3Q19 Earnings

October 22nd, 2019

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This presentation 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 presentation, 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. In particular, any projections or expectations regarding the proposed acquisition by CIT of Mutual of Omaha Bank described herein, our future revenues, expenses, earnings, capital expenditures, deposits or stock price, as well as the assumptions on which such expectations are based, are such forward-looking statements reflecting only our current judgment and are not guarantees of future performance or results. 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, including planned or potential acquisitions or divestitures, (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 becomes subject to liquidity constraints and higher funding costs; (v) the parties to the proposed transaction described in this presentation do not obtain regulatory or other approvals or satisfy closing conditions to the transaction on a timely basis, or at all, or approvals are subject to conditions that are not anticipated; (vi) CIT experiences (A) difficulties and delays in integrating CIT’s and Mutual of Omaha Bank’s respective businesses or fully realizing cost savings and other benefits, or (B) business disruptions due to transaction-related uncertainty or other factors making it more difficult to maintain relationships with employees, customers, other business partners or governmental entities; or (vii) changes in asset quality, credit risk, interest rates, capital markets or other economic conditions. We further 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. Accordingly, you should not place undue reliance on the forward-looking statements contained in this presentation. 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 presentation dated October 22, 2019 which is posted on the Investor Relations page of our website at http://ir.cit.com and filed on Form 8-K.

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	3Q19 Accomplishments
1 **Grow Core Businesses**	▪ Deepen client relationships ▪ Innovate with value	✓ Average core loan and lease growth[(1)] of 2% from prior quarter and 8% from the year-ago quarter ✓ Pending acquisition of Mutual of Omaha Bank to provide low-cost stable Homeowners Association deposits and expand our commercial banking franchise
2 **Optimize Balance Sheet**	▪ Enhance funding and deposits ▪ Optimize capital structure	✓ Issued $550 million in senior unsecured bank notes due 2025 at 2.969% with investment grade S&P rating ✓ Tangible book value per share of $55.60, up 11% in the past year[(1)]
3 **Enhance Operating Efficiency**	▪ Maintain vigilance on expenses ▪ Improve operating leverage	✓ Continued disciplined expense management ✓ Remain on track to achieve operating expense reduction target
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 performance and disciplined underwriting standards ✓ Credit reserves stable at 1.55% of the total portfolio and 1.87% of Commercial Banking portfolio

(1) Average core loan and lease growth and TBV per share 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)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Interest Income	503	516	474	(12)	(2%)	30	6%
Net Operating Lease Revenues[2]	94	88	130	6	7%	(36)	(28%)
Interest Expense	244	243	214	1	0%	30	14%
Net Finance Revenue	**353**	**361**	**389**	**(7)**	**(2%)**	**(36)**	**(9%)**
Other Non-Interest Income	101	106	86	(5)	(5%)	15	17%
Operating Expenses	311	268	263	43	16%	48	18%
Loss on Debt Extinguishment and Deposit Redemption	-	-	4	(0)	(50%)	(3)	(97%)
Pre-Provision Net Revenue	**143**	**199**	**209**	**(55)**	**(28%)**	**(65)**	**(31%)**
Provision for Credit Losses	27	29	38	(2)	(7%)	(12)	(30%)
Pre-Tax Income from Continuing Operations	**117**	**170**	**171**	**(53)**	**(31%)**	**(54)**	**(32%)**
(Benefit) Provision for Income Taxes	(26)	33	41	(59)	NM	(67)	NM
Income from Continuing Operations	**143**	**137**	**129**	**6**	**4%**	**13**	**10%**
Income from Discontinued Operations, Net of Taxes	-	1	2	(1)	NM	(2)	NM
Net Income	**143**	**138**	**132**	**5**	**4%**	**11**	**9%**
Preferred Dividends	-	9	-	(9)	NM	-	NM
Net Income Available to Common Shareholders	**143**	**128**	**132**	**15**	**11%**	**11**	**9%**
Income from Continuing Operations Available to Common Shareholders	143	127	129	15	12%	13	10%
Diluted Income per Common Share							
Income from Continuing Operations	$1.50	$1.32	$1.13	$0.18	14%	$0.37	33%
(Loss) Income from Discontinued Operations, Net of Taxes	$0.00	$0.01	$0.02	($0.01)	NM	($0.02)	NM
Diluted Income per Common Share	**$1.50**	**$1.33**	**$1.15**	**$0.17**	**13%**	**$0.35**	**31%**
Return on Average Earning Assets							
Average Earning Assets	46,245	46,148	45,377	97	0%	868	2%
After Tax Return on Average Earnings Assets – Continuing Operations	1.24%	1.10%	1.14%	13 bps		9 bps	

Highlights

vs. Prior Quarter

- Net income available to common shareholders increased $15 million and diluted EPS increased $0.17
- Diluted income per common share increased 13%
- Noteworthy items positively impacted net income by $20 million including $53 million tax benefit partially offset by $33 million after-tax charges impacting operating expenses[3]

vs. Year-ago Quarter

- Net income available to common shareholders increased $11 million and diluted EPS increased $0.35
- Diluted income per common share increased 31%
- Year-ago quarter included $2 million after-tax net benefit related to Noteworthy Items[3]

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.
(3) See page 20 for additional detail.

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

($ in millions, except per share data)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Interest Income	503	516	474	(12)	(2%)	30	6%
Net Operating Lease Revenues(2)	94	88	121	6	7%	(27)	(23%)
Interest Expense	244	243	214	1	0%	30	14%
Net Finance Revenue	**353**	**361**	**381**	**(7)**	**(2%)**	**(28)**	**(7%)**
Other Non-Interest Income	101	106	97	(5)	(5%)	4	4%
Operating Expenses	267	268	263	(1)	(0%)	4	1%
Pre-Provision Net Revenue	**187**	**199**	**214**	**(11)**	**(6%)**	**(27)**	**(12%)**
Provision for Credit Losses	27	29	38	(2)	(7%)	(12)	(30%)
Pre-Tax Income from Continuing Operations	**161**	**170**	**176**	**(9)**	**(6%)**	**(15)**	**(9%)**
Provision for Income Taxes	38	33	45	5	15%	(7)	(15%)
Income from Continuing Operations	**123**	**137**	**131**	**(14)**	**(10%)**	**(8)**	**(6%)**
Income from Discontinued Operations, Net of Taxes	-	1	2	(1)	NM	(2)	NM
Net Income	**123**	**138**	**133**	**(15)**	**(11%)**	**(11)**	**(8%)**
Preferred Dividends	-	9	-	(9)	NM	-	NM
Net Income Available to Common Shareholders	**123**	**128**	**133**	**(6)**	**(4%)**	**(11)**	**(8%)**
Income from Continuing Operations Available to Common Shareholders	123	127	131	(5)	(4%)	(9)	(6%)
Diluted Income per Common Share							
(Loss) Income from Continuing Operations	$1.29	$1.32	$1.15	($0.03)	(2%)	$0.14	12%
Income from Discontinued Operations, Net of Taxes	$0.00	$0.01	$0.02	($0.01)	NM	($0.02)	NM
Diluted Income per Common Share	**$1.29**	**$1.33**	**$1.17**	**($0.04)**	**(3%)**	**$0.12**	**10%**
Return on Average Earning Assets							
Average Earning Assets	46,245	46,148	45,377	97	0%	868	2%
After Tax Return on Average Earnings Assets – Continuing Operations	1.06%	1.10%	1.15%	(4) bps		(10) bps	

Highlights

vs. Prior Quarter

- Net income available to common shareholders decreased $6 million and diluted EPS decreased $0.04
- Diluted income per common share decreased 3%
- Effective tax rate of 24%

vs. Year-ago Quarter

- Net income available to common shareholders decreased $11 million and diluted EPS increased $0.12
- Diluted income per common share increased 10%

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.

Third 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	**$143**	**$0**	**$143**
GAAP Diluted EPS	**$1.50**	**$0.00**	**$1.50**
Noteworthy Items *(After - Tax):*			
Change in indefinite reinvestment tax assertion	**$53**		**$53**
Building impairment charge	**($22)**		**($22)**
Restructuring charge	**($11)**		**($11)**
Total Noteworthy Items	**($20)**	**$0**	**($20)**
Non-GAAP Net Income Available to Common Shareholders Excluding Noteworthy Items	**$123**	**$0**	**$123**
Non-GAAP Diluted EPS Excluding Noteworthy Items	**$1.29**	**$0.00**	**$1.29**

Highlights

- **Canadian Tax Assertion Change:**
  - $53 million ($0.56 per diluted common share) positive tax provision resulting from the assertion of indefinite reinvestment of undistributed earnings in our Canadian operations
- **Building Impairment:**
  - $22 million after tax ($0.23 per diluted common share) impairment related to the sale of our Livingston, NJ office building
- **Restructuring Charge:**
  - $11 million after tax ($0.12 per diluted common share) restructuring charge related to our strategic initiatives to support operating efficiency improvement

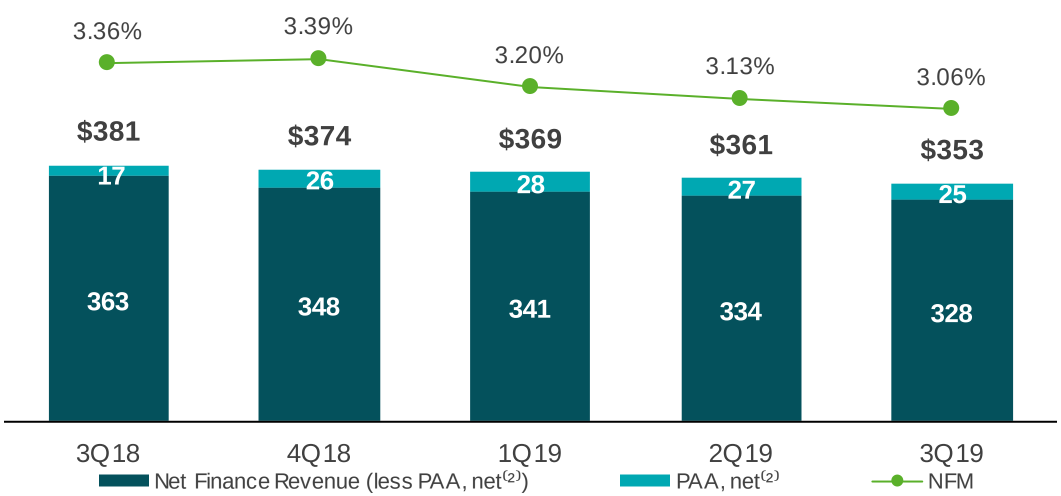
Certain balances may not sum due to rounding. EPS based on 95.0 million average diluted shares outstanding. Dollar impacts are rounded.

(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)	3Q19		2Q19		3Q18		Change from 2Q19	Change from 3Q18
	Average Balance	*Yield*	*Average Balance*	*Yield*	*Average Balance*	*Yield*	*Yield*	*Yield*
Interest-Bearing Cash	1,378	2.3%	1,372	2.4%	2,466	1.9%	(16) bps	37 bps
Investments and Repurchase Agreements	7,733	2.5%	8,119	2.5%	6,416	2.8%	5 bps	(25) bps
Loans(3)(4)	30,071	5.9%	29,628	6.2%	28,409	6.0%	(23) bps	(8) bps
Operating Leases, Net of Depreciation(4)	7,062	5.3%	7,030	5.0%	8,032	6.0%	31 bps	(72) bps
Indemnification Assets	0	N/A	0	N/A	55	(74.9%)	NM	NM
Earning Assets	**46,245**	**5.2%**	**46,148**	**5.2%**	**45,377**	**5.2%**	**(6) bps**	**(8) bps**
Deposits	35,111	2.0%	35,320	2.0%	31,239	1.6%	1 bps	39 bps
Borrowings	6,364	4.4%	6,068	4.5%	8,692	4.2%	(13) bps	23 bps
Funding Liabilities	**41,475**	**2.4%**	**41,388**	**2.3%**	**39,931**	**2.1%**	**1 bps**	**21 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 $7 million driven by:

- Declines in:
  - Income on loans and cash & investment securities from lower market rates
  - Purchase accounting accretion
  - Income from interest recoveries on commercial loans
- Partially offset by lower maintenance expense from productivity initiatives and a $3 million lease warranty recovery

Net Finance Margin decreased by 7bps due to the trends mentioned above

vs. Year-ago Quarter

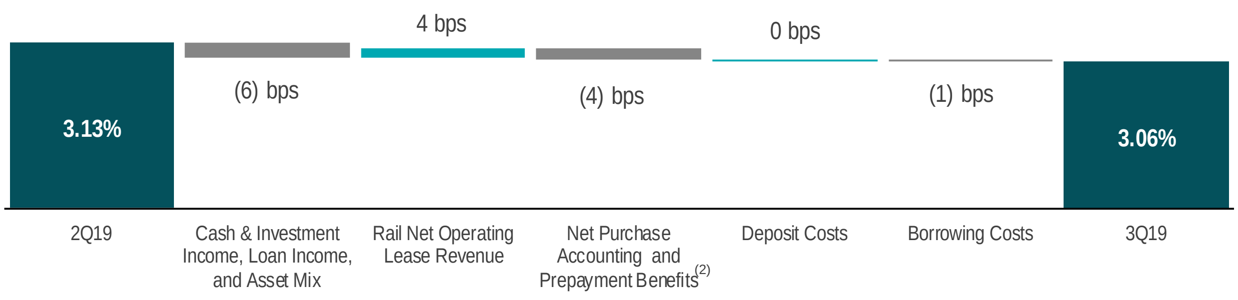
Net Finance Revenue decreased by $28 million, driven by:

- Higher interest costs driven by a higher level of deposits
- Lower net operating lease revenue reflecting lower operating leases due to the sale of NACCO (sold in 4Q18)
- Partially offset by higher interest income from commercial loan growth

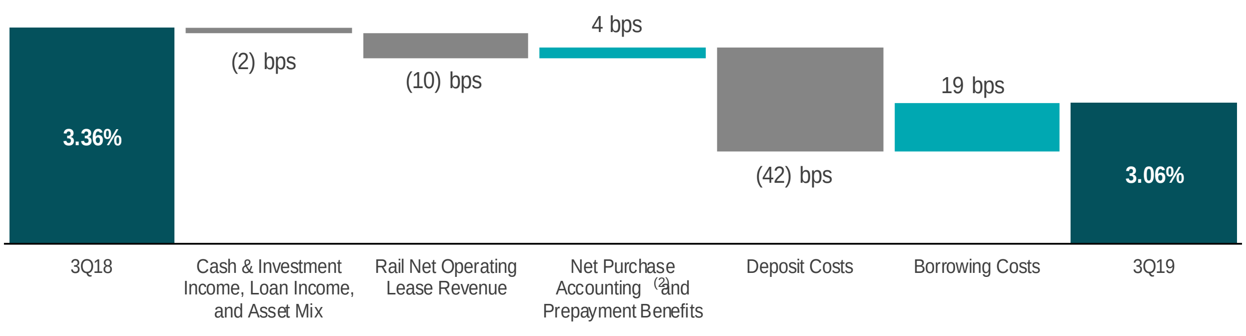
Net Finance Margin decreased by 30 bps, driven by higher deposit rates and lower operating lease net yields in Rail partially offset by lower borrowing costs from decreases in unsecured, secured, and FHLB debt balances

Net Finance Margin Trends – Excluding Noteworthy Items[1]

Net Finance Margin Walk 2Q19 to 3Q19



Net Finance Margin Walk 3Q18 to 3Q19



Highlights

vs. Prior Quarter

- (6) bps driven by lower market rates on cash & investment and loans, slightly offset by asset mix shift
- 4 bps from higher rail net operating lease revenue driven by lower maintenance costs partially offset by lower gross yields
- (4) bps from lower PAA, interest recoveries and prepayment benefits
- Decline in non maturity deposit rates was offset by upward repricing of term CD rates
- (1) bp due to lower borrowing costs

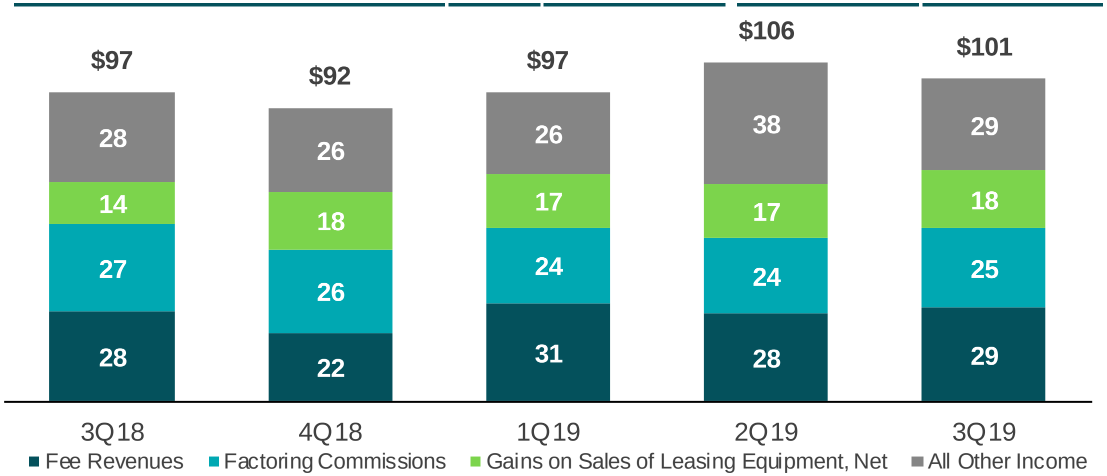
vs. Year-ago Quarter

- (2) bps from cash & investment income, loan income, and asset mix shift
- (10) bps from decrease in rail net operating lease yields
- 4 bps primarily from increased interest income from the expiration of the indemnification asset offset by lower PAA, interest recoveries and prepayment benefits
- (42) bps from higher deposit rates
- 19 bps from reduction in borrowing costs reflecting liability management actions

(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)		3Q19	2Q19	3Q18	Change from 2Q19 $	2Q19 %	Change from 3Q18 $	3Q18 %
	Fee Revenues	**29**	28	28	2	6%	1	4%
	Factoring Commissions	**25**	24	27	1	6%	(2)	(7%)
	Gains on Leasing Equipment, Net of Impairments	**18**	17	14	1	5%	4	32%
Other Income	BOLI Income	**8**	7	7	1	8%	1	20%
Other Income	Gains on Investment Securities, Net of Impairments	**2**	2	4	(1)	(24%)	(2)	(56%)
Other Income	Property Tax Income	**5**	6	-	(1)	(12%)	5	NM
Other Income	Other Revenues	**14**	23	18	(9)	(37%)	(4)	(20%)
	Total Other Non-Interest Income	**101**	**106**	**97**	**(5)**	**(5%)**	**4**	**4%**



Highlights

vs. Prior Quarter

- Other non-interest income decreased $5 million from the prior quarter due to:
  - Lower other revenues from a decrease in net gains on sale of loans in Commercial Finance

vs. Year-ago Quarter

- Other non-interest income increased $4 million from the year-ago quarter due to:
  - Higher property tax income from the adoption of the lease accounting standard in 2019
  - Higher gains on sale of leasing equipment
  - Lower factoring commissions
  - Lower gain on investment securities
  - Lower other revenues, which included lower income on derivatives partially offset by higher net gains on the sale of loans

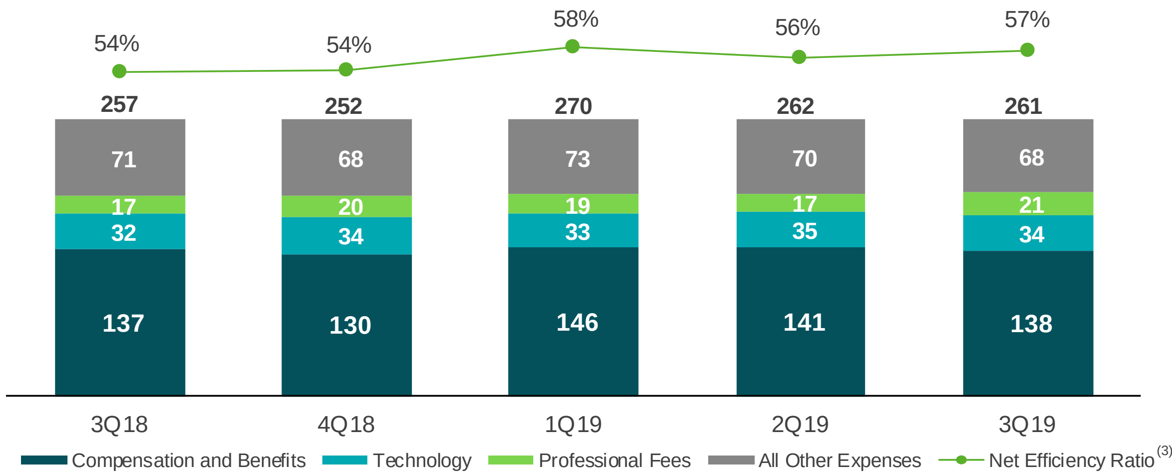
Certain balances may not sum due to rounding.

(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)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Compensation and Benefits	**138**	141	137	(4)	(3%)	0	0%
Technology	**34**	35	32	(0)	(1%)	2	6%
Professional Fees	**21**	17	17	4	27%	4	26%
Insurance	**13**	14	16	(1)	(8%)	(3)	(21%)
Net Occupancy Expense	**16**	15	16	1	4%	(1)	(3%)
Advertising and Marketing	**14**	6	11	9	NM	4	36%
Property Tax Expense	**6**	6	-	-	0%	6	NM
Other Expenses	**20**	30	28	(10)	(33%)	(9)	(30%)
Total Operating Expenses[1]	**261**	**262**	**257**	**(1)**	**(0%)**	**4**	**1%**
Headcount	**3,585**	**3,596**	**3,757**	**(11)**	**(0%)**	**(172)**	**(5%)**

All Other Expenses: Insurance, Net Occupancy Expense, Advertising and Marketing, Property Tax Expense, Other Expenses



Highlights

vs. Prior Quarter

- Operating Expenses decreased $1 million due to:
  - Higher advertising and marketing costs, primarily driven by higher costs related to deposit gathering
  - Higher professional fees, primarily due to elevated costs related to the pending Mutual of Omaha Bank transaction
  - Lower employee costs
  - Lower other operating expenses, primarily in the Consumer Banking segment

vs. Year-ago Quarter

Operating Expenses increased $4 million compared to the year-ago quarter due to:

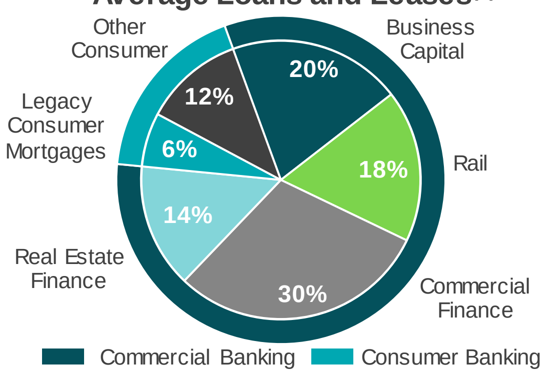
- Higher advertising and marketing costs, primarily driven by higher costs related to deposit gathering
- Higher professional fees, primarily due to elevated costs related to the pending Mutual of Omaha Bank transaction
- Lower FDIC insurance costs
- The gross-up of property taxes and the expensing of lease origination costs previously capitalized due to the adoption of the new lease accounting standard in 2019
- Decrease in other expenses, primarily in the Consumer Banking segment

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).

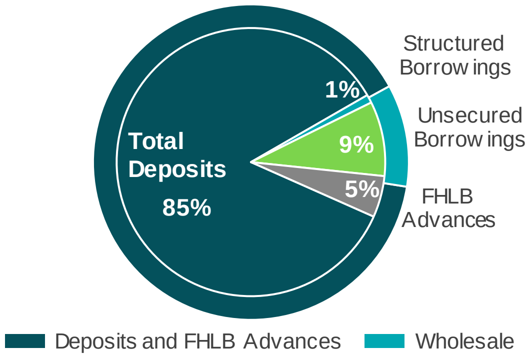
Consolidated Average Balance Sheet

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Interest-Bearing Cash	**1,378**	1,372	2,466	7	0%	(1,088)	(44%)
Investments and Repurchase Agreements	**7,733**	8,119	6,416	(385)	(5%)	1,318	21%
Loans[1][2]	**30,071**	29,628	28,409	443	1%	1,663	6%
Operating Leases, Net[2]	**7,062**	7,030	8,032	33	0%	(970)	(12%)
Total Loans and Leases	**37,133**	**36,658**	**36,441**	**476**	**1%**	**693**	**2%**
Indemnification Assets	**-**	-	55	-	NM	(55)	NM
Total Earning Assets (AEA)	**46,245**	**46,148**	**45,377**	**97**	**0%**	**868**	**2%**
Total Non-Earning Assets	**2,957**	2,717	2,421	240	9%	536	22%
Discontinued Assets	**26**	182	353	(157)	(86%)	(327)	(93%)
Total Assets	**49,227**	**49,047**	**48,151**	**180**	**0%**	**1,076**	**2%**
Total Deposits	**35,111**	35,320	31,239	(209)	(1%)	3,872	12%
Secured Borrowings	**2,523**	2,252	4,270	270	12%	(1,747)	(41%)
Unsecured Borrowings	**3,841**	3,816	4,422	26	1%	(581)	(13%)
Total Borrowed Funds and Deposits	**41,475**	**41,388**	**39,931**	**87**	**0%**	**1,544**	**4%**
Other Liabilities	**1,692**	1,481	1,474	211	14%	218	15%
Discontinued Liabilities	**105**	262	328	(158)	(60%)	(223)	(68%)
Total Liabilities	**43,272**	**43,132**	**41,732**	**140**	**0%**	**1,539**	**4%**
Total Stockholders' Equity	**5,955**	**5,915**	**6,419**	**41**	**1%**	**(463)**	**(7%)**
Total Liabilities and Equity	**49,227**	**49,047**	**48,151**	**180**	**0%**	**1,076**	**2%**

Average Loans and Leases[3]



Average Funding Mix



Highlights

vs. Prior Quarter

- Average earning assets remained essentially unchanged
  - Average investment securities decreased in the current quarter, while average commercial loans increased
  - Average loans and leases increased by 1%, reflecting 2% growth in core portfolios partially offset by a decrease in LCM from the sale of non-performing loans and continued run-off

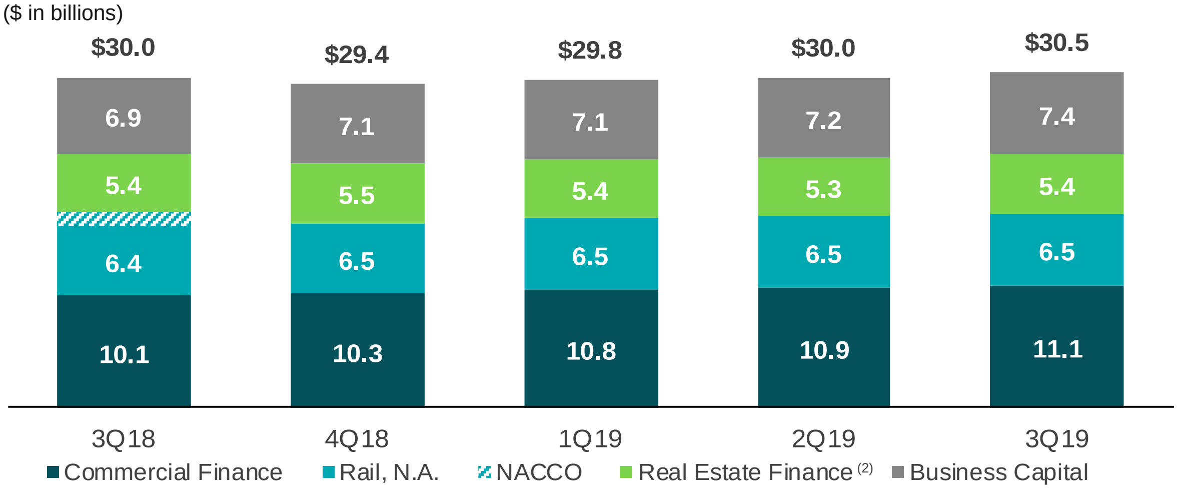
vs. Year-ago Quarter

- Average loans and leases increased by 2% reflecting 8% growth in core portfolios partially offset by a reduction in Rail operating leases from the NACCO sale in 4Q18 and a decrease in the LCM portfolio from the sale of non-performing loans and continued run-off of LCM loans
  - Core portfolio growth primarily driven by growth in Commercial Finance, Business Capital and Other Consumer Banking

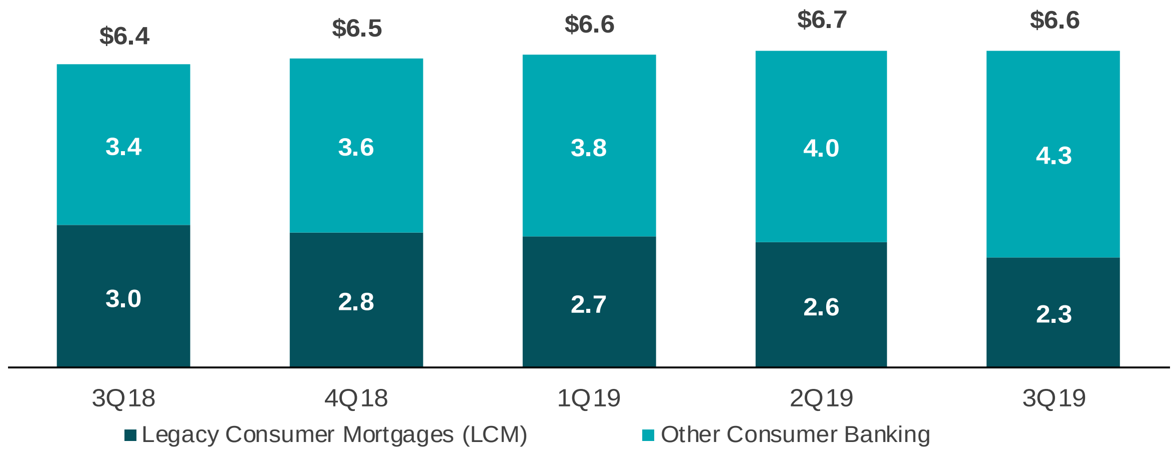
(1) Net of credit balances of factoring clients.
(2) Loans and leases include assets held for sale.
(3) Excludes our Non-Strategic Portfolios segment.

Commercial Banking and Consumer Banking Average Loans and Leases[1]

Commercial Banking



Consumer Banking



Highlights

Core Average Loans and Leases[3]

- **Vs. Prior Quarter:** +2%
- **Vs. Year-ago Quarter:** +8%

Commercial Banking

- **Vs. Prior Quarter:** Average loans and leases increased 2%, primarily driven by growth in Commercial Finance and Business Capital
- **Vs. Year-ago Quarter:** Average loans and leases increased 2%, driven by growth in core portfolios partially offset by the sale of NACCO

Consumer Banking

- **Vs. Prior Quarter:** Average loans were down slightly as new business volume in the Other Consumer Banking division was offset by the sale of a LCM non-performing loan pool and continued run-off of the LCM portfolio
- **Vs. Year-ago Quarter:** Average loans increased 4% as new business volume in the Other Consumer Banking division was partially offset by the sale of a LCM non-performing loan pool and continued run-off of the LCM portfolio

Certain balances may not sum due to rounding.

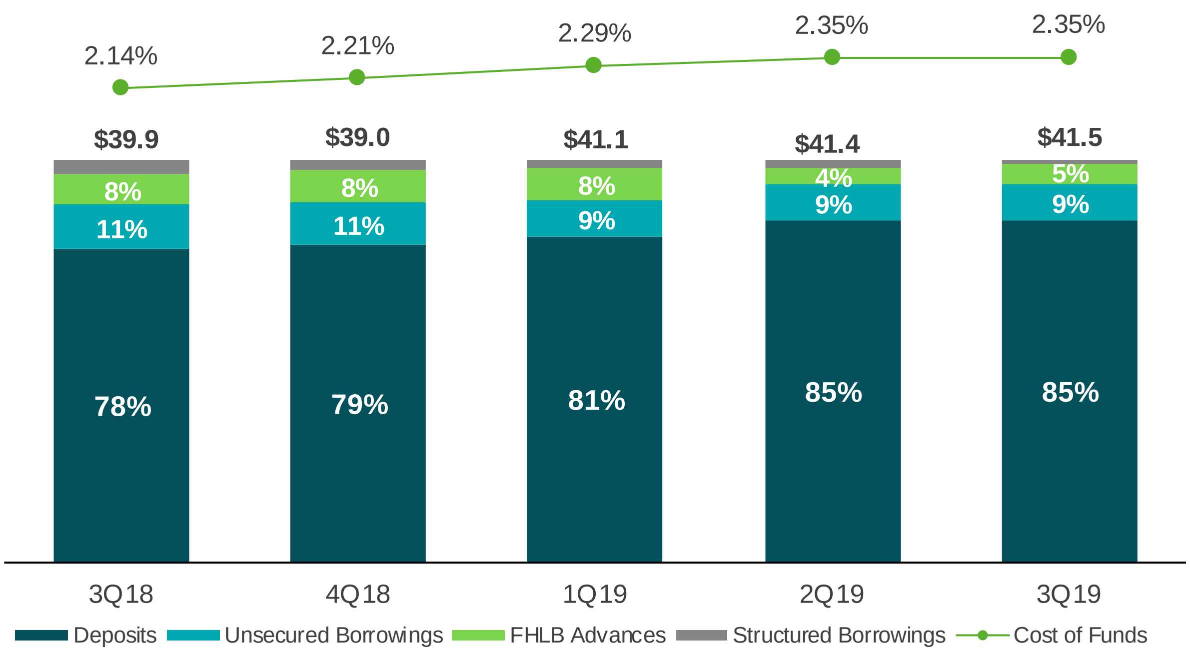
(1) Net of credit balances of factoring clients and including assets held for sale.

(2) Real Estate Finance includes legacy non-SFR currently in run-off in the amounts of $470 million, $495 million, $517 million, $551 million, and $582 million for 3Q19, 2Q19, 1Q19, 4Q18, and 3Q18, 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 $34,798 million, $34,014 million, $33,602 million, $33,002 million, and $32,224 million for 3Q19, 2Q19, 1Q19, 4Q18, and 3Q18, respectively.

Average Funding Mix

($ in millions)	3Q19		2Q19		3Q18		Change from 2Q19	Change from 3Q18
	Average Balance	*%*	*Average Balance*	*%*	*Average Balance*	*%*	*Balance*	*Balance*
Total Deposits	35,111	85%	35,320	85%	31,239	78%	(209)	3,872
Unsecured Borrowings	3,841	9%	3,816	9%	4,422	11%	26	(581)
FHLB Advances	1,908	5%	1,707	4%	2,967	8%	200	(1,060)
Structured Borrowings	615	1%	545	2%	1,302	3%	70	(687)
Total Borrowed Funds and Deposits	**41,475**	**100%**	**41,388**	**100%**	**39,931**	**100%**	**87**	**1,544**



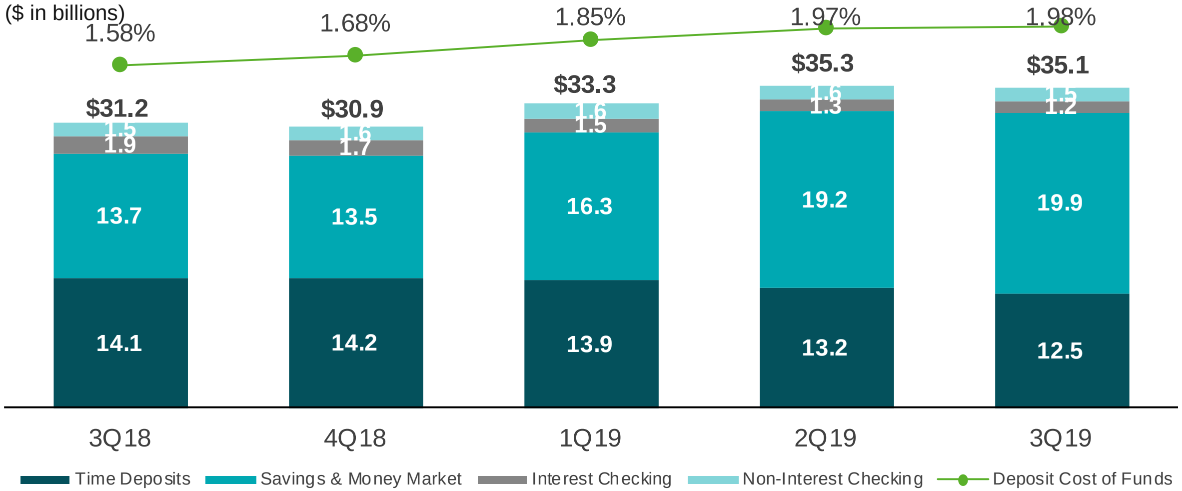
Highlights

- Average deposits represented approximately 85% of CIT's funding, unchanged from the prior quarter and up from 78% in the year-ago quarter
- Average deposits from the prior quarter decreased $0.2 billion, reflecting a decline in CDs within the online channel, which was mostly offset by growth in online savings deposits, as we continue to execute on our strategy to shift our deposit base from time deposits to non-maturity deposits
- Average unsecured borrowings comprised 9% of the funding mix
  - The weighted average coupon on our unsecured senior and subordinated debt was 4.76% with a weighted average maturity of ~4.4 years

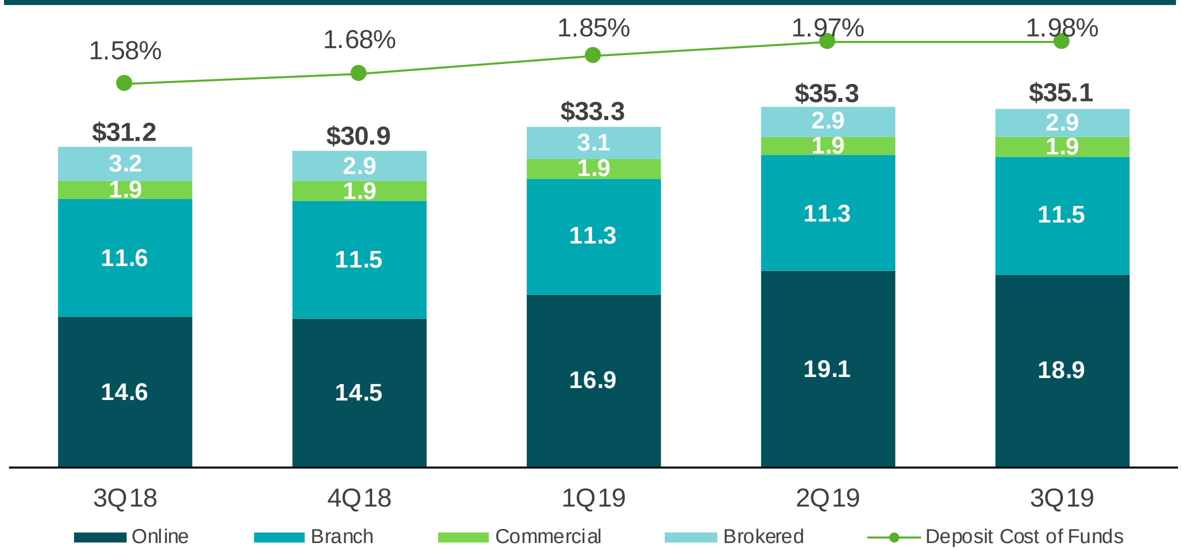
Certain balances may not sum due to rounding.

Average Deposit Mix and Cost of Deposits

Deposits by Type



Deposits by Channel



Highlights

vs. Prior Quarter

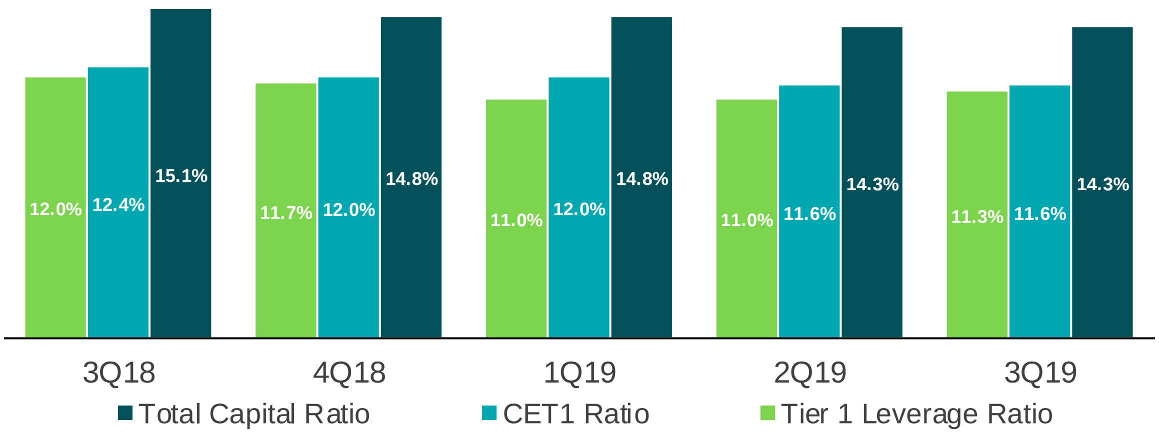
- Average deposit costs increased slightly primarily as the decline in non-maturity deposit rates was offset by upward repricing of term CD rates
- Average deposit balances decreased modestly as continued growth in online savings deposits was offset by a reduction in online term CDs

vs. Year-ago Quarter

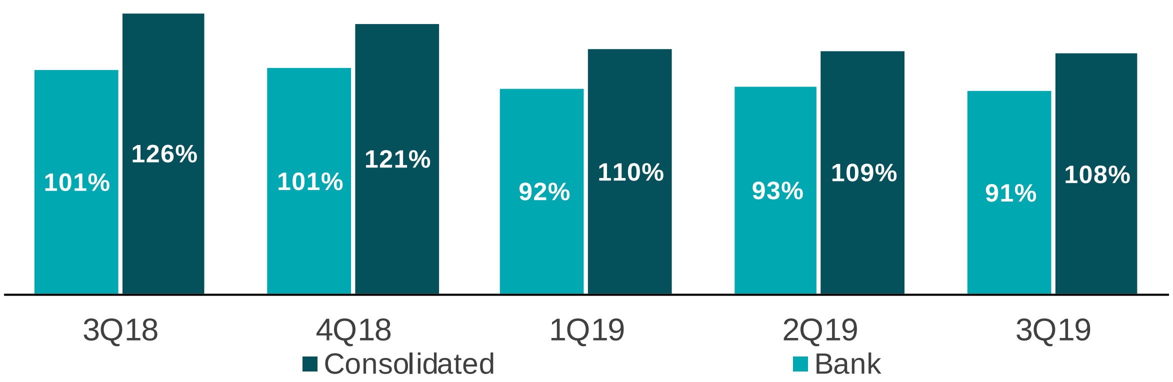
- Average deposit costs increased 40 bps, primarily from increases in market rates and customer migration from lower rate deposits
- Average deposits increased 12% driven by growth in our online savings deposits

Strong Capital Position

Risk Based Capital Ratios[1]



Loans and Leases-to-Deposit Ratio



Highlights

vs. Prior Quarter

- Capital levels remain strong
- Repurchased 61 thousand common shares during the quarter at an average price of $49.98 per share
- Capital actions in the quarter also included a regular quarterly cash dividend of $0.35 per common share
- CET1 ratio remained at 11.6%, reflecting quarterly earnings, RWA growth and a decrease in our disallowed deferred tax assets

vs. Year-ago Quarter

- CET1 ratio and total capital ratio decreased approximately 80 basis points, primarily driven by capital return

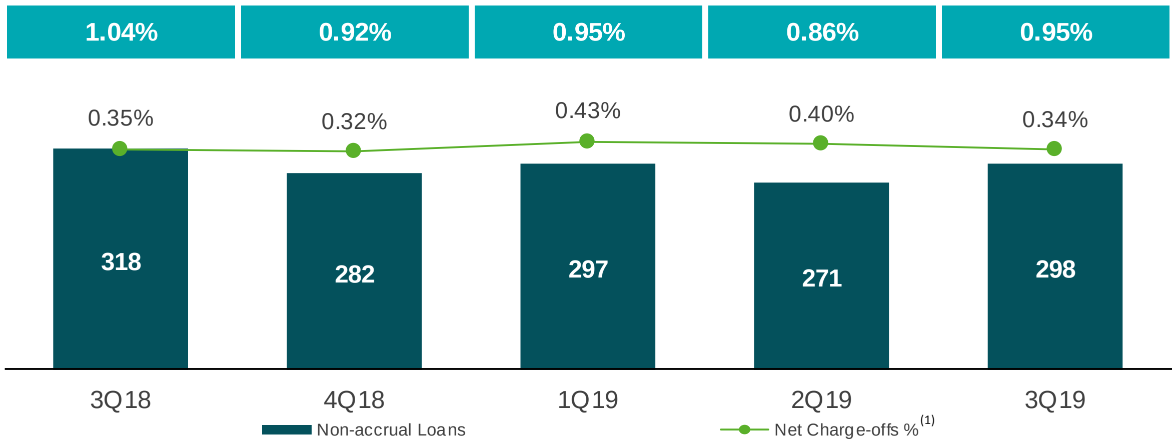
(1) Capital ratios for the current quarter are preliminary.

Asset Quality Trends

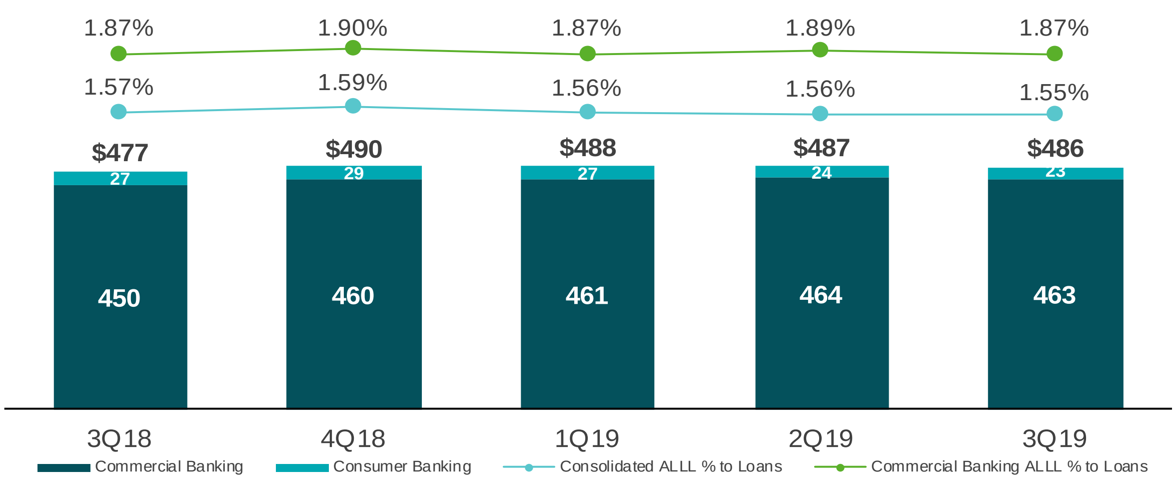
Non-accrual Loans & Net Charge-offs

($ in millions)

Non-accrual Loans as a % of Loans



Allowance for Loan Losses (ALLL)



Highlights

vs. Prior Quarter

- Non-accrual loans increased $27 million, primarily driven by an increase in the Commercial Finance and Business Capital divisions partially offset by the sale of non-performing LCM loans
- Net charge-offs of $26 million were down from $31 million in the prior quarter, primarily driven by a decrease in the Business Capital division
- The allowance for loan loss reserves remained relatively unchanged at 1.55% of total loans
  - The Commercial Banking Segment accounts for most of the reserve at 1.87% of commercial loans

vs. Year-ago Quarter

- Non-accrual loans decreased by $20 million, primarily driven by the sale of non-performing loans in the LCM portfolio in the current quarter
- Net charge-offs of $26 million remained relatively unchanged
- The allowance for loan losses as a percentage of loans remained essentially unchanged

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

2019 Key Performance Metrics – Continuing Operations

($ in millions)	Reported 3Q19	Reported 2Q19	Reported 3Q18	Excluding Noteworthy Items[1] 3Q19	Excluding Noteworthy Items[1] 2Q19	Excluding Noteworthy Items[1] 3Q18
AEA	**$46,245**	$46,148	$45,377	**$46,245**	$46,148	$45,377
Core Average Loans and Leases[2]	**$34,798**	$34,014	$32,224	**$34,798**	$34,014	$32,224
Net Finance Margin	**3.06%**	3.13%	3.43%	**3.06%**	3.13%	3.36%
Operating Expenses[3]	**$290**	$262	$257	**$261**	$262	$257
Net Efficiency Ratio[3]	**64%**	56%	54%	**57%**	56%	54%
Net Charge Offs	**0.34%**	0.40%	0.35%	**0.34%**	0.40%	0.35%
Effective Tax Rate	**(22%)**	20%	24%	**24%**	20%	26%
CET1 Ratio	**11.6%**	11.6%	12.4%	**11.6%**	11.6%	12.4%
Adjusted ROTCE[4]	**11.4%**	10.3%	9.7%	**9.8%**	10.3%	9.8%

(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 non-interest 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.

Fourth Quarter 2019 Outlook

Key Performance Metrics[1] - Excluding Noteworthy Items

($ in millions)	3Q19	4Q19 Outlook Commentary	Full Year 2019 Target
Core Average Loans and Leases[2]	**$34,798**	▪ 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	**3.06%**	▪ 2.90% - 3.00% reflecting continued rate reduction in the fourth quarter	▪ 3.10% to 3.30% (Low End)
Operating Expenses, Excluding Intangible Asset Amortization	**$261**	▪ Flat to slightly down compared to third quarter	▪ Down ~3% from $1.05B, excluding accounting changes; up 1% to 2%, including accounting changes[4]
Net Efficiency Ratio[3]	**57%**	▪ Mid 50% area, including the impact from accounting changes[4]	▪ Mid 50% area, including the impact from accounting changes[4]
Net Charge-Offs	**0.34%**	▪ 0.35% to 0.45% (low end)	▪ 0.35% to 0.45%
Effective Tax Rate	**24%**	▪ 25% to 26%, excluding discrete items	▪ 25% to 26%, excluding discrete items

- **4Q19 CET1 Ratio target – Mid-to-high 11% range**
- **4Q19 ROTCE target – 9.5% to 10% (normalized for preferred dividend)**

(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 non-interest 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 $13 to $15 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 $22 to $25 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

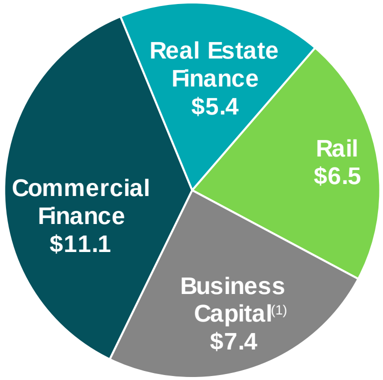
($ in millions, except for per share data)		Segment	Item	Line Item	Pre-Tax	After-Tax	Per Share[1]
1Q18	Continuing Operations	Commercial Banking	NACCO Suspended Depreciation	Depreciation on Operating Lease Equipment	$9	$7	$0.05
2Q18	Continuing Operations	Consumer Banking	Financial Freedom Transaction – 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						
3Q19	Continuing Operations	Corporate	Change in indefinite reinvestment tax assertion	(Benefit) provision for income taxes	-	$53	$0.56
		Corporate	Restructuring charge	Operating expenses	($15)	($11)	($0.12)
		Corporate	Building impairment charge	Operating expenses	($29)	($22)	($0.23)

(1) Per share impact based on 95 million, 105 million, 114 million, 125 million, and 132 million average diluted shares outstanding for 3Q19, 4Q18, 3Q18, 2Q18, and 1Q18, respectively.

Leading Positions and Strong Franchises in our Core Businesses

Commercial Banking

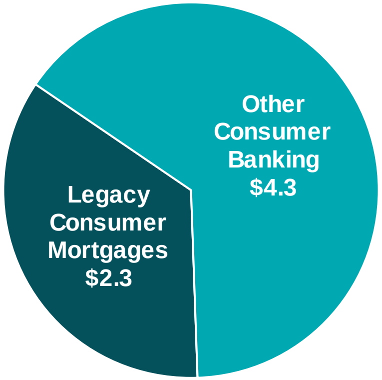
(3Q19; $ in billions)



Average Loans and Leases: $30.5

- **Commercial Finance**: Middle-market lender with expertise in targeted industries and products.
- **Business Capital**: Leading equipment lessor and lender; among the nations largest providers of factoring services.
- **Rail**: Leading railcar lessor providing financial solutions to customers in the US, Canada and Mexico.
- **Real Estate Finance**: Leading lender to commercial real estate investors and developers.

Consumer Banking



Average Loans: $6.6

- **Other Consumer Banking**:
  - Consumer deposit products, residential mortgage and SBA products offered through OneWest retail branches.
  - Direct Banking channel offers online savings accounts and CDs nationally.
- **Legacy Consumer Mortgages (non-core)**: Run-off legacy consumer mortgage portfolio.

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

Commercial Banking

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Interest Income	**359**	365	339	(7)	(2%)	20	6%
Net Operating Lease Revenues[(1)]	**94**	88	130	6	7%	(36)	(28%)
Interest Expense	**189**	194	190	(5)	(2%)	(1)	(1%)
Net Finance Revenue	**263**	**259**	**278**	**4**	**2%**	**(15)**	**(5%)**
Other Non-Interest Income	**80**	85	76	(5)	(6%)	4	5%
Provision for Credit Losses	**27**	31	39	(3)	(11%)	(12)	(31%)
Operating Expenses	**172**	179	172	(7)	(4%)	(0)	(0%)
Pre-Tax Income from Continuing Operations	**145**	**135**	**143**	**9**	**7%**	**1**	**1%**

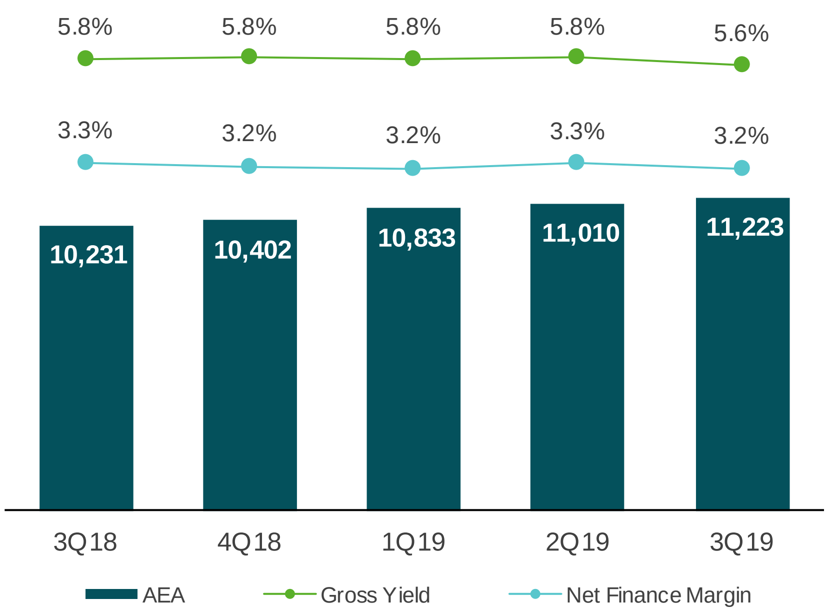
Key Metrics							
Average Earning Assets	**30,608**	30,116	30,319	492	2%	289	1%
Net Finance Margin	**3.44%**	3.44%	3.67%	(0) bps		(23) bps	
Net Efficiency Ratio	**49.7%**	51.5%	48.2%	(1.8%)		1.5%	
PTI-ROAEA	**1.89%**	1.80%	1.89%	9 bps		0 bps	

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

Commercial Banking Divisional Performance

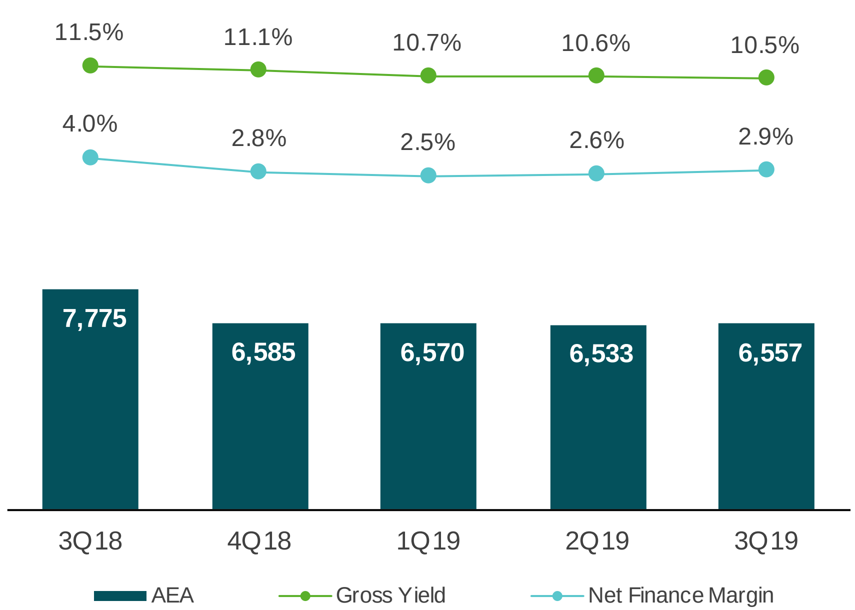
Commercial Finance

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases	11,140	10,930	10,130	210	2%	1,011	10%
AEA	11,223	11,010	10,231	214	2%	993	10%
Net Finance Revenue	89	90	84	(1)	(2%)	5	6%
Gross Yield	5.62%	5.84%	5.78%	(22) bps		(16) bps	
Net Finance Margin	3.16%	3.28%	3.29%	(11) bps		(13) bps	



Rail

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases	6,549	6,515	7,640	33	1%	(1,092)	(14%)
AEA	6,557	6,533	7,775	25	0%	(1,217)	(16%)
Net Finance Revenue	48	43	78	5	13%	(29)	(38%)
Gross Yield	10.47%	10.62%	11.51%	(15) bps		(104) bps	
Net Finance Margin	2.94%	2.62%	4.00%	32 bps		(106) bps	



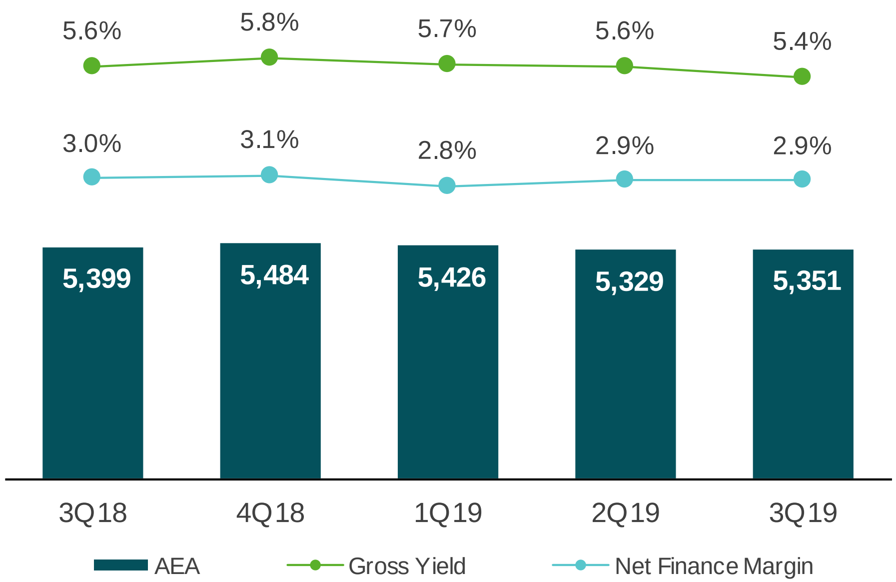
Commercial Banking Divisional Performance

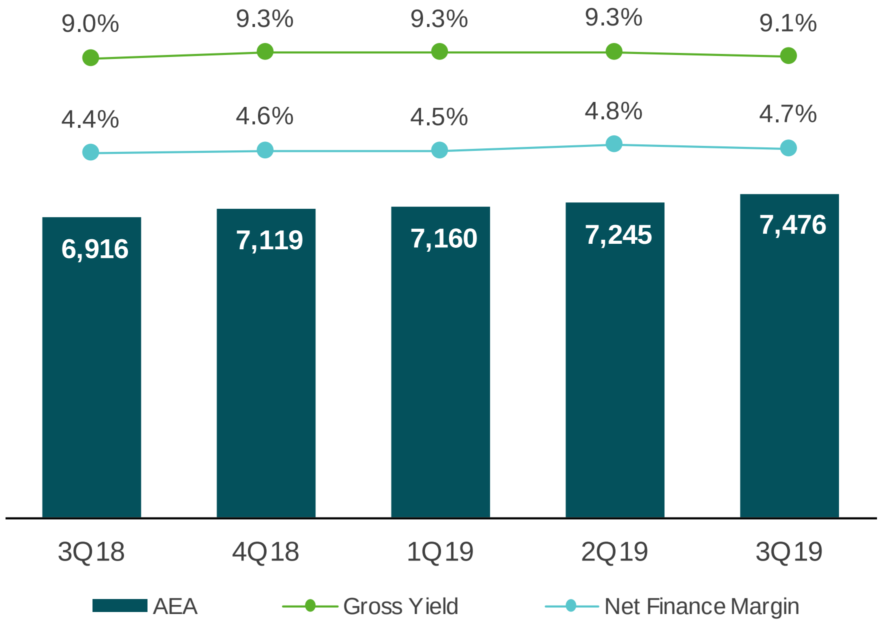
Real Estate Finance

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases	5,351	5,329	5,399	22	0%	(47)	(1%)
AEA	5,351	5,329	5,399	22	0%	(47)	(1%)
Net Finance Revenue	39	39	40	0	0%	(1)	(3%)
Gross Yield	5.36%	5.60%	5.60%	(25) bps		(25) bps	
Net Finance Margin	2.93%	2.93%	2.98%	(0) bps		(5) bps	

Business Capital

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases[1]	7,444	7,213	6,881	230	3%	563	8%
AEA	7,476	7,245	6,916	232	3%	561	8%
Net Finance Revenue	87	87	76	0	0%	11	15%
Gross Yield	9.06%	9.34%	9.04%	(28) bps		2 bps	
Net Finance Margin	4.67%	4.81%	4.41%	(14) bps		26 bps	





(1) Net of credit balances of factoring clients.

Consumer Banking

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Interest Income	**91**	94	79	(3)	(4%)	12	15%
Interest Benefit	**(26)**	(35)	(42)	9	26%	16	(38%)
Net Finance Revenue	**116**	**129**	**121**	**(13)**	**(10%)**	**(4)**	**(4%)**
Other Non-Interest Income	**6**	7	(18)	(1)	(9%)	24	NM
Provision for Credit Losses	**(1)**	(2)	(1)	1	(74%)	0	(44%)
Operating Expenses	**84**	88	89	(4)	(5%)	(5)	(6%)
Pre-Tax Income from Continuing Operations	**39**	**49**	**15**	**(10)**	**(20%)**	**25**	**NM**

Key Metrics	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Earning Assets	**6,662**	6,671	6,433	(9)	(0%)	229	4%
Net Finance Margin	**6.97%**	7.72%	7.50%	(75) bps		(53) bps	
Net Efficiency Ratio	**64.7%**	61.6%	82.2%	3.1%		(17.5%)	
PTI-ROAEA	**2.35%**	2.96%	0.90%	(61) bps		145 bps	

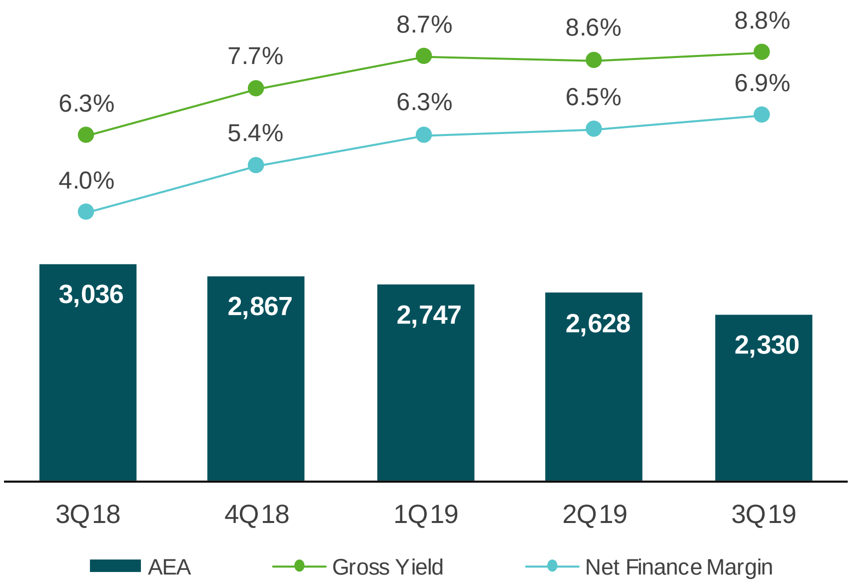
Consumer Banking Divisional Performance

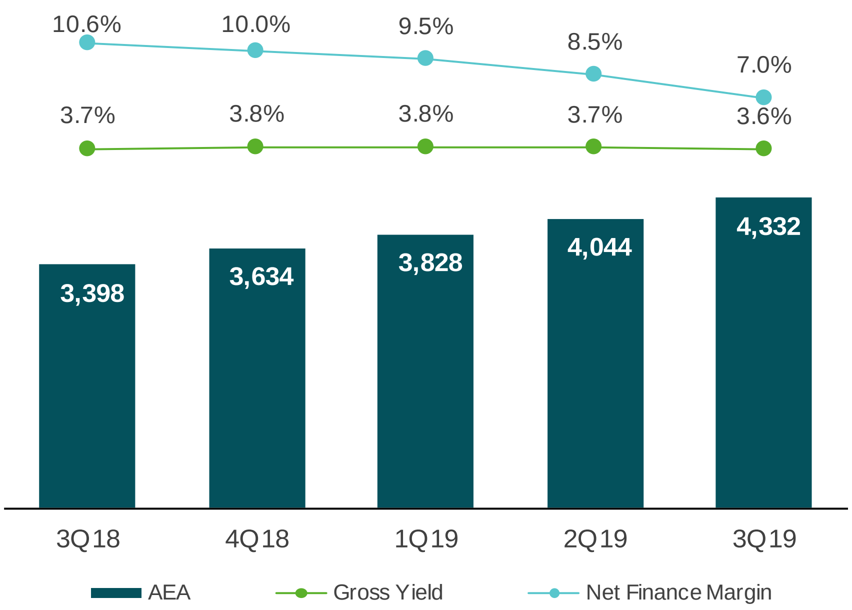
Legacy Consumer Mortgages

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases	2,330	2,628	2,981	(298)	(11%)	(651)	(22%)
AEA	2,330	2,628	3,036	(298)	(11%)	(705)	(23%)
Net Finance Revenue	40	43	30	(2)	(6%)	10	33%
Gross Yield	8.78%	8.57%	6.31%	21 bps		247 bps	
Net Finance Margin	6.91%	6.50%	4.01%	42 bps		291 bps	

Other Consumer Banking

($ in millions)	3Q19	2Q19	3Q18	Change from 2Q19 $	Change from 2Q19 %	Change from 3Q18 $	Change from 3Q18 %
Average Loans and Leases	4,314	4,027	3,383	287	7%	931	28%
AEA	4,332	4,044	3,398	289	7%	934	28%
Net Finance Revenue	76	86	90	(10)	(12%)	(14)	(16%)
Gross Yield	3.63%	3.71%	3.66%	(8) bps		(4) bps	
Net Finance Margin	7.00%	8.52%	10.63%	(152) bps		(363) bps	





Current Expected Credit Loss (CECL) – Day 1 Impact

Currently estimating a modest reduction in Tangible Book Value

(excludes the impact of Mutual of Omaha Bank acquisition)

- **Estimated Capital Impact**: **$50-$100 million** decrease to Tangible Book Value
- **Estimated Reserve Impact**: **$200-$300 million** increase in reserves largely driven by the CECL transition rules related to the Purchased Credit Impaired (“PCI”) Loans in the Legacy Consumer Mortgage (“LCM”) portfolio
- Estimated range assumes moderate economic growth, low levels of unemployment and stable credit environment
- We continue to validate and implement CECL models and methodologies; estimates are subject to change

Business	Reserve Impact	Capital Impact	Key Considerations
Commercial	Marginal	Yes	▪ Shorter contractual maturities and quality of collateral
Consumer - Non PCI	Moderate	Yes	▪ Increase primarily driven by LCM - Non PCI portfolio ▪ Longer remaining contractual maturity
Consumer - PCI	Significant	No	▪ While reserve for PCI portfolio increases significantly, equity not impacted as CECL reserve replaces existing non-accretable discount with a corresponding increase in loan balance

$200-$300mn

$50-$100 mn

Note: Impact on investment portfolio is not meaningful given High Quality Liquid Asset composition

Non-GAAP Disclosures[1]

	Quarters Ended		
	September 30, 2019	June 30, 2019	September 30, 2018
ROTCE			
Tangible book value (Non-GAAP, reconciled on Balance Sheet table)	$ 5,266.8	$ 5,143.5	$ 5,530.4
Less: Disallowed deferred tax asset	-	(36.2)	(89.9)
Tangible common equity for ROTCE (Non-GAAP)	$ 5,266.8	$ 5,107.3	$ 5,440.5
Average tangible common equity (Non-GAAP)	$ 5,167.0	$ 5,098.1	$ 5,534.8
Income from continuing operations available to common shareholders	$ 142.8	$ 127.4	$ 129.4
Intangible asset amortization, after tax	4.3	4.4	4.3
Non-GAAP income from continuing operations - for ROTCE calculation	$ 147.1	$ 131.8	$ 133.7
Return on average tangible common equity	11.39%	10.34%	9.66%
Non-GAAP income from continuing operations (from the following non-GAAP noteworthy tables)	$ 122.5	$ 127.4	$ 131.0
Intangible asset amortization, after tax	4.3	4.4	4.3
Non-GAAP income from continuing operations - for ROTCE calculation, excluding noteworthy items	$ 126.8	$ 131.8	$ 135.3
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	$ 122.1	$ 136.5	$ 130.6
Return on average tangible common equity, after noteworthy items	9.82%	10.34%	9.78%
Return on average tangible common equity, after noteworthy items and preferred dividend normalization	9.46%	10.71%	9.44%
Effective Tax Rate Reconciliation			
(Benefit) provision for income taxes - GAAP	$ (26.0)	$ 33.4	$ 41.3
Income tax on noteworthy items	64.3	-	3.7
Provision for income taxes, before noteworthy items - Non-GAAP	$ 38.3	$ 33.4	$ 45.0
Income tax - remaining discrete items	0.3	9.2	4.5
Provision for income taxes, before noteworthy and discrete tax items - Non-GAAP	$ 38.6	$ 42.6	$ 49.5
Income from continuing operations before provision for income taxes - GAAP	$ 116.8	$ 170.2	$ 170.7
Noteworthy items before tax	44.0	-	4.9
Adjusted income from continuing operations before provision for income taxes and discrete items - Non-GAAP	$ 160.8	$ 170.2	$ 175.6
Effective tax rate - GAAP	-22.3%	19.6%	24.2%
Effective tax rate, before noteworthy items - Non-GAAP	23.8%	19.6%	25.6%
Effective tax rate, before noteworthy and tax discrete items - Non-GAAP	24.0%	25.0%	28.2%

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		
	September 30, 2019	June 30, 2019	September 30, 2018
Total Net Revenues			
Interest income	$ 503.4	$ 515.5	$ 473.6
Rental income on operating lease equipment	211.7	213.0	264.3
Finance revenue (Non-GAAP)	715.1	728.5	737.9
Interest expense	243.9	242.7	213.9
Depreciation on operating lease equipment	76.0	76.8	78.0
Maintenance and other operating lease expenses	41.9	48.3	56.6
Net finance revenue (NFR) (Non-GAAP)	353.3	360.7	389.4
Other non-interest income	101.0	106.1	86.2
Total net revenues (Non-GAAP)	$ 454.3	$ 466.8	$ 475.6
NFR (Non-GAAP)	$ 353.3	$ 360.7	$ 389.4
Noteworthy items	-	-	(8.6)
Adjusted NFR (Non-GAAP)	$ 353.3	$ 360.7	$ 380.8
Net finance margin (NFR as a % of AEA)(NFM)(Non-GAAP)	3.06%	3.13%	3.43%
NFM, adjusted for noteworthy items	3.06%	3.13%	3.36%
Total net revenues (Non-GAAP)	$ 454.3	$ 466.8	$ 475.6
Noteworthy items	-	-	2.0
Adjusted total net revenues (Non-GAAP)	$ 454.3	$ 466.8	$ 477.6
Net Efficiency Ratio (Non-GAAP)	63.8%	56.1%	54.1%
Net Efficiency Ratio excluding noteworthy items (Non-GAAP)	57.5%	56.1%	53.9%
Average Earning Assets (Non-GAAP)	$ 46,244.8	$ 46,147.8	$ 45,377.1

	September 30, 2019	June 30, 2019	September 30, 2018
Period End Earning Assets			
Loans	$ 31,345.5	$ 31,322.8	$ 30,495.8
Operating lease equipment, net	7,099.9	7,056.1	6,888.7
Assets held for sale	169.2	190.8	1,380.5
Credit balances of factoring clients	(1,238.4)	(1,175.8)	(1,672.4)
Interest-bearing cash	1,617.3	1,555.6	1,199.9
Investment securities and securities purchased under agreement to resell	8,109.7	7,421.7	6,539.5
Indemnification assets	-	-	27.2
Total earning assets (Non-GAAP)	$ 47,103.2	$ 46,371.2	$ 44,859.2
Total average loans (incl HFS, net of credit balances)	$ 30,071.2	$ 29,628.0	$ 28,408.7
Total average operating lease equipment (incl HFS)	7,062.1	7,029.6	8,031.8
Total average loans and leases	37,133.3	36,657.6	36,440.5
Average non-core portfolio, LCM	2,330.1	2,627.7	2,981.0
Average non-core portfolio, NACCO	-	-	1,208.6
Average non-core portfolios, NSP	5.7	15.8	27.2
Average core loans and leases	$ 34,797.5	$ 34,014.1	$ 32,223.7

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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