## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## **TABLE 22: DEPOSITS**

As of December 31 (\$ in millions)	2010	2009	2008	2007	2006
Demand	\$21,413	19,411	15,287	14,404	14,331
Interest checking	18,560	19,935	14,222	15,254	15,993
Savings	20,903	17,898	16,063	15,635	13,181
Money market	5,035	4,431	4,689	6,521	6,584
Foreign office	3,721	2,454	2,144	2,572	1,353
Transaction deposits	69,632	64,129	52,405	54,386	51,442
Other time	7,728	12,466	14,350	11,440	10,987
Core deposits	77,360	76,595	66,755	65,826	62,429
Certificates - \$100,000 and over	4,287	7,700	11,851	6,738	6,628
Other	1	10	7	2,881	323
Total deposits	\$81,648	84,305	78,613	75,445	69,380

## TABLE 23: AVERAGE DEPOSITS

As of December 31 (\$ in millions)	2010	2009	2008	2007	2006
Demand	\$19,669	16,862	14,017	13,261	13,741
Interest checking	18,218	15,070	14,191	14,820	16,650
Savings	19,612	16,875	16,192	14,836	12,189
Money market	4,808	4,320	6,127	6,308	6,366
Foreign office	3,355	2,108	2,153	1,762	732
Transaction deposits	65,662	55,235	52,680	50,987	49,678
Other time	10,526	14,103	11,135	10,778	10,500
Core deposits	76,188	69,338	63,815	61,765	60,178
Certificates - \$100,000 and over	6,083	10,367	9,531	6,466	5,795
Other	6	157	2,067	1,393	2,979
Total average deposits	\$82,277	79,862	75,413	69,624	68,952

## Deposits

Deposit balances represent an important source of funding and revenue growth opportunity. The Bancorp continues to focus on core deposit growth in its retail and commercial franchises by improving customer satisfaction, building complete relationships and offering competitive rates. At December 31, 2010, core deposits represented 70% of the Bancorp's asset funding base compared to 68% at December 31, 2009.

Core deposits increased \$765 million, or one percent, compared to 2009 due primarily to increases of \$3.0 billion in savings and \$2.0 billion in demand deposits which was primarily the result of excess customer liquidity. In addition, foreign office deposits increased \$1.3 billion due to an increase in commercial customer deposits due to excess customer liquidity, and those customers opting to sweep additional funds into these accounts for the higher interest rates. These increases were partially offset by the continued run-off of higher priced certificates included in other time deposits, which declined \$4.7 billion, or 38%, compared to December 31, 2009, as well as a decline in interest checking due primarily to rate management actions on single product public funds accounts in the second half of 2010.

Included in core deposits are foreign office deposits, which are Eurodollar sweep accounts for the Bancorp's commercial customers. These accounts bear interest at rates slightly higher than money market accounts, but the Bancorp does not have to pay FDIC insurance nor pledge collateral. The Bancorp uses these deposits, as well as certificates of deposit \$100,000 and over, as a method to fund earning asset growth. Certificates \$100,000 and over at December 31, 2010 decreased \$3.4 billion compared to December 31, 2009 as customers opted to maintain their balances in liquid accounts due to historically low interest rates.

On an average basis, core deposits increased \$6.9 billion, or 10%, due to increases in interest checking of \$3.1 billion, demand deposits of \$2.8 billion, savings deposits of \$2.7 billion and foreign office deposits of \$1.2 billion, partially offset by a decrease in other time deposits of \$3.6 billion. This activity was the result of the migration of higher priced certificates included in other time deposits into transaction accounts, as well as the impact of historically low rates and excess customer liquidity.