## SECURITIES AND EXCHANGE COMMISSION

## Washington, D.C. 20549

Form 8-K
CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: January 19, 2000
Commission file number 1-5805

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

Delaware
(State or other jurisdiction
of incorporation)

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

13-2624428
(I.R.S. Employer

Identification No.)

10017
(Zip Code)

The Chase Manhattan Corporation ("Chase") announced on January 19, 2000 operating diluted earnings per share of $\$ 1.97$ in the fourth quarter of 1999 , up 50 percent from $\$ 1.31$ per share in the fourth quarter of 1998. Reported diluted earnings per share were $\$ 1.98$ in the 1999 fourth quarter, up 51 percent from $\$ 1.31$ in the fourth quarter of 1998. Diluted operating earnings per share for the full year 1999 increased 38 percent to $\$ 6.21$ from $\$ 4.51$ in 1998 . Operating earnings rose to $\$ 5.39$ billion from $\$ 4.02$ billion in 1998. Reported net income for the full year was \$5.45 billion, compared with \$3.78 billion in 1998. Operating results (revenues, expenses and earnings) exclude the impact of credit card securitizations, restructuring costs and special items.

At an analyst meeting held on January 19, 2000 following the release of earnings (which was open to investors and the press and "webcast" live on the Internet), management of Chase discussed fourth quarter and full year 1999 results. At the meeting, management indicated that:

- The compound annual growth rate of market-sensitive revenues, based upon a logarithmic regression of total market-sensitive revenues over the period 1988-1999 (not including any market-sensitive revenues from Hambrecht and Quist Group), was 15\%. Chase's market-sensitive revenues for full year 1999 would have increased by approximately $11 \%$ had Hambrecht and Quist Group's market-sensitive revenues been included for full year 1999.
- Global Services is targeting double digit revenue growth in its investor services and fiduciary services businesses for full year 2000. In addition, Chase expects to effect certain efficiency improvements in its Global Services business during the year.
- National Consumer Services is targeting double digit earnings growth for full year 2000, primarily as a result of expense management, the continued effects of improved credit quality and continuing moderate revenue growth. The credit card net charge-off ratio for full year 2000 is anticipated to be lower than for the full year 1999.
- Expense management will include longer-term strategic restructuring initiatives, such as relocations of operations for Global Services businesses and consumer call centers, and other business initiatives, such as consolidations of operations. In the fourth quarter of 1999, Chase took a restructuring charge of $\$ 100$ million associated with its business consolidation initiatives and a charge of $\$ 75$ million in connection with its relocation initiatives. Chase anticipates realizing approximately \$80 million annually in savings from its business consolidation initiatives, commencing in 2001. In addition, Chase anticipates that the total cost of its relocation initiatives to amount to approximately $\$ 360$ million (including the aforementioned $\$ 75$ million charge taken in 1999, an additional $\$ 200$ million of expenses expected to be incurred in 2000, and expenses of approximately $\$ 85$ million expected to be incurred in 2001). Savings from the relocation initiatives are expected to be approximately $\$ 50$ million in 2001, eventually increasing to approximately $\$ 130$ million annually.
- As previously disclosed in its Quarterly Report on Form 10-Q for the quarter ended September 30, 1999, Chase has identified some deficiencies in the computerized bond recordkeeping system in the bond paying agency function within Chase's Capital Markets Fiduciary Services group and has a project underway to remedy those deficiencies. Expenses in Global Services during the fourth quarter included costs associated with that project. While management considers it likely that additional costs will be incurred during the remaining course of the project, it does not, based upon its experience to date, expect them to be material. The Securities and Exchange Commission has commenced an investigation relating to the question of whether, in connection with this matter, there have been violations of its transfer agency recordkeeping or reporting regulations and whether Chase's disclosures regarding these issues have been adequate and timely.

A copy of Chase's earnings press release is attached as an exhibit hereto. The information contained herein and in the 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 result may differ materially from those set forth in such forward looking statements. Those uncertainties may include, among others, the risk of adverse impacts from an economic downturn, increased competition, unfavorable political or other developments in foreign markets, governmental or regulatory policies, market volatility in securities markets, interest or foreign exchange rates and other factors impacting Chase's operational plans or the adequacy of Chase's allowance for credit losses. For a more detailed discussion of these uncertainties, 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.

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits

The following exhibit is filed with this report:

Exhibit Number Description
99.1

Press Release - 1999 Fourth 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)
## EXHIBIT INDEX

Exhibit Number
99.1

Description
Page at Which Located
Press Release - 1999 Fourth Quarter Earnings

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\{Chase Letterhead\}
News Release
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Chase Manhattan Reports Record Fourth Quarter and Full Year 1999 Results; Announces New \$5 Billion Common Stock Repurchase Authorization

New York, January 19, 2000 - The Chase Manhattan Corporation (NYSE:CMB) today reported fourth quarter 1999 diluted operating earnings per share of $\$ 1.97$, a 50 percent increase from $\$ 1.31$ per share in the same 1998 quarter. Operating earnings and reported net income in the fourth quarter of 1999 were $\$ 1.68$ billion and $\$ 1.69$ billion respectively. Operating earnings and reported net income were $\$ 1.15$ billion in the 1998 fourth quarter.

Diluted operating earnings per share for the full year 1999 increased 38 percent to $\$ 6.21$ from $\$ 4.51$ in 1998. Operating earnings rose to $\$ 5.39$ billion from $\$ 4.02$ billion in 1998. Reported net income for the full year was $\$ 5.45$ billion, compared with $\$ 3.78$ billion in 1998

Fourth Quarter 1999 Highlights

-     - Record private equity gains of $\$ 1.31$ billion
-     - Strong investment banking and trading results
-     - Chase H\&Q integration moving smoothly and quickly

Solid National Consumer Services earnings
Full Year Financial Highlights

- Operating earnings per share increased 38 percent
-     - Revenues were up 17 percent

Return on equity of 24 percent
Repurchased net $\$ 2.3$ billion of common stock
Increased common dividend 14 percent
"1999 was a terrific year for Chase and these results provide a strong signal that this company is capable of producing exceptional returns," said William B. Harrison, Jr., Chairman and Chief Executive Officer. "Both fourth quarter and full year results demonstrate clearly that the new equation at chase has fully emerged.
"Market leadership positions and financial discipline provide a durable platform for growth while focused acquisitions and portfolio investments continue to provide significant upside opportunities," continued Mr. Harrison. "The creation of Chase.com, the acquisition of Hambrecht \& Quist, and the accelerated investment pace of Chase Capital Partners are the types of opportunities from which Chase will continue to benefit. While revenues from private equity investments may vary from quarter to quarter, we believe that the Chase Capital Partners business system will be a significant long-term source of value creation."

Chase's Board of Directors also authorized the repurchase of up to \$5 billion of Chase's common stock in the open market or through negotiated transactions. This authorization is in addition to any amounts necessary to provide for issuances under Chase's dividend reinvestment plan and its various stock-based director and employee benefit plans. The new authorization becomes effective immediately.
"Chase is totally committed to Shareholder Value Added," explained Mr. Harrison. "A disciplined capital policy is a key component of that commitment." At year-end, Chase's Tier One capital ratio was at the upper end of its target range of 8 to 8.25 percent. Capital generated in excess of target ratios will be used for continued purchases of Chase common stock, or for future investment and acquisition opportunities.

Financial Performance

| THE CHASE MANHATTAN CORP | Fourth Quarter |  |  | Full Year 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | 1999 | O(U)1998 |  | 1999 | O(U)1998 |  |
| Operating Revenues | \$6,444 | \$1,100 | 21\% | \$22,982 | \$3,369 | 17\% |
| Cash Operating Earnings | 1,761 | 542 | 44 | 5,691 | 1,414 | 33 |
| Shareholder Value Added | 1, 027 | 557 | 119 | 2,763 | 1,357 | 97 |
| Cash Return on Common Equity | 31.6\% | 1, 020bp | -- | 25.6\% | 600bp | -- |

Line-Of-Business Results

| GLOBAL BANK | Fourth Quarter |  |  | Full Year 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | 1999 | O(U)1998 | O(U)3Q1999 | 1999 | O(U) |  |
| Operating Revenues | \$3,214 | 46\% | 44\% | \$10,379 | 2,424 | 30\% |
| Cash Operating Earnings | 1,209 | 78 | 82 | 3,564 | 1,177 | 49 |
| Shareholder Value Added | 766 | 189 | 210 | 1,885 | 1,109 | 143 |
| Cash Return on Common Equity | $36.0 \%$ | 1,450bp | 1,510bp | 27.9\% | 850bp | -- |

Cash operating earnings in the Global Bank were $\$ 1.21$ billion in the 1999 fourth quarter, compared with $\$ 680$ million in the prior-year quarter. Operating revenues of $\$ 3.21$ billion in the fourth quarter of 1999 were 46 percent higher than in the 1998 fourth quarter. For the year, operating revenues and cash operating earnings rose 30 percent and 49 percent, respectively, from 1998 levels. Shareholder value added in the 1999 fourth quarter was $\$ 766$ million, compared with shareholder value added of $\$ 265$ million in the 1998 fourth quarter. For the year, shareholder value added increased to $\$ 1.89$ billion, compared with $\$ 776$ million for 1998.

- Private equity-related investment gains in the fourth quarter were \$1.31 billion, compared with $\$ 244$ million in the fourth quarter of 1998. These results were significantly higher than in any prior quarter and reflect the rapid growth of investments over the past five years, early focus on New Economy businesses, and a vibrant equity market. Strong fourth quarter revenues are the result of initial public offerings of portfolio investments, such as Cobalt Networks, Triton PCS, and Telecorp; from appreciation in market values of public securities owned throughout the quarter, such as Digital Island and Stamps.com; and from sales of securities in both the private and public portions of the portfolio (see page 18 for a detailed description of private equity investments).

Investment banking fees in the 1999 fourth quarter increased to $\$ 499$ million, a 31 percent increase from the fourth quarter of 1998. These results reflect strong syndicated finance activity, ongoing momentum in Chase's merger and acquisitions and bond practices, and strong performance from Chase H\&Q during the period following its acquisition on December 9. Investment banking fees for the year rose 26 percent to $\$ 1.89$ billion, benefiting from significant market share growth in loan syndications, mergers and acquisitions advisory, and corporate bond underwriting, plus focused initiatives in Europe and the New Economy. Over the past five years, Chase's investment banking fees have increased at a compound annual growth rate of 26 percent.

- Total trading revenues, including related net interest income, were \$633 million in the fourth quarter. Despite Year 2000 -induced slowdowns in several markets, both active market making businesses and market share gains continued to drive results. For the full year, trading revenues, including related net interest income, totalled $\$ 2.88$ billion, a 48 percent increase. Investment securities activities had securities losses of $\$ 59$ million in the fourth quarter, compared to securities gains of $\$ 167$ million in the similar period of 1998. For the full year, securities gains were $\$ 101$ million, a decrease of $\$ 508$ million from 1998. The investment portfolio is managed on a total return basis, including realized and unrealized gains and losses on the securities and the assets and liabilities being hedged. Total market return for full-year 1999 was $\$ 278$ million versus $\$ 523$ million in 1998.

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GLOBAL SERVICES
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Fourth Quarter
Full Year 1999

| (dollars in millions) | 1999 | O(U)1998 | O(U)3Q1999 | 1999 | O(U)1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenues | \$812 | 7\% | 1\% | \$3,120 | \$294 | 10\% |
| Cash Operating Earnings | 127 | (5\%) | (16) | 525 | 39 | 8 |
| Shareholder Value Added | 31 | (35\%) | (44) | 145 | (48) | (25) |
| Cash Return on Common Equity | 17. $2 \%$ | (320bp) | (340bp) | 18.1\% | (370bp) | -- |

In the fourth quarter, Global Service's operating revenues rose seven percent, primarily reflecting increased business activity in Capital Markets Fiduciary Services, Chase's trust business, and a slowdown in Global Investor Services, Chase's custody business. Cash operating earnings decreased five percent to $\$ 127$ million as expenses in the quarter rose 12 percent, reflecting costs to address record keeping functions related to bond administration in Capital Markets Fiduciary Services.

For the full year, Global Service's operating revenues increased 10 percent and cash operating earnings were eight percent higher than in 1998. Of Global Services' three major business lines, two had strong revenue growth in 1999: up 20 percent at Global Investor Services, and up 16 percent at Capital Markets Fiduciary Services. Revenues at Treasury Solutions, Chase's cash management business, were consistent with last year's level, primarily reflecting the significant decline in excess balances during the course of the year.

| NATIONAL CONSUMER SERVICES | Fourth Quarter |  |  | Full Year 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in millions) | 1999 | O(U)1998 | O(U)3Q1999 | 1999 | O(U) |  |
| Operating Revenues | \$2,503 | 2\% | -- \% | \$9,847 | \$698 | 8\% |
| Cash Operating Earnings | 426 | 2 | (2) | 1,677 | 232 | 16 |
| Shareholder Value Added | 156 | (3) | (10) | 636 | 218 | 52 |
| Cash Return on Common Equity | 20.7\% | (70bp) | (110bp) | 21.1\% | 260bp | -- |

Operating revenues for National Consumer Services increased to $\$ 2.5$ billion, an increase of two percent over the fourth quarter of 1998. Cash operating earnings of $\$ 426$ million increased by two percent as increased business activity and improved credit costs were partially offset by significant investments in internet and technology activities. For the full year, 1999 revenue was up eight percent and NCS achieved record cash operating earnings of $\$ 1.68$ billion, up 16 percent over 1998. The increase in cash operating earnings was a result of both business volume growth and lower credit costs. Shareholder Value Added of $\$ 636$ million was $52 \%$ better than in 1998 due to the improvement in earnings and the disciplined use of capital.

- Cash operating earnings for cardmember services increased 11 percent in the fourth quarter. The increase reflects significantly improved credit quality. Fourth quarter operating revenues declined six percent, due to lower yields and fees as a result of the improving credit quality of the portfolio, and as a result of higher interest rates. For the year, cash operating earnings were up 16 percent to $\$ 523$ million. The increase in cash operating earnings reflects a two percent increase in revenue and improved credit quality due to lower consumer bankruptcies and enhanced collections performance. The cash return on managed assets for the full year was 1.45 percent.
- Home finance revenues increased to $\$ 341$ million, a 21 percent increase from fourth quarter 1998, and cash operating earnings rose 10 percent, primarily as a result of growth in servicing and portfolio levels. For full year 1999, home finance revenues were 18 percent higher than in the prior year, due to higher volumes of originations and servicing, and cash operating earnings increased by 13 percent.
- Regional consumer banking revenues rose eight percent from the fourth quarter of 1998, reflecting higher deposit levels, the benefit from higher interest rates, and growth in consumer banking fees. Cash operating earnings grew by 15 percent. Revenues and cash operating earnings for the full year increased by nine percent and 17 percent, respectively over 1998.
- Revenues from diversified consumer services were $\$ 280$ million in the fourth quarter, down two percent from the same 1998 quarter as auto origination levels have slowed from peak levels in late 1998 and early 1999. For the full year, revenues from diversified consumer services were up 20 percent while cash operating earnings increased 33 percent.
- Middle Market revenues were $\$ 251$ million, up two percent from the fourth quarter of 1998. Cash operating earnings increased four percent over the prior year quarter. These results reflect growth in loan volume along with improved credit quality and disciplined expense management. For the year, middle market revenues were up two percent and cash operating earnings increased four percent.


## Additional Financial Information

- Chase acquired Hambrecht \& Quist Group for \$1.46 billion on December 9. Chase 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 integration efforts are proceeding smoothly with revenues exceeding initial expectations. Although Chase only benefited from H\&Q's revenues from December 9, total fourth quarter revenues for $H \& Q$ were $\$ 371$ million, compared to average quarterly revenue of approximately $\$ 163$ million for the previous four reported quarters.
- Total assets at December 31, 1999 were $\$ 406$ billion compared with $\$ 371$ billion at September 30, 1999 and $\$ 366$ billion from a year ago. Management estimates that approximately $\$ 28$ billion of the increase in assets and \$10 billion of the deposit increase from September 30, 1999, is a result of Year 2000-related Chase balance sheet management actions and cash management activities of clients. Chase's Tier One capital ratio was 8.2 percent at December 31, 1999, compared with 8.3 percent on December 31, 1998, despite the temporary growth in the year-end balance sheet and net repurchases of $\$ 2.3$ billion during the year.
- On a managed basis, including securitizations, net credit losses were $\$ 810$ million in the fourth quarter of 1999 , up from $\$ 633$ million in the third quarter of 1999 and up from $\$ 695$ million from the fourth quarter of 1998. Consumer net charge-offs, on a managed basis, were $\$ 523$ million, down from $\$ 531$ million in the third quarter of 1999 and $\$ 579$ million in the fourth quarter of 1998, primarily reflecting a decline in the 1999 fourth quarter in the credit card net charge-off ratio to 5.24 percent. Commercial net charge-offs in the fourth quarter of 1999 were $\$ 287$ million, compared with $\$ 102$ million in the third quarter of 1999 and $\$ 116$ million in the fourth quarter of 1998 , reflecting a charge-off related to one large Asian credit. For the fourth quarter of 1999, total net charge-offs on a reported basis were $\$ 570$ million and the provision for credit losses was $\$ 454$ million. The allowance for loan losses declined by $\$ 98$ million to $\$ 3.46$ billion at year-end. Nonperforming assets at December 31, 1999, were $\$ 1.80$ billion compared with $\$ 2.02$ billion at September 30, 1999 and $\$ 1.61$ billion at December 31, 1998.
- Total operating noninterest expenses increased 12 percent to \$12.1 billion in 1999, and were up 11 percent to $\$ 3.2$ billion in the fourth quarter, reflecting higher incentives related to revenue increases as well as investment spending and costs related to Year 2000 issues.
- Operating results (revenues, expenses and earnings) for 1999 exclude the impact of credit card securitizations, restructuring costs and special items. The 1999 fourth quarter reported results included interest income from prior years' tax refunds of $\$ 62$ million and a net restructuring charge of $\$ 48$ million. The net restructuring charge reflects a $\$ 75$ million charge taken in connection with planned staff reductions and premises and equipment dispositions resulting from the relocation of several business functions, and a $\$ 100$ million charge associated with restructuring actions undertaken in certain businesses. These charges were partially offset by the reversal of $\$ 127$ million of costs primarily related to occupancy not fully utilized under the $\$ 510$ million charge taken in 1998.

The Chase Manhattan Corporation is one of the world's premier financial services institutions, with operations in 48 countries around the globe. Chase has a top-tier ranking in all areas of investment banking, private banking, trading and global markets activities as well as information and transaction processing. Chase, a leading provider of financial solutions to large corporations, financial institutions, government entities, middle market firms, small businesses and individuals, has relationships with more than 30 million consumers across the United States through products and services such as credit cards, mortgages, online banking, debit cards, deposit products and auto loans. Chase can be reached on the Web at WwW.chase.com. A live audio webcast of Chase's fourth quarter and full year 1999 analyst presentation will be available in the investor relations site of www.chase.com at $11 \mathrm{a} . \mathrm{m}$. on January 19, 2000.

This press release contains forward-looking statements. Those statements are based on management's current expectations or beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. For a discussion of certain factors that could cause actual results to differ materially from those described in the forward-looking statements, please refer to Chase's filings with the Securities and Exchange Commission, particularly the section entitled "Important Factors that may Affect Future Results" in Chase's Annual Report on Form 10-K for the year ended December 31, 1998.

| As of or for the period ended | Fourth Quarter |  |  |  |  | $\begin{aligned} & \stackrel{\%}{\text { Over/(Under) }} \\ & \\ & 1998 \end{aligned}$ | For The Year |  |  |  |  | $\begin{gathered} \begin{array}{c} \% \\ \text { Over/(Under) } \end{array} \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 999 |  |  | 998 |  |  | 1999 |  |  | 998 |  |
| OPERATING BASIS (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Revenue | \$ | 6,444 |  |  | 5,344 | 21\% |  | 22,982 |  |  | 19,613 | 17\% |
| Operating Noninterest Expense |  | 3,179 |  |  | 2,873 | 11\% |  | 12,073 |  |  | 10, 817 | 12\% |
| Credit Costs (b) |  | 694 |  |  | 695 | -- |  | 2,614 |  |  | 2,491 | 5\% |
| Operating Earnings |  | 1,683 |  |  | 1,146 | 47\% |  | \$ 5,394 |  |  | \$ 4, 016 | 34\% |
| Operating Earnings Per Share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | \$ 2.04 |  |  | \$ 1.34 | 52\% |  | \$ 6.42 |  |  | \$ 4.63 | 39\% |
| Diluted |  | 1.97 |  |  | 1.31 | 50\% |  | 6.21 |  |  | 4.51 | 38\% |
| Cash Operating Earnings |  | 1,761 |  |  | 1,219 | 44\% |  | \$ 5,691 |  |  | \$ 4, 277 | 33\% |
| Cash Operating Earnings Per Share - Diluted |  | 2.06 |  |  | 1.39 | 48\% |  | 6.56 |  |  | 4.81 | 36\% |
| Shareholder Value Added (SVA) |  | 1,027 |  |  | 470 | 119\% |  | 2,763 |  |  | 1,406 | 97\% |
| Operating Performance Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Managed Assets (c) |  | 1.65 | \% |  | 1.15 | \% |  | 1.39 | \% |  | 1.03 | \% |
| Return on Average Common Equity (c) |  | 30.2 |  |  | 20.1 |  |  | 24.2 |  |  | 18.4 |  |
| Common Dividend Payout Ratio |  | 20 |  |  | 27 |  |  | 26 |  |  | 31 |  |
| Efficiency Ratio (d) |  | 49 |  |  | 54 |  |  | 52 |  |  | 55 |  |
| Selected Balance Sheet Items at Period End: (e) |  |  |  |  |  |  |  |  |  |  |  |  |
| Managed Loans |  |  |  |  |  |  | \$ | 194,098 |  |  | 190,787 | 2\% |
| Total Managed Assets |  |  |  |  |  |  |  | 424,044 |  |  | 383,908 | 10\% |
| AS REPORTED BASIS |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 6,266 |  | \$ | 5,060 | 24\% |  | 22,217 |  |  | 18,656 | 19\% |
| Noninterest Expense (Excluding Restructuring Costs) |  | 3,179 |  |  | 2,873 | 11\% |  | 12,173 |  |  | 10, 854 | 12\% |
| Restructuring Costs |  | 48 |  |  | - | NM |  | 48 |  |  | 529 | (91\%) |
| Provision for Loan Losses |  | 454 |  |  | 411 | 10\% |  | 1,621 |  |  | 1,343 | 21\% |
| Net Income |  | 1,693 |  |  | 1,146 | 48\% |  | \$ 5,446 |  |  | \$ 3,782 | 44\% |
| Net Income Per Share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | \$ 2.05 |  |  | \$ 1.34 | 53\% |  | \$ 6.49 |  |  | \$ 4.35 | 49\% |
| Diluted |  | 1.98 |  |  | 1.31 | 51\% |  | 6.27 |  |  | 4.24 | 48\% |
| Cash Dividends Declared |  | 0.41 |  |  | 0.36 | 14\% |  | 1.64 |  |  | 1.44 | 14\% |
| Share Price at Period End |  |  |  |  |  |  |  | 77.69 |  |  | 71.00 | 9\% |
| Book Value at Period End |  |  |  |  |  |  |  | 27.43 |  |  | 26.90 | 2\% |
| Common Shares Outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Common Shares: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 817.5 |  |  | 842.3 | (3\%) |  | 828.8 |  |  | 846.1 | (2\%) |
| Diluted |  | 845.3 |  |  | 863.0 | (2\%) |  | 857.0 |  |  | 869.3 | (1\%) |
| Common Shares at Period End |  |  |  |  |  |  |  | 827.2 |  |  | 848.0 | (2\%) |
| Performance Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Total Assets (c) |  | 1.73 | \% |  | 1.20 | \% |  | 1.47 | \% |  | 1.01 | \% |
| Return on Average Common Equity (c) |  | 30.4 |  |  | 20.1 |  |  | 24.5 |  |  | 17.3 |  |
| Selected Balance Sheet Items at Period End: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  | \$ | 176,159 |  | \$ | 172,754 | 2\% |
| Total Assets |  |  |  |  |  |  |  | 406,105 |  |  | 365, 875 | 11\% |
| Deposits |  |  |  |  |  |  |  | 241, 745 |  |  | 212,437 | 14\% |
| Total Stockholders' Equity |  |  |  |  |  |  |  | 23,617 |  |  | 23,838 | (1\%) |
| Capital Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier I Capital Ratio |  |  |  |  |  |  |  | 8.2 | \%(f) |  | 8.3 | \% |
| Total Capital Ratio |  |  |  |  |  |  |  | 11.8 | (f) |  | 12.0 |  |
| Tier I Leverage |  |  |  |  |  |  |  | 6.6 | (f) |  | 6.4 |  |

(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 12.
(b) Includes provision for loan losses and credit costs related to the securitized credit card portfolio.
(c) Ratios for the fourth quarter of 1999 and 1998 are based on annualized amounts.
(d) Noninterest expense as a percentage of the total of net interest income and noninterest revenue (excluding restructuring costs, 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

|  | Global Bank |  |  | National Consumer Services |  |  | Global Services |  |  | Total (a) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fourth Quarter | 1999 | Over/ <br> (Under) | $1998$ | 1999 | Over/ (Under) | $1998$ | 1999 | Over/ (Under | ) 1998 | 1999 | Over/ <br> (Under) | 1998 |
| Operating Revenue | \$ 3,214 | \$ 1,019 | 46\% | \$ 2,503 | \$ 41 | 2\% | \$ 812 | \$ 53 | 7\% | 6,444 | \$ 1,100 | 21\% |
| Operating Earnings | 1,193 | 523 | 78 | 387 | 14 | 4 | 111 | (8) | (7) | 1,683 | 537 | 47 |
| Cash Operating Earnings | 1,209 | 529 | 78 | 426 | 10 | 2 | 127 | (6) | (5) | 1,761 | 542 | 44 |
| Average Common Equity | 13,247 | 873 | 7 | 8,079 | 471 | 6 | 2,882 | 337 | 13 | 21,917 | (385) | (2) |
| Average Managed Assets (b) | 248,243 | $(2,593)$ | ) (1) | 135,005 | 13,370 | 11 | 16,227 | (870) | (5) | 405,524 | 8,970 | 2 |
| Shareholder Value Added (SVA) | 766 | 501 | 189 | 156 | (4) | (3) | 31 | (17) | (35) | 1,027 | 557 | 119 |
| Cash Return on Common Equity | 36.0\% |  | 1,450bp | 20.7\% |  | (70) bp | 17.2\% |  | (320) bp | 31.6\% |  | 1, 020bp |
| Cash Efficiency Ratio | 37 |  | (900) | 52 |  | 300 | 76 |  | 400 | 48 |  | (400) |

GLOBAL BANK
KEY FINANCIAL MEASURES

|  | Fourth Quarter 1999 |  |  | Over/(Under) 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Revenues | ```Cash Operating Earnings``` | Cash Efficiency Ratio | Operating Revenues | ```Cash Operating Earnings``` | ```Cash Efficiency Ratio``` |
| Global Markets | \$ 888 | \$ 269 | 54\% | (15)\% | (30)\% | 1,400bp |
| Chase Capital Partners | 1,255 | 772 | 4 | 419 | 485 | (700) |
| Global Investment Banking | 481 | 100 | 67 | 56 | 18 | 1,200 |
| Corporate Lending | 394 | 137 | 32 | (9) | (11) | 400 |
| Global Private Bank | 229 | 37 | 73 | 7 | (5) | 400 |
| Other Global Bank | (33) | (106) | NM | NM | NM | NM |
| Totals | \$ 3,214 | \$ 1, 209 | 37\% | 46\% | 78\% | (900) bp |

## NATIONAL CONSUMER SERVICES

KEY FINANCIAL MEASURES

|  | Fourth Quarter 1999 |  |  | Over/(Under) 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Revenues | Cash Operating Earnings | Cash Efficiency Ratio | Operating Revenues | Cash Operating Earnings | Cash Efficiency Ratio |
| Chase Cardmember Services | \$ 984 | \$ 140 | 35\% | ( 6 )\% | 11\% | - bp |
| Regional Consumer Banking | 630 | 118 | 66 | 8 | 15 | (200) |
| Chase Home Finance | 341 | 79 | 58 | 21 | 10 | 500 |
| Diversified Consumer Services | 280 | 38 | 57 | (2) | (36) | 1,000 |
| Middle Markets | 251 | 59 | 55 | 2 | 4 | - |
| Other NCS | 17 | (8) | NM | NM | NM | NM |
| Totals | \$ 2,503 | \$ 426 | 52\% | 2\% | 2\% | 300bp |

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. During 1999 organizational changes occurred that 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 Services franchise and the Global Asset Management and Mutual Funds business, which previously was included 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

|  | Global Bank |  |  | National Consumer Services |  |  | Global Services |  |  |  |  | Total (a) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For The Year | 1999 | Over/ (Under) | $1998$ | 1999 | Over/ <br> (Under) | 1998 |  | 1999 |  | over/ Under | $1998$ |  | 1999 |  | Over/ Under) | 1998 |
| Operating Revenue | \$10,379 | \$2,424 | 30\% | \$ 9,847 | \$ 698 | 8\% | \$ | 3,120 | \$ | 294 | 10\% | \$ | 22,982 |  | 3,369 | 17\% |
| Operating Earnings | 3,513 | 1,168 | 50 | 1,518 | 241 | 19 |  | 463 |  | 6 | 1 |  | 5,394 |  | 1,378 | 34 |
| Cash Operating Earnings | 3,564 | 1,177 | 49 | 1,677 | 232 | 16 |  | 525 |  | 39 | 8 |  | 5,691 |  | 1,414 | 33 |
| Average Common Equity | 12,616 | 640 | 5 | 7,823 | 180 | 2 |  | 2,855 |  | 672 | 31 |  | 21,977 |  | 649 | 3 |
| Average Managed Assets (b) | 235,197 | $(16,166)$ | (6) | 129,314 | 10,268 | 9 |  | 16,540 |  | , 204 | 15 |  | 87,858 |  | $(3,364)$ | (1) |
| Shareholder Value Added (SVA) | 1,885 | 1,109 | 143 | 636 | 218 | 52 |  | 145 |  | (48) | (25) |  | 2,763 |  | 1,357 | 97 |
| Cash Return on Common Equity | 27.9\% |  | 850bp | 21.1\% |  | 260bp |  | 18.1\% |  |  | (370) bp |  | 25.6\% |  |  | 600bp |
| Cash Efficiency Ratio | 43 |  | (600) | 50 |  | - |  | 74 |  |  | 200 |  | 51 |  |  | (300) |

global bank
KEY FINANCIAL MEASURES

| For The Year 1999 |  |  | Over/(Under) 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenues | Cash <br> Operating Earnings |  | Operating Revenues | Cash Operating Earnings | ```Cash Efficiency Ratio``` |
| \$ 4,090 | \$ 1,369 | 48\% | 20\% | 35\% | (400) bp |
| 2,330 | 1,383 | 7 | 178 | 210 | (800) |
| 1,576 | 335 | 66 | 25 | 15 | 400 |
| 1,546 | 548 | 29 | (2) | (2) | 100 |
| 887 | 169 | 67 | 4 | (6) | 300 |
| (50) | (240) | NM | NM | NM | NM |
| \$ 10,379 | \$ 3,564 | 43\% | 30\% | 49\% | (600) bp |

## NATIONAL CONSUMER SERVICES

KEY FINANCIAL MEASURES



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. During 1999 organizational changes occurred that 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 Services franchise and the Global Asset Management and Mutual Funds business, which previously was included 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

(a) The 1999 fourth quarter includes a net restructuring charge of \$48 million reflecting a $\$ 75$ million charge taken in connection with planned staff reductions and premises and equipment dispositions resulting from the relocation of several business functions, and a $\$ 100$ million charge associated with restructuring actions undertaken in certain businesses. These charges were partially offset by the reversal of $\$ 127$ million of costs primarily related to occupancy not fully utilized under the $\$ 510$ million charge taken in 1998. 1998 includes the $\$ 510$ million charge taken in connection with initiatives to streamline support functions, and merger-related restructuring costs of \$19 million.
NM - Not meaningful
Unaudited


NONINTEREST EXPENSE

(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.
(d) Includes REIT minority interest of $\$ 11$ million in each quarter and $\$ 44$ million in each year.
(e) Represents a $\$ 100$ million special contribution to The Chase Manhattan Foundation.
NM - Not meaningful
Unaudited

|  | FOURTH QUARTER 1999 |  |  |  | FOURTH QUARTER 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTED RESULTS (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 | \$ 2,380 | \$ - | \$ - | \$ 2,380 | \$ 1,478 | \$ - | \$ | \$ 1,478 |
| Less Market-Sensitive Revenue | 3,886 | 240 | (62) | 4,064 | 3,582 | 284 | - | 3,866 |
| Total Revenue | 6,266 | 240 | (62) | 6,444 | 5,060 | 284 | - | 5,344 |
| Noninterest Expense | 3,179 | - | - | 3,179 | 2,873 | - | - | 2,873 |
| Operating Margin | 3,087 | 240 | (62) | 3,265 | 2,187 | 284 | - | 2,471 |
| Credit costs | 454 | 240 | - | 694 | 411 | 284 | - | 695 |
| Income Before Restructuring Costs | 2,633 | - | (62) | 2,571 | 1,776 | - | - | 1,776 |
| Restructuring Costs | 48 | - | (48) | - | - | - | - | - |
| Income Before Income Tax Expense | 2,585 | - | (14) | 2,571 | 1,776 | - | - | 1,776 |
| Income Tax Expense | 892 | - | (4) | 888 | 630 | - | - | 630 |
| Net Income | \$ 1,693 | \$ | \$ (10) | \$ 1,683 | \$ 1,146 | \$ |  | \$ 1,146 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic | \$ 2.05 |  |  | \$ 2.04 | \$ 1.34 |  |  | \$ 1.34 |
| Diluted | \$ 1.98 |  |  | \$ 1.97 | \$ 1.31 |  |  | \$ 1.31 |


|  | FOR THE YEAR 1999 |  |  |  | FOR THE YEAR 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTED RESULTS (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 | \$ 7,392 | \$ - | \$ - | \$ 7,392 | \$ 5, 027 | \$ - | \$ - | \$ 5, 027 |
| Less Market-Sensitive Revenue | 14,825 | 993 | (228) | 15,590 | 13,629 | 1,148 | (191) | 14,586 |
| Total Revenue | 22,217 | 993 | (228) | 22,982 | 18,656 | 1,148 | (191) | 19,613 |
| Noninterest Expense | 12,173 | - | (100) | 12,073 | 10,854 | - | (37) | 10,817 |
| Operating Margin | 10,044 | 993 | (128) | 10,909 | 7,802 | 1,148 | (154) | 8,796 |
| Credit Costs | 1,621 | 993 | - | 2,614 | 1,343 | 1,148 | - | 2,491 |
| Income Before Restructuring Costs | 8,423 | - | (128) | 8,295 | 6,459 | - | (154) | 6,305 |
| Restructuring Costs | 48 | - | (48) | - | 529 | - | (529) | - |
| Income Before Income Tax Expense | 8,375 | - | (80) | 8,295 | 5,930 | - | 375 | 6,305 |
| Income Tax Expense | 2,929 | - | (28) | 2,901 | 2,148 | - | 141 | 2,289 |
| Net Income | \$ 5,446 | \$ | \$ (52) | \$ 5,394 | \$ 3,782 | \$ | \$ 234 | \$ 4,016 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic | \$ 6.49 |  |  | \$ 6.42 | \$ 4.35 |  |  | \$ 4.63 |
| Diluted | \$ 6.27 |  |  | \$ 6.21 | \$ 4.24 |  |  | \$ 4.51 |

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 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 fourth quarter results included interest income from prior years' tax refunds of $\$ 62$ million and a net restructuring charge of $\$ 48$ million. The net restructuring charge reflects a $\$ 75$ million charge taken in connection with planned staff reductions and premises and equipment dispositions resulting from the relocation of several business functions, and a $\$ 100$ million charge associated with restructuring actions undertaken in certain businesses. These charges were partially offset by the reversal of $\$ 127$ million of costs primarily related to occupancy not fully utilized under the $\$ 510$ million charge taken in 1998. Also included in the 1999 full year results were $\$ 166$ 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 full year results included interest income from prior years' tax refunds of $\$ 191$ million, costs incurred for accelerated vesting of stock-based incentive awards of $\$ 37 \mathrm{million}$, and a $\$ 510$ million charge taken in connection with initiatives to streamline support functions, and merger-related restructuring costs of $\$ 19$ million.

Unaudited

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 \$3,457 in 1999 and $\$ 3,552$ in 1998)
Other Assets
TOTAL ASSETS

LIABILITIES
Deposits:
Domestic:
Noninterest-Bearing Interest-Bearing
Foreign:
Noninterest-Bearing
Interest-Bearing
Total Deposits
Federal Funds Purchased and Securities
Sold Under Repurchase Agreements
Commercial Paper
Other Borrowed Funds
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities, Including the Allowance for Credit Losses of \$170 in 1999 and 1998
Long-Term Debt
Guaranteed Preferred Beneficial Interests in Corporation's Junior Subordinated Deferrable Interest Debentures

TOTAL LIABILITIES

PREFERRED STOCK OF SUBSIDIARY

STOCKHOLDERS' EQUITY
Preferred Stock
\$ 49, 468
\$ 47,541
85, 886
4, 082
6, 061
74,928
241,745
50, 148
8,509
5,145
38,573
41, 632
$17,678 \quad 15,514$
16, 187
2,538
381, 938
------
341, 487

Common Stock

| 928 | 1,028 |
| :---: | :---: |
| 882 | 882 |
| 9,714 | 9,836 |
| 17,547 | 13,544 |
| $(1,454)$ | 392 |
| $(4,000)$ | $(1,844)$ |
| 23,617 | 23,838 |

Capital Surplus

Retained Earnings
==========
Accumulated Other Comprehensive Income (Loss)
Treasury Stock, at Cost
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY AND STOCKHOLDERS' EQUITY
\$ 406, 105
==============
\%
Over/(Under)
1998

NM - Not meaningful
Unaudited



|  | \% |  |  |  |  | $\stackrel{\%}{\text { Over/(Under) }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credi | Assets | Over/(Under) | Nonper | sets |  |
| December 31, | 1999 | 1998 | 1998 | 1999 | 1998 | 1998 |

## CONSUMER LOANS

Domestic Consumer:

1-4 Family Residential Mortgages
Credit Card - Reported
Credit Card Securitizations (b)
Credit Card - Managed
Auto Financings
Other Consumer
Total Domestic Consumer
Total Foreign Consumer
Total Consumer Loans
COMMERCIAL LOANS
Domestic Commercial
Commercial and Industrial
Commercial Real Estate
Total Domestic Commercial
Total Foreign Commercial
Total Commercial Loans
Derivative and FX Contracts

Total Commercial Credit-Related

Total Managed Credit-Related
Assets Acquired as Loan Satisfactions

Total Nonperforming Assets

| \$ 44, 262 | \$41, 831 |
| :---: | :---: |
| 15,633 | 14, 229 |
| 17,939 | 18, 033 |
| 33,572 | 32, 262 |
| 18,442 | 16,456 |
| 6,902 | 8,375 |
| 103,178 | 98,924 |
| 2,800 | 2,939 |
| 105,978 | 101, 863 |
| 52,308 | 49,706 |
| 3,636 | 3,984 |
| 55,944 | 53,690 |
| 32,176 | 35, 234 |
| 88,120 | 88,924 |
| 33,611 | 33, 255 |
| 121,731 | 122,179 |
| \$227, 709 | \$224, 042 |

$6 \%$
$10 \%$
$(1 \%)$

$4 \%$
$12 \%$
$(18 \%)$

$4 \%$
$(5 \%)$

$4 \%$

$5 \%$
$(9 \%)$
$4 \%$
$(9 \%)$
$(1 \%)$
$1 \%$

\%
Fourth Quarter Over/(Under)

NET CHARGE-OFFS
1999
-----------
1998
CONSUMER LOANS
Domestic Consumer:

| 1-4 Family Residential Mortgages | \$ 10 | \$ 9 | 11\% |
| :---: | :---: | :---: | :---: |
| Credit Card - Reported | 187 | 212 | (12\%) |
| Credit Card Securitizations (b) | 240 | 284 | (15\%) |
| Credit Card - Managed | 427 | 496 | (14\%) |
| Auto Financings | 24 | 19 | 26\% |
| Other Consumer | 52 | 44 | 18\% |
| Total Domestic Consumer | 513 | 568 | (10\%) |
| Total Foreign Consumer | 10 | 11 | (9\%) |
| Total Consumer Loans | 523 | 579 | (10\%) |
| COMMERCIAL LOANS |  |  |  |
| Domestic Commercial: |  |  |  |
| Commercial and Industrial | 107 | 9 | NM |
| Commercial Real Estate | (1) | (5) | NM |
| Total Domestic Commercial | 106 | 4 | NM |
| Total Foreign Commercial | 181 | 112 | 62\% |
| Total Commercial Loans | 287 | 116 | 147\% |
| Total Managed Net Charge-offs (c) | \$ 810 | \$ 695 | 17\% |

(a) Includes currently performing loans placed on a cash basis because of concerns as to collectibility.
(b) Represents the portion of Chase's credit card receivables that have been securitized.
(c) Excludes charge-offs for risk management instruments which are netted against trading revenues.
$\qquad$-


|  | At December 31, 1999 |  |  |  |  |  | At Dec. 31, 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | LendingRelated (b) | TradingRelated (c) | Gross <br> Local Country Assets | Less <br> Local Funding | Net <br> CrossBorder Exposure (a) | Country <br> Related <br> Resale <br> Agree- <br> ments (a) | Net <br> CrossBorder Exposure | Country <br> Related <br> Resale <br> Agreements |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| LATIN AMERICA |  |  |  |  |  |  |  |  |
| ----- |  |  |  |  |  |  |  |  |
| Brazil | \$ 0.9 | \$ 0.2 | \$ 1.3 | \$ (1.0) | \$ 1.4 | \$ 0.9 | \$ 2.3 | \$ 0.9 |
| Argentina | 2.1 | 0.2 | 0.4 | (0.3) | 2.4 | 0.6 | 2.3 | 0.5 |
| Mexico | 1.6 | 0.8 | 0.4 | (0.4) | 2.4 | 0.5 | 1.8 | 0.4 |
| Chile | 0.9 | - | 0.1 | (0.1) | 0.9 | - | 0.9 | - |
| Colombia | 0.6 | - | - | - | 0.6 | - | 0.8 | - |
| Venezuela | 0.3 | - | - | - | 0.3 | 0.1 | 0.4 | - |
| All Other Latin America (d) | 0.7 | 0.1 | 0.8 | (0.8) | 0.8 | - | 1.0 | - |
| Total Latin America | \$ 7.1 | \$ 1.3 | \$ 3.0 | \$ (2.6) | \$ 8.8 | \$ 2.1 | \$ 9.5 | \$ 1.8 |

ASIAN IMF COUNTRIES

| South Korea | \$ 0.6 | \$ 0.2 | \$ 0.9 | \$ (0.3) | \$ 1.4 | \$ | - | \$ 2.4 | \$ - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Indonesia | 0.8 | 0.1 | 0.1 | (0.1) | 0.9 |  | - | 1.2 | - |
| Thailand | 0.1 | 0.1 | 0.7 | (0.2) | 0.7 |  | - | 0.9 | - |
| Subtotal | 1.5 | 0.4 | 1.7 | (0.6) | 3.0 |  | - | 4.5 | - |

OTHER EMERGING ASIA

| Hong Kong | 0.4 | 0.1 | 4.5 | (4.5) |
| :---: | :---: | :---: | :---: | :---: |
| Singapore | 0.8 | 0.1 | 0.1 | (0.1) |
| Philippines | 0.1 | 0.1 | 0.3 | (0.1) |
| Malaysia | 0.1 | 0.1 | 0.6 | (0.1) |
| China | 0.2 | 0.2 | 0.1 | (0.1) |
| All Other Asia | 0.3 | - | 0.5 | (0.3) |
| Total Emerging Asia (e) | \$ 3.4 | \$ 1.0 | \$ 7.8 | \$ (5.8) |

(a) Estimated cross-border disclosure is based on the Federal Financial 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 of legally enforceable master netting agreements.
(d) Excludes Bermuda and Cayman Islands.
(e) Excludes Japan, Australia and New Zealand. The net cross-border exposure for Japan, Australia and New Zealand at December 31, 1999 was $\$ 4.9$ billion,
$\$ 2.0$ billion and $\$ 0.3$ billion, respectively, compared with $\$ 5.2$ billion, $\$ 1.9$ billion and \$0.6 billion, respectively, at December 31, 1998. Japan also had country-related resale agreements of $\$ 3.3$ billion at December 31, 1999, compared with \$1.7 billion at December 31, 1998

Unaudited


(a) Excludes the impact of the credit card securitizations.
(b) Includes interest income of $\$ 62$ million recognized in the 1999 fourth quarter and $\$ 191$ million recognized in 1998 for prior years' tax refunds. Excluding these amounts, the net yield on interest-earning assets would be $3.07 \%, 3.22 \%$ and $3.13 \%$ for the 1999 fourth quarter, 1999 full year and 1998 full year,respectively.

Chase Capital Partners Investment Portfolio at December 31, 1999

| (\$ in millions) | Carrying Value | Cost |
| :---: | :---: | :---: |
| Total Public Securities (101 securities) | \$ 2, 624 | \$ 696 |
| Total Non-Public Direct Investments (484 investments) | 4,481 | 4,344 |
| Total Non-Public Fund Investments (282 funds) | 1,844 | 1,867 |
| Total Investment Portfolio | \$ 8,949 | \$ 6,907 |

Public Securities Investments at December 31, 1999


*     - owned through a limited partnership

Policy:

Public securities held by Chase Capital Partners are marked-to-market at the quoted public value less liquidity discounts, with the resulting unrealized gains/losses included in the income statement. Chase's valuation policy for public securities incorporates the use of these liquidity discounts and price averaging methodologies in certain circumstances to take into account the fact that Chase can not immediately realize such public quoted values due to the numerous regulatory, corporate and contractual sales restrictions. Non-Public investments are carried at cost, with the exception of holdings in which a subsequent investment by an unaffiliated party indicates a valuation in excess of cost and holdings for which evidence of an other-than-temporary decline in value exists.

