2Q19 Earnings

July 23rd, 2019

Important Notice

This press release contains forward-looking statements within the meaning of applicable federal securities laws that are based upon our current expectations and assumptions concerning future events, which are subject to a number of risks and uncertainties that could cause actual results to differ materially from those anticipated. The words “expect,” “anticipate,” “estimate,” “forecast,” “initiative,” “objective,” “plan,” “goal,” “project,” “outlook,” “priorities,” “target,” “intend,” “evaluate,” “pursue,” “commence,” “seek,” “may,” “would,” “could,” “should,” “believe,” “potential,” “continue,” or the negative of any of those words or similar expressions is intended to identify forward-looking statements. All statements contained in this press release, other than statements of historical fact, including without limitation, statements about our plans, strategies, prospects and expectations regarding future events and our financial performance, are forward-looking statements that involve certain risks and uncertainties. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, these statements are not guarantees of any events or financial results, and our actual results may differ materially. Important factors that could cause our actual results to be materially different from our expectations include, among others, the risk that (i) CIT is unsuccessful in implementing its strategy and business plan, (ii) CIT is unable to react to and address key business and regulatory issues, (iii) CIT is unable to achieve the projected revenue growth from its new business initiatives or the projected expense reductions from efficiency improvements, (iv) CIT is unable to achieve the projected gains from the sale of one or more of its businesses or assets, (v) CIT becomes subject to liquidity constraints and higher funding costs, or (vi) the parties to a transaction do not receive or satisfy regulatory or other approvals and conditions on a timely basis or approvals are subject to conditions that are not anticipated. We describe these and other risks that could affect our results in Item 1A, “Risk Factors,” of our latest Annual Report on Form 10-K for the year ended December 31, 2018, which was filed with the Securities and Exchange Commission. Information regarding CIT’s capital ratios consists of preliminary estimates. These estimates are forward-looking statements and are subject to change, possibly materially, as CIT completes its financial statements. Accordingly, you should not place undue reliance on the forward-looking statements contained in this press release. These forward-looking statements speak only as of the date on which the statements were made. CIT undertakes no obligation to update publicly or otherwise revise any forward-looking statements, except where expressly required by law.

Non-GAAP Financial Measures

This presentation contains references to non-GAAP financial measures, which provide additional information and insight regarding operating results and financial position of the business, including financial information that is presented to rating agencies and other users of financial information. **These non-GAAP measures are not in accordance with, or a substitute for, GAAP and may be different from or inconsistent with non-GAAP financial measures used by other companies.** The definitions of these measures and reconciliations of non-GAAP to GAAP financial information are available in our press release dated July 23, 2019, which is posted on the Investor Relations page of our website at ir.cit.com.

This presentation is to be used solely as part of CIT management’s continuing investor communications program. This presentation shall not constitute an offer or solicitation in connection with any securities.

Executing on Our Strategies

	Strategies		2Q19 Accomplishments
1 Grow Core Businesses	▪ Deepen client relationships ▪ Innovate with value	→	✓ Average core loan and lease growth(1) of 1% from prior quarter and 8% from the year-ago quarter ✓ Continued strong origination levels across all core portfolios
2 Optimize Balance Sheet	▪ Enhance funding and deposits ▪ Optimize capital structure	→	✓ Deposits constitute 85% of total average fundings, up from 77% in the year-ago quarter; further reduced wholesale debt ✓ Repurchased 3.2 million common shares at an average price of $49.64
3 Enhance Operating Efficiency	▪ Maintain vigilance on expenses ▪ Improve operating leverage	→	✓ Continued disciplined expense management ✓ Net efficiency ratio(1) of 56%
4 Maintain Strong Risk Management	▪ Maintain credit discipline on structures while focusing on strong collateral ▪ Maintain strong liquidity and capital risk management practices	→	✓ Maintained strong credit quality and disciplined underwriting standards ✓ Credit reserves remain strong at 1.56% of the total portfolio and 1.89% of Commercial Banking

(1) Average core loan and lease growth and net efficiency ratio are non-GAAP measures. Refer to the Non-GAAP reconciliations in the appendix. Core portfolios is total loans and leases net of credit balances of factoring clients, and excludes Legacy Consumer Mortgages, NACCO and Non-Strategic Portfolios.

Quarterly Earnings Summary – Reported(1)

($ in millions, except per share data)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Interest Income	516	517	474	(1)	(0%)	42	9%
Net Operating Lease Revenues(2)	88	89	121	(1)	(1%)	(33)	(27%)
Interest Expense	243	236	205	7	3%	38	18%
Net Finance Revenue	**361**	**369**	**389**	**(9)**	**(2%)**	**(28)**	**(7%)**
Other Non-Interest Income	106	97	135	9	10%	(29)	(22%)
Operating Expenses	268	276	268	(8)	(3%)	0	0%
Loss on Debt Extinguishment and Deposit Redemption	0	0	19	0	100%	(19)	(99%)
Pre-Provision Net Revenue	**199**	**190**	**238**	**9**	**5%**	**(39)**	**(16%)**
Provision for Credit Losses	29	33	33	(4)	(13%)	(4)	(13%)
Pre-Tax Income from Continuing Operations	**170**	**157**	**205**	**13**	**8%**	**(35)**	**(17%)**
Provision for Income Taxes	33	38	57	(4)	(12%)	(24)	(42%)
Income from Continuing Operations	**137**	**119**	**147**	**18**	**15%**	**(11)**	**(7%)**
Income (Loss) from Discontinued Operations, Net of Taxes	1	(0)	(21)	1	NM	21	NM
Net Income	**138**	**119**	**127**	**19**	**16%**	**11**	**9%**
Preferred Dividends	9	-	9	9	NM	-	0%
Net Income Available to Common Shareholders	**128**	**119**	**117**	**9**	**8%**	**11**	**9%**
Income from Continuing Operations Available to Common Shareholders	127	119	138	8	7%	(11)	(8%)
Diluted Income per Common Share							
Income from Continuing Operations	$1.32	$1.18	$1.11	$0.14	12%	$0.21	19%
Income (Loss) from Discontinued Operations, Net of Taxes	$0.01	$0.00	($0.17)	$0.01	NM	$0.18	NM
Diluted Income per Common Share	**$1.33**	**$1.18**	**$0.94**	**$0.15**	**13%**	**$0.39**	**41%**
Return on Average Earning Assets							
Average Earning Assets	46,148	46,169	46,230	(22)	(0%)	(82)	(0%)
After Tax Return on Average Earnings Assets – Continuing Operations	1.10%	1.03%	1.19%	7 bps		(9) bps	

Highlights

vs. Prior Quarter

- Net income available to common shareholders increased $9 million and diluted EPS increased $0.15
- Diluted income per common share increased 13% from the prior quarter
- Effective tax rate of 20% was positively impacted by $9 million in net discrete tax benefits

vs. Year-ago Quarter

- Net income available to common shareholders increased $11 million and diluted EPS increased $0.39
- Diluted income per common share increased 41% from the prior quarter
- Year-ago quarter included $22 million after-tax benefit related to the Financial Freedom transaction (Noteworthy Item)
- Year-ago quarter included a $6 million after-tax benefit related to suspended depreciation in our NACCO portfolio (Noteworthy Item)

Certain balances may not sum due to rounding.
(1) See appendix for Non-GAAP Disclosures for a reconciliation of non-GAAP to GAAP financial information, and non-GAAP tables in the corresponding earnings release.
(2) Net of depreciation, maintenance, and other operating lease expenses.

Quarterly Earnings Summary Excluding Noteworthy Items (Non-GAAP)(1)

($ in millions, except per share data)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Interest Income	516	517	474	(1)	(0%)	42	9%
Net Operating Lease Revenues(2)	88	89	112	(1)	(1%)	(24)	(22%)
Interest Expense	243	236	205	7	3%	38	18%
Net Finance Revenue	**361**	**369**	**380**	**(9)**	**(2%)**	**(20)**	**(5%)**
Other Non-Interest Income	106	97	106	9	10%	0	0%
Operating Expenses	268	276	268	(8)	(3%)	0	0%
Pre-Provision Net Revenue	**199**	**190**	**219**	**9**	**5%**	**(20)**	**(9%)**
Provision for Credit Losses	29	33	33	(4)	(13%)	(4)	(13%)
Pre-Tax Income from Continuing Operations	**170**	**157**	**186**	**13**	**8%**	**(16)**	**(8%)**
Provision for Income Taxes	33	38	52	(4)	(12%)	(19)	(36%)
Income from Continuing Operations	**137**	**119**	**134**	**18**	**15%**	**3**	**2%**
Income (Loss) from Discontinued Operations, Net of Taxes	1	(0)	(7)	1	NM	8	NM
Net Income	**138**	**119**	**127**	**19**	**16%**	**10**	**8%**
Preferred Dividends	9	-	9	9	NM	-	0%
Net Income Available to Common Shareholders	**128**	**119**	**118**	**9**	**8%**	**10**	**9%**
Income from Continuing Operations Available to Common Shareholders	127	119	125	8	7%	3	2%
Diluted Income per Common Share							
Income from Continuing Operations	$1.32	$1.18	$1.00	$0.14	12%	$0.32	32%
Income (Loss) from Discontinued Operations, Net of Taxes	$0.01	$0.00	($0.05)	$0.01	NM	$0.06	NM
Diluted Income per Common Share	**$1.33**	**$1.18**	**$0.95**	**$0.15**	**13%**	**$0.38**	**40%**
Return on Average Earning Assets							
Average Earning Assets	46,148	46,169	46,230	(22)	(0%)	(82)	(0%)
After Tax Return on Average Earnings Assets – Continuing Operations	1.10%	1.03%	1.08%	7 bps		3 bps	

Highlights

vs. Prior Quarter

- Net income available to common shareholders increased $9 million and diluted EPS increased $0.15
- Diluted income per common share increased 13% from the prior quarter
- Effective tax rate of 20% was positively impacted by $9 million in net discrete tax benefits

vs. Year-ago Quarter

- Net income available to common shareholders increased $10 million and diluted EPS increased $0.38
- Year-ago quarter includes income from NACCO (sold in 4Q18) and the reverse mortgage portfolio (sold in year-ago quarter)

Certain balances may not sum due to rounding.
(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information, and non-GAAP tables in the corresponding earnings release.
(2) Net of depreciation, maintenance, and other operating lease expenses.

Second Quarter Impact of Noteworthy Items (Non-GAAP)[(1)]

($ in millions, except per share data)	Continuing Operations	Discontinued Operations	Total Reported
GAAP Income Available to Common Shareholders	$127	$1	$128
GAAP Diluted EPS	$1.32	$0.01	$1.33
Total Noteworthy Items	$0	$0	$0
Non-GAAP Net Income Available to Common Shareholders Excluding Noteworthy Items	$127	$1	$128
Non-GAAP Diluted EPS Excluding Noteworthy Items	$1.32	$0.01	$1.33

Highlights

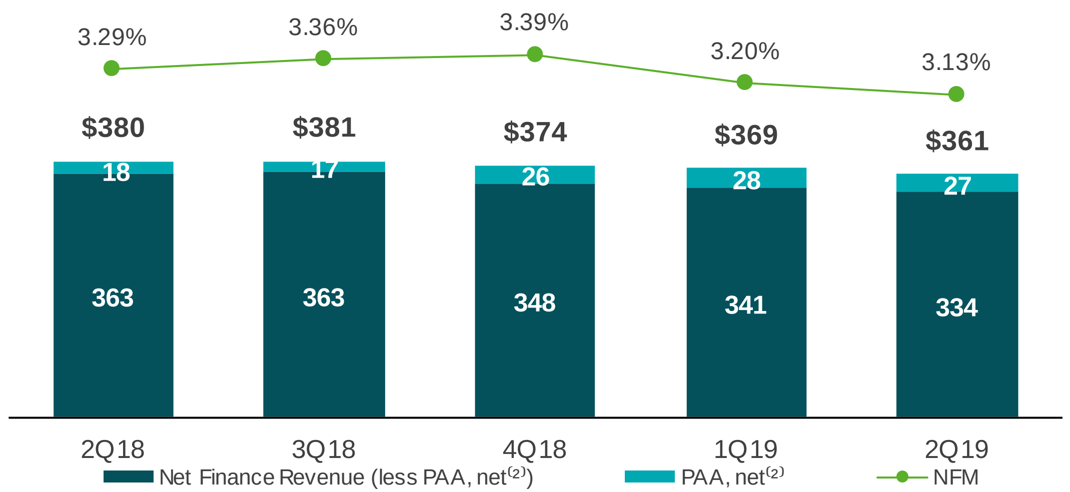
- **There were no Noteworthy Items during the quarter.**

Certain balances may not sum due to rounding. EPS based on 96.5 million average diluted shares outstanding. Dollar impacts are rounded.
(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information, and non-GAAP tables in the corresponding earnings release.

Net Finance Margin (NFM) – Excluding Noteworthy Items(1)

Net Finance Revenue & Net Finance Margin

($ in millions)



($ in millions, except yield data)	2Q19		1Q19		2Q18		Change from 1Q19	Change from 2Q18
	Average Balance	*Yield*	*Average Balance*	*Yield*	*Average Balance*	*Yield*	*Yield*	*Yield*
Interest-Bearing Cash	1,372	2.4%	2,623	2.2%	3,531	1.8%	21 bps	61 bps
Investments and Repurchase Agreements	8,119	2.5%	7,178	2.8%	6,063	2.8%	(35) bps	(30) bps
Loans(3)(4)	29,628	6.2%	29,378	6.1%	28,554	6.0%	6 bps	17 bps
Operating Leases, Net of Depreciation(4)	7,030	5.0%	6,983	5.1%	7,980	5.6%	(7) bps	(61) bps
Indemnification Assets	0	N/A	8	NM	102	(49.1%)	NM	NM
Earning Assets	**46,148**	**5.2%**	**46,169**	**5.2%**	**46,230**	**5.1%**	**(1) bps**	**16 bps**
Deposits	35,320	2.0%	33,278	1.9%	30,964	1.4%	12 bps	53 bps
Borrowings	6,068	4.5%	7,803	4.2%	9,437	4.0%	34 bps	53 bps
Funding Liabilities	**41,388**	**2.3%**	**41,080**	**2.3%**	**40,401**	**2.0%**	**5 bps**	**31 bps**

Certain balances may not sum due to rounding.
(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information.
(2) Purchase accounting accretion and negative return on indemnification assets.
(3) Net of credit balances of factoring clients.
(4) Balances include loans and leases held for sale, respectively.

Highlights

vs. Prior Quarter

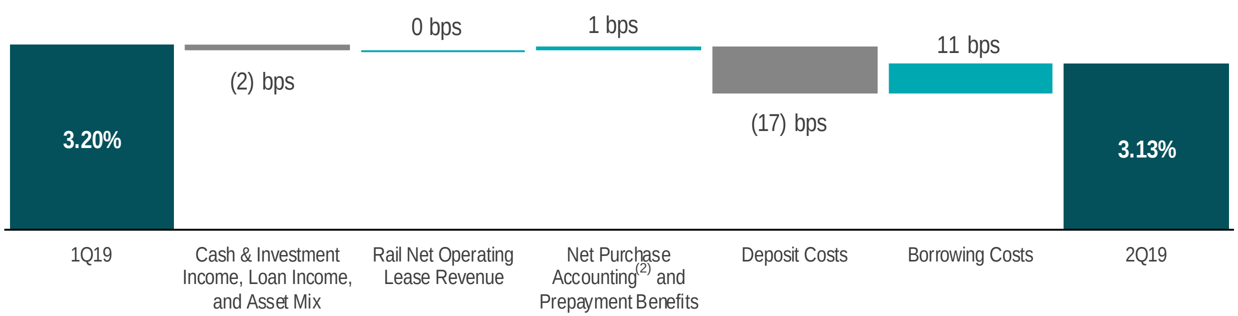
- Net Finance Revenue decreased by $9 million, driven by increased deposit costs, partially offset by lower borrowing costs. Higher interest on loans was offset by accelerated premium amortization on MBS securities.
- Net Finance Margin decreased by 7 bps, driven by an increase in deposit costs, primarily from growth in online deposits in the prior quarter, acceleration of the premium amortization on agency MBS within the investment portfolio due to higher actual and forecasted prepayment speeds, partially offset by lower borrowings and higher yields on loans

vs. Year-ago Quarter

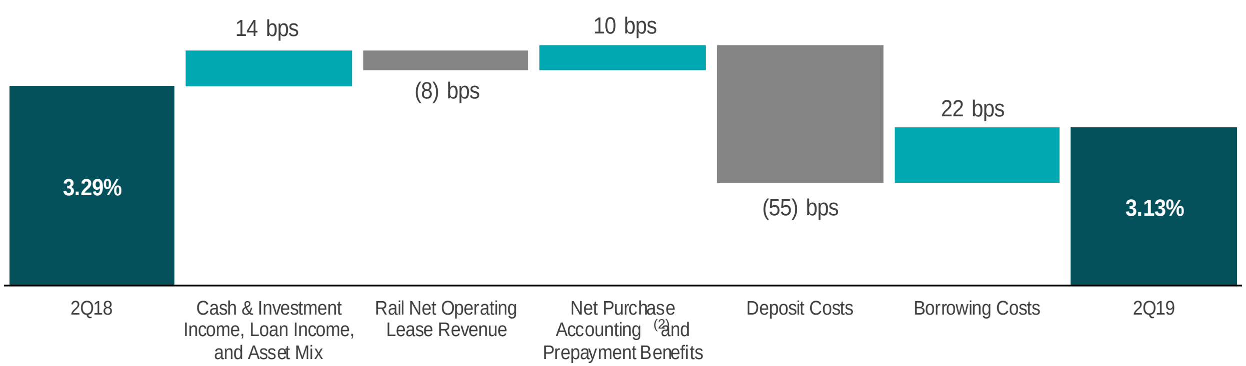
- Net Finance Revenue decreased by $20 million, driven by NACCO and reverse mortgage portfolio income in the year-ago quarter and higher deposit costs in the current quarter, partially offset by higher interest income from commercial loans, lower borrowing costs and no current quarter interest income offset from the indemnification asset
- Net Finance Margin decreased by 16 bps, driven by lower net yields in Rail and higher deposit rates, partially offset by increased loan yields, lower borrowings and no current quarter interest income offset from the indemnification asset

Net Finance Margin Trends – Excluding Noteworthy Items(1)

Net Finance Margin Walk 1Q19 to 2Q19



Net Finance Margin Walk 2Q18 to 2Q19



Highlights

vs. Prior Quarter

- (2) bps from cash & investment income, loan income, and asset mix shift
  - (5) bps from MBS investment premium amortization due to higher prepayments
  - Partially offset by higher loan yields and increase in day count
- Lower rail gross yields offset by reduction in maintenance costs
- 1 bp from higher interest recoveries and prepayment benefits offset by reduction in interest on indemnification asset
- (17) bps from deposit costs, including a full quarter impact from growth in average online deposit balances and continued migration of customers to higher rate products
- 11 bps from borrowing costs, reflecting the reduction in average FHLB and other secured debt

vs. Year-ago Quarter

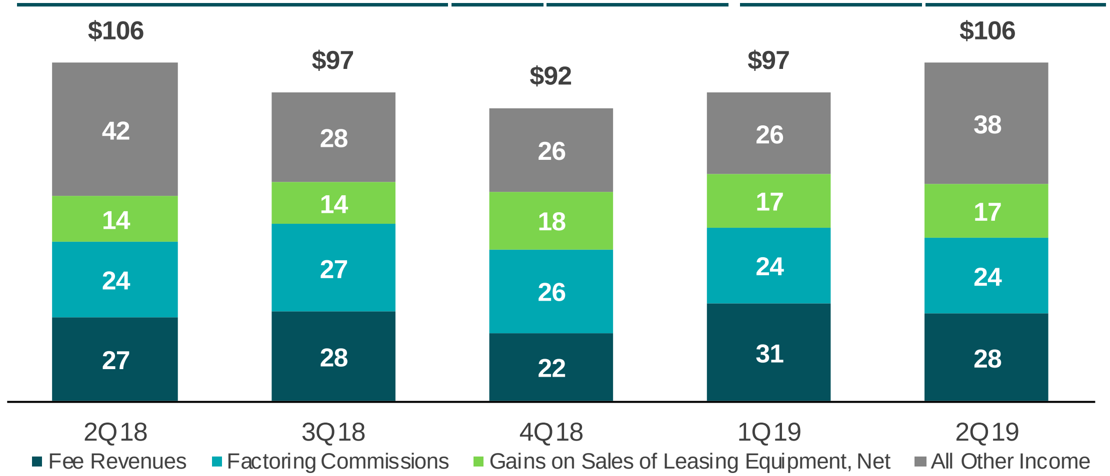
- 14 bps from cash & investment income, loan income, and asset mix shift
- (8) bps from decrease in rail net operating lease yields
- 10 bps primarily from no current quarter offset of interest income from the indemnification asset
- (55) bps from higher deposit rates
- 22 bps from reduction in borrowing costs reflecting liability management actions, partially offset by higher market rates on FHLB debt

(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures for a reconciliation of non-GAAP to GAAP financial information.
(2) Purchase accounting accretion net of income associated with indemnification asset.

Other Non-Interest Income – Excluding Noteworthy Items[(1)]

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Fee Revenues	**28**	31	27	(3)	(10%)	1	4%
Factoring Commissions	**24**	24	24	(0)	(1%)	0	1%
Gains on Leasing Equipment, Net of Impairments	**17**	17	14	0	2%	3	18%
BOLI Income	**7**	6	7	1	13%	1	9%
Gains on Investment Securities, Net of Impairments	**2**	2	4	1	31%	(2)	(43%)
Property Tax Income	**6**	6	-	(0)	(5%)	6	NM
Other Revenues	**23**	11	31	11	99%	(9)	(28%)
Total Other Non-Interest Income	**106**	**97**	**106**	**9**	**10%**	**0**	**0%**

Other Income



Highlights

vs. Prior Quarter

- Other non-interest income increased $9 million due to:
  - Higher other revenues from increased net gains on sale of loans and income on customer derivatives in Commercial Finance
  - Lower fee revenues from a decrease in capital market activities

vs. Year-ago Quarter

- Other non-interest income was unchanged from the year-ago quarter due to:
  - Lower other revenues from reduced gains on derivatives
  - Higher gains on sale of leasing equipment
  - Higher net gains on sale of loans, driven by the sale of a loan in Commercial Finance.
  - Increase in property tax income from the adoption of the lease accounting standard in 2019

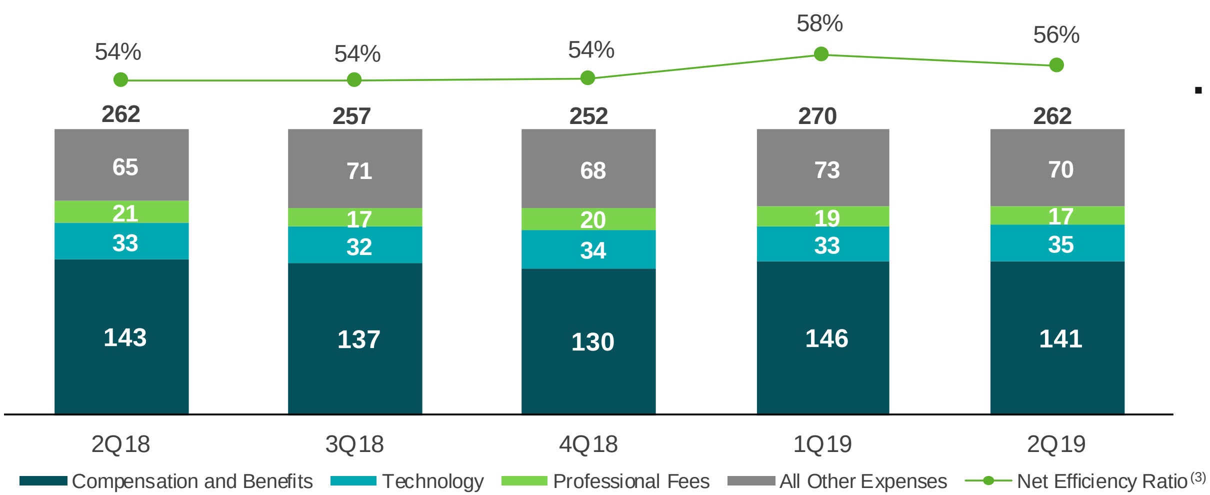
Certain balances may not sum due to rounding.

(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information.

Operating Expenses[1] – Excluding Noteworthy Items[2]

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Compensation and Benefits	**141**	146	143	(5)	(3%)	(2)	(1%)
Technology	**35**	33	33	2	6%	2	6%
Professional Fees	**17**	19	21	(2)	(11%)	(4)	(20%)
Insurance	**14**	14	19	(1)	(6%)	(5)	(26%)
Net Occupancy Expense	**15**	16	16	(1)	(6%)	(1)	(6%)
Advertising and Marketing	**6**	13	13	(7)	(56%)	(8)	(57%)
Property Tax Expense	**6**	6	-	(0)	(6%)	6	NM
Other Expenses	**30**	23	17	6	27%	13	74%
Total Operating Expenses[1]	**262**	**270**	**262**	**(8)**	**(3%)**	**1**	**0%**
Headcount	**3,596**	**3,644**	**3,843**	**(48)**	**(1%)**	**(247)**	**(6%)**

All Other Expenses



Highlights

vs. Prior Quarter

- Operating Expenses decreased $8 million due to:
  - Lower advertising and marketing costs, lower professional fees and lower employee costs, partially offset by an increase in other expenses
- Net efficiency ratio excluding intangible asset amortization improved to 56% due primarily to the decrease in operating expenses

vs. Year-ago Quarter

- Operating Expenses remained unchanged compared to the year-ago quarter due to:
  - Lower advertising and marketing costs, insurance costs and professional fees
  - Offset by the gross-up of property taxes and the expensing of lease origination costs previously capitalized due to the adoption of the new lease accounting standard and a $5 million reversal of a non-income tax-related reserve in the year-ago quarter

Certain balances may not sum due to rounding.

(1) In addition to the exclusion of noteworthy items, operating expenses also exclude amortization of intangibles.

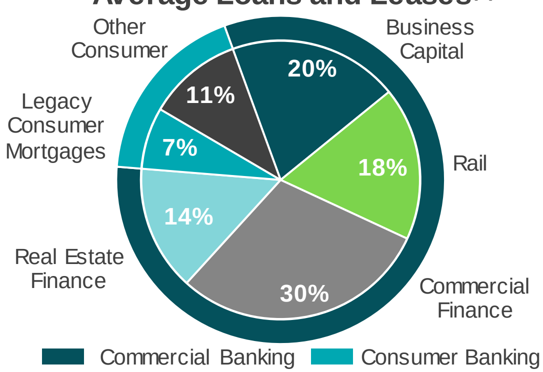
(2) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information

(3) Total operating expenses exclusive of noteworthy items and amortization of intangibles divided by total revenue (net finance revenue and other non-interest income).

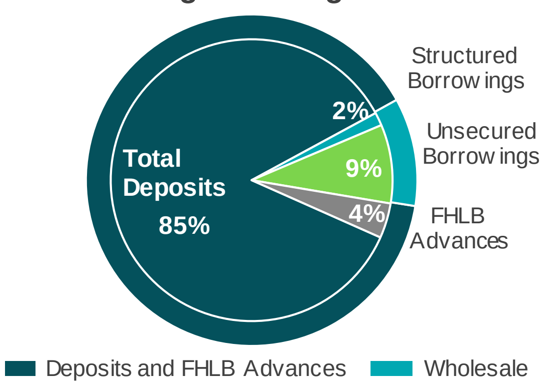
Consolidated Average Balance Sheet

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Interest-Bearing Cash	**1,372**	2,623	3,531	(1,251)	(48%)	(2,159)	(61%)
Investments and Repurchase Agreements	**8,119**	7,178	6,063	940	13%	2,056	34%
Loans[1][2]	**29,628**	29,378	28,554	250	1%	1,074	4%
Operating Leases, Net[2]	**7,030**	6,983	7,980	47	1%	(951)	(12%)
Total Loans and Leases	**36,658**	**36,360**	**36,534**	**297**	**1%**	**123**	**0%**
Indemnification Assets	**-**	8	102	(8)	NM	(102)	NM
Total Earning Assets (AEA)	**46,148**	**46,169**	**46,230**	**(22)**	**(0%)**	**(82)**	**(0%)**
Total Non-Earning Assets	**2,717**	2,477	2,501	240	10%	216	9%
Discontinued Assets	**182**	230	416	(48)	(21%)	(234)	(56%)
Total Assets	**49,047**	**48,876**	**49,147**	**171**	**0%**	**(100)**	**(0%)**
Total Deposits	**35,320**	33,278	30,964	2,043	6%	4,356	14%
Secured Borrowings	**2,252**	3,994	5,119	(1,741)	(44%)	(2,866)	(56%)
Unsecured Borrowings	**3,816**	3,809	4,318	7	0%	(503)	(12%)
Total Borrowed Funds and Deposits	**41,388**	**41,080**	**40,401**	**308**	**1%**	**987**	**2%**
Other Liabilities	**1,481**	1,558	1,401	(77)	(5%)	80	6%
Discontinued Liabilities	**262**	286	419	(24)	(8%)	(157)	(37%)
Total Liabilities	**43,132**	**42,925**	**42,222**	**207**	**0%**	**910**	**2%**
Total Stockholders' Equity	**5,915**	**5,952**	**6,926**	**(37)**	**(1%)**	**(1,011)**	**(15%)**
Total Liabilities and Equity	**49,047**	**48,876**	**49,147**	**171**	**0%**	**(100)**	**(0%)**

Average Loans and Leases[3]



Average Funding Mix



(1) Net of credit balances of factoring clients.
(2) Loans and leases include assets held for sale.
(3) Excludes our Non-Strategic Portfolios segment.

Highlights

vs. Prior Quarter

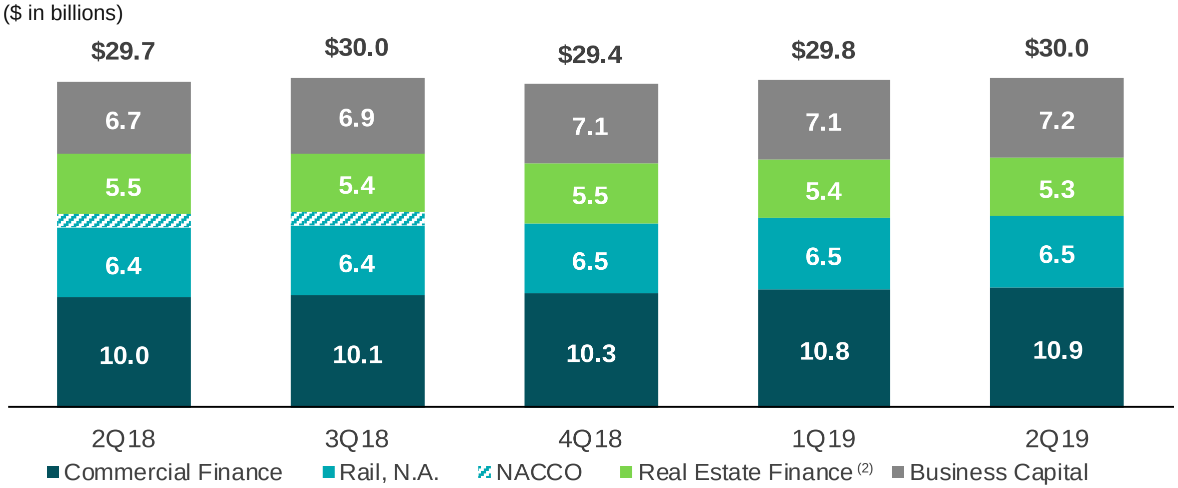
- Average earning assets remained essentially unchanged
  - Excess liquidity in average interest-bearing cash was used to repay FHLB borrowings and fund investment securities
  - Average loans and leases increased by 1% from growth in core portfolios

vs. Year-ago Quarter

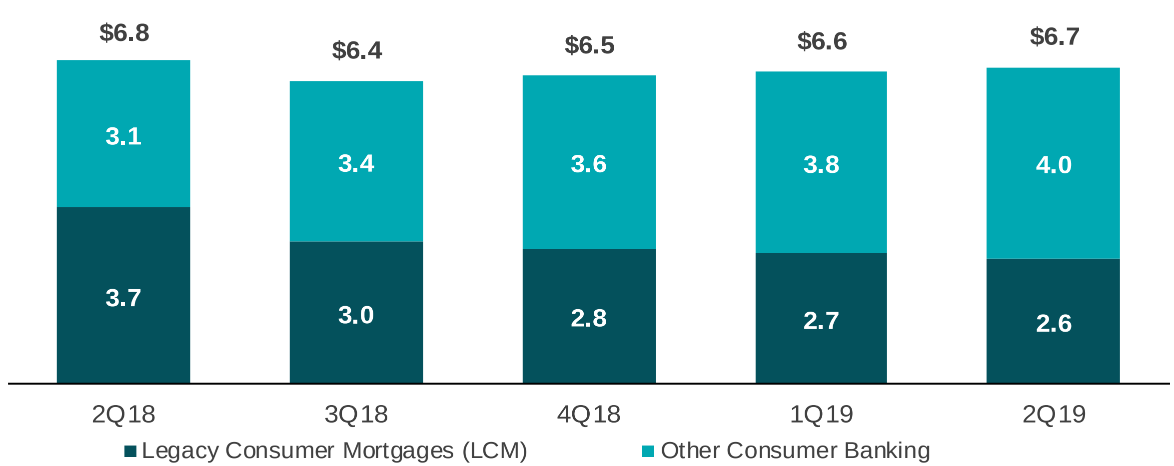
- Average earning assets declined slightly, as growth in the core portfolios was offset by a reduction in Rail operating leases from the NACCO sale and a decline in LCM due to run-off and the sale of the reverse mortgage portfolio
- Excess liquidity was utilized to reduce borrowings.
- Average loans and leases in the core portfolio grew 8%, primarily due to growth in Commercial Finance, Business Capital and Other Consumer Banking

Commercial Banking and Consumer Banking Average Loans and Leases(1)

Commercial Banking



Consumer Banking



Highlights

Core Average Loans and Leases(3)

- **Vs. Prior Quarter:** +1%
- **Vs. Year-ago Quarter:** +8%

Commercial Banking

- **Vs. Prior Quarter:** Average loans and leases increased 1%, primarily due to growth in Commercial Finance and Business Capital
- **Vs. Year-ago Quarter:** Average loans and leases increased 1%, as growth in Commercial Finance, North American Rail and Business Capital were offset by a slight decline in Real Estate Finance and the sale of NACCO

Consumer Banking

- **Vs. Prior Quarter:** Average loans increased as new business volume in the Other Consumer Banking division was partially offset by continued run-off of the LCM portfolio
- **Vs. Year-ago Quarter:** Average loans decreased as run-off of the LCM portfolio and the sale of the reverse mortgage portfolio were partially offset by new business volume in the Other Consumer Banking division

Certain balances may not sum due to rounding.

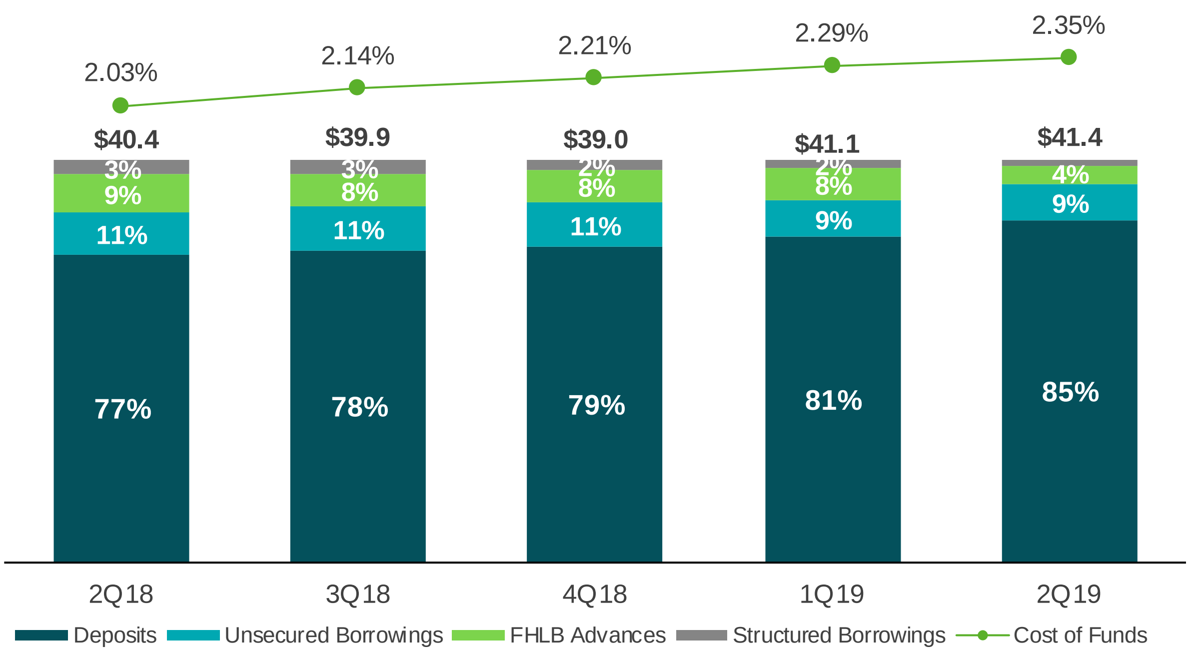
(1) Net of credit balances of factoring clients and including assets held for sale.

(2) Real Estate Finance includes legacy non-SFR currently in run-off in the amounts of $495 million, $517 million, $551 million, $582 million, and $613 million for 2Q19, 1Q19, 4Q18, 3Q18, and 2Q18, respectively.

(3) Core portfolios is total loans and leases net of credit balances of factoring clients, and excludes NACCO, Legacy Consumer Mortgages (LCM) and Non-Strategic Portfolios (NSP), and totaled $34,014 million, $33,602 million, $33,002 million, $32,224 million, and $31,568 million for 2Q19, 1Q19, 4Q18, 3Q18, and 2Q18, respectively.

Average Funding Mix

($ in millions)	2Q19		1Q19		2Q18		Change from 1Q19	Change from 2Q18
	Average Balance	*%*	*Average Balance*	*%*	*Average Balance*	*%*	*Balance*	*Balance*
Total Deposits	35,320	85%	33,278	81%	30,964	77%	2,043	4,356
Unsecured Borrowings	3,816	9%	3,809	9%	4,318	11%	7	(503)
FHLB Advances	1,707	4%	3,280	8%	3,711	9%	(1,573)	(2,004)
Structured Borrowings	545	2%	714	2%	1,408	3%	(169)	(863)
Total Borrowed Funds and Deposits	**41,388**	**100%**	**41,080**	**99%**	**40,401**	**100%**	**308**	**987**



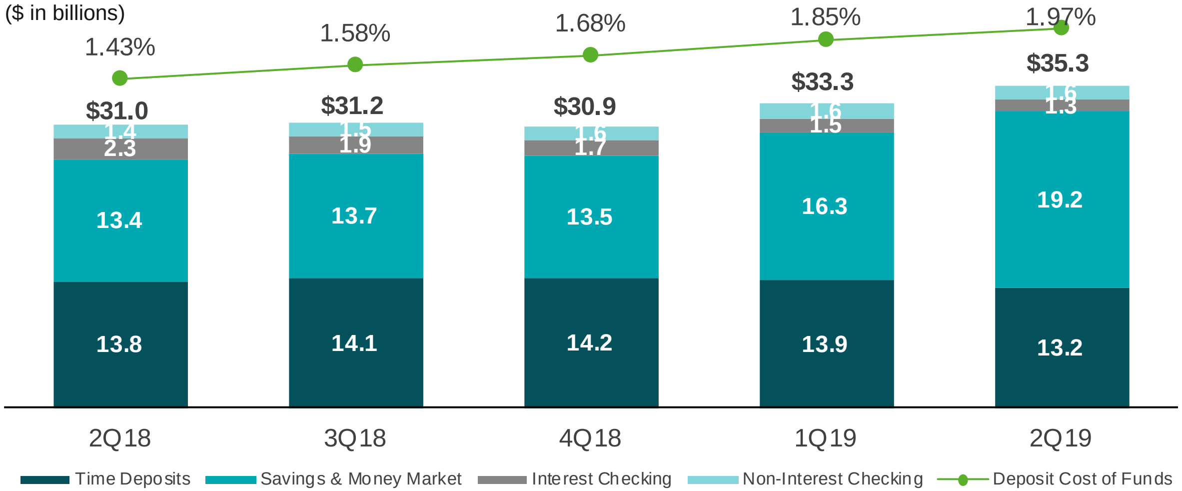
Highlights

- Average deposits represented approximately 85% of CIT's funding, up from 81% in the prior quarter and 77% in the year-ago quarter
- Average deposits increased by 6% from the prior quarter, or $2.0 billion, primarily reflecting the full quarter impact of the strong growth in online savings deposits in 1Q19
- Average unsecured borrowings comprised 9% of the funding mix
  - The weighted average coupon on unsecured senior and subordinated debt was 5.02% with a weighted average maturity of ~4.5 years
- Average secured borrowings declined to 6% of the funding mix from 10% in the prior quarter, primarily due to the repayment of FHLB debt in both the current and prior quarters

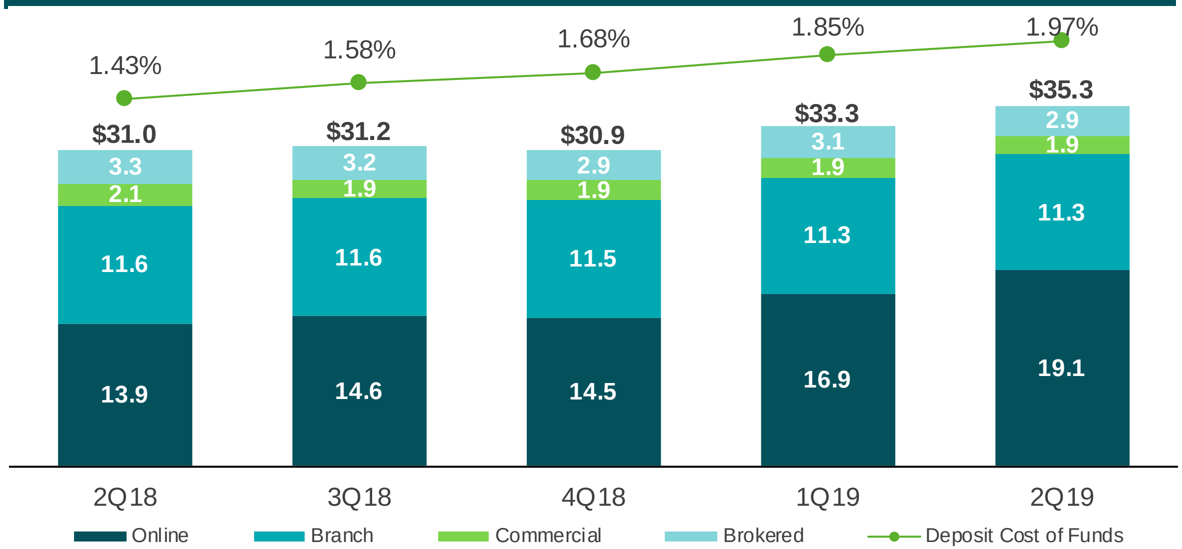
Certain balances may not sum due to rounding.

Average Deposit Mix and Cost of Deposits

Deposits by Type



Deposits by Channel



Highlights

vs. Prior Quarter

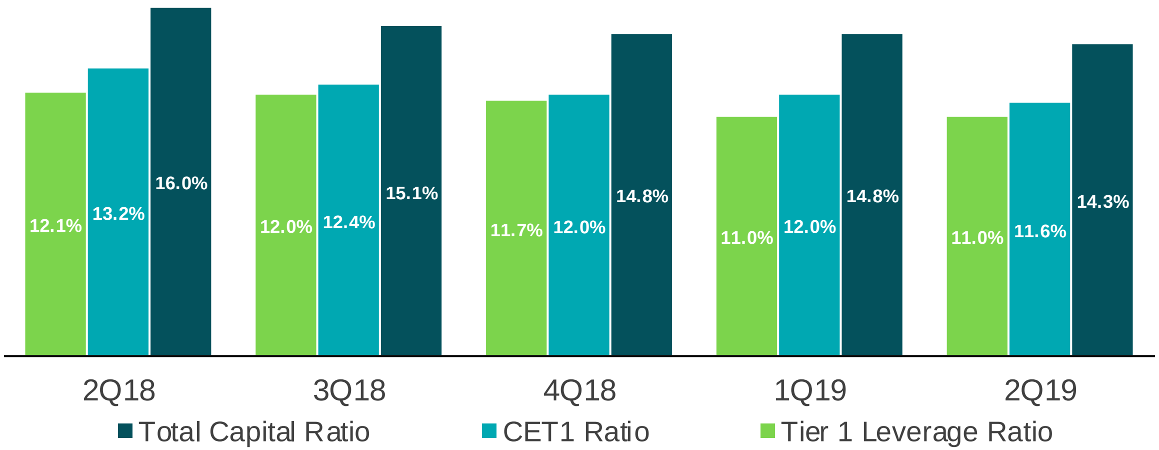
- Average deposit costs increased 12 bps primarily from continued growth in online savings deposits and customer migration from lower rate deposit products
- Average deposit balances increased $2.0 billion, or 6%, driven by growth in our online savings deposits, partially offset by a reduction in brokered deposits

vs. Year-ago Quarter

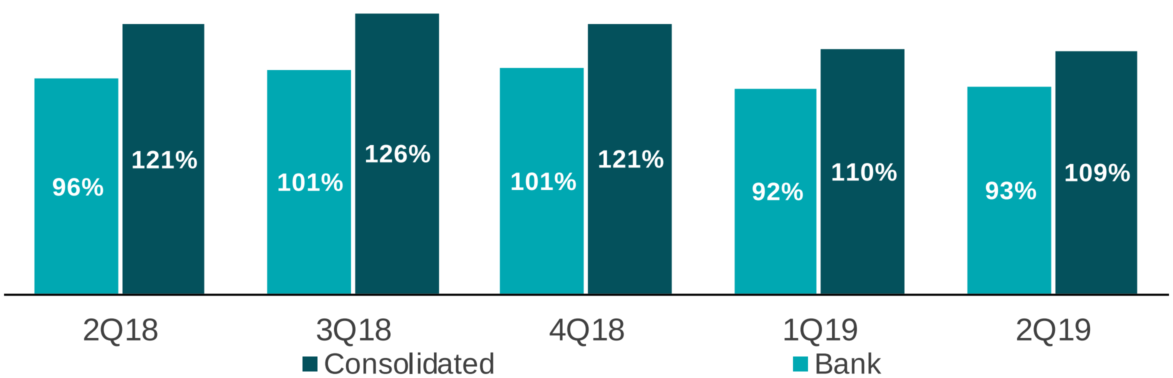
- Average deposit costs increased 54 bps, primarily from rate increases, customer migration from lower rate deposit products and new customer growth in online savings deposits.
- Average deposits increased $4.4 billion, or 14%, driven by growth in our online savings deposits, partially offset by declines in the branch, commercial and brokered channels

Strong Capital Position

Risk Based Capital Ratios[1]



Loans and Leases-to-Deposit Ratio



Highlights

vs. Prior Quarter

- Capital levels remain strong
- Repurchased 3.2 million common shares during the quarter at an average price of $49.64 per share
- Capital actions in the quarter also included a regular quarterly cash dividend of $0.35 per common share and a regular semi-annual dividend of $29 per preferred share
- CET1 ratio decreased to 11.6%, primarily due to capital returns and the increase in RWA from the expiration of a loss share agreement

vs. Year-ago Quarter

- CET1 ratio and total capital ratio decreased approximately 160 basis points, primarily driven by capital return

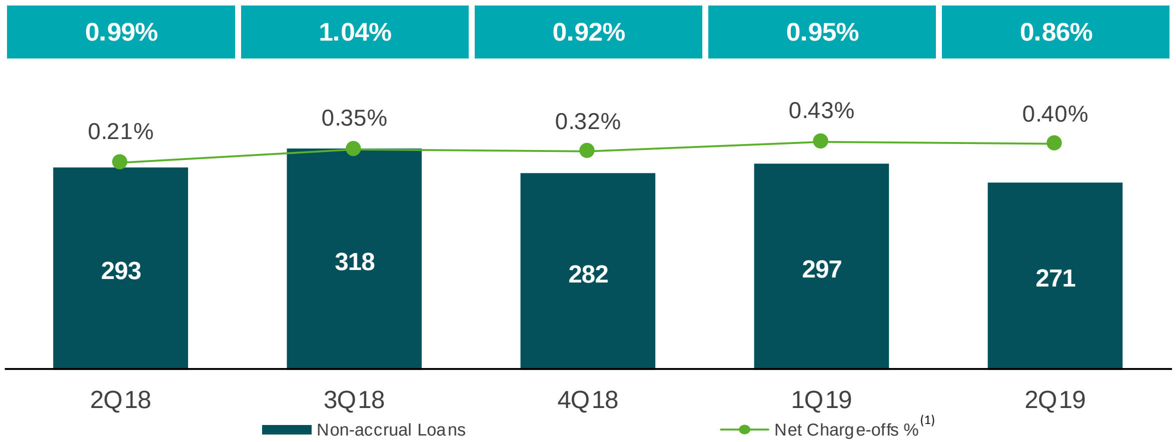
(1) Capital ratios for the current quarter are preliminary.

Asset Quality Trends

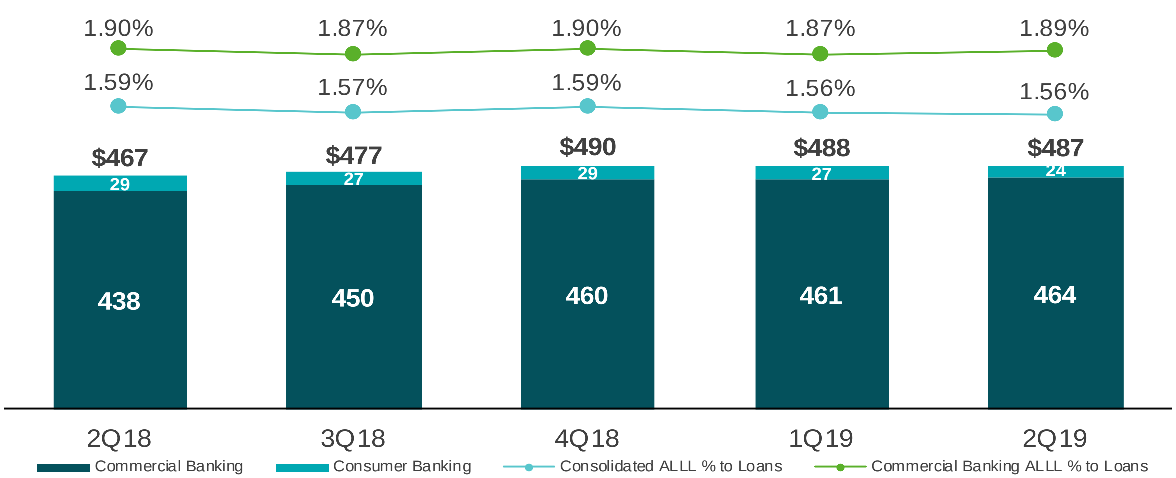
Non-accrual Loans & Net Charge-offs

($ in millions)

Non-accrual Loans as a % of Loans



Allowance for Loan Losses (ALLL)



Highlights

vs. Prior Quarter

- Non-accrual loans decreased $26 million, primarily driven by a decrease in the Commercial Finance division
- Net charge-offs of $31 million were down from $34 million in the prior quarter, primarily driven by decreases in the Commercial Finance and Business Capital divisions
- The allowance for loan loss reserves decreased slightly to $487 million
  - The Commercial Banking Segment comprised $464 million of the allowance

vs. Year-ago Quarter

- Non-accrual loans decreased by $21 million, primarily driven by a decrease in the Commercial Finance division
- Net charge-offs of $31 million were up from $15 million
- Increase in the allowance for loan loss reserves reflects loan growth and increases in specific reserves associated with non-accruals in the Commercial Finance division, partially offset by improvement in mix in the performing portfolio

(1) As a percent of average loans, excluding loans held for sale.

2019 Key Performance Metrics – Continuing Operations

($ in millions)	Reported 2Q19	Reported 1Q19	Reported 2Q18	Excluding Noteworthy Items[1] 2Q19	Excluding Noteworthy Items[1] 1Q19	Excluding Noteworthy Items[1] 2Q18
AEA	**$46,148**	$46,169	$46,230	**$46,148**	$46,169	$46,230
Core Average Loans and Leases[2]	**$34,014**	$33,602	$31,568	**$34,014**	$33,602	$31,568
Net Finance Margin	**3.13%**	3.20%	3.37%	**3.13%**	3.20%	3.29%
Operating Expenses, Excluding Intangible Asset Amortization	**$262**	$270	$262	**$262**	$270	$262
Net Efficiency Ratio[3]	**56%**	58%	50%	**56%**	58%	54%
Net Charge Offs	**0.40%**	0.43%	0.21%	**0.40%**	0.43%	0.21%
Effective Tax Rate	**20%**	24%	28%	**20%**	24%	28%
CET1 Ratio	**11.6%**	12.0%	13.2%	**11.6%**	12.0%	13.2%
Adjusted ROTCE[4]	**10.3%**	9.7%	9.4%	**10.3%**	9.7%	8.6%

(1) See appendix for details on noteworthy items. See also Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information, and non-GAAP tables in the corresponding earnings release.
(2) Core portfolios is total loans and leases net of credit balances of factoring clients, and excludes NACCO, Legacy Consumer Mortgages (LCM) and Non-Strategic Portfolios (NSP).
(3) Total operating expenses exclusive of restructuring charges and amortization of intangibles divided by total revenue (net finance revenue and other income).
(4) The numerator is net income from continuing operations plus tax-affected intangible asset amortization. The denominator is average tangible common equity less the average disallowed deferred tax asset.

Third Quarter 2019 Outlook

Key Performance Metrics[1]

($ in millions)	2Q19	3Q19 Outlook Commentary	Full Year 2019 Target
Core Average Loans and Leases[2]	**$34,014**	▪ Core: low-single digit quarterly growth ▪ Total: low-single digit quarterly growth	▪ Core: mid-single digit annual growth ▪ Total: low-single digit annual growth
Net Finance Margin	**3.13%**	▪ Bottom of target range (potential for further pressure depending on rate environment)	▪ 3.10% to 3.30% (Low End)
Operating Expenses, Excluding Intangible Asset Amortization	**$262**	▪ Flat to slightly higher compared to second quarter	▪ Down ~3% from $1.05B, excluding accounting changes; up 1% to 2%, including accounting changes[4]
Net Efficiency Ratio[3]	**56%**	▪ Mid to high 50% area, including the impact from accounting changes[4]	▪ Mid 50% area, including the impact from accounting changes[4]
Net Charge-Offs	**0.40%**	▪ 0.35% to 0.45%	▪ 0.35% to 0.45%
Effective Tax Rate	**20%**	▪ 25% to 26%, excluding discrete items	▪ 25% to 26%, excluding discrete items

- **Targeting 11% ROTCE and 11% CET1 by the fourth quarter of 2019**
- **Targeting 12% ROTCE by the fourth quarter of 2020**

(1) See Non-GAAP Disclosures in the appendix for a reconciliation of non-GAAP to GAAP financial information, and non-GAAP tables in the corresponding earnings release.
(2) Core portfolios is total loans and leases net of credit balances of factoring clients, Legacy Consumer Mortgages (LCM) and Non-Strategic Portfolios (NSP).
(3) Operating expenses excluding amortization of intangibles divided by total revenue (net finance revenue and other income).
(4) Implementing the changes to ASC 842 results in two different sources of increases to operating expenses. Accounting for the initial direct costs of originating leases is estimated to increase operating expenses by $15 to $20 million annually. Accounting for the gross-up of property taxes billed to jurisdictions, but then collected from customers, is expected to increase operating expenses by $25 to $30 million annually with an offset in other non-interest income.

Executing on Our Strategies

✓ **Delivering on our plan to improve returns and unlock the full potential of CIT**

	Pillar
1	Grow Core Businesses
2	Optimize Balance Sheet
3	Enhance Operating Efficiency
4	Maintain Strong Risk Management

Appendix

Quarterly Noteworthy Items

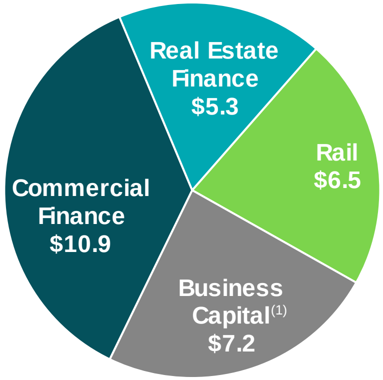
($ in millions, except for per share data)		Segment	Item	Line Item	Pre-Tax	After-Tax	Per Share[1]
1Q18	Continuing Operations	Commercial Banking	NACCO Suspended Depreciation	Depreciation on Operating Lease Equipment	$9	$7	$0.05
2Q18	Continuing Operations	Consumer Banking	Financial Freedom Transaction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

(1) Per share impact based on 105 million, 114 million, 125 million, and 132 million average diluted shares outstanding for 4Q18, 3Q18, 2Q18, and 1Q18, respectively.

A Leading National Bank for Lending and Leasing to the Middle Market and Small Businesses

Commercial Banking

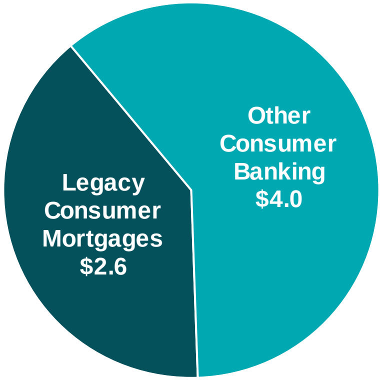
(2Q19; $ in billions)



Average Loans and Leases: $30.0

- **Commercial Finance**: Middle-market lender with expertise in targeted industries and products. Emphasis on asset growth and lead-managed transactions.
- **Rail**: Leading railcar lessor providing financial solutions to customers in the US, Canada and Mexico. Focus on maintaining utilization rate; market demand pressuring renewal pricing.
- **Real Estate Finance**: Leading lender to commercial real estate investors and developers; deep industry relationships, underwriting experience and market expertise.
- **Business Capital**: Leading equipment lessor and lender; among the nations largest providers of factoring services. Trusted business partner providing innovative technology, industry expertise and unique residual knowledge.

Consumer Banking



Average Loans: $6.7

- **Legacy Consumer Mortgages**: Run-off legacy consumer mortgage portfolio. Reverse mortgage portfolio sold in the second quarter of 2018.
- **Other Consumer Banking**:
  - Consumer deposit products, residential mortgage and SBA products offered through OneWest retail branches.
  - **Online banking**: Well-recognized Direct Banking channel offers online savings accounts and CDs nationally.

Certain balances may not sum due to rounding.
(1) Net of credit balances of factoring clients.

Commercial Banking

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Interest Income	**365**	357	330	8	2%	35	10%
Net Operating Lease Revenues[1]	**88**	89	121	(1)	(1%)	(33)	(27%)
Interest Expense	**194**	199	177	(6)	(3%)	17	9%
Net Finance Revenue	**259**	**246**	**274**	**14**	**6%**	**(15)**	**(5%)**
Other Non-Interest Income	**85**	78	73	8	10%	12	16%
Provision for Credit Losses	**31**	35	33	(5)	(13%)	(3)	(8%)
Operating Expenses	**179**	181	171	(2)	(1%)	7	4%
Pre-Tax Income from Continuing Operations	**135**	**108**	**143**	**28**	**26%**	**(7)**	**(5%)**

Key Metrics	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Earning Assets	**30,116**	29,989	29,965	127	0%	151	1%
Net Finance Margin	**3.44%**	3.28%	3.66%	16 bps		(22) bps	
Net Efficiency Ratio	**51.5%**	55.5%	49.0%	(4.0%)		2.5%	
PTI-ROAEA	**1.80%**	1.43%	1.90%	36 bps		(10) bps	

Certain balances may not sum due to rounding.
(1) Net of depreciation and maintenance and other operating lease expenses.

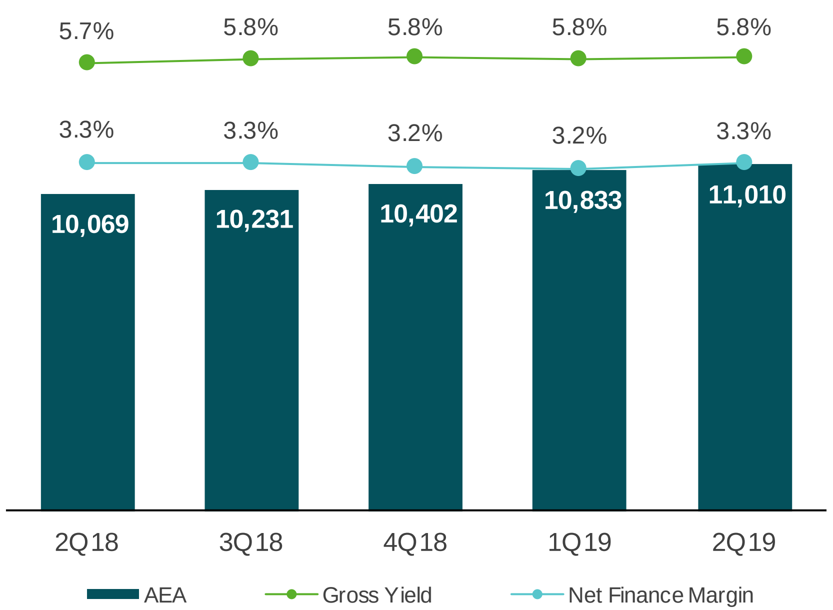
Commercial Banking Divisional Performance

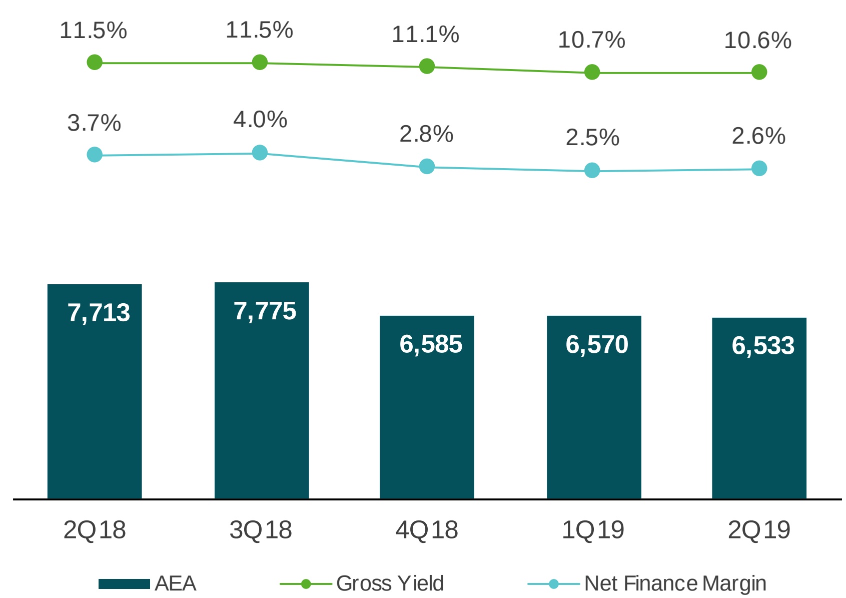
Commercial Finance

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases	10,930	10,755	9,964	175	2%	966	10%
AEA	11,010	10,833	10,069	177	2%	941	9%
Net Finance Revenue	90	86	83	4	5%	7	8%
Gross Yield	5.84%	5.79%	5.66%	5 bps		17 bps	
Net Finance Margin	3.28%	3.18%	3.31%	10 bps		(3) bps	

Rail

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases	6,515	6,477	7,593	38	1%	(1,078)	(14%)
AEA	6,533	6,570	7,713	(38)	(1%)	(1,180)	(15%)
Net Finance Revenue	43	41	72	2	6%	(29)	(40%)
Gross Yield	10.62%	10.66%	11.45%	(5) bps		(83) bps	
Net Finance Margin	2.62%	2.47%	3.71%	15 bps		(109) bps	





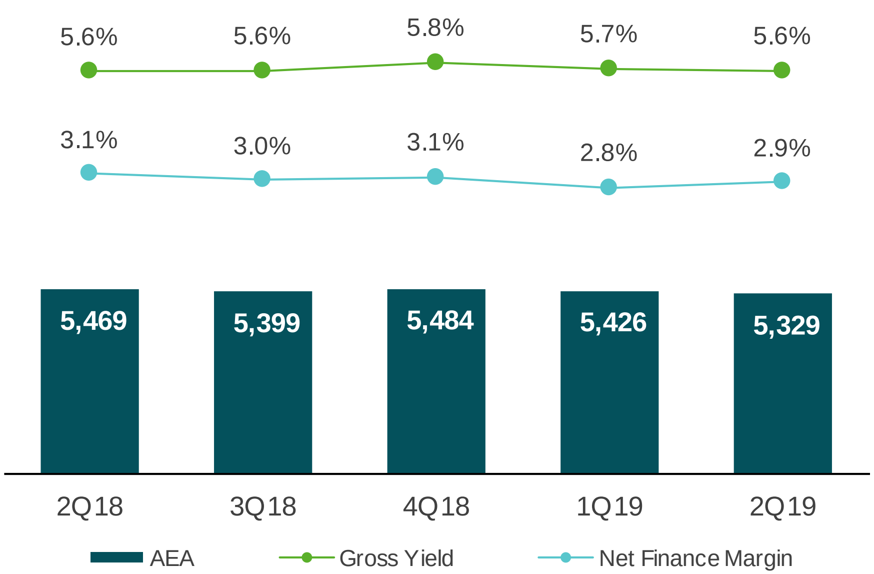
Commercial Banking Divisional Performance

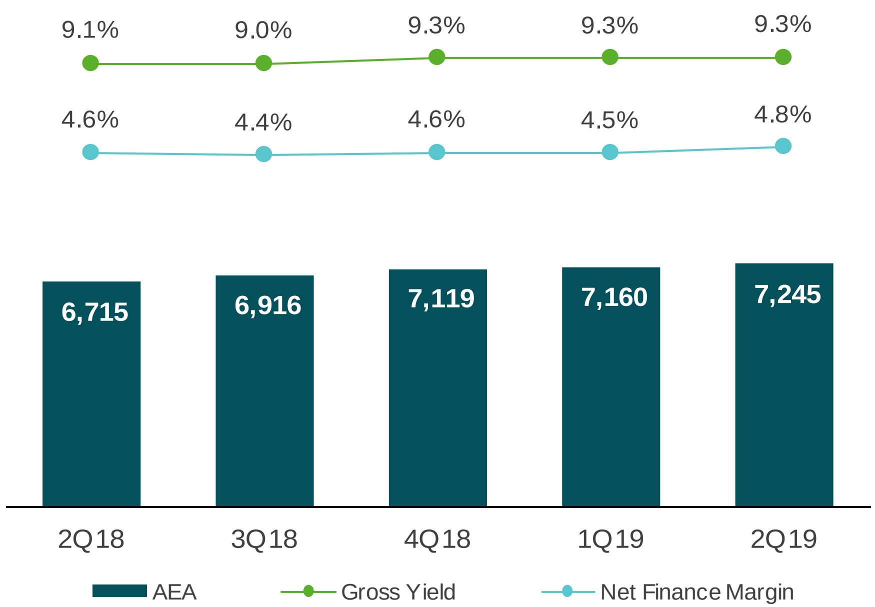
Real Estate Finance

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases	5,329	5,426	5,469	(97)	(2%)	(140)	(3%)
AEA	5,329	5,426	5,469	(97)	(2%)	(140)	(3%)
Net Finance Revenue	39	38	43	1	2%	(4)	(9%)
Gross Yield	5.60%	5.65%	5.58%	(5) bps		2 bps	
Net Finance Margin	2.93%	2.82%	3.12%	11 bps		(19) bps	

Business Capital

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases(1)	7,213	7,128	6,678	85	1%	535	8%
AEA	7,245	7,160	6,715	85	1%	530	8%
Net Finance Revenue	87	81	76	6	8%	11	14%
Gross Yield	9.34%	9.27%	9.05%	7 bps		29 bps	
Net Finance Margin	4.81%	4.52%	4.55%	29 bps		26 bps	





(1) Net of credit balances of factoring clients.

Consumer Banking

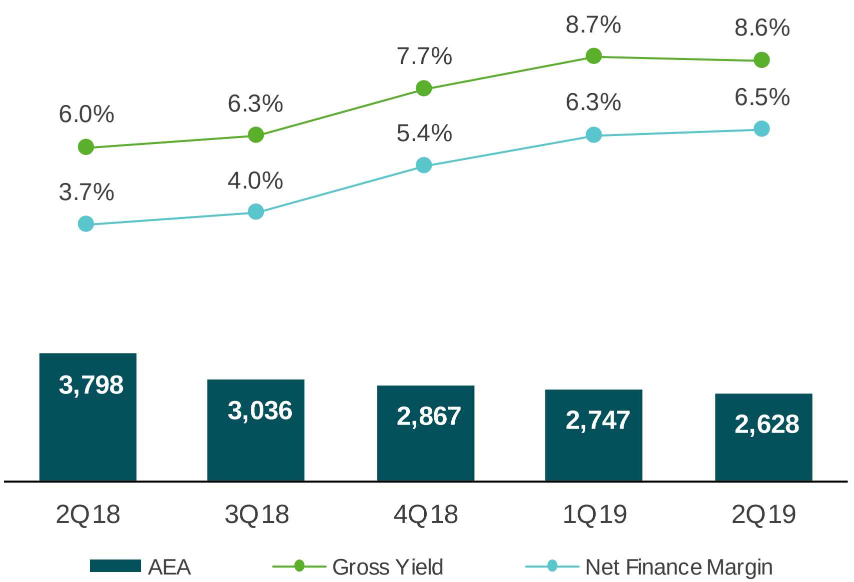
($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Interest Income	**94**	96	85	(2)	(2%)	9	10%
Interest Benefit	**(35)**	(39)	(37)	4	11%	2	(6%)
Net Finance Revenue	**129**	**135**	**122**	**(6)**	**(5%)**	**6**	**5%**
Other Non-Interest Income	**7**	5	38	2	47%	(31)	(82%)
Provision for Credit Losses	**(2)**	(2)	(0)	0	(10%)	(2)	NM
Operating Expenses	**88**	94	94	(6)	(6%)	(6)	(6%)
Pre-Tax Income from Continuing Operations	**49**	**48**	**66**	**2**	**3%**	**(17)**	**(26%)**

Key Metrics				Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Earning Assets	**6,671**	6,575	6,897	97	1%	(226)	(3%)
Net Finance Margin	**7.72%**	8.20%	7.09%	(48) bps		63 bps	
Net Efficiency Ratio	**61.6%**	64.0%	55.8%	(2.4%)		5.8%	
PTI-ROAEA	**2.96%**	2.90%	3.85%	6 bps		(88) bps	

Consumer Banking Divisional Performance

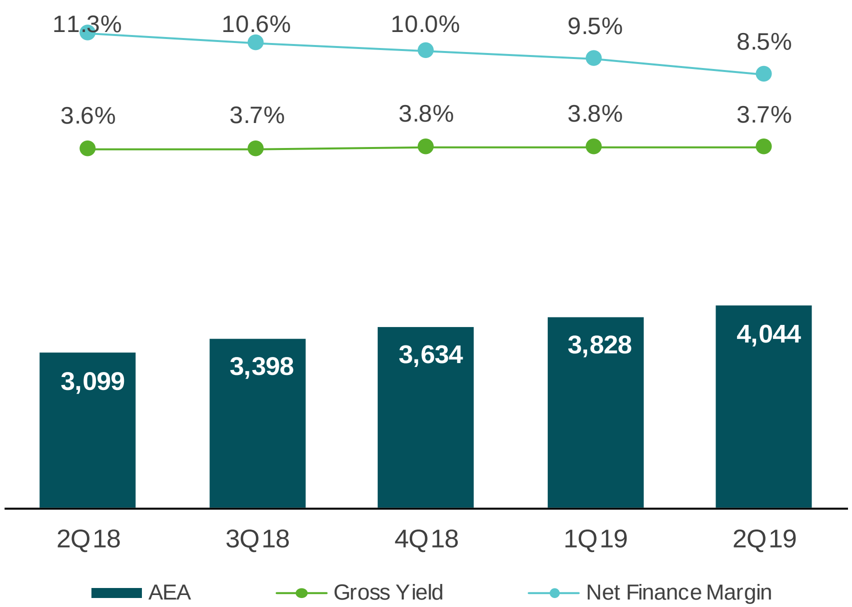
Legacy Consumer Mortgages

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases	2,628	2,740	3,697	(112)	(4%)	(1,069)	(29%)
AEA	2,628	2,747	3,798	(120)	(4%)	(1,171)	(31%)
Net Finance Revenue	43	44	35	(1)	(2%)	8	23%
Gross Yield	8.57%	8.66%	5.99%	(9) bps		258 bps	
Net Finance Margin	6.50%	6.34%	3.65%	15 bps		284 bps	



Other Consumer Banking

($ in millions)	2Q19	1Q19	2Q18	Change from 1Q19 $	Change from 1Q19 %	Change from 2Q18 $	Change from 2Q18 %
Average Loans and Leases	4,027	3,816	3,090	211	6%	937	30%
AEA	4,044	3,828	3,099	216	6%	945	30%
Net Finance Revenue	86	91	88	(5)	(6%)	(2)	(2%)
Gross Yield	3.71%	3.77%	3.64%	(6) bps		7 bps	
Net Finance Margin	8.52%	9.54%	11.31%	(102) bps		(279) bps	



Non-GAAP Disclosures[1]

	Quarters Ended		
	June 30, 2019	March 31, 2019	June 30, 2018
ROTCE			
Tangible book value (Non-GAAP, reconciled on Balance Sheet table)	$ 5,143.5	$ 5,131.2	$ 5,729.8
Less: Disallowed deferred tax asset	(36.2)	(45.3)	(93.7)
Tangible common equity for ROTCE (Non-GAAP)	$ 5,107.3	$ 5,085.9	$ 5,636.1
Average tangible common equity (Non-GAAP)	$ 5,098.1	$ 5,114.5	$ 6,030.4
Income from continuing operations applicable to common shareholders	$ 127.4	$ 119.2	$ 137.9
Intangible asset amortization, after tax	4.4	4.4	4.4
Non-GAAP income from continuing operations - for ROTCE calculation	$ 131.8	$ 123.6	$ 142.3
Return on average tangible common equity, adjusted for estimated capital adjustment	10.34%	9.67%	9.44%
Non-GAAP income from continuing operations (from the following non-GAAP noteworthy tables)	$ 127.4	$ 119.2	$ 124.6
Intangible asset amortization, after tax	4.4	4.4	4.4
Non-GAAP income from continuing operations - for ROTCE calculation, excluding noteworthy items	$ 131.8	$ 123.6	$ 129.0
Preferred dividend normalization	4.7	(4.7)	4.7
Non-GAAP income from continuing operations - for ROTCE calculation, after noteworthy items and preferred dividend normalization	$ 136.5	$ 118.9	$ 133.7
Return on average tangible common equity, after noteworthy items	10.34%	9.67%	8.56%
Return on average tangible common equity, after noteworthy items and preferred dividend normalization	10.71%	9.30%	8.87%
Effective Tax Rate Reconciliation			
Provision for income taxes - GAAP	$ 33.4	$ 37.8	$ 57.4
Income tax on noteworthy items	-	-	(5.5)
Provision for income taxes, before noteworthy items - Non-GAAP	$ 33.4	$ 37.8	$ 51.9
Income tax - remaining discrete items	9.2	2.4	(2.3)
Provision for income taxes, before noteworthy and discrete tax items - Non-GAAP	$ 42.6	$ 40.2	$ 49.6
Income from continuing operations before provision for income taxes - GAAP	$ 170.2	$ 157.0	$ 204.7
Noteworthy items before tax	-	-	(18.8)
Adjusted income from continuing operations before provision for income taxes and discrete items - Non-GAAP	$ 170.2	$ 157.0	$ 185.9
Effective tax rate - GAAP	19.6%	24.1%	28.0%
Effective tax rate, before noteworthy items - Non-GAAP	19.6%	24.1%	27.9%
Effective tax rate, before noteworthy and tax discrete items - Non-GAAP	25.0%	25.6%	26.7%

Certain balances may not sum due to rounding.
(1) Reconciliations of non-GAAP measurements to GAAP measurements that are included in our quarterly earnings release are not repeated in this presentation.

Non-GAAP Disclosures(1)

	Quarters Ended		
	June 30, 2019	March 31, 2019	June 30, 2018
Total Net Revenues			
Interest income	$ 515.5	$ 516.5	$ 473.6
Rental income on operating lease equipment	213.0	217.7	261.3
Finance revenue (Non-GAAP)	728.5	734.2	734.9
Interest expense	242.7	235.6	205.2
Depreciation on operating lease equipment	76.8	79.4	77.2
Maintenance and other operating lease expenses	48.3	49.8	63.5
Net finance revenue (NFR) (Non-GAAP)	360.7	369.4	389.0
Other non-interest income	106.1	96.8	135.4
Total net revenues (Non-GAAP)	$ 466.8	$ 466.2	$ 524.4
NFR (Non-GAAP)	$ 360.7	$ 369.4	$ 389.0
Noteworthy items	-	-	(8.6)
Adjusted NFR (Non-GAAP)	$ 360.7	$ 369.4	$ 380.4
Net finance margin (NFR as a % of AEA)(NFM)(Non-GAAP)	3.13%	3.20%	3.37%
NFM, adjusted for noteworthy items	3.13%	3.20%	3.29%
Total net revenues (Non-GAAP)	$ 466.8	$ 466.2	$ 524.4
Noteworthy items	-	-	(37.9)
Adjusted total net revenues (Non-GAAP)	$ 466.8	$ 466.2	$ 486.5
Net Efficiency Ratio (Non-GAAP)	56.1%	58.0%	49.9%
Net Efficiency Ratio excluding noteworthy items (Non-GAAP)	56.1%	58.0%	53.8%
Average Earning Assets			
Average Earning Assets (Non-GAAP)	$ 46,147.8	$ 46,169.3	$ 46,229.6

	June 30, 2019	March 31, 2019	June 30, 2018
Period End Earning Assets			
Loans	$ 31,322.8	$ 31,247.0	$ 29,348.4
Operating lease equipment, net	7,056.1	6,989.5	6,833.9
Assets held for sale	190.8	79.4	1,335.8
Credit balances of factoring clients	(1,175.8)	(1,651.3)	(1,430.8)
Interest-bearing cash	1,555.6	1,190.1	3,267.0
Investment securities and securities purchased under agreement to resell	7,421.7	8,444.1	6,107.4
Indemnification assets	-	-	70.8
Total earning assets (Non-GAAP)	$ 46,371.2	$ 46,298.8	$ 45,532.5
Average core Loans and Leases			
Total average loans (incl HFS, net of credit balances)	$ 29,628.0	$ 29,377.7	$ 28,553.9
Total average operating lease equipment (incl HFS)	7,029.6	6,982.7	7,980.3
Total average loans and leases	36,657.6	36,360.4	36,534.2
Average non-core portfolio, LCM	2,627.7	2,739.5	3,695.5
Average non-core portfolio, NACCO	-	-	1,226.1
Average non-core portfolios, NSP	15.8	19.0	43.2
Average core loans and leases	$ 34,014.1	$ 33,601.9	$ 31,568.4

Certain balances may not sum due to rounding. Capital numbers for current quarter are preliminary.
(1) Selective reconciliations of non-GAAP measurements to GAAP measurements are included in our quarterly earnings release and not repeated in this presentation.

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