	-	4.8
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$2.0</b>	<b>\$1.7</b>	<b>\$0.5</b>	<b>\$0.6</b>	<b>\$0.0</b>	<b>\$-</b>	<b>\$4.8</b>
<b>TOTAL</b>	<b>\$14.3</b>	<b>\$12.5</b>	<b>\$6.4</b>	<b>\$1.6</b>	<b>\$3.7</b>	<b>\$1.5</b>	<b>\$40.0</b>

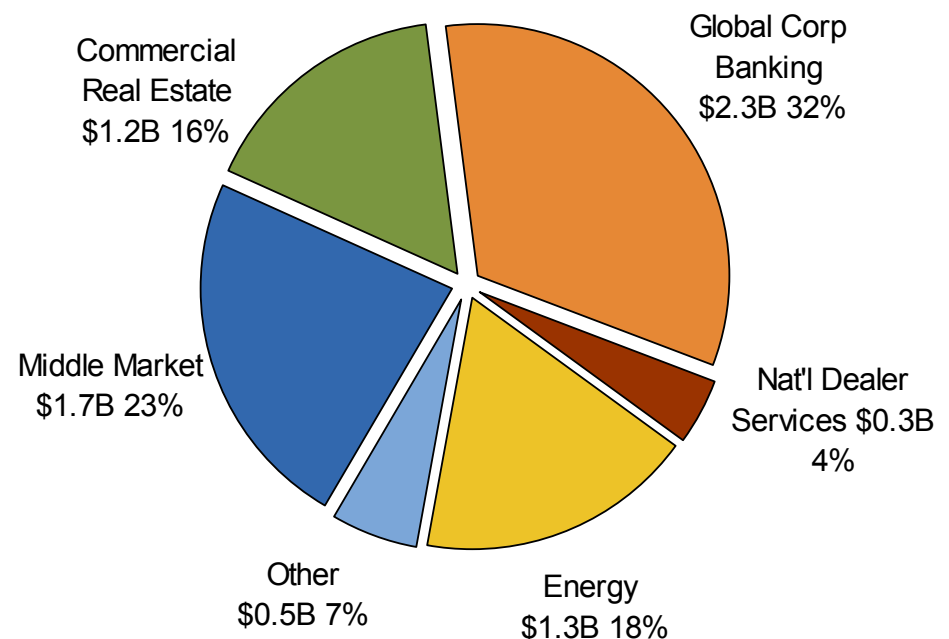
\$ in billions; geography based on office of origination.

<sup>1</sup> Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, Mortgage Banker Finance and TLS 23

# Shared National Credit Relationships

**December 31, 2010: \$7.3 billion**

- Approx. 940 borrowers
- Majority of relationships include ancillary business
- Comerica is agent for approximately 17.5%
- Adhere to same credit underwriting standards as rest of loan book
- Credit quality mirrors total portfolio



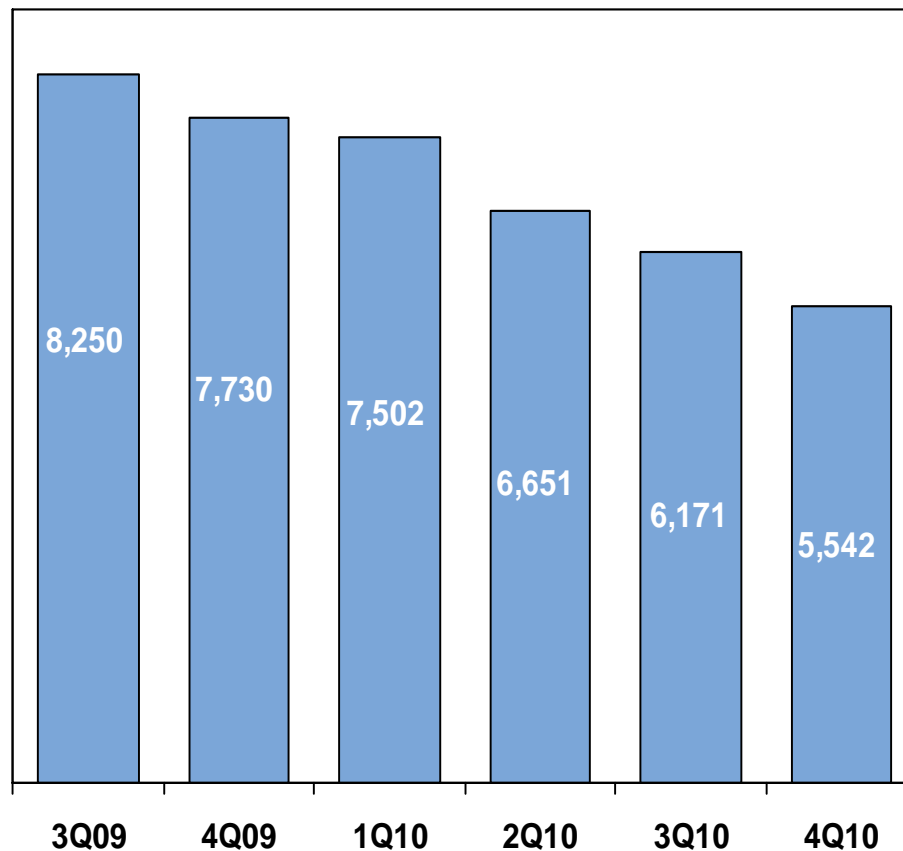
Shared National Credit (SNC): Facilities greater than \$20 million shared by three or more federally supervised financial institutions which are reviewed by regulatory authorities at the agent bank level.

Period-end outstandings as of December 31, 2010



# Watch List Improvement Continued

## Total Watch List Loans<sup>1</sup>



- Watch list loans<sup>1</sup> decreased \$629MM, fifth consecutive quarter of decline
- Watch list loans<sup>1</sup> decreased \$2.7B over past five quarters
- Loans past due 90 days or more and still accruing declined
- Foreclosed property decreased and remains relatively small

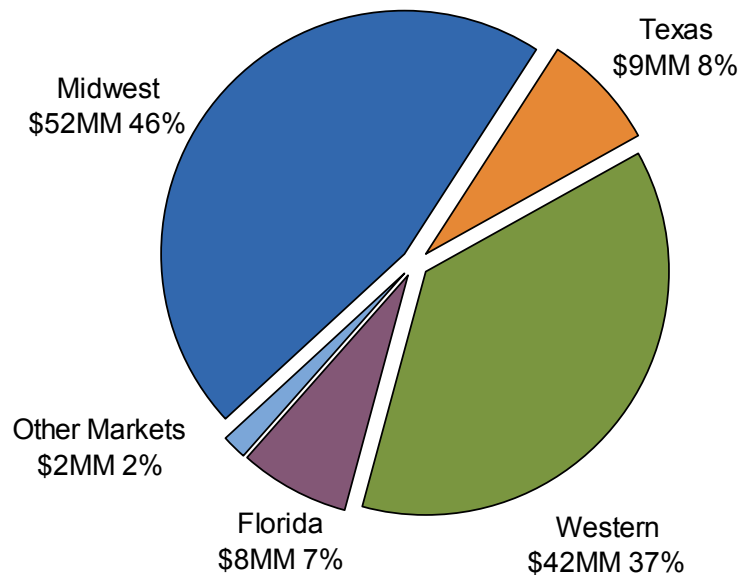
\$ in millions; Analysis of 4Q10 compared to 3Q10

<sup>1</sup>Watch list: generally consistent with regulatory defined special mention, substandard and doubtful (nonaccrual) loans

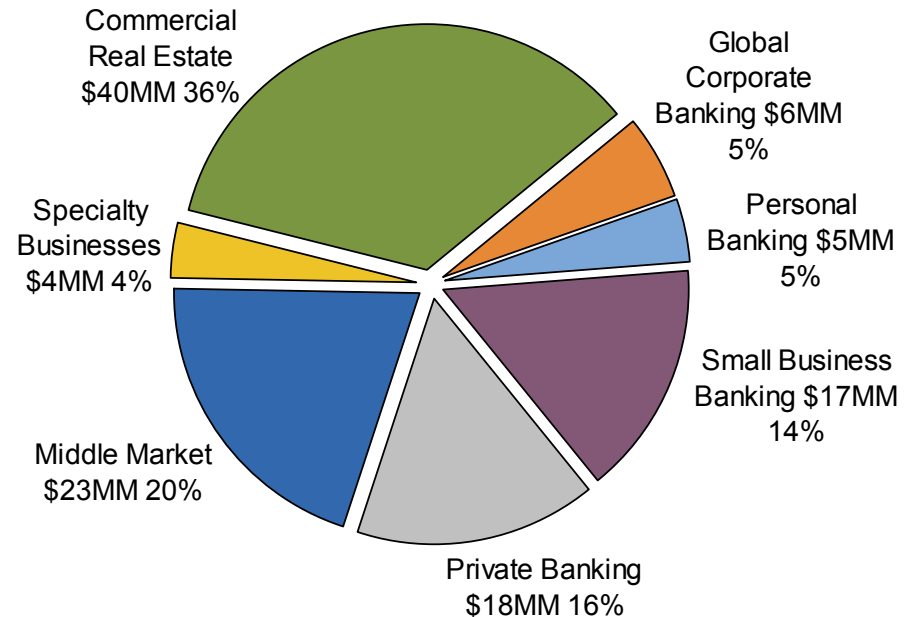
# Net Loan Charge-offs

**4Q10: \$113 Million**

By Geographic Market



By Line of Business



\$ 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  
 Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, Mortgage Banker Finance, TLS and National Dealer Services

# Net Loan Charge-offs by Line of Business

	<u>4Q10</u>	<u>3Q10</u>	<u>2Q10</u>	<u>1Q10</u>	<u>4Q09</u>
Commercial Real Estate	\$40	\$60	\$36	\$86	\$62
Middle Market	23	32	71 <sup>1</sup>	39	76
Small Business Banking	17	14	16	20	22
Wealth & Institutional Management	18	14	11	10	12
Specialty Businesses <sup>2</sup>	4	8	4	10	18
Personal Banking	5	4	6	6	8
Global Corporate Banking	6	0	2	2	26
<b>TOTAL</b>	<b>\$113</b>	<b>\$132</b>	<b>\$146</b>	<b>\$173</b>	<b>\$224</b>
Provision for loan losses	\$57	\$122	\$126	\$175	\$256

\$ in millions;

<sup>1</sup> Includes \$26MM related to a Middle Market/National group that focused on higher levered relationships

<sup>2</sup> Specialty Businesses includes: Financial Services Division, Entertainment, Energy, Leasing, Mortgage Banker Finance, TLS and National Dealer Services

# Net Loan Charge-offs by Market

	<u>4Q10</u>	<u>3Q10</u>	<u>2Q10</u>	<u>1Q10</u>	<u>4Q09</u>
Midwest	\$52	\$61	\$44	\$55	\$97
Western	42	58	47	65	85
Texas	9	5	8	25	13
Florida	8	6	7	10	4
Other Markets / International <sup>1</sup>	2	2	40 <sup>2</sup>	18	25
<b>TOTAL</b>	<b>\$113</b>	<b>\$132</b>	<b>\$146</b>	<b>\$173</b>	<b>\$224</b>
Provision for loan losses	\$57	\$122	\$126	\$175	\$256

\$ in millions

Geography based on office of origination; Midwest: MI, OH, IL; Western: CA, AZ, NV, CO, WA;

<sup>1</sup>Other Markets include markets not separately identified above in addition to businesses with a national perspective

<sup>2</sup> Includes \$26MM related to a Middle Market/National group that focused on higher levered relationships

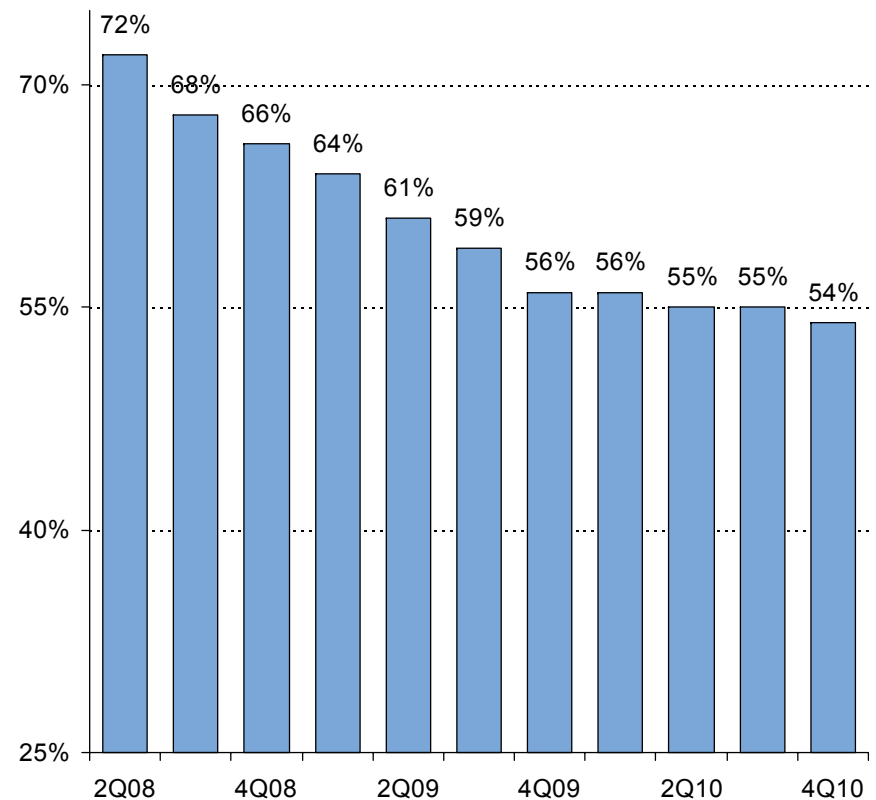
# Nonaccrual Loans

- Sold \$41MM in nonperforming loans at prices approximating carrying value plus reserves in 4Q10
- Proactively review nonaccrual loans every quarter
- Charge-offs and reserves taken to reflect current market conditions

## Granularity of nonaccrual loans:

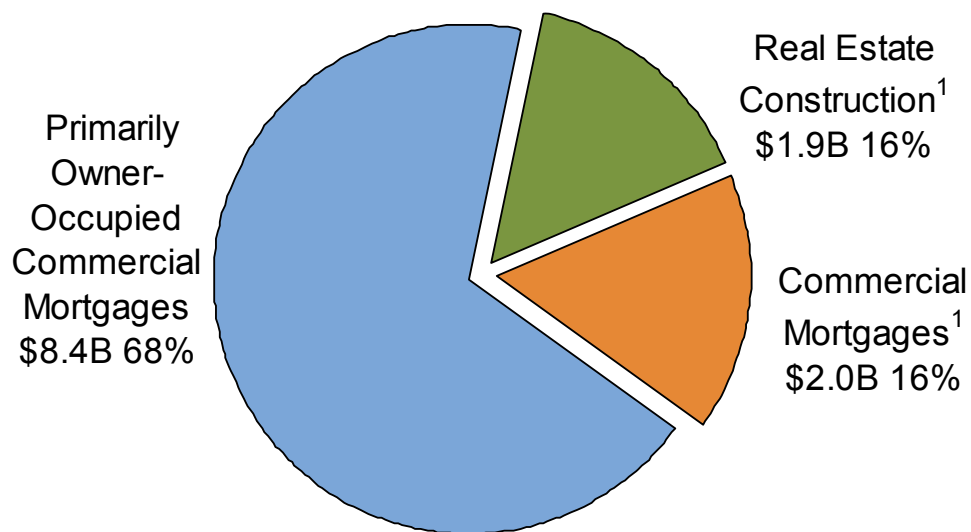
	<u>Outstanding</u>	<u># of Relationships</u>
Under \$2	\$227	946
\$2-\$5	179	58
\$5-\$10	248	36
\$10-\$25	342	23
Over \$25	84	3
Total	\$1,080	1,066

## Carrying Value of Nonaccrual Loans as % of Contractual Value



# Commercial Real Estate Loan Portfolio

**4Q10: \$12.3 billion**



## Commercial Real Estate Line of Business:

- Nonaccrual loans of \$449MM, down \$80MM from 3Q10
- Loans over \$2MM transferred to nonaccrual totaled \$71MM (\$132MM in 3Q10 and \$32MM in 2Q10)
- Net loan charge-offs of \$40MM (\$60MM in 3Q10 and \$36MM in 2Q10)

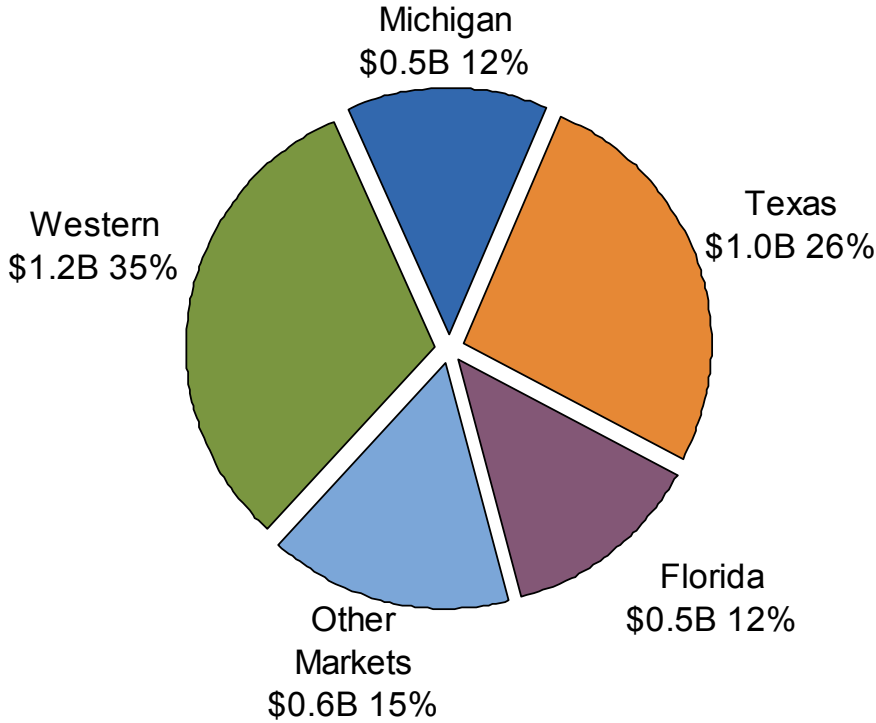
4Q10 averages in \$billions

<sup>1</sup> Included in Commercial Real Estate line of business

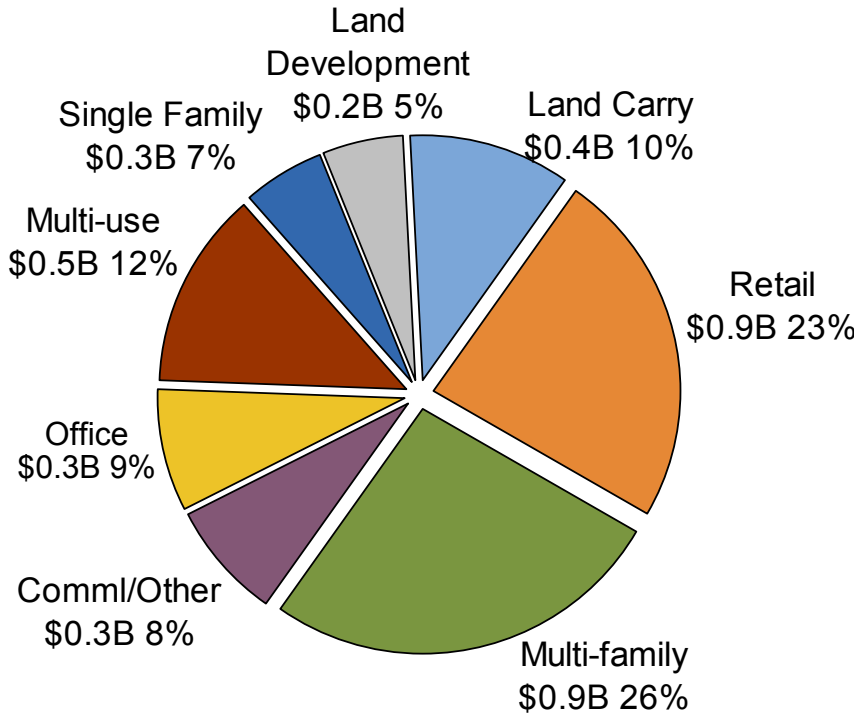
# Commercial Real Estate Line of Business

**December 31, 2010 Loan Outstandings: \$3.8 billion<sup>1</sup>**

**By Location of Property**



**By Project Type**



Period-end balances in \$billions;  
<sup>1</sup>Excludes Commercial Real Estate line of business loans not secured by real estate

# Real Estate Construction Loans

## Commercial Real Estate Line of Business by Location of Property

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Residential:						
Single Family	\$99	\$18	\$22	\$39	\$18	\$196
Land Development	60	9	52	9	27	157
Total Residential	159	27	74	48	45	353
Other CRE:						
Multi-family	129	-	227	131	92	579
Retail	119	48	262	27	29	485
Multi-use	117	5	52	-	27	201
Office	57	6	42	14	-	119
Commercial	-	14	33	-	-	47
Land Development	4	9	11	-	-	24
Other	10	-	6	2	-	18
<b>TOTAL</b>	<b>\$595</b>	<b>\$109</b>	<b>\$707</b>	<b>\$222</b>	<b>\$193</b>	<b>\$1,826</b>

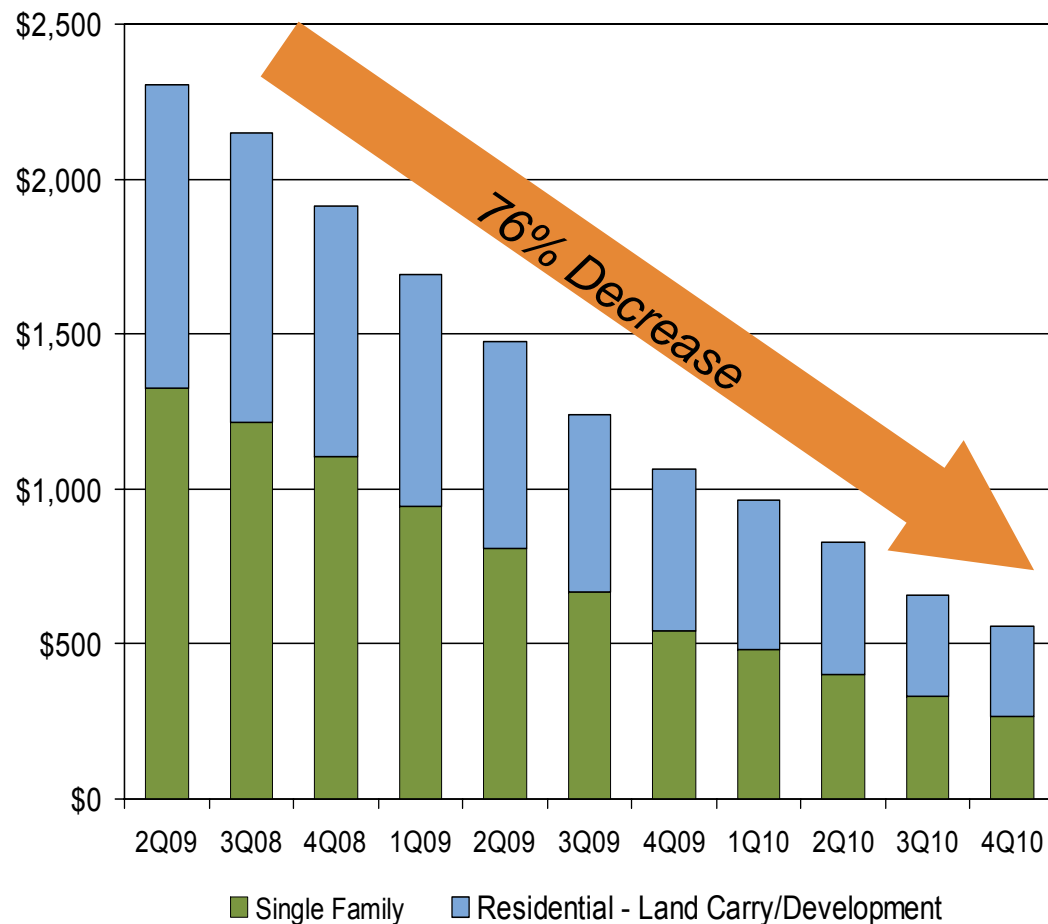


# Commercial Mortgage Loans

## Commercial Real Estate Line of Business by Location of Property

	<u>Western</u>	<u>Michigan</u>	<u>Texas</u>	<u>Florida</u>	<u>Other Markets</u>	<u>TOTAL</u>
Residential:						
Single Family	\$13	\$3	\$17	\$6	\$30	<b>\$69</b>
Land Carry	45	28	18	31	11	<b>133</b>
Total	58	31	35	37	41	<b>202</b>
Residential Other CRE:						
Multi-family	51	55	138	115	45	<b>404</b>
Retail	128	98	16	64	80	<b>386</b>
Multi-use	115	16	31	-	87	<b>249</b>
Land Carry	140	45	20	18	16	<b>239</b>
Office	147	34	12	11	17	<b>221</b>
Commercial	49	33	17	-	22	<b>121</b>
Other	7	47	-	-	61	<b>115</b>
<b>TOTAL</b>	<b>\$695</b>	<b>\$359</b>	<b>\$269</b>	<b>\$245</b>	<b>\$369</b>	<b>\$1,937</b>

# Residential Real Estate Development



- Reduced Residential Real Estate Development exposure by \$1.7B since 6/30/08 to \$555MM at 12/31/10
- Geographic breakdown:
  - Western 39%
  - Texas 20%
  - Florida 15%
  - Michigan 11%
  - Other 15%
- Reduced Western Market Local Residential Real Estate Developer Portfolio to \$105MM at 12/31/10 from \$932MM at 12/31/07

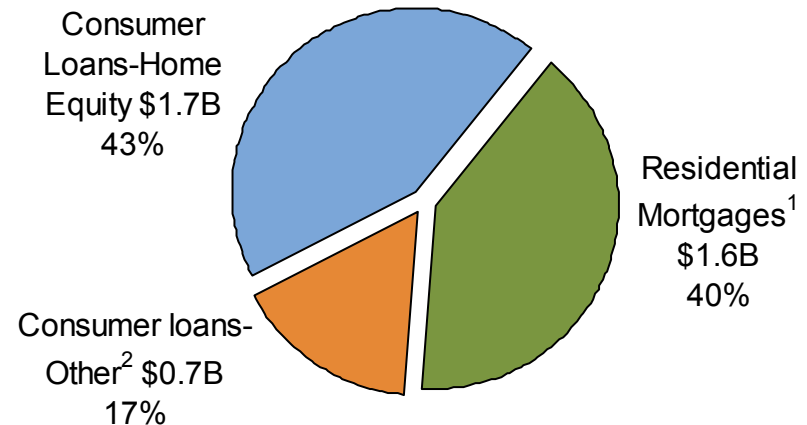
Period-end balances in \$millions  
Western: CA, AZ, NV

# Consumer Loan Portfolio

## Consumer Loan Portfolio

- 9.9% of total outstandings
- No sub-prime mortgage programs
- Self-originated & relationship oriented
- Net loan charge-offs of \$17MM

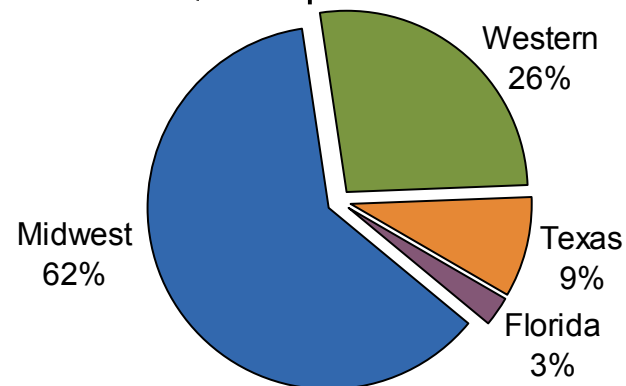
4Q10: \$4.0 billion



## Home Equity Portfolio<sup>3</sup>

- About 85% home equity lines and 15% home equity loans
- Avg. FICO score of 753 at origination
- 86% have CLTV  $\leq$  80% at origination
- Average loan vintage is 5.3 years

4Q10: \$1.7 billion



4Q10 averages in \$billions; Geography based on office of origination

<sup>1</sup> Residential mortgages on the balance sheet are primarily associated with Private Banking customers. Residential mortgages originated through the banking centers are typically sold to a third party.

<sup>2</sup> The "other" category includes automobile, personal watercraft, student and recreational vehicle loans.

<sup>3</sup> Data on loans booked through the Consumer Loan Center which encompasses about 86% of the Home Equity Lines and Loans

# Core Deposits By Geographic Market

	<u>4Q10</u>	<u>3Q10</u>	<u>FY10</u>	<u>FY09</u>
Midwest	\$17.9	\$17.8	\$17.7	\$17.0
Western	12.5	11.8	12.0	11.1
Texas	5.6	5.4	5.3	4.5
Florida	0.4	0.4	0.4	0.3
Other Markets	2.2	2.2	2.2	1.6
International	1.1	1.1	1.0	0.8
Finance/Other	0.2	0.1	0.1	0.0
<b>TOTAL</b>	<b>\$39.9</b>	<b>\$38.8</b>	<b>\$38.7</b>	<b>\$35.3</b>

Average deposits in \$ billions; 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  
Excludes Foreign Office Time Deposits (4Q10 \$0.5B, 3Q10 \$0.4B, FY10 \$0.5B, FY09 \$0.7B) and Inst. & Retail Brokered CDs of \$0.1B in 3Q10; \$0.3B in FY10; and \$4.1B in FY09

# Line of Business Deposits

	<u>4Q10</u>	<u>3Q10</u>	<u>FY10</u>	<u>FY09</u>
Middle Market	\$5.3	\$4.8	\$4.9	\$4.3
Commercial Real Estate	0.9	0.9	1.0	0.7
Global Corporate Banking	6.6	6.6	6.6	5.1
National Dealer Services	0.2	0.2	0.2	0.1
Specialty Businesses <sup>1</sup>	7.0	6.7	6.4	5.1
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$20.0</b>	<b>\$19.2</b>	<b>\$19.1</b>	<b>\$15.3</b>
Small Business Banking	4.5	4.2	4.1	3.9
Personal Banking	12.7	12.8	12.8	13.5
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$17.2</b>	<b>\$17.0</b>	<b>\$16.9</b>	<b>\$17.4</b>
Private Banking	2.7	2.6	2.8	2.7
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$2.7</b>	<b>\$2.6</b>	<b>\$2.8</b>	<b>\$2.7</b>
Finance/Other <sup>2</sup>	0.5	0.5	0.7	4.6
<b>TOTAL</b>	<b>\$40.4</b>	<b>\$39.3</b>	<b>\$39.5</b>	<b>\$40.0</b>

Average deposits in \$billions

<sup>1</sup> Specialty Businesses includes: Entertainment, Energy, Financial Services Division, Leasing, Mortgage Banker Finance and TLS

<sup>2</sup> Finance/Other includes Inst. and Retail Brokered CD's: 4Q10 - none; 3Q10 - \$0.1B; FY10 - \$0.3B; FY09 - \$4.1B

# Fourth Quarter 2010 Average Deposits Detail

	Midwest	Western	Texas	Florida	Other Markets	Int'l	TOTAL
Middle Market	\$1.2	\$3.4	\$0.6	\$0.0	\$0.1	-	\$5.3
Commercial Real Estate	0.2	0.5	0.1	0.0	0.1	-	0.9
Global Corporate Banking	3.0	0.5	0.9	0.1	0.8	1.3	6.6
National Dealer Services	0.1	0.1	0.0	0.0	0.0	-	0.2
Specialty Businesses <sup>1</sup>	0.7	4.3	0.9	0.1	1.0	-	7.0
<b>SUBTOTAL – BUSINESS BANK</b>	<b>\$5.2</b>	<b>\$8.8</b>	<b>\$2.5</b>	<b>\$0.2</b>	<b>\$2.0</b>	<b>\$1.3</b>	<b>\$20.0</b>
Small Business Banking	2.2	1.1	1.2	-	-	-	4.5
Personal Banking	9.8	1.1	1.7	-	0.1	-	12.7
<b>SUBTOTAL – RETAIL BANK</b>	<b>\$12.0</b>	<b>\$2.2</b>	<b>\$2.9</b>	<b>\$--</b>	<b>\$0.1</b>	<b>\$--</b>	<b>\$17.2</b>
Private Banking	0.8	1.4	0.2	0.2	0.1	-	2.7
<b>SUBTOTAL – WEALTH &amp; INSTITUTIONAL MANAGEMENT</b>	<b>\$0.8</b>	<b>\$1.4</b>	<b>\$0.2</b>	<b>\$0.2</b>	<b>\$0.1</b>	<b>\$--</b>	<b>\$2.7</b>
Finance/Other <sup>2</sup>	0.5	-	-	-	-	-	0.5
<b>TOTAL</b>	<b>\$18.5</b>	<b>\$12.4</b>	<b>\$5.6</b>	<b>\$0.4</b>	<b>\$2.2</b>	<b>\$1.3</b>	<b>\$40.4</b>

\$ in billions

<sup>1</sup> Specialty Businesses includes: Entertainment, Energy, Financial Services Division, Leasing, Mortgage Banker Finance and TLS

<sup>2</sup> Finance/Other includes \$0.1B in Inst. and Retail Brokered CD's; included in Finance Division segment

# Holding Company Debt Ratings

<u>Senior Unsecured/Long-Term Issuer Rating</u>	<u>Moody's</u>	<u>S&amp;P</u>	<u>Fitch</u>	<u>DBRS</u>
US Bancorp	Aa3	A+	AA-	AA
<b>Comerica</b>	<b>A2</b>	<b>A-</b>	<b>A</b>	<b>A</b>
BB&T	A2	A	A+	A (high)
PNC	A3	A	A+	A (high)
M&T Bank	A3	A-	A-	A (low)
Marshall & Ilsley	Baa1	BB+	BBB+	BBB (high)
KeyCorp	Baa1	BBB+	A-	BBB (high)
SunTrust	Baa1	BBB	BBB+	A (low)
Fifth Third	Baa1	BBB	A-	A (low)
Huntington	Baa2	BBB	BBB+	BBB
Regions Financial	Ba3	BB+	BBB-	BBB
Zions Bancorporation	B2	BBB-	BBB-	BBB (low)

As of 01/11/2011

Source: SNL Financial

Debt Ratings are not a recommendation to buy, sell, or hold securities.

# Supplemental Financial Data

Reconciliation of non-GAAP financial measures with financial measures defined by GAAP (\$ in millions)

	<u>12/31/10</u>	<u>9/30/10</u>	<u>6/30/10</u>	<u>3/31/10</u>	<u>12/31/09</u>
Total Regulatory Capital <sup>2</sup>	\$8,654	\$8,566	\$9,001	\$9,062	\$10,468
Tier 1 capital <sup>1,2</sup>	\$6,027	\$5,940	\$6,371	\$6,311	\$7,704
Less: Fixed rate cumulative perpetual preferred stock	--	--	--	--	2,151
Less: Trust preferred securities	--	--	495	495	495
Tier 1 common capital <sup>2</sup>	6,027	5,940	5,876	5,816	5,058
Risk-weighted assets <sup>1,2</sup>	59,806	59,608	59,877	60,792	61,815
<b>Tier 1 common capital ratio <sup>2</sup></b>	<b>10.08%</b>	<b>9.96%</b>	<b>9.81%</b>	<b>9.57%</b>	<b>8.18%</b>
Total shareholders' equity	\$5,793	\$5,857	\$5,792	\$5,668	\$7,029
Less: Fixed rate cumulative perpetual preferred stock	--	--	--	--	2,151
Less: Goodwill	150	150	150	150	150
Less: Other intangible assets	6	6	6	7	8
Tangible common equity	\$5,637	\$5,701	\$5,636	\$5,511	\$4,720
Total assets	\$53,667	\$55,004	\$55,885	\$57,106	\$59,249
Less: Goodwill	150	150	150	150	150
Less: Other intangible assets	6	6	6	7	8
Tangible assets	\$53,511	\$54,848	\$55,729	\$56,949	\$59,091
<b>Tangible common equity ratio</b>	<b>10.54%</b>	<b>10.39%</b>	<b>10.11%</b>	<b>9.68%</b>	<b>7.99%</b>

The Tier 1 common capital ratio removes preferred stock and qualifying trust preferred securities from Tier 1 capital as defined by and calculated in conformity with bank regulations. The tangible common equity ratio removes preferred stock and the effect of intangible assets from capital and the effect of intangible assets from total assets.

*The Corporation believes these measurements are meaningful measures of capital adequacy used by investors, regulators, management and others to evaluate the adequacy of common equity and to compare against other companies in the industry.*

<sup>1</sup>Regulatory Capital, Tier 1 Capital and risk-weighted assets as defined and calculated in accordance with regulation.

<sup>2</sup> December 31, 2010 Regulatory Capital, Tier 1 Capital, and Risk-Weighted assets are estimated.



# Supplemental Financial Data

Reconciliation of non-GAAP financial measures with financial measures defined by GAAP (\$ in millions)

	<b>4Q10</b>	<b>3Q10</b>	<b>2Q10</b>	<b>1Q10</b>	<b>4Q09</b>
Net interest income (FTE)	\$406	\$405	\$424	\$ 416	\$ 398
Less: Interest earned on excess liquidity <sup>1</sup>	1	2	2	3	1
Net interest income (FTE), excluding excess liquidity	<b>\$405</b>	<b>\$403</b>	<b>\$422</b>	<b>\$ 413</b>	<b>\$ 397</b>
Average earnings assets	\$49,102	\$50,189	\$51,835	\$52,941	\$53,953
Less: Average net unrealized gains on investment securities available-for-sale	139	180	80	62	107
Average earnings assets for net interest margin (FTE)	\$48,963	\$50,009	\$51,755	\$52,879	\$53,846
Less: Excess liquidity <sup>1</sup>	1,793	2,983	3,719	4,092	2,453
Average earnings assets for net interest margin (FTE), excluding excess liquidity	<b>\$47,170</b>	<b>\$47,026</b>	<b>\$48,036</b>	<b>\$48,787</b>	<b>\$51,393</b>
Net interest margin (FTE)	3.29%	3.23%	3.28%	3.18%	2.94%
Net interest margin (FTE), excluding excess liquidity	3.41%	3.42	3.51	3.42	3.07
Impact of excess liquidity on net interest margin (FTE)	(0.12)	(0.19)	(0.23)	(0.24)	(0.13)

The Corporation believes this measurement provides meaningful information to investors, regulators, management and others of the impact on net interest income and net interest margin resulting from the Corporation's short-term investment in low yielding instruments.

<sup>1</sup>Excess liquidity represented by interest earned on and average balances deposited with the Federal Reserve Bank.

Comerica Bank

