THE CHASE MANHATTAN CORPORATION
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

13-2624428
(I.R.S. Employer Identification No.)

270 Park Avenue, New York, NY (Address of principal executive offices)

10017
(Zip Code)

Registrant's telephone number, including area code (212) 270-6000

## Item 5. Other Events

The Chase Manhattan Corporation ("Chase") announced on October 20, 1999 operating diluted earnings per share of $\$ 1.37$ in the third quarter of 1999 , up 67 percent from $\$ 0.82$ per share in the third quarter of 1998. Reported diluted earnings per share were $\$ 1.37$ in the 1999 third quarter, up 46 percent from $\$ 0.94$ in the third quarter of 1998. For the first nine months of 1999 operating diluted earnings per share were $\$ 4.25$, up from $\$ 3.20$ per share for the first nine months of 1998, and reported diluted earnings per share were $\$ 4.30$, up from $\$ 2.93$ per share for the first nine months of 1998. Operating results (revenues, expenses and earnings) exclude the impact of credit card securitizations, restructuring costs and special items.

A copy of Chase's earnings press release is attached as an exhibit hereto. That press release may contain statements that are forward looking within the meaning of the Private Securities Litigation Act of 1995. Such statements are subject to risks and uncertainties and Chase's actual results may differ materially from those set forth in such forward looking statements. Reference is made to Chase's reports filed with the Securities and Exchange Commission, in particular Chase's Annual Report on Form 10-K for the year ended December 31, 1998, for a discussion of factors that may cause such differences to occur.

## The following exhibit is filed with this report:

99.1

## Description

Press Release - 1999 Third Quarter Earnings.

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

THE CHASE MANHATTAN CORPORATION
(Registrant)

Joseph L. Sclafani
Executive Vice President and Controller
[Principal Accounting Officer]

## EXHIBIT INDEX

## Description

Page at Which Located
99.1

Press Release - 1999 Third Quarter Earnings 6

Chase Reports 67 Percent Increase In<br>Third Quarter Operating Earnings Per Share to \$1.37 *

New York, October 20, 1999 -- The Chase Manhattan Corporation (NYSE:CMB) today announced earnings per share on an operating basis of $\$ 1.37$ in the third quarter of 1999, up 67 percent from $\$ 0.82$ in the 1998 third quarter. Earnings in the third quarter of 1999 were $\$ 1.2$ billion, up 61 percent from the prior-year quarter. Earnings per share for the first nine months of 1999 were $\$ 4.25$, up 33 percent from $\$ 3.20$ for the same period of the prior year. Earnings in the first nine months of 1999 were $\$ 3.7$ billion, up 29 percent from the first nine months of 1998.

On a reported basis, earnings per share were $\$ 1.37$ in the third quarter of 1999, up 46 percent from $\$ 0.94$ in the third quarter of 1998. Net income in the third quarter of 1999 was $\$ 1.2$ billion, up 42 percent from the prior-year quarter. Earnings per share for the first nine months of 1999 were $\$ 4.30$, up 47 percent from the same period of the prior year. Net income in the first nine months of 1999 was $\$ 3.8$ billion, up 42 percent from the corresponding period of the prior year. Reported earnings in all periods include any nonrecurring items.

Third Quarter Financial Highlights

-     - Operating revenues of $\$ 5.4$ billion, up 26 percent
-     - Operating earnings per share of \$1.37, up 67 percent
-     - Return on average common stockholders' equity of 22 percent, with

Shareholder Value Added (SVA) of $\$ 539$ million

-     - Common stock repurchases of $\$ 780$ million, on a net basis, with a Tier 1
capital ratio of 8.2 percent
"This is another strong quarter, with each of our major business lines - Global Banking, Global Services, and National Consumer Services - producing income growth of 25 percent or more and return on equity in excess of 20 percent," said William B. Harrison, Jr., president and chief executive officer. "These earnings continue to demonstrate chase's disciplined approach to managing capital and making investments that propel future growth. Those investments are ongoing, and in particular our Chase.com initiatives and our announced acquisition of Hambrecht \& Quist will accelerate our ability to take advantage of the significant growth opportunities that we see in the Chase franchise."
*All earnings per share numbers are on a diluted basis.

| Press contacts: | Jim Finn | $212-270-7438$ |
| :--- | :--- | :--- |
| Investor contact: | John Meyers | $212-270-7454$ |
|  | John Borden | $212-270-7318$ |

Line of Business Results

GLOBAL BANK

| (dollars in millions) | 1999 | O(U)1998 | O(U) 2Q1999 | 1999 | O(U) 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenues | \$2, 234 | 61\% | (12)\% | \$7,179 | \$1,415 | 25\% |
| Cash Operating Earnings | 674 | 124 | (25) | 2,371 | 641 | 37 |
| Shareholder Value Added | 247 | N/M | (48) | 1,117 | 595 | 114 |
| Cash Return on Common Equity | 20.7\% | 1,110bp | (770) bp | 24.9\% | 610bp | - - |

Cash operating earnings in the Global Bank were $\$ 674$ million in the 1999 third quarter, compared with $\$ 301$ million in the prior-year quarter, and $\$ 893$ million in the 1999 second quarter. Operating revenues of $\$ 2.23$ billion in the third quarter of 1999 were 61 percent higher than in the 1998 third quarter and compared with $\$ 2.55$ billion in the 1999 second quarter. Cash operating earnings in the 1999 third quarter were more than double the amount in the same quarter of the prior year, but less than the 1999 second quarter when the company benefited from unusually high market-sensitive revenues. Shareholder value added in the 1999 third quarter was $\$ 247$ million, compared with shareholder value added of negative $\$ 104$ million in the 1998 third quarter, and shareholder value added of $\$ 478$ million in the 1999 second quarter. For the first nine months of the year, shareholder value added increased to $\$ 1.12$ billion, compared with $\$ 522$ million for the same period of the prior year.
prior-year quarter and $\$ 733$ million in the 1999 second quarter. Results reflect strong performance across the full range of trading products, tempered by a decline in overall market activity from the second quarter.

Investment banking fees were $\$ 486$ million in the 1999 third quarter, compared with $\$ 322$ million in the prior-year quarter. Results reflect market share gains in loan syndications, mergers and acquisitions advisory, and corporate bond underwriting. The 1999 third quarter is the second highest quarter ever; year-to-date 1999 results are up 24 percent over the same nine month period of 1998.

Private equity-related gains in the 1999 third quarter were $\$ 377$ million, compared with $\$ 60$ million in the prior-year quarter and $\$ 513$ million in the 1999 second quarter. Results include gains on investments in companies that had initial public offerings and on sales of companies in the telecommunications and internet marketplace.

| GLOBAL SERVICES | Third Quarter |  |  | Nine Months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | 1999 | O(U)1998 | O(U) 2Q1999 | 1999 | O(U) | 998 |
| Operating Revenues | \$801 | 13\% | 3\% | \$2,308 | \$249 | 12\% |
| Cash Operating Earnings | 150 | 25 | 8 | 397 | 48 | 14 |
| Shareholder Value Added | 55 | 4 | 17 | 116 | (34) | (23) |
| Cash Return on Common Equity | 20.7\% | (310) bp | 100bp | 18.5\% | (460) bp | -- |

Cash operating earnings for Global Services in the 1999 third quarter were $\$ 150$ million, up 25 percent over the prior-year quarter, and up eight percent over the 1999 second quarter. Operating revenues were $\$ 801$ million, up 13 percent over the 1998 third quarter, reflecting the benefit of acquisitions completed in 1998, offset partially by a decline in excess deposit balances in cash management services. Shareholder value added of $\$ 55$ million increased four percent over the prior year quarter and 17 percent over the 1999 second quarter.

| NATIONAL CONSUMER SERVICES | Third Quarter |  |  | Nine Months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | 1999 | O(U)1998 | O(U)2Q1999 | 1999 | O(U) | 998 |
| Operating Revenues | \$2,498 | 9\% | 2\% | \$7,343 | \$658 | 10\% |
| Cash Operating Earnings | 435 | 25 | 4 | 1,251 | 227 | 22 |
| Shareholder Value Added | 173 | 101 | 5 | 481 | 235 | 96 |
| Cash Return on Common Equity | 21.8\% | 440bp | 20bp | 21.3\% | 400bp | -- |

Cash operating earnings for National Consumer Services in the 1999 third quarter rose 25 percent from the 1998 third quarter to $\$ 435$ million. Operating revenues of $\$ 2.50$ billion rose nine percent over the 1998 third quarter. Shareholder value added increased to $\$ 173$ million in the 1999 third quarter compared with $\$ 86$ million in the 1998 third quarter and rose to $\$ 481$ million for the first nine months.

Operating revenues from cardmember services were \$1,003 million, a three percent increase from third quarter 1998 levels, and cash
operating earnings rose 36 percent. These results reflect increased card usage, the impact of pricing initiatives that were implemented in late 1998 and significantly improved credit quality.
Home finance revenues increased to $\$ 307$ million, a 17 percent increase from third quarter 1998, and cash operating earnings rose 18 percent, primarily as a result of growth in originations and servicing levels.

Regional consumer banking revenues were $\$ 611$ million, up nine percent over the prior-year third quarter, and cash operating earnings rose 11 percent. Results reflect higher deposit balances coupled with growth in consumer banking fees.

Revenues from diversified consumer services were \$262 million, up 13 percent over the 1998 third quarter. Cash operating earnings reflect growth in managed assets in auto finance and higher levels of customer investment activity, offset partially by higher expenses due to increased business volumes.

Middle Market revenues were $\$ 252$ million, up four percent from third quarter 1998. Cash operating earnings increased 15 percent over the prior year quarter. These results reflect growth in loan volume along with improved credit quality and disciplined expense management.

Total operating noninterest expenses were $\$ 2.98$ billion in the third quarter of 1999, 14 percent above the same 1998 quarter. In the first nine months of 1999 expenses were $\$ 8.88$ billion, 12 percent above the same period of the prior year. Both increases were driven primarily by incentive costs tied to higher market-sensitive revenues and on-going technology-related investments. Third quarter 1999 expenses remained relatively flat compared with second quarter 1999.

On a managed basis, including securitizations, credit costs were $\$ 642$ million in the third quarter of 1999, up from $\$ 637$ million in the second quarter of 1999 and \$566 million in the third quarter of 1998. Nonperforming assets at September 30, 1999 were $\$ 2.02$ billion, compared with $\$ 1.63$ billion at June 30, 1999 and $\$ 1.53$ billion at September 30, 1998, driven by an increase in foreign commercial nonperforming loans. Commercial net charge-offs in the third quarter of 1999 were $\$ 102$ million, compared to $\$ 86$ million in the second quarter of 1999 and $\$ 92$ million in the third quarter of 1998. The company has reclassified net charge-offs of $\$ 108$ million in the 1998 third quarter as a charge against trading revenues related to risk management instruments.

Total assets at September 30, 1999 were $\$ 371$ billion compared with $\$ 357$ billion at June 30, 1999 and $\$ 356$ billion at September 30, 1998. Estimated risk-weighted assets increased to $\$ 296$ billion from $\$ 292$ billion at June 30, 1999, and from $\$ 285$ billion one year ago. The company repurchased approximately $\$ 780$ million, net, in common stock during the quarter. At September 30, 1999, the estimated Tier 1 capital ratio was 8.2 percent.

Operating results (revenues, expenses and earnings) exclude the impact of credit card securitizations, restructuring costs and special items. There were no special items in the third quarter of 1999. The 1998 third quarter included interest income from prior years' tax refunds of $\$ 123$ million (after-tax) and costs incurred for accelerated vesting of stock-based incentive awards of $\$ 24$ million (after-tax). Special items in the 1999 second quarter included a $\$ 61$ million (after-tax) gain on the sale of one New York Plaza, a $\$ 46$ million (after-tax) gain on the sale of branches in Beaumont, Texas, and a $\$ 65$ million (after-tax) special contribution to the Chase Manhattan Foundation.

On September 28, 1999, the company announced its agreement to acquire Hambrecht \& Quist Group (H\&Q) for $\$ 50$ per share in cash or $\$ 1.35$ billion. On October 19, 1999, H\&Q announced that earnings for the fiscal year ended September 30, 1999, are expected to be $\$ 4.45$ per share. H\&Q is one of the leading providers of investment banking services to companies in the highest growth sectors of the global economy, where media, telecommunications, information technology and the Internet converge. The acquisition is expected to be completed by December 31, 1999.

Chase's news releases and quarterly financial results are available on the Internet at www.Chase.com

THE CHASE MANHATTAN CORPORATION
SUMMARY OF SELECTED FINANCIAL HIGHLIGHTS
(in millions, except per share and ratio data)


OPERATING BASIS (a)

| Operating Revenue |  | 5,429 |  |  | 4,325 |  | 26\% |  | \$ 16,538 |  | \$ 14,269 | 16\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Noninterest Expense |  | 2,975 |  |  | 2,614 |  | 14\% |  | 8,880 |  | 7,942 | 12\% |
| Credit Costs (b) |  | 642 |  |  | 566 |  | 13\% |  | 1,934 |  | 1,798 | 8\% |
| Operating Earnings | \$ | 1,187 |  |  | \$ 738 |  | 61\% |  | \$ 3,711 |  | \$ 2,870 | 29\% |
| Operating Earnings Per Common Share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | \$ 1.42 |  |  | 0.84 |  | 69\% |  | \$ 4.39 |  | \$ 3.29 | 33\% |
| Diluted |  | 1.37 |  |  | 0.82 |  | 67\% |  | 4.25 |  | 3.20 | 33\% |
| Cash Operating Earnings | \$ | 1,257 |  |  | \$ 801 |  | 57\% |  | \$ 3,930 |  | \$ 3, 058 | 29\% |
| Cash Operating Earnings Per Common Share - Diluted |  | 1.46 |  |  | 0.89 |  | 64\% |  | 4.50 |  | 3.42 | 32\% |
| Shareholder Value Added (SVA) |  | 539 |  |  | 68 |  | 693\% |  | 1,736 |  | 936 | 85\% |
| Operating Performance Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Managed Assets (c) |  | 1.23 | \% |  | 0.77 | \% |  |  | 1.30 | \% | 0.99 | \% |
| Return on Average Common Equity (c) |  | 21.7 |  |  | 13.1 |  |  |  | 22.2 |  | 17.8 |  |
| Common Dividend Payout Ratio |  | 29 |  |  | 42 |  |  |  | 28 |  | 33 |  |
| Efficiency Ratio (d) |  | 55 |  |  | 60 |  |  |  | 53 |  | 55 |  |
| Selected Balance Sheet Items at Period End: (e) |  |  |  |  |  |  |  |  |  |  |  |  |
| Managed Loans |  |  |  |  |  |  |  | \$ | 191,486 |  | \$185, 544 | 3\% |
| Total Managed Assets |  |  |  |  |  |  |  |  | 389, 072 |  | 375,422 | 4\% |

## AS REPORTED BASIS

Revenue
Noninterest Expense (Excluding Restructuring Costs) \$
Restructuring Costs
$\$ 5,191$
2,981
-
398
\$ 4, 218

| $\$ 15,951$ | $\$ 13,596$ | $17 \%$ |
| ---: | ---: | :--- |
| 8,994 | 7,981 | $13 \%$ |
| - | 529 | NM |
| 1,167 | 932 | $25 \%$ |
| $\$ 3,753$ | $\$ 2,636$ | $42 \%$ |
|  |  |  |
| $\$ 4.44$ | $\$ 3.02$ | $47 \%$ |
| 4.30 | 2.93 | $47 \%$ |
| 1.23 | 1.08 | $14 \%$ |
| 75.38 | 43.13 | $75 \%$ |
| 26.01 | 26.24 | $(1 \%)$ |

Share Price at Period End

| $\$ 1.42$ | $\$ 0.96$ | $48 \%$ |
| ---: | ---: | ---: |
| 1.37 | 0.94 | $46 \%$ |
| 0.41 | 0.36 | $14 \%$ |

Provision for Loan Losses
Net Income \$ 1,187
2,647

Net Income Per Common Share:
Basic

Book Value at Period End
Common Shares Outstanding:
Average Common Shares:
Basic
Diluted

| 821.6 |  | 848.3 |  |
| :--- | :--- | :--- | :--- |
| 849.7 |  | 871.1 |  |
|  |  |  |  |
|  |  |  |  |
| 1.29 | $\%$ | 0.92 | $\%$ |
| 21.7 |  | 14.9 |  |

Return on Average Total Assets (c)
Return on Average Common Equity (
$\begin{array}{llll}1.29 & \% & 0.92 & \text { \% } \\ 21.7 & & 14.9 & \end{array}$
Selected Balance Sheet Items at Period End:
Loans
Total Assets
Deposits
Total Stockholders' Equity
Capital Ratios:
Tier I Capital Ratio
Total Capital Ratio
Tier I Leverage
Full-Time Equivalent Employees

| $\$ 173,458$ | $\$ 166,572$ | $4 \%$ |  |
| ---: | :---: | ---: | ---: |
| 371,044 | 356,450 | $4 \%$ |  |
| 219,623 | 200,319 | $10 \%$ |  |
| 22,341 |  | 23,218 | $(4 \%)$ |
|  |  |  |  |
| 8.2 | $\%(f)$ | 8.3 | $\%$ |
| 11.8 | (f) | 12.1 |  |
| 6.7 | (f) | 6.6 |  |
|  |  |  |  |
| 73,018 |  | 71,344 | $2 \%$ |

(a) Excludes the impact of credit card securitizations, restructuring costs and special items. For a reconciliation of Reported Results as shown on the
Consolidated Statement of Income to results on an Operating Basis, see page 10.
(b) Includes provision for loan losses, foreclosed property expense and credit
costs related to the securitized credit card portfolio.
(c) Based on annualized amounts.
(d) Noninterest expense as a percentage of the total of net interest income and noninterest revenue (excluding restructuring costs,foreclosed property expense, special items and costs associated with the REIT).
(e) Excludes the impact of credit card securitizations.
(f) Estimated

Certain amounts throughout the financial tables have been reclassified to
conform to the current presentation.
NM - Not meaningful
Unaudited

## THE CHASE MANHATTAN CORPORATION

Lines of Business Results
(in millions, except ratios)


NATIONAL CONSUMER SERVICES KEY FINANCIAL MEASURES

| Third Quarter 1999 |  |  | Over/(Under) 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating | Cash | Cash | Operating | Cash | Cash |
| Revenues | Operating | Efficiency | Revenues | Operating | Efficiency |
|  | Earnings | Ratio |  | Earnings | Ratio |

Chase Cardmember Services
Regional Consumer Banking
Chase Home Finance
Diversified Consumer Services
Middle Markets
Other NCS
Totals

| $\$ 1,003$ | $\$ 133$ | $35 \%$ | $3 \%$ | $36 \%$ | $(100) \mathrm{bp}$ |
| :---: | ---: | :--- | ---: | :--- | ---: |
| 611 | 103 | 70 | 9 | 11 | $(100)$ |
| 307 | 73 | 55 | 17 | 18 | $(100)$ |
| 262 | 36 | 57 | 13 | - | 400 |
| 252 | 63 | 53 | 4 | 15 | $(200)$ |
| 63 | 27 | NM | NM | NM | NM |
| $==========$ | $====================$ | \$ 435 | $50 \%$ | $9 \%$ | $25 \%$ |

Note: SVA is Chase's primary measure of business unit performance. SVA represents operating earnings excluding the amortization of goodwill and certain intangibles (i.e., cash operating earnings), less preferred dividends and an explicit charge for allocated capital. Additionally, organizational changes within each of Chase's three major franchises are reflected in the lines of business results. The Middle Markets business, which previously reported into the Global Bank franchise, now reports into the National Consumer franchise. The Global Asset Management and Mutual Funds business, which previously was in Corporate, now reports into the Global Bank franchise. Prior periods have been restated.
(a) Total column includes Chase.com and the effects remaining at the Corporate level after the implementation of management accounting policies.
(b) Excludes the impact of credit card securitizations.

NM - Not meaningful
bp - basis points
Unaudited

THE CHASE MANHATTAN CORPORATION
Lines of Business Results
(in millions, except ratios)

|  | Global Bank |  |  | National Consumer Services |  |  |  | Global Services |  |  | Total (a) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nine Months | 1999 |  |  | 1999 |  |  |  | 1999 |  |  | 1999 |  |  |
|  | Over/(Under) 1998 |  |  | Over/(Under) 1998 |  |  |  | Over/(Under) 1998 |  |  | Over/(Under) 1998 |  |  |
| Operating Revenue | \$ 7,179 | \$ 1,415 | 25\% | \$ 7,343 | \$ 658 | 10\% | \$ | 2,308 | \$ 249 | 12\% | \$16,538 | \$ 2, 269 | 16\% |
| Operating Earnings | 2,338 | 639 | 38 | 1,131 | 232 | 26 |  | 351 | 17 | 5 | 3,711 | 841 | 29 |
| Cash Operating Earnings | 2,371 | 641 | 37 | 1,251 | 227 | 22 |  | 397 | 48 | 14 | 3,930 | 872 | 29 |
| Average Common Equity | 12,588 | 598 | 5 | 7,726 | (1) | - |  | 2,821 | 840 | 42 | 21,997 | 998 | 5 |
| Average Managed Assets (b) | 232,104 | $(20,986)$ | (8) | 127,119 | 9,130 | 8 |  | 15,576 | 3,206 | 26 | 381, 904 | $(7,520)$ | (2) |
| Shareholder Value Added (SVA) | 1,117 | 595 | 114 | 481 | 235 | 96 |  | 116 | (34) | (23) | 1,736 | 800 | 85 |
| Cash Return on Common Equity | 24.9\% |  | 610bp | 21.3\% |  | 400bp |  | 18.5\% |  | (460) bp | 23.6\% |  | 460bp |
| Cash Efficiency Ratio | 45 |  | (500) | 50 |  | - |  | 73 |  | 100 | 52 |  | (200) |

GLOBAL BANK
KEY FINANCIAL MEASURES
Nine Months 1999
Over/(Under) 1998

| Operating Revenues | Cash <br> Operating Earnings | Cash Efficiency Ratio | Operating Revenues | Cash Operating Earnings |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 3,192 | \$ 1, 097 | 47\% | 34\% | 73\% | $(1,100) \mathrm{bp}$ |
| 1,096 | 232 | 66 | 15 | 13 | 200 |
| 1,164 | 418 | 27 | 1 | 7 | (100) |
| 1,058 | 608 | 10 | 82 | 95 | (600) |
| 661 | 133 | 65 | 4 | (5) | 300 |
| 8 | (117) | NM | NM | NM | NM |
| \$ 7,179 | \$ 2,371 | 45\% | 25\% | 37\% | (500) bp |

Global Markets
Global Investment Banking
Corporate Lending
Chase Capital Partners
Global Private Bank
Other Global Bank
Totals
-179
\$ 2,371 45\%
(500)bp

NATIONAL CONSUMER SERVICES KEY FINANCIAL MEASURES


Chase Cardmember Services
Regional Consumer Banking
Chase Home Finance
Diversified Consumer Services Middle Markets
Other NCS
Totals

- 7,343
==========

THE CHASE MANHATTAN CORPORATION
CONSOLIDATED STATEMENT OF INCOME
(in millions, except per share data)


INTEREST INCOME

## Loans

Securities
Trading Assets
Federal Funds Sold and Securities Purchased Under Resale Agreements
Deposits with Banks
Total Interest Income

INTEREST EXPENSE
Deposits
Short-Term and Other Borrowings
Long-Term Debt

Total Interest Expense

NET INTEREST INCOME
Provision for Loan Losses
NET INTEREST INCOME AFTER PROVISION
FOR LOAN LOSSES

NONINTEREST REVENUE
Investment Banking Fees
Trust, Custody and Investment Management Fees
Credit Card Revenue
Fees for Other Financial Services
Trading Revenue
Securities Gains
Private Equity Gains
Other Revenue
Total Noninterest Revenue

NONINTEREST EXPENSE
Salaries
Employee Benefits
Occupancy Expense
Equipment Expense

Equipment Expense
Other Expense
Total Noninterest Expense Before Restructuring Costs Restructuring Costs

Total Noninterest Expense

INCOME BEFORE INCOME TAX EXPENSE
Income Tax Expense

NET INCOME

NET INCOME APPLICABLE TO COMMON STOCK

NET INCOME PER COMMON SHARE:
Basic
Diluted

| \$ 3, 288 | \$ 3,287 |
| :---: | :---: |
| 762 | 874 |
| 399 | 604 |
| 352 | 517 |
| 195 | 150 |
| 4,996 | 5,432 |


322
398
381
522
$(69)$
261
60
137
------
2,012
1,41
238
21
25
85
----


| ------- | ------- |
| :---: | :---: |
| 2,981 | 2,647 |
| ----------------- |  |


| 1,812 | 1,299 |
| :---: | :---: |
| 625 | 462 |
| ===== | ====== |
| \$ 1,187 | \$ 837 |
|  |  |
| \$ 1, 168 | \$ 815 |
| ======== | ======= |

$\$ 1.42 \$ 0.96$
$\$ 1.37 \$ 0.94$
1,205
221
198 219
804
$------\cdot$
2,647
(2\%)
46\%
(8\%)
$51 \%$
$15 \%$
$16 \%$
$22 \%$
NM
NM
$528 \%$
$18 \%$

$50 \%$

18\%

| 4,217 |
| :---: |
| 731 |
| 642 |
| 737 |
| 2,667 |
| 8,994 |
| -- |
| 8,994 |
| 5,790 |
| 2,037 |
| $\begin{gathered} ========== \\ \$ 3,753 \end{gathered}$ |
| ====ニ===== |
| \$ 3,698 |
| ==========- |


$\begin{array}{lll}48 \% & \$ 4.44 \\ 46 \% & \$ & 4.30\end{array}$
$\begin{array}{ll}48 \% & \$ 4.44 \\ 46 \% & \$ 4.30\end{array}$
\$ 3.02
\$ 2.93

THE CHASE MANHATTAN CORPORATION
NONINTEREST REVENUE AND NONINTEREST EXPENSE DETAIL
(in millions)


## NONINTEREST EXPENSE

Other Expense:
Professional Services
Marketing Expense
Telecommunications
Amortization of Intangibles
Travel and Entertainment
Minority Interest (d)
Foreclosed Property Expense
Special Contribution to the Foundation
All Other

Total

(a) Insurance amounts exclude certain insurance fees related to credit cards and mortgage products, which are included in those revenue captions
(b) Charge-offs for risk management instruments are included in trading revenue. All prior periods have been restated.

Trading-related revenue includes net interest income attributable to trading activities.
(c) Includes a $\$ 95$ million gain on the sale of One New York Plaza and a $\$ 71$ million gain on the sale of branches in Beaumont, Texas, both in the 1999 second quarter.
(d) Includes REIT minority interest of $\$ 11$ million in each quarter and $\$ 33$ million in each nine month period.
(e) Represents a $\$ 100$ million special contribution to The Chase Manhattan Foundation in the 1999 second quarter.

NM - Not meaningful
Unaudited

THE CHASE MANHATTAN CORPORATION OPERATING INCOME RECONCILIATION (in millions, except per share data)

|  | THIRD QUARTER 1999 |  |  |  | THIRD QUARTER 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTED RESULTS <br> (a) | CREDIT CARD (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS | REPORTED RESULTS (a) | CREDIT CARD (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS |
| EARNINGS |  |  |  |  |  |  |  |  |
| Market-Sensitive Revenue | \$ 1,541 | \$ - | \$ - | \$ 1,541 | \$ 719 | \$ - | \$ - | \$ 719 |
| Less Market-Sensitive Revenue | 3,650 | 238 | - | 3,888 | 3,499 | 298 | (191) | 3,606 |
| Total Revenue | 5,191 | 238 | - | 5,429 | 4,218 | 298 | (191) | 4,325 |
| Noninterest Expense | 2,975 | - | - | 2,975 | 2,651 | - | (37) | 2,614 |
| Operating Margin | 2,216 | 238 | - | 2,454 | 1,567 | 298 | (154) | 1,711 |
| Credit Costs | 404 | 238 | - | 642 | 268 | 298 | - | 566 |
| Income Before Income Tax Expense | 1,812 | - | - | 1,812 | 1,299 | - | (154) | 1,145 |
| Income Tax Expense | 625 | - | - | 625 | 462 | - | (55) | 407 |
| Net Income | \$ 1,187 | \$ | \$ | \$ 1,187 | \$ 837 | \$ | \$ (99) | \$ 738 |

NET INCOME PER COMMON SHARE
Basic
\$ 1.42
\$ 1.42
\$ 0.96
\$ 0.84
Diluted
\$ 1.37
\$ 1.37
\$ 0.94
\$ 0.82

EARNINGS
Market-Sensitive Revenue
Less Market-Sensitive Revenue
Total Revenue
Noninterest Expense
Operating Margin
Credit Costs
Income Before Restructuring Costs Restructuring Costs

Income Before Income Tax Expense Income Tax Expense

Net Income

NET INCOME PER COMMON SHARE

| Basic | $\$ 4.44$ | $\$ 4.39$ | $\$ 3.02$ |
| :--- | :--- | :--- | :--- | :--- |
| Diluted | $\$ 4.30$ | $\$ 4.25$ | $\$ 2.93$ |


|  |  | NINE MONTHS 1999 |  |
| :---: | :---: | :---: | :---: |
| REPORTED | CREDIT | SPECIAL | OPERATING |
| RESULTS <br> (a) | CARD <br> (b) | ITEMS <br> (c) | BASIS |
| \$ 5, 012 | \$ - | \$ - | \$ 5, 012 |
| 10,939 | 753 | (166) | 11,526 |
| 15,951 | 753 | (166) | 16,538 |
| 8,980 | - | (100) | 8,880 |
| 6,971 | 753 | (66) | 7,658 |
| 1,181 | 753 | - | 1,934 |
| 5,790 | - | (66) | 5,724 |
| - | - | - | - |
| 5,790 | - | (66) | 5,724 |
| 2,037 | - | (24) | 2,013 |
| ========= | ======= | ======== | ======== |
| \$ 3,753 | \$ | \$ (42) | \$ 3,711 |

\$ 4.44
\$ 4.25

NINE MONTHS 1998

| REPORTED RESULTS <br> (a) | CREDIT CARD <br> (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS |
| :---: | :---: | :---: | :---: |
| \$ 3,549 | \$ - | \$ - | \$ 3,549 |
| 10,047 | 864 | (191) | 10,720 |
| 13,596 | 864 | (191) | 14,269 |
| 7,979 | - | (37) | 7,942 |
| 5,617 | 864 | (154) | 6,327 |
| 934 | 864 | - | 1,798 |
| 4,683 | - | (154) | 4,529 |
| 529 | - | (529) | - |
| 4,154 | - | 375 | 4,529 |
| 1,518 | - | 141 | 1,659 |
| \$ 2, 636 | \$ - | \$ 234 | \$ 2,870 |

Note: Charge-offs and provisions for risk management instruments, included in credit costs prior to 1999, are now netted against trading revenue. All prior periods have been restated.
(a) Represent results as reported in Chase's financial statements, except that revenues are categorized between market-sensitive and less market-sensitive revenues, foreclosed property expense is reclassified from noninterest expense to credit costs, and restructuring costs have been separately displayed. Market-sensitive revenue includes investment banking fees, trading-related revenue (including trading-related net interest income), securities gains and private equity gains.
(b) This column excludes the impact of credit card securitizations.
(c) Includes restructuring costs and special items. The 1999 nine months results included $\$ 166$ million in gains from sales of nonstrategic assets, of which $\$ 95$ million was from the sale of One New York Plaza and $\$ 71$ million was from the sale of branches in Beaumont, Texas, and a special contribution of $\$ 100$ million. The 1998 third quarter and nine months included interest income from prior years' tax refunds of $\$ 191$ million and costs incurred for accelerated vesting of stock-based incentive awards of $\$ 37$ million. The 1998 nine months also included a $\$ 510$ million charge taken in connection with initiatives to streamline support functions, and merger-related restructuring costs of $\$ 19$ million.

Unaudited

| September 30, |  |
| :---: | :---: |
| 1999 | 1998 |

## ASSETS

Cash and Due from Banks
Deposits with Banks
Federal Funds Sold and Securities
Purchased Under Resale Agreements
Trading Assets:
Debt and Equity Instruments
Risk Management Instruments
Securities
Loans (Net of Allowance for Loan Losses of $\$ 3,555$ in 1999
Other Assets and $\$ 3,554$ in 1998 )

| \$ 16,490 | \$ 14, 585 | 13\% |
| :---: | :---: | :---: |
| 5,856 | 3,877 | 51\% |
| 28,368 | 23,591 | 20\% |
| 26, 069 | 28,491 | ( 9\% |
| 31, 123 | 33,313 | ( 7\%) |
| 55,113 | 57,465 | (4\%) |
| 169,903 | 163, 018 | 4\% |
| 38,122 | 32,110 | 19\% |
| \$ 371, 044 | \$ 356,450 | 4\% |

LIABILITIES
Deposits:
Deposits:
Noninterest-Bearing

| $\$ 49,722$ | $\$ 46,231$ |
| :---: | ---: |
| 78,993 | 76,115 |
|  |  |
| 6,363 | 3,877 |
| 84,545 | 74,096 |
| 219,623 | 200,319 |
|  |  |
| 43,879 | 43,156 |
| 5,996 | 4,239 |
| 7,046 | 7,761 |
| 37,084 | 44,491 |
|  | 16,312 |
| 15,343 | 14,216 |
| 16,644 | 2,188 |
|  | $-\cdots-\cdots-\cdots$ |
| 2,538 | 332,682 |

PREFERRED STOCK OF SUBSIDIARY

STOCKHOLDERS' EQUITY
Preferred Stock
1, 028
882
9, 852
12,722
701
$(1,967)$
23, 218
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY AND STOCKHOLDERS' EQUITY


Unaudited

CREDIT RELATED INFORMATION
(in millions, except ratios)

| September 30, | Credit-Related Assets |  | $\stackrel{\%}{\text { Over/(Under) }}$ | Nonperforming Assets |  | ```% Over/(Under) 1 9 9 8``` |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 | 1998 | 1998 | 1999 | 1998 |  |
| CONSUMER LOANS Domestic Consumer: |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ 42,134 | \$ 39,250 | 7\% | \$ 308 | \$ 343 | (10\%) |
| Credit Card - Reported | 14,246 | 12,472 | 14\% | -- | -- | -- |
| Credit Card Securitizations (a) | 18,028 | 18,972 | (5\%) | -- | -- | -- |
| Credit Card - Managed | 32,274 | 31, 444 | 3\% | -- | -- | -- |
| Auto Financings | 18,429 | 14,694 | 25\% | 73 | 46 | 59\% |
| Other Consumer | 6,536 | 8,786 | (26\%) | 5 | 8 | (38\%) |
| Total Domestic Consumer | 99,373 | 94,174 | 6\% | 386 | 397 | (3\%) |
| Total Foreign Consumer | 2,822 | 2,976 | (5\%) | 30 | 21 | 43\% |
| Total Consumer Loans | 102,195 | 97,150 | 5\% | 416 | 418 | -- |
|  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |
| Commercial and Industrial | 51,994 | 48,011 | 8\% | 458 | 353 | 30\% |
| Commercial Real Estate | 3,363 | 5,071 | (34\%) | 50 | 53 | (6\%) |
| Total Domestic Commercial | 55,357 | 53, 082 | 4\% | 508 | 406 | 25\% |
| Total Foreign Commercial | 33,934 | 35,312 | (4\%) | 950 | 559 | 70\% |
| Total Commercial Loans | 89,291 | 88,394 | 1\% | 1,458 | 965 | 51\% |
| Derivative and FX Contracts | 31,408 | 33,547 | (6\%) | 36 | 19 | 89\% |
| Total Commercial Credit-Related | 120,699 | 121,941 | (1\%) | 1,494 | 984 | 52\% |
| Total Managed Credit-Related | \$ 222,894 | \$ 219, 091 | 2\% | 1,910 | 1,402 | 36\% |
| Assets Acquired as Loan Satisfactions |  |  |  | 105 | 131 | (20\%) |
| Total Nonperforming Assets |  |  |  | \$ 2, 015 | \$ 1,533 | 31\% |



Third Quarter over/(Under)

Net Charge-Offs
1999
(a) Represents the portion of Chase's credit card receivables that have been securitized.
(b) Excludes charge-offs for risk management instruments of $\$ 108$ million in the third quarter of 1998 and $\$ 130$ million for the first nine months of 1998, which are netted against trading revenues. NM - Not meaningful Unaudited

THE CHASE MANHATTAN CORPORATION CREDIT RELATED INFORMATION (Continued)

## MANAGED CREDIT CARD PORTFOLIO *

(in millions, except ratios)

Average Credit Card Receivables
Past Due 90 Days or More and Accruing
As a Percentage of Average Credit Card Receivables
Net Charge-offs
As a Percentage of Average Credit Card Receivables

| As of or For The Three Months Ended September 30, |  | As of or For The Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |
| \$32,869 | \$31,607 | \$32,510 | \$31,991 |
| \$ 591 | \$ 675 | \$ 591 | \$ 675 |
| 1.80\% | 2.14\% | 1.82\% | 2.11\% |
| \$ 454 | \$ 489 | \$ 1,416 | \$ 1,425 |
| 5.53\% | 6.19\% | 5.81\% | 5.94\% |

* Includes domestic and international credit card activity.

```
SELECTED COUNTRY EXPOSURE (a)
(in billions)
```

| At September 30, 1999 |  |  |  |  |  |  |  | At Dec. 31, 1998 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Country |  | Country |
|  |  |  | Gross |  | Net | Related | Net | Related |
|  |  |  | Local | Less | Cross- | Resale | Cross- | Resale |
|  | Lending- | Trading- | Country | Local | Border | Agree- | Border | Agree- |
| LATIN AMERICA | Related (b) | Related (c) | Assets | Funding | Exposure | (a)ments (a) | Exposure | ments |


| Brazil |  | 1.1 |  | 0.3 | \$ | 1.0 | \$ | (0.6) | \$ | 1.8 |  | 1.2 |  | 2.3 |  | 0.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Argentina |  | 1.9 |  | 0.2 |  | 0.3 |  | (0.3) |  | 2.1 |  | 0.7 |  | 2.3 |  | 0.5 |
| Mexico |  | 1.0 |  | 0.7 |  | 0.4 |  | (0.4) |  | 1.7 |  | 0.4 |  | 1.8 |  | 0.4 |
| Chile |  | 0.8 |  | - |  | 0.1 |  | (0.1) |  | 0.8 |  | - |  | 0.9 |  | - |
| Colombia |  | 0.7 |  | - |  | - |  | - |  | 0.7 |  | - |  | 0.8 |  | - |
| Venezuela |  | 0.3 |  | - |  | - |  | - |  | 0.3 |  | 0.2 |  | 0.4 |  | - |
| All Other Latin America (d) |  | 0.4 |  | 0.5 |  | 0.7 |  | (0.7) |  | 0.9 |  | - |  | 1.0 |  | - |
| Total Latin America |  | 6.2 |  | 1.7 |  | 2.5 | \$ | (2.1) | \$ | 8.3 |  | 2.5 | \$ | 9.5 |  | 1.8 |

ASIAN IMF COUNTRIES

| South Korea | \$ | 0.6 | \$ | 0.3 |  | 0.9 | \$ | (0.4) |  | 1.4 | \$ | - |  | 2.4 |  | \$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Indonesia |  | 0.9 |  | 0.1 |  | 0.1 |  | (0.1) |  | 1.0 |  | - |  | 1.2 |  |  |
| Thailand |  | 0.2 |  | 0.1 |  | 0.8 |  | (0.4) |  | 0.7 |  | - |  | 0.9 |  | - |
| Subtotal |  | 1.7 |  | 0.5 |  | 1.8 |  | (0.9) |  | 3.1 |  | - |  | 4.5 |  |  |

OTHER EMERGING ASIA

(a) Estimated cross-border disclosure is based on the Federal Financial Institutions Examination Council ("FFIEC") guidelines governing the determination of cross-border risk. Under FFIEC guidelines, resale agreements are reported by the country of the issuer of the underlying security. Chase, however, does not consider the cross-border risk of resale agreements to depend upon the country of the issuer of the underlying security and, as a result, has presented these amounts separately in the above table. (b) Includes loans and accrued interest, interest-bearing deposits with banks, acceptances, other monetary assets, issued letters of credit and undrawn commitments to extend credit.
(c) Includes cross-border trading debt and equity instruments and the mark-to-market exposure of foreign exchange and derivative contracts. The amounts associated with foreign exchange and derivative contracts are presented after taking into account the impact

THE CHASE MANHATTAN CORPORATION
Condensed Average Consolidated Balance Sheet, Interest and Rates
(Taxable-Equivalent Interest and Rates; in millions)


|  | Nine Months 1999 |  |  | Nine Months 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | $\begin{aligned} & \text { Rate } \\ & \text { (Annualized) } \end{aligned}$ | Average Balance | Interest | Rate (Annualized) |
| ASSETS |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ 61,997 | \$ 2,890 | 6.23\% | \$ 71, 187 | \$ 4,188 | 7.86\% |
| Securities | 54,948 | 2,355 | 5.73\% | 56,511 | 2,668 | 6.31\% |
| Loans | 173,078 | 9,666 | 7.47\% | 168,128 | 10,012 | 7.96\% |
| Total Interest-Earning Assets | 290,023 | 14,911 | 6.87\% | 295,826 | 16,868 | 7.62\% |
| Noninterest-Earning Assets | 74,246 |  |  | 75,623 |  |  |
| Total Assets | \$364, 269 |  |  | \$371, 449 |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$160, 809 | 4,806 | 4.00\% | \$151, 240 | 5,123 (b) | 4.53\% |
| Short-Term and Long-Term Debt | 89,729 | 3,571 | 5.32\% | 100,300 | 5,319 | 7.09\% |
| Total Interest-Bearing Liabilities | 250,538 | 8,377 | 4.47\% | 251,540 | 10,442 | 5.55\% |
| Noninterest-Bearing Deposits | 48, 091 |  |  | 45,340 |  |  |
| Other Noninterest-Bearing Liabilities | 42,066 |  |  | 51,655 |  |  |
| Total Liabilities | 340,695 |  |  | 348,535 |  |  |
| PREFERRED STOCK OF SUBSIDIARY | 550 |  |  | 550 |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Preferred Stock | 1,027 |  |  | 1,365 |  |  |
| Common Stockholders' Equity | 21,997 |  |  | 20,999 |  |  |
| Total Stockholders' Equity | 23,024 |  |  | 22,364 |  |  |
|  |  |  |  |  |  |  |
| INTEREST RATE SPREAD |  |  | 2.40\% |  |  | 2.07\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS |  | \$ 6,534 | 3.01\% |  | \$ 6,426 | 2.90\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS (a) |  | \$ 7,534 | 3.27\% |  | \$ 7,519 | 3.20\% (b) |

(a) Excludes the impact of the credit card securitizations.
(b) Includes $\$ 191$ million pre-tax income for prior years' tax refunds. Excluding this amount, the net yield on interest-earning assets would be $3.11 \%$ for the 1998 third quarter and $3.12 \%$ for the 1998 first nine months.
Unaudited

