## THE CHASE MANHATTAN CORPORATION

 (Exact name of registrant as specified in its charter)> Delaware
> -----------------------------incorporation or organization)

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

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

$$
\text { Yes }|X| \quad \text { No }|-|
$$

Common Stock, \$1 Par Value
426,722,484
Number of shares outstanding of each of the issuer's classes of common stock on April 30, 1998.
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## THE CHASE MANHATTAN CORPORATION and Subsidiaries

CONSOLIDATED BALANCE SHEET
(in millions, except share data)

## 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, Net of Allowance for Credit Losses of $\$ 75$ in 1998 and 1997
Securities
Loans
Allowance for Credit Losses

## Net Loans

Premises and Equipment
Due from Customers on Acceptances
Accrued Interest Receivable
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
Acceptances Outstanding
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities, Including
the Allowance for Credit Losses of \$170 in 1998 and 1997
Long-Term Debt
Guaranteed Preferred Beneficial Interests in Corporation's
Junior Subordinated Deferrable Interest Debentures
TOTAL LIABILITIES
COMMITMENTS AND CONTINGENCIES (See Note 6)
PREFERRED STOCK OF SUBSIDIARY
STOCKHOLDERS' EQUITY
Preferred Stock
Common Stock (Issued 440, 766, 001 and 440,753, 296 Shares)
Capital Surplus
Retained Earnings
Accumulated Other Comprehensive Income
Treasury Stock, at Cost (14,924,965 and $19,788,820$ Shares)
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY
AND STOCKHOLDERS' EQUITY

| $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 1997 \end{gathered}$ |
| :---: | :---: |
| \$ 14,906 | \$ 15,704 |
| 3,465 | 2,886 |
| 23,739 | 30,928 |
| 36,658 | 34,641 |
| 34,587 | 37,752 |
| 59,819 | 52,738 |
| 167,944 | 168,454 |
| $(3,622)$ | $(3,624)$ |
| 164,322 | 164,830 |
| 3,841 | 3,780 |
| 1,398 | 1,719 |
| 2,873 | 3,359 |
| 20,107 | 17,184 |
| \$ 365,715 | \$ 365,521 |



| 550 | 550 |
| :---: | :---: |
| 1,368 | 1,740 |
| 441 | 441 |
| 10,141 | 10,360 |
| 11,471 | 11,086 |
| 134 | 112 |
| $(1,514)$ | $(1,997)$ |
| 22,041 | 21,742 |
| \$ 365,715 | \$ 365,521 |

The Notes to Financial Statements are an integral part of these Statements.

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| INTEREST INCOME |  |  |
| Loans | \$3,405 | \$3,129 |
| Securities | 889 | 722 |
| Trading Assets | 676 | 626 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements | 671 | 559 |
| Deposits with Banks | 152 | 106 |
| Total Interest Income | 5,793 | 5,142 |
| INTEREST EXPENSE |  |  |
| Deposits | 1,815 | 1,515 |
| Short-Term and Other Borrowings | 1,509 | 1,302 |
| Long-Term Debt | 305 | 257 |
| Total Interest Expense | 3,629 | 3,074 |
| NET INTEREST INCOME | 2,164 | 2,068 |
| Provision for Credit Losses | 344 | 220 |
| NET INTEREST INCOME AFTER PROVISION FOR CREDIT LOSSES | 1,820 | 1,848 |
| NONINTEREST REVENUE |  |  |
| Investment Banking Fees | 361 | 176 |
| Trust, Custody and Investment Management Fees | 348 | 310 |
| Credit Card Revenue | 300 | 261 |
| Service Charges on Deposit Accounts | 91 | 91 |
| Fees for Other Financial Services | 419 | 383 |
| Trading Revenue | 480 | 405 |
| Securities Gains | 83 | 101 |
| Revenue from Equity-Related Investments | 287 | 164 |
| Other Revenue | 96 | 191 |
| Total Noninterest Revenue | 2,465 | 2,082 |
| NONINTEREST EXPENSE |  |  |
| Salaries | 1,254 | 1,124 |
| Employee Benefits | 224 | 222 |
| Occupancy Expense | 189 | 187 |
| Equipment Expense | 209 | 190 |
| Restructuring Costs | 521 | 30 |
| Other Expense | 738 | 694 |
| Total Noninterest Expense | 3,135 | 2,447 |
| INCOME BEFORE INCOME TAX EXPENSE | 1,150 | 1,483 |
| Income Tax Expense | 425 | 556 |
| NET INCOME | \$ 725 | \$ 927 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 691 | \$ 872 |
| NET INCOME PER COMMON SHARE: |  |  |
| Basic | \$ 1.64 | \$ 2.02 |
| Diluted | \$ 1.59 | \$ 1.97 |

The Notes to Financial Statements are an integral part of these Statements.

|  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: |
| Preferred Stock: |  |  |  |  |
| Balance at Beginning of Year | \$ | 1,740 | \$ | 2,650 |
| Redemption of Stock |  | (372) |  | (150) |
| Balance at End of Period | \$ | 1,368 | \$ | 2,500 |
| Common Stock: |  |  |  |  |
| Balance at Beginning and End of Period | \$ | 441 | \$ | 441 |
| Capital Surplus: |  |  |  |  |
| Balance at Beginning of Year |  | 10,360 |  | 10,459 |
| Shares Issued and Commitments to Issue Common Stock for Employee Stock-Based Awards and Related Tax Effects |  | (219) |  | (160) |
| Balance at End of Period |  | 10,141 |  | 10,299 |
| Retained Earnings: |  |  |  |  |
| Balance at Beginning of Year |  | 11,086 | \$ | 8,610 |
| Net Income |  | 725 |  | 927 |
| Cash Dividends Declared: |  |  |  |  |
| Preferred Stock |  | (34) |  | (55) |
| Common Stock |  | (306) |  | (265) |
| Balance at End of Period |  | 11,471 | \$ | 9,217 |
| Accumulated Other Comprehensive Income: |  |  |  |  |
| Balance at Beginning of Year | \$ | 112 | \$ | (271) |
| Other Comprehensive Income |  | 22 |  | (270) |
| Balance at End of Period | \$ | 134 | \$ | (541) |
| Common Stock in Treasury, at Cost: |  |  |  |  |
| Balance at Beginning of Year |  | $(1,997)$ | \$ | (895) |
| Purchase of Treasury Stock |  | (73) |  | (609) |
| Reissuance of Treasury Stock |  | 556 |  | 330 |
| Balance at End of Period |  | $(1,514)$ |  | $(1,174)$ |
| Total Stockholders' Equity |  | 22,041 |  | 20,742 |
| Comprehensive Income: |  |  |  |  |
| Net Income | \$ | 725 | \$ | 927 |
| Other Comprehensive Income |  | 22 |  | (270) |
| Comprehensive Income | \$ | 747 | \$ | 657 |

[^0]Item 1. (continued)
THE CHASE MANHATTAN CORPORATION and Subsidiaries
CONSOLIDATED STATEMENT OF CASH FLOWS
Three months Ended March 31,
(in millions)

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| Operating Activities |  |  |
| Net Income | \$ 725 | \$ 927 |
| Adjustments to Reconcile Net Income to Net Cash Provided (Used) by Operating Activities: |  |  |
|  |  |  |
| Provision for Credit Losses | 344 | 220 |
| Restructuring Costs | 521 | 30 |
| Depreciation and Amortization | 242 | 235 |
| Net Change In: |  |  |
| Trading-Related Assets | 1,379 | $(6,880)$ |
| Accrued Interest Receivable | 486 | (195) |
| Other Assets | $(3,301)$ | (572) |
| Trading-Related Liabilities | $(4,300)$ | 8,750 |
| Accrued Interest Payable | (61) | 166 |
| Other Liabilities | 485 | 671 |
| Other, Net | (867) | 95 |
| Net Cash Provided (Used) by Operating Activities | $(4,347)$ | 3,447 |

Investing Activities
Net Change In:
Deposits with Banks
Federal Funds Sold and Securities Purchased Under Resale Agreements
Loans Due to Sales and Securitizations

| (579) | 5,046 |
| :---: | :---: |
| 5,966 | $(5,802)$ |
| 9,320 | 5,948 |
| $(9,175)$ | $(6,876)$ |
| 86 | (172) |
| 286 | 229 |
| (20) | (18) |
| 6,396 | 1,820 |
| 37,873 | 16,323 |
| $(50,301)$ | $(14,635)$ |
| (148) | 1,863 |

Financing Activities
Net Change In:
Noninterest-Bearing Domestic Demand Deposits

| $(1,512)$ | $(2,794)$ |
| :---: | :---: |
| 5,797 | (501) |
| $(1,877)$ | $(1,596)$ |
| 812 | 2,285 |
| 23 | $(2,132)$ |
| (326) | (37) |
| 1,831 | 1,121 |
| (662) | (625) |
| 337 | 170 |
| (372) | (150) |
| (73) | (1, 031) |
| (295) | (296) |
| 3,683 | $(5,586)$ |
| 14 | 20 |
| (798) | (256) |
| 15,704 | 14,605 |
| \$ 14, 906 | \$ 14, 349 |
| \$ 3,690 | \$ 2,908 |
| \$ 159 | \$ 160 |

The Notes to Financial Statements are an integral part of these Statements.

Item 1. (continued)

See Glossary of Terms on page 34 for definition of terms used throughout the Notes to Financial Statements.

## NOTES TO FINANCIAL STATEMENTS

## NOTE 1 - BASIS OF PRESENTATION

The unaudited financial statements of The Chase Manhattan Corporation and Subsidiaries ("Chase") are prepared in accordance with generally accepted accounting principles for interim financial information. In the opinion of management, all necessary adjustments have been included for a fair presentation of this interim financial information. In addition, certain amounts have been reclassified to conform to the current presentation.

Effective January 1, 1998, Chase implemented SFAS 127, which had deferred the effective date of SFAS 125 relating to the accounting for securities lending, repurchase agreements and other secured financing transactions. Under SFAS 125, resale agreements and repurchase agreements are accounted for as secured lending and secured borrowing transactions, respectively, when certain criteria are met. If the criteria are not met, Chase accounts for its resale agreements as purchases of securities with related off-balance sheet forward commitments to resell and accounts for its repurchase agreements as sales of securities with related off-balance sheet forward commitments to repurchase. For resale agreements accounted for as secured lending transactions where Chase, as the secured party, has taken control of securities received as collateral, Chase recognizes the securities in Trading Assets and records an obligation to return those securities in Trading Liabilities. For repurchase agreements accounted for as secured borrowing transactions where the secured party has taken control of securities pledged by Chase as collateral, Chase reclassifies the securities pledged as a receivable, if material. Chase monitors the market value of securities and adjusts the level of collateral for resale and repurchase agreements, as appropriate. The impact of adopting SFAS 127 on Chase's earnings, liquidity and capital resources is not material.

In March 1998, the AICPA issued SOP 98-1, which becomes effective for financial statements for calendar year 1999. Chase elected early adoption beginning in the 1998 first quarter. SOP 98-1 requires the capitalization of eligible costs of specified activities related to computer software developed or obtained for internal use. Chase capitalized $\$ 17$ million of these costs in the 1998 first quarter.

NOTE 2- EARNINGS PER SHARE
For a discussion of Chase's current earnings per share policy, see Note Ten of the 1997 Annual Report. For the calculation of basic and diluted EPS for the three-month periods ended March 31,1998 and 1997 , see Exhibit 11 on page 38.

## NOTE 3- COMPREHENSIVE INCOME

Effective with the first quarter 1998, Chase adopted SFAS 130, which defines and establishes the standards for reporting comprehensive income. Comprehensive income for Chase includes net income as well as the change in unrealized gains and losses on available-for-sale securities and foreign currency translation, each of which includes the impact of related derivatives. Chase has presented these items net of tax in the Statement of Changes in Stockholders' Equity.

Three Months Ended March 31,
(in millions)

Beginning Balance Change During Period

Ending Balance


| 1997 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accumulated |  | Net Unrealized |  | Accumulated |  |
|  |  | Gain(Loss) on |  | Other |  |
| Translation |  |  | rities | Comprehensive |  |
| Adj |  | Avail | e-for-Sale |  |  |
| \$ | 17 | \$ | (288) | \$ | (271) |
|  | 1 |  | (271) |  | (270) |
| \$ | 18 | \$ | (559) (a) | \$ | (541) |

(a) Represents the tax effected difference between the fair value and amortized cost of both the Available-for-Sale securities portfolio and securities classified as loans, which are subject to the provisions of SFAS 115. See Note Five.

Item 1. (continued)

## NOTE 4 - RESTRUCTURING COSTS

During the 1998 first quarter, Chase incurred a one-time pre-tax charge of $\$ 510$ million in connection with initiatives to streamline support functions and realign certain business activities. Annual savings from these actions are expected to amount to approximately $\$ 460$ million, which will be reinvested in Chase's high-growth businesses. The majority of these costs relate to anticipated staff reductions of approximately 4,500 existing positions (approximately $\$ 338$ million), costs in connection with planned dispositions of certain premises and equipment (approximately $\$ 144$ million) and other expenses (approximately $\$ 28$ million). As of March 31, 1998, an immaterial amount was applied against the reserve.

Residual merger-related expenses of $\$ 11$ million and $\$ 30$ million were incurred in the first quarters of 1998 and 1997, respectively, relating to the merger of The Chase Manhattan Corporation and Chemical Banking Corporation. Cumulative-to-date merger-related expenses have amounted to $\$ 367$ million, in addition to the $\$ 1.65$ billion restructuring charge taken at the March 31, 1996 merger date. For a further discussion of Chase's merger-related restructuring costs, refer to Note Twelve and page 29 of Chase's 1997 Annual Report.

## NOTE 5 - SECURITIES

For a discussion of the accounting policies relating to securities, see Note One of Chase's 1997 Annual Report.

The amortized cost and estimated fair value of Chase's securities, including the impact of related derivatives, are presented in the following table.

Available-for-Sale Securities
U.S. Government and Federal

Agency/Corporation Obligations:
Mortgage-Backed Securities
Collateralized Mortgage Obligations
Other, primarily U.S. Treasuries
Obligations of State and Political Subdivisions
Debt Securities Issued by Foreign Governments
Corporate Debt Securities
Equity Securities
Other, primarily Asset-Backed Securities (b)
Total Available-for-Sale Securities (c)

Held-to-Maturity Securities
U.S. Government and Federal

Agency/Corporation Obligations:
Mortgage-Backed Securities
Collateralized Mortgage Obligations
Other, primarily U.S. Treasuries
Other, primarily Asset-Backed Securities (b)
Total Held-to-Maturity Securities

March 31, 1998

| Amortized Cost | Fair <br> Value (a) |
| :---: | :---: |


| \$ | 31,711 | \$ | 31,792 |
| :---: | :---: | :---: | :---: |
|  | 2,284 |  | 2,287 |
|  | 14,391 |  | 14,296 |
|  | 266 |  | 266 |
|  | 6,708 |  | 6,724 |
|  | 295 |  | 303 |
|  | 860 |  | 1,017 |
|  | 435 |  | 423 |
| \$ | 56,950 | \$ | 57,108 |


| $\$$ | 27,849 |
| ---: | ---: |
| 2,013 |  |
| 11,492 |  |
|  | 274 |
| 6,153 |  |
|  | 606 |
| 876 |  |
|  | 308 |
| ------ |  |
| $\$$ | 49,571 |

\$ 27,943
2,018
11, 461
276
6,138
622
1, 015
282
\$ 49,755
==========
\$
1,267
1, 661
52
15
\$ 2,995

| \$ | 1,169 | \$ | 1,182 | \$ | 1,256 | \$ | 1,267 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,474 |  | 1,474 |  | 1,660 |  | 1,661 |
|  | 55 |  | 55 |  | 52 |  | 52 |
|  | 13 |  | 14 |  | 15 |  | 15 |
| \$ | 2,711 | \$ | 2,725 | \$ | 2,983 | \$ | 2,995 |

(a) Gross unrealized gains and losses on available-for-sale securities were $\$ 340$ million and $\$ 182$ million, respectively, at March 31, 1998 and $\$ 386$ million and $\$ 202$ million, respectively, at December 31, 1997. Gross unrealized gains and losses on held-to-maturity securities were $\$ 17$ million and $\$ 3$ million, respectively, at March 31,1998 and $\$ 16$ million and \$4 million, respectively, at December 31, 1997.
(b) Includes collateralized mortgage obligations of private issuers which generally have underlying collateral consisting of obligations of U.S. Government and Federal agencies and corporations.
(c) Excludes securities classified as loans, which are subject to the provisions of SFAS 115. The amortized cost and fair value of these loans, including the impact of related derivatives, were $\$ 771$ million and $\$ 798$ million, respectively, at March 31, 1998. This compares with \$1,005 million and \$982 million, respectively, at December 31, 1997.

Part I
Item 1. (continued)
Net gains from available-for-sale securities sold in the first quarter of 1998
amounted to $\$ 83$ million (gross gains of $\$ 134$ million and gross losses of $\$ 51$
million). Net gains on these sales for the same period in 1997 amounted to \$101
million (gross gains of $\$ 116$ million and gross losses of $\$ 15$ million)
NOTE 6 - COMMITMENTS AND CONTINGENCIES
For a discussion of legal proceedings, see Part II, Item 1 of this Form $10-\mathrm{Q}$.

NOTE 7 - GUARANTEED PREFERRED BENEFICIAL INTERESTS IN CORPORATION'S JUNIOR SUBORDINATED DEFERRABLE INTEREST DEBENTURES

For a discussion of these business trusts, see page 58 of Chase's 1997 Annual Report

The following is a summary of Chase's outstanding capital securities, net of discount, issued by each trust as of March 31, 1998:

| Name of Trust | Amount of Capital Securities, Net of Discount (in millions) | Stated Maturity of Capital Securities | Interest Rate <br> of Capital Securities | Interest <br> Payment Dates |
| :---: | :---: | :---: | :---: | :---: |
| Chase Capital I | \$ 600 | 12/1/2026 | 7.67\% | Semi-annual -commencing 6/1/97 |
| Chase Capital II | 494 | 2/1/2027 | LIBOR + . $50 \%$ | Quarterly - commencing 5/1/97 |
| Chase Capital III | 296 | 3/1/2027 | LIBOR + . $55 \%$ | Quarterly - commencing 6/1/97 |
| Chase Capital IV | 350 | 12/6/2027 | 7.34\% | Quarterly - commencing 3/31/98 |
| Chase Capital V | 200 | 3/31/2028 | 7.03\% | Quarterly - commencing 3/31/98 |
| Total | \$1,940 |  |  |  |

## NOTE 8 - RISK-BASED CAPITAL

For a discussion of the calculation of risk-based capital ratios, see Note Seventeen of Chase's 1997 Annual Report.

The following table presents the capital ratios for Chase and its significant banking subsidiaries. Assets and capital amounts for Chase's banking subsidiaries reflect intercompany transactions, whereas the respective amounts for Chase reflect the elimination of intercompany transactions.

| March 31, 1998 (\$ in millions, except ratios) | , Chase | The Chase Manhattan Bank | Chase <br> Texas | Chase USA |
| :---: | :---: | :---: | :---: | :---: |
| Tier 1 Capital Ratio (a)(c) | 8.06\% | 7.27\% | 8.04\% | 7.95\% |
| Total Capital Ratio (a)(c) | 11.86\% | 10.96\% | 11.00\% | 11.68\% |
| Tier 1 Leverage Ratio (b)(c) | 6.02\% | 5.38\% | 6.83\% | 7.80\% |
| Tier 1 Capital | \$ 22,643 | \$ 16,546 | \$ 1,498 | \$ 2,407 |
| Total Qualifying Capital | 33, 319 | 24,952 | 2,050 | 3,537 |
| Risk-Weighted Assets | 280,825 | 227,584 | 18,629 | 30,284 |
| Adjusted Average Assets | 375,840 | 307,487 | 21,920 | 30,852 |

(a) Tier 1 Capital or Total Capital, as applicable, divided by risk-weighted assets. Risk-weighted assets include assets and off-balance sheet positions, weighted by the type of instruments and the risk weight of the counterparty, collateral or guarantor.
(b) Tier 1 Capital divided by adjusted average assets (net of allowance for credit losses, goodwill and certain intangible assets).
(c) The provisions of SFAS 115 do not apply to the calculation of these ratios.

Part I
Item 1. (continued)

## NOTE 9 - DERIVATIVE AND FOREIGN EXCHANGE FINANCIAL INSTRUMENTS

Chase utilizes various derivative and foreign exchange financial instruments for trading purposes and for purposes other than trading, such as asset/liability management ("ALM"). For a discussion of the various financial instruments used and the credit and market risks involved, see Note Eighteen of Chase's 1997 Annual Report.

The following table summarizes the aggregate notional amounts of derivative and foreign exchange contracts as well as the credit exposure related to these instruments (after taking into account the effects of legally enforceable master netting agreements).

(a) Includes notional amounts of purchased options, written options and cross-currency interest rate swaps of $\$ 158.3$ billion, $\$ 146.1$ billion and $\$ 115.0$ billion, respectively, at March 31, 1998, compared with $\$ 123.9$ billion, $\$ 126.6$ billion and $\$ 113.4$ billion, respectively, at December 31, 1997.

Part I
Item 1. (continued)
NOTE 10 - FAIR VALUE OF FINANCIAL INSTRUMENTS
For a discussion of Chase's fair value methodologies, see Note Twenty-One of its 1997 Annual Report. The following table presents the financial assets and liabilities valued under SFAS 107.


Derivative contracts used for ALM activities had an unrecognized net loss of $\$ 471$ million at March 31,1998 and an unrecognized net loss of $\$ 489$ million at December 31, 1997, both of which are included in the above amounts. Derivative contracts used by Chase to reduce its exposure to prepayment risks associated with its mortgage servicing rights that are not required to be fair valued under SFAS 107 are excluded from the above table. At March 31, 1998 and December 31, 1997, these derivative contracts had an unrecognized net gain of $\$ 79$ million and $\$ 100$ million, respectively. Also not included in the above table is an unrecognized net gain from daily margin settlements on open future contracts of $\$ 4$ million at March 31, 1998 and an unrecognized net loss of $\$ 3$ million at December 31, 1997.

NOTE 11 - SUBSEQUENT EVENT
On March 17, 1998, Chase's Board of Directors approved a two-for-one stock split, subject to stockholder approval at Chase's annual meeting on May 19th. If approved by the stockholders, the stock split is intended to be effective at the close of business on May 20, 1998. Assuming stockholder approval of the split, Chase's basic and diluted pro-forma EPS for the 1998 first quarter would be $\$ 0.82$ and $\$ 0.80$, respectively. The comparable amounts for the 1997 first quarter would be $\$ 1.01$ and $\$ 0.99$ per share, respectively.
(in millions, except per share data, and ratios)

| (As of or for the period ended) | 1998 |  | Over(Under) 1Qtr97 | 1997 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  |  | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |
| AS REPORTED BASIS: |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenues | \$ | 4,629 | 12\% | \$ | 4,084 | \$ | 4,409 | \$ | 4,140 | \$ | 4,150 |
| Noninterest Expenses <br> (excluding Restructuring Costs) |  | 2,614 | 8 |  | 2,470 |  | 2,590 |  | 2,400 |  | 2,417 |
| Restructuring Costs |  | 521 | NM |  | 20 |  | 71 |  | 71 |  | 30 |
| Provision for Credit Losses |  | 344 | 56 |  | 205 |  | 190 |  | 189 |  | 220 |
| Net Income | \$ | 725 | (22) | \$ | 874 | \$ | 982 | \$ | 925 | \$ | 927 |
| Net Income Per Common Share: (a) |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.64 | (19) | \$ | 1.99 | \$ | 2.23 | \$ | 2.06 | \$ | 2.02 |
| Diluted |  | 1.59 | (19) |  | 1.94 |  | 2.16 |  | 2.00 |  | 1.97 |
| Cash Dividends Declared |  | 0.72 | 16 |  | 0.62 |  | 0.62 |  | 0.62 |  | 0.62 |
| Book Value at Period End |  | 48.55 | 14 |  | 47.51 |  | 46.19 |  | 44.44 |  | 42.59 |
| Market Value at Period End |  | 134.88 | 44 |  | 109.50 |  | 118.00 |  | 97.06 |  | 93.88 |
| Performance Ratios: (b) |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Common Equity |  | 13.77\% |  |  | 17.02\% |  | 19.63\% |  | 19.23\% |  | 19.12\% |
| Return on Average Assets |  | 0.78 |  |  | 0.92 |  | 1.08 |  | 1.06 |  | 1.11 |
| MANAGED OPERATING BASIS: (c) |  |  |  |  |  |  |  |  |  |  |  |
| Operating Revenues | \$ | 4,909 | 14 | \$ | 4,289 | \$ | 4,658 | \$ | 4,407 | \$ | 4,320 |
| Operating Noninterest Expenses |  | 2,610 | 10 |  | 2,467 |  | 2,499 |  | 2,400 |  | 2,364 |
| Credit Costs (d) |  | 628 | 44 |  | 471 |  | 445 |  | 456 |  | 437 |
| Operating Net Income |  | 1,053 | 11 |  | 850 |  | 1,081 |  | 969 |  | 949 |
| Cash Operating Earnings |  | 1,091 | 12 |  | 882 |  | 1,105 |  | 994 |  | 976 |
| Shareholder Value Added (SVA) |  | 404 | 23 |  | 205 |  | 441 |  | 352 |  | 329 |
| Operating Net Income Per Common Share: (a) |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 2.41 | 16 | \$ | 1.93 | \$ | 2.46 | \$ | 2.17 | \$ | 2.08 |
| Diluted |  | 2.35 | 16 |  | 1.89 |  | 2.38 |  | 2.11 |  | 2.02 |
| Performance Ratios: (b) |  |  |  |  |  |  |  |  |  |  |  |
| Operating Return on Average Common Equity |  | 20.3\% |  |  | 16.5\% |  | 21.7\% |  | 20.2\% |  | 19.6\% |
| Cash Return on Average Common Equity |  | 21.1 |  |  | 17.2 |  | 22.2 |  | 20.8 |  | 20.2 |
| Common Dividend Payout Ratio |  | 30 |  |  | 32 |  | 25 |  | 29 |  | 30 |
| Efficiency Ratio |  | 53 |  |  | 57 |  | 53 |  | 54 |  | 55 |
| Selected Balance Sheet Items: |  |  |  |  |  |  |  |  |  |  |  |
| Loans - Managed |  | 86,067 | 9 |  | 185,306 |  | 78,892 |  | 73,948 |  | 70, 060 |
| Total Assets - Managed |  | 383,838 | 8 |  | 382,373 |  | 382,379 |  | 66,024 |  | 54,516 |

(a) Effective December 31,1997, Chase adopted SFAS 128 relating to the computation of earnings per share ("EPS"), which replaced primary EPS with basic EPS and fully-diluted EPS with diluted EPS. Prior period amounts have been restated.
(b) Performance ratios are based on annualized amounts.
(c) Excludes the impact of credit card securitizations, restructuring costs and special items. See Glossary of Terms on page 34.
(d) Includes provision for credit losses, foreclosed property expenses and charge-offs related to the securitized credit card portfolio.
NM Not Meaningful

Certain forward-looking statements contained herein are subject to risks and uncertainties. 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 the 1997 Annual Report, for a discussion of factors that may cause such differences to occur. See Glossary of Terms on page 34 for a definition of terms used throughout the 10-Q.

## OVERVIEW

Operating net income for the 1998 first quarter increased to $\$ 1,053$ million from $\$ 949$ million in the first quarter of 1997. Diluted operating earnings per share were $\$ 2.35$ in the first quarter of 1998 , a $16 \%$ increase when compared with $\$ 2.02$ in the 1997 first quarter. The 1998 first quarter was marked by growing trading, investment banking, equity-related and Global Services revenues, as well as by solid performance in National Consumer Services.

For the first quarter of 1998, reported net income was $\$ 725$ million or $\$ 1.59$ per share on a diluted basis, compared with $\$ 927$ million or $\$ 1.97$ per share in the 1997 first quarter. The results for the 1998 first quarter reflected a previously-announced, one time charge of $\$ 510$ million ( $\$ 320$ million after-tax) taken in connection with initiatives to streamline support functions and realign certain business functions. It is anticipated that annual savings from these actions will amount to approximately $\$ 460$ million, which will be reinvested in Chase's high-growth businesses.

First quarter 1998 financial highlights:

- Operating diluted earnings per share rose $16 \%$.
- Total managed revenues increased $14 \%$ to $\$ 4.9$ billion.
- Return on common stockholders' equity rose to $20.3 \%$ from 19.6\%.

Total noninterest operating expenses were $\$ 2,610$ million in the 1998 first quarter, a $10 \%$ increase from the prior-year quarter, reflecting increased incentives related to higher Global Banking revenues and increased investment spending on new product offerings.

The impact of economic conditions in Asia on 1998 first quarter results included an increase in total nonperforming assets related to Asia (including derivatives) to $\$ 243$ million at March 31, 1998 and Asian commercial net charge-offs for the 1998 first quarter of $\$ 92$ million. Total exposure to Indonesia, Korea and Thailand was reduced by $26 \%$ to $\$ 7.5$ billion at March 31 , 1998 from $\$ 10.1$ billion at December 31, 1997. Total nonperforming assets at March 31, 1998 were $\$ 1,335$ million compared with $\$ 1,018$ million at December 31, 1997.

As part of its Business Effectiveness Review Project, Chase launched Chase Business Services on April 6th. Chase Business Services is Chase's "shared services" entity, intended to provide support services for Chase more efficiently and at lower cost. Additionally, business restructuring in all three major lines of business was well underway by the end of the 1998 first quarter.

In the first quarter of 1998, Chase raised the cash dividend on its common stock to $\$ .72$ per share, from $\$ .62$ per share.

At March 31, 1998, Chase's Tier 1 Capital and Total Capital ratios were $8.1 \%$ and $11.9 \%$, respectively, and at March 31,1998, Chase and each of its depository institutions were "well capitalized".

## LINES OF BUSINESS RESULTS

As of January 1,1998, Chase adopted Shareholder Value Added (SVA) as its primary measure of business unit performance. SVA represents operating earnings excluding the amortization of goodwill and certain intangibles (i.e., cash operating earnings) less an explicit charge for allocated capital. For a further discussion of Chase's line of business franchises and its capital allocation method under SVA, reference is made to pages 21 and 24-25 of the 1997 Annual Report.

Lines of Business Results
Management measures Chase's financial performance and that of its business units based on managed operating earnings, which excludes the impact of credit card securitizations, restructuring costs and special items.


Note: Lines-of-business results are subject to restatement as appropriate whenever there are refinements in management reporting policies or changes to the management organization.
(a) Only the global banking portion of Chase Texas is reported in the total Global Banking line of business results. The consumer- and global services-related results for Chase Texas are reported as part of National Consumer Services ("NCS") and Chase Technology Solutions ("CTS") lines of business results, respectively.
(b) Total column includes Corporate results. See description of Corporate on page 17.
(c) Trading-related net interest income is reflected in Noninterest Revenue Managed.
(d) Operating Earnings exclude restructuring costs and special items.
(e) Cash Operating Earnings represent operating earnings excluding the amortization of goodwill and certain intangibles.

Chase's financial performance goals over the next several years include an average return on common equity of $18 \%$ or higher, growth in managed operating revenues accelerating to $10 \%$ per year and double-digit growth in operating earnings per share.

## GLOBAL BANKING

Global Banking managed revenues rose $16 \%$ in the first quarter, with cash operating earnings rising 18\%. SVA increased by $42 \%$ to $\$ 317$ million. These improvements were driven by higher investment banking fees, trading-related revenue and revenue from equity-related investments.

The following table sets forth certain key financial performance measures of the businesses within Global Banking for the periods indicated.

Global Banking:

| Three Months Ended March 31, (in millions, except ratios) | Cash |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Managed |  |  | Cash |  |
|  | Managed |  | Operating |  | Efficiency Ratio |  |  |  | rating nings | Efficiency Ratio |
|  |  |  |  |  |  |  |  |  |  |  |
| Global Markets | \$ | 955 | \$ | 325 | 46\% | \$ | 901 | \$ | 325 | 43\% |
| Corporate Finance |  | 349 |  | 97 | 53 |  | 155 |  | 11 | 88 |
| Corporate Lending |  | 365 |  | 120 | 29 |  | 379 |  | 135 | 27 |
| Total Global Investment Banking |  |  |  |  |  |  |  |  |  |  |
| Chase Capital Partners |  | 269 |  | 149 | 11 |  | 137 |  | 72 | 16 |
| Global Asset Management and Private Banking |  | 191 |  | 34 | 69 |  | 176 |  | 33 | 69 |
| Middle Market |  | 199 |  | 46 | 53 |  | 209 |  | 56 | 45 |
| Chase Texas (consolidated) |  | 376 |  | 94 | 59 |  | 330 |  | 77 | 62 |

## Global Markets

Global Markets' activities encompass the trading and sales of foreign exchange, derivatives, fixed income securities and commodities. As a leader in capital markets, Chase operates 24 hours a day covering the major international cross-border financial markets, as well as many local markets, in both developed and emerging countries. Global Markets is a recognized world leader in such key activities as foreign exchange, interest rate swaps and emerging markets debt. Trading-related revenue for the first quarter of 1998 was $\$ 713$ million, an increase of $23 \%$ from 1997 first quarter's results. Improved conditions in capital markets worldwide enabled Chase to take advantage of an attractive foreign exchange environment as well as fixed income opportunities, particularly within non-Asian emerging markets. The 1998 first quarter results reflected higher incentive costs. Also included within Global Markets are Chase's domestic and international treasury units, which have the primary responsibility for Chase's asset/liability management activities ("ALM"). ALM activities in the treasury units are managed on a total return basis with one of the primary objectives being the creation of economic value over time. Total return combines the reported revenues (net interest income and securities gains/losses) and the change in the net unrealized appreciation/depreciation of all financial instruments and underlying balance sheet items. In the first quarter of 1998, the total return from ALM activities amounted to $\$ 85$ million pre-tax before expenses.

Global Investment Banking and Corporate Lending
Global Investment Banking and Corporate Lending finances and advises corporations, financial institutions, financial sponsors and governments by providing integrated one-stop financial solutions and industry expertise to clients globally. Client industries include broker/dealers, chemicals, healthcare, insurance, media and telecommunications, multinationals, natural resources, oil and gas, power and environmental, real estate, retail and transportation. The product offerings encompass syndicated finance, high-yield securities, mergers and acquisitions, project finance, restructuring, private placements, lease financing, trade finance and lending. Chase continues to maintain its lead position in loan syndications and in leveraged finance. Cash operating earnings in the first quarter of 1998 were $\$ 217$ million, a $\$ 71$ million increase when compared with 1997. The 1998 first quarter results reflect significant activity in loan syndications, as well as the growing contributions of newer businesses, such as high-yield and investment-grade underwriting and mergers and acquisitions.

Chase Capital Partners ("CCP") is a global private equity organization with approximately $\$ 5.4$ billion under management, including $\$ 4.0$ billion in equity-related investments. CCP provides equity and mezzanine financing for a wide variety of investment opportunities in the United States and abroad. During the first quarter of 1998, CCP's direct investments totaled $\$ 371$ million in 34 venture capital, management buyout, recapitalization, growth equity and mezzanine transactions, compared with $\$ 124$ million in 13 direct investments during the same period in 1997. CCP cash operating earnings rose $\$ 77$ million to $\$ 149$ million for the 1998 first quarter, marking a continuation of favorable private and public equity markets and CCP's accelerated pace of investment activities over the last several years

Global Asset Management and Private Banking
The Global Asset Management and Private Banking Group serves a global client base of high net worth individuals, families, institutional and mutual fund and self-directed investors. Services include investment management for institutional investors globally, Chase Vista Mutual Funds (at March 31, 1998, the third largest bank-managed mutual fund family in the U.S.) and a full range of integrated private banking capabilities, investment management and advisory services, trust and estate planning, global custody, global mutual funds, credit and banking, and philanthropic advisory services. Total assets under management amounted to $\$ 167$ billion at March 31, 1998. Earnings for the first quarter of 1998 were driven by a 9\% growth in revenue reflecting higher trust fees.

## Middle Market

Chase is the premier provider of financial services to middle-market companies (companies with sales ranging from $\$ 10$ million to $\$ 500$ million) regionally, with a national focus in selected industries. It is also the market leader in the New York metropolitan tri-state area where it has relationships with $53 \%$ of middle market companies and is lead bank for $25 \%$ of these companies. Cash operating earnings for the first quarter of 1998 were $\$ 46$ million, a $\$ 10$ million decrease when compared with the 1997 results reflecting lower deposit volume and spreads and a $12 \%$ increase in expenses.

Chase Texas
Chase Texas is the primary bank for more large corporations and middle market companies than any other bank in Texas. Chase Texas also maintains a strong consumer banking presence through its 125 locations. Additionally, Chase Texas is the largest bank for personal and corporate trust services in the Southwest. Managed revenues for the first quarter of 1998 increased $14 \%$ from the 1997 first quarter, reflecting continuing growth in fee-based activities, higher loan and deposit volumes, and securities gains.

NATIONAL CONSUMER SERVICES (NCS)

For the first quarter of 1998, NCS's cash operating earnings were $\$ 287$ million a $\$ 17$ million increase over the 1997 first quarter. The increase in cash operating earnings is attributable to a $9 \%$ increase in revenue due primarily to the acquisition of The Bank of New York's ("BONY") credit card portfolio in November 1997. NCS's expenses increased in the 1998 first quarter, primarily as a result of higher credit costs for credit cards and auto loans. SVA for the 1998 first quarter was $\$ 54$ million, compared with $\$ 81$ million in the 1997 first quarter. The decline in SVA is due to more capital being allocated to NCS as a result of recent acquisitions.

The following table sets forth certain key financial performance measures of the businesses within NCS for the periods indicated.

|  | 1998 |  |  |  |  | 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended | Cash |  |  |  |  | Cash |  |  |  |  |
| March 31, <br> (in millions, except ratios) | ManagedRevenues |  | Earnings |  | Efficiency Ratio | Revenues |  | Earnings |  | Ratio |
| (in millions, except ratios) |  |  |  |  |  |  |  |  |
| Cardmember Services | \$ | 931 |  |  | \$ | 111 | 35\% | \$ | 796 | \$ | 80 | 41\% |
| Regional Consumer Banking |  | 567 |  | 84 | 72 |  | 558 |  | 92 | 71 |
| Chase Home Finance |  | 246 |  | 66 | 52 |  | 250 |  | 62 | 52 |
| Diversified Consumer Services (a) |  | 183 |  | 25 | 57 |  | 165 |  | 27 | 55 |

(a) Insurance products, which are managed within Diversified Consumer Services, but included for reporting purposes in Cardmember Services, Regional Consumer Banking, and Chase Home Finance, generated revenues of $\$ 29$ million and \$24 million in 1998 and 1997, respectively.

Chase Cardmember Services ("CCS") ranks as the fourth largest bank card issuer in the United States with a $\$ 31$ billion managed portfolio at March 31, 1998. CCS also reflects the results of Chase's international consumer business, which includes The Manhattan Card Company Limited, the third-largest credit card issuer in Hong Kong (which became wholly owned in 1998), and includes consumer banking activities in Hong Kong, Panama and the Eastern Caribbean. CCS's cash operating earnings for the first quarter of 1998 were $\$ 111$ million, a \$31 million or $39 \%$ increase, over 1997. The increase was driven by a $20 \%$ revenue growth in the domestic portfolio, which benefited from the aforementioned BONY acquisition and increased co-branded activities. These positive results were partially offset by increased charge-offs and the effect of the economic environment in Asia on Chase's international consumer businesses.

Regional Consumer Banking
At March 31, 1998, Regional Consumer Banking has a leading share of primary bank relationships among consumers and small businesses in the New York metropolitan tri-state area. It is also a leading retail institution in key Texas markets Regional Consumer Banking offers customers convenient access to financial services through the largest branch and proprietary ATM networks in the NY metropolitan region plus state-of-the-art telephone, PC and Internet services. Cash operating earnings for the first quarter of 1998 were $\$ 84$ million, a $9 \%$ decrease from first quarter 1997, reflecting higher expenses related to systems integration and enhancements, particularly within Chase Texas' retail businesses.

## Chase Home Finance

At March 31, 1998, Chase Home Finance is the third-largest originator and servicer of residential mortgage loans in the U.S., serving more than 1.9 million customers nationwide. It is also a leading provider of home-equity secured lending and manufactured housing financing. At March 31, 1998, Chase's residential mortgage servicing portfolio totaled \$171 billion. During the first quarter of 1998, $\$ 16$ billion in residential mortgage loans were originated. Cash operating earnings improved to $\$ 66$ million in the 1998 first quarter, a $\$ 4$ million increase from the comparable 1997 quarter, reflecting the continued growth in mortgage originations partially offset by higher prepayments resulting from greater refinancing activity. Excluding the impact of two discontinued product lines, cash operating earnings would have risen $14 \%$

## Diversified Consumer Services

Diversified Consumer Services ("DCS") is a leading provider of automobile financing, student lending, and unsecured consumer lending. At March 31, 1998, Chase Auto Finance had $\$ 14$ billion in retained outstandings with $\$ 3$ billion in new originations for the first quarter of 1998. In addition to its financing activities, DCS offers brokerage services, insurance and investment products nationwide. DCS's revenues for the first quarter of 1998 increased 11\% as a result of loan growth. However, cash operating earnings of $\$ 25$ million for the first quarter of 1998 declined $7 \%$, when compared with the 1997 first quarter, as a result of higher expenses and an increase in the credit provision associated with the business volume growth.

CHASE TECHNOLOGY SOLUTIONS

Chase Technology Solutions ("CTS") combines Chase's global services businesses, information technology and operations, and electronic commerce initiatives into a single group. Global Services is a leading provider of information and transaction services globally and includes custody, cash management, trust and other fiduciary services. As the world's largest provider of global custody and a leader in trust and agency services, Global Services was custodian for over $\$ 4.7$ trillion in assets and serviced over $\$ 3.0$ trillion in outstanding debt at March 31, 1998. Global Services also operates the largest U.S. dollar funds transfer business in the world and is a market leader in FedWire, ACH and CHIPS volume. Cash operating earnings for Global Services in the first quarter of 1998 was $\$ 119$ million, an increase of $\$ 22$ million or $23 \%$ from first quarter 1997. SVA for Global Services in the 1998 first quarter was $\$ 73$ million, a $52 \%$ increase when compared with first quarter 1997. These improvements resulted from revenue growth across all three businesses within Global Services (Chase Treasury Solutions, global investor services and global trust) reflecting increased assets under trust and custody, higher deposit levels and the benefit of ongoing productivity initiatives.

## CORPORATE

Corporate includes the effects remaining at the Corporate level after the implementation of management accounting policies, including residual credit provision and tax expense. Corporate also includes unallocated special items. For the first quarter of 1998, Corporate had a cash operating loss of \$85 million compared to a cash operating loss of \$45 million in 1997

The following supplemental information provides a reconciliation between Chase's reported results and Chase's results on a managed operating basis.

|  | First Quarter 1998 |  |  |  | First Quarter 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions, except per share data) | Reported Results <br> (a) | Credit Card Securitizations <br> (b) | Special Items (c) | Managed Operating Basis | Reported Results (a) | Credit Card Securitizations <br> (b) | Special Items <br> (d) | Managed Operating Basis |
| EARNINGS |  |  |  |  |  |  |  |  |
| Total Revenue | \$ 4,629 | \$ 280 | \$ - | \$ 4,909 | \$ 4,150 | \$ 214 | \$ (44) | \$ 4,320 |
| Noninterest Expense | 2,610 | -- | -- | 2,610 | 2,414 | -- | (50) | 2,364 |
| Operating Margin | 2,019 | 280 | -- | 2,299 | 1,736 | 214 | 6 | 1,956 |
| Credit Costs | 348 | 280 | -- | 628 | 223 | 214 | -- | 437 |
| Income Before Restructuring Costs | 1,671 | -- | -- | 1,671 | 1,513 | -- | 6 | 1,519 |
| Restructuring Costs | 1, 521 | -- | (521) | 1,671 | 1,513 | -- | (30) | 1,510 |
| Income Before Taxes | 1,150 | -- | 521 | 1,671 | 1,483 | -- | 36 | 1,519 |
| Tax Expense | 425 | -- | 193 | 618 | 556 | -- | 14 | 570 |
| Net Income | \$ 725 | \$ -- | \$ 328 | \$ 1,053 | \$ 927 | \$ -- | \$ 22 | \$ 949 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic | \$ 1.64 |  |  | \$ 2.41 | \$ 2.02 |  |  | \$ 2.08 |
| Diluted | \$ 1.59 |  |  | \$ 2.35 | \$ 1.97 |  |  | \$ 2.02 |

(a) Represents results reported in Chase's financial statements, except restructuring costs have been separately displayed and foreclosed property expense is included in credit costs.
(b) Represents the impact of credit card securitizations. The line items on the income statement impacted are net interest income ( $\$ 348$ million in 1998 and $\$ 298$ million in 1997), provision for credit losses ( $\$ 280$ million in 1998 and $\$ 214$ million in 1997), credit card revenue ( $\$ 66$ million in 1998 and $\$ 68$ million in 1997) and other revenue ( $\$ 2$ million in 1998 and $\$ 16$ million in 1997).
(c) Includes restructuring costs and special items. Restructuring costs reflect the $\$ 510$ million pre-tax charge ( $\$ 320$ million after-tax) taken in connection with initiatives to streamline support functions, and residual costs of $\$ 11$ million pre-tax ( $\$ 8$ million after-tax) related to the merger restructuring charge.
(d) Includes restructuring costs and special items. Special items reflect a $\$ 44$ million pre-tax gain from the sale of a partially-owned foreign investment and a $\$ 50$ million pre-tax charge for the accelerated vesting of stock-based incentive awards.

## REPORTED RESULTS OF OPERATIONS

The section below primarily discusses Chase's reported results of operations.
Reported results include the impact of credit card securitizations
restructuring costs and special items.
Net Interest Income

|  | First Quarter |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | Change |
| Net Interest Income (in millions) |  |  |  |  |  |
| Managed Basis | \$ | 2,512 | \$ | 2,366 | 6\% |
| Impact of Securitizations |  | (348) |  | (298) |  |
| Reported | \$ | 2,164 | \$ | 2,068 | 5\% |
| Average Interest-Earning Assets (in billions) |  |  |  |  |  |
| Managed Basis | \$ | 318.8 | \$ | 282.8 | 13\% |
| Impact of Securitizations |  | (17.3) |  | (13.4) |  |
| Reported | \$ | 301.5 | \$ | 269.4 | 12\% |
| Net Yield on Interest-Earning Assets on a Taxable Equivalent Basis Managed Basis |  | 3. $20 \%$ |  |  |  |
| Impact of Securitizations |  | (.28) |  | (.28) |  |
| Reported |  | 2.92\% |  | 3.12\% | (20) bp |

bp - Denotes basis points

Reported net interest income for the 1998 first quarter was $\$ 2,164$ million, an increase of $\$ 96$ million from the 1997 first quarter reflecting a higher level of interest-earning assets, primarily loans (both consumer and commercial) and securities. The 20 basis point decline in net yield is primarily due to generally narrower spreads on commercial and consumer loans and a higher level of lower-yielding available-for-sale securities.

Average Interest-Earning Assets


Average interest-earning assets retained on the balance sheet increased by $12 \%$ in the first quarter of 1998 principally as a result of the increase in loan volume and securities. The $\$ 17.5$ billion increase in average loans retained was equally divided between the consumer and commercial portfolios, while the increase in securities was principally from the domestic available-for-sale portfolio. The growth in interest-earning assets was funded by higher deposit levels coupled with an increase in Federal funds purchased and securities sold under repurchase agreements, which provided short-term funding for trading-related positions.

## Provision for Credit Losses

Chase's provision for credit losses, which equaled net charge-offs, amounted to $\$ 344$ million in the 1998 first quarter and $\$ 220$ million in the 1997 first quarter. For a discussion of Chase's net charge-offs, see the Credit Risk Management Section on pages 24-27.

Management expects that the provision for credit losses for full-year 1998 will be higher than the full-year 1997 provision as a result of a higher volume of credit card outstandings as well as increased charge-offs from the Asian commercial portfolio.

The 1998 first quarter was particularly strong ( $18 \%$ increase) with record or near-record results in several key areas (notably trading, investment banking and equity-related revenues as well as trust fees and credit card revenue).

| Noninterest Revenue | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 998 |  | 1997 |
| Investment Banking Fees | \$ | 361 | \$ | 176 |
| Trust, Custody and Investment Management Fees |  | 348 |  | 310 |
| Credit Card Revenue |  | 300 |  | 261 |
| Service Charges on Deposit Accounts |  | 91 |  | 91 |
| Fees for Other Financial Services |  | 419 |  | 383 |
| Total Fees and Commissions |  | 1,519 |  | 1,221 |
| Trading Revenue |  | 480 |  | 405 |
| Securities Gains |  | 83 |  | 101 |
| Revenue from Equity-Related Investments |  | 287 |  | 164 |
| Other Revenue |  | 96 |  | 191 |
| Total | \$ | 2,465 | \$ | 2,082 |

Investment banking fees of $\$ 361$ million in the 1998 first quarter were more than double the $\$ 176$ million of fees earned in the 1997 first quarter. These results reflect significant activity in loan syndications, as well as the growing contribution of newer businesses such as high-yield and investment-grade underwriting and mergers and acquisitions. During the first quarter of 1998 Chase moved into the top ten in worldwide mergers and acquisitions advisory business.

| Trust, Custody and Investment Management Fees | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 1998 |  | 997 |
| Institutional (a) | \$ | 182 | \$ | 160 |
| Personal (a) |  | 114 |  | 101 |
| Mutual Fund Fees (a) |  | 31 |  | 23 |
| Other Trust Fees |  | 21 |  | 26 |
| Total Trust, Custody and Investment Management Fees | \$ | 348 | \$ | 310 |

(a) For the definitions of the above captions, see page 26 of Chase's 1997 Annual Report


Trust, custody and investment management fees rose $12 \%$ to a record $\$ 348$ million in the 1998 first quarter. These favorable results were largely attributable to growth in assets under custody, expanded securities lending activity, and a higher level of assets under management (including at Chase Vista mutual funds).

Credit card revenue rose $\$ 39$ million, or $15 \%$, in the 1998 first quarter as a result of continued growth in managed outstandings, including the acquisition of BONY's credit card portfolio in late 1997 and increased co-branded activities (notably Wal-Mart). The increase in revenue was partially offset by a rise in net charge-offs on the securitized portfolio, which reduced the excess servicing fees Chase received from the securitizations. Average managed credit card receivables grew to $\$ 31.8$ billion in the first quarter of 1998 , compared with $\$ 25.3$ billion for the prior year's first quarter. For a further discussion of the credit card portfolio see page 25 of this Form 10-Q.

| Fees for Other Financial Services | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 998 |  | 997 |
| Fees in Lieu of Compensating Balances | \$ | 80 | \$ | 81 |
| Commissions on Letters of Credit and Acceptances |  | 74 |  | 72 |
| Mortgage Servicing Fees |  | 57 |  | 56 |
| Loan Commitment Fees |  | 38 |  | 27 |
| Other Fees |  | 170 |  | 147 |
| Total | \$ | 419 | \$ | 383 |

The higher level of loan commitment fees for the 1998 first quarter was largely a reflection of increased activity in Chase's acquisition financing business. Higher fees related to insurance products, investment services and from loans securitized during the latter half of 1997 contributed to the increase in other fees.

| Trading Revenue | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) | 1998 |  | 1997 |  |
| Trading Revenue | \$ | 480 | \$ | 405 |
| Net Interest Income Impact (a) |  | 233 |  | 173 |
| Total Trading-Related Revenue | \$ | 713 | \$ | 578 |
| Product Diversification: |  |  |  |  |
| Interest Rate Contracts (b) | \$ | 146 | \$ | 183 |
| Foreign Exchange Contracts (b) |  | 288 |  | 169 |
| Debt Instruments and Other (b) |  | 279 |  | 226 |
| Total Trading-Related Revenue | \$ | 713 | \$ | 578 |

(a) Trading-related net interest income includes interest recognized on interest-earning and interest-bearing trading-related positions as well as management allocations reflecting the funding cost or benefit associated with trading positions. This amount is included in net interest income on the Consolidated Statement of Income.
(b) For the classes of financial instruments included, see Note Two of Chase's 1997 Annual Report.

Trading-related revenues of $\$ 713$ million for the 1998 first quarter represents another record quarter, rebounding sharply from the fourth quarter 1997 level and $23 \%$ above last year's first quarter results. Improved conditions in capital markets worldwide enabled Chase to take advantage of a favorable foreign exchange environment, as well as fixed income opportunities, particularly within non-Asian emerging markets.

Interest rate contract revenues declined modestly, mainly due to weaker results in the U.S., especially in several structured products. The rise in foreign exchange revenue reflected strong earnings across a broad spectrum of currencies, with particular emphasis on Asian markets where volatility continued to remain high. The improvement in debt instruments and other revenue was attributable to strong performances from various non-interest rate derivative product lines, as well as strong markets in Eastern European and Latin American debt instruments.

Trading revenues are affected by many factors, including volatility of currencies and interest rates, the volume of transactions executed by Chase on behalf of its customers, volatility associated with the introduction of the euro, Chase's success in proprietary positioning, the credit standing of Chase, and the steps taken by central banks and governments which affect financial markets. Chase expects its trading revenues will fluctuate as these factors vary from period to period.

Securities gains of $\$ 83$ million were realized in connection with Chase's asset/liability management activities. There were lower gains on sales of securities overseas during the 1998 first quarter when compared with the prior year's first quarter, which were partially offset by higher gains in the current quarter from sales of U.S. Government and agency securities.

Revenue from equity-related investments includes income from a wide variety of investments both in the United States and abroad. The 1998 first quarter results of $\$ 287$ million were a record for Chase and were significantly higher than the prior year's quarter and the quarterly average of approximately $\$ 192$ million for the previous eight quarters. The higher revenue reflects continued favorable conditions in the private and public equity markets and Chase's accelerated pace of investment activities over the last several years. At March 31, 1998, the carrying value of Chase's equity-related investments approximated $\$ 4.0$ billion. Chase believes that equity-related investments will continue to make
contributions to its earnings, although the timing of the recognition of gains is unpredictable and revenues could vary significantly from period to period.

| Other Noninterest Revenue | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 998 |  | 1997 |
| Residential Mortgage Origination/Sales Activities | \$ | 52 | \$ | 31 |
| Gain on Sale of a Partially-Owned Foreign Investment |  | -- |  | 44 |
| All Other Revenue |  | 44 |  | 116 |
| Total Other Noninterest Revenue | \$ | 96 | \$ | 191 |

Other revenue, which includes gains and losses from the sale of nonstrategic assets and from securitizations, amounted to $\$ 96$ million, a decline of $\$ 95$ million from the prior year's first quarter. The 1998 first quarter results included higher revenue from residential mortgage origination and sales activities, a result of a favorable interest rate environment. The 1997 first quarter results included a $\$ 44$ million gain on the sale of a partially-owned foreign investment, as well as gains on sales of other nonstrategic assets and on asset securitizations. The 1997 first quarter also include $\$ 14$ million of equity income from Chase's investment in CIT Group Holdings, Inc. (Chase's remaining $20 \%$ interest in CIT was sold in the fourth quarter of 1997).

## Noninterest Expense

Noninterest expense, excluding restructuring costs, was $\$ 2,614$ million in the 1998 first quarter, an increase of $8 \%$ from the first quarter of 1997. Increased revenues across a spectrum of Global Banking businesses contributed to an increase in incentive costs. The balance of the increase reflects operating costs related to portfolio acquisitions, investment spending on new product offerings and Year 2000, Economic and Monetary Union ("EMU") integration and other technology spending. Noninterest expense including restructuring costs was $\$ 3,135$ million in the 1998 first quarter, a $28 \%$ increase from the 1997 first quarter.

| Noninterest Expense | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions, except ratios) |  | 1998 |  | 1997 |
| Salaries | \$ | 1,254 | \$ | 1,124 |
| Employee Benefits |  | 224 |  | 222 |
| Occupancy Expense |  | 189 |  | 187 |
| Equipment Expense |  | 209 |  | 190 |
| Other Expense |  | 738 |  | 694 |
| Total Before Restructuring Costs |  | 2,614 |  | 2,417 |
| Restructuring Costs |  | 521 |  | 30 |
| Total | \$ | 3,135 | \$ | 2,447 |
| Efficiency Ratio |  | 56\% |  | 57\% |
| Managed Efficiency Ratio (a) |  | 53\% |  | 55\% |

(a) Excludes the impact of credit card securitizations.

The increase in salaries for the 1998 first quarter was primarily due to higher incentive costs as a result of higher earnings across a number of businesses, investments in selected growth businesses, and competitive market pressures across many segments of Global Banking. Included in the 1997 first quarter results was a charge of $\$ 50$ million reflecting the accelerated vesting of stock-based incentive awards.

| Full-Time Equivalent Employees | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Domestic Offices | 59,738 | 57,953 |
| Foreign Offices | 10,521 | 9,924 |
| Total Full-Time Equivalent Employees | 70,259 | 67,877 |

The increased staff levels during the 1998 first quarter were primarily in NCS, reflecting increased activities, primarily due to portfolio acquisitions and volume growth.

The higher level of equipment expense was primarily the result of increased software expense to integrate and enhance processing systems throughout Chase, and technology expenditures necessary to support targeted growth businesses.

| Other Expense | First Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 98 |  | 1997 |
| Professional Services | \$ | 142 | \$ | 133 |
| Marketing Expense |  | 90 |  | 103 |
| Telecommunications |  | 77 |  | 75 |
| Travel and Entertainment |  | 52 |  | 51 |
| Amortization of Intangibles |  | 61 |  | 41 |
| Minority Interest |  | 12 |  | 19 |
| Foreclosed Property Expense |  | 4 |  | 3 |
| All Other |  | 300 |  | 269 |
| Total | \$ | 738 | \$ | 694 |

Other expense for the 1998 first quarter increased by $\$ 44$ million due to increases in the amortization of intangibles and all other expenses. The purchase of the BONY credit card portfolio in late 1997 contributed to the increase in amortization expense. In addition, increased servicing costs for the portfolio contributed to an increase in all other expense. Professional services costs reflected higher levels of contract computer professionals associated with planned Year 2000 and the EMU efforts. Lower credit card marketing costs, and a decline in minority interest expense due to the consolidation of a foreign investment in the 1998 first quarter, partially offset these increases.

For a further discussion of Chase's Year 2000 and the EMU efforts, see pages 28-29 of Chase's 1997 Annual Report.

For a discussion of Chase's restructuring costs, see Note Four on page 8.
Income Taxes

Chase recognized income tax expense of $\$ 425$ million (at a $37 \%$ effective tax rate) in the first quarter of 1998 , compared with $\$ 556$ million (at a $37.5 \%$ effective tax rate) in the first quarter of 1997.

The following discussion of Chase's credit risk management focuses primarily on developments since December 31, 1997 and should be read in conjunction with pages 29-37 and 52 of Chase's 1997 Annual Report.

The following table presents Chase's credit-related information for the dates indicated.


| (in millions) | Net Charge-offs |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  |  |  |
|  | 1998 |  | 1997 |  |
|  |  |  |  |  |
| Consumer: |  |  |  |  |
| Domestic Consumer: |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ | 10 | \$ | 7 |
| Credit Card |  | 179 |  | 150 |
| Auto Financings |  | 23 |  | 12 |
| Other Consumer |  | 41 |  | 40 |
| Total Domestic Consumer |  | 253 |  | 209 |
| Foreign Consumer |  | 3 |  | 3 |
| Total Consumer |  | 256 |  | 212 |
| Commercial: |  |  |  |  |
| Domestic Commercial: |  |  |  |  |
| Commercial and Industrial |  | 9 |  | 14 |
| Commercial Real Estate(a) |  | (3) |  | (4) |
| Total Domestic Commercial |  | 6 |  | 10 |
| Total Foreign Commercial |  | 70 |  | (2) |
| Total Commercial |  | 76 |  | 8 |
| Derivative and FX Contracts |  | 12 |  | -- |
| Total Net Charge-offs | \$ | 344 | \$ | 220 |

(a) Represents loans secured primarily by real property, other than loans secured by mortgages on 1-4 family residential properties.
(b) Total loans on a managed basis at March 31, 1998 and December 31, 1997 were \$186,067 million and \$185,306 million, respectively

The slight decrease in loans outstanding is a result of a reduction in commercial loans. Based upon industry classifications utilized by Chase, there were no commercial and industrial industry segments which exceeded $5 \%$ of total commercial and industrial loans outstanding.

Chase's nonperforming assets at March 31, 1998 increased $\$ 317$ million from the 1997 year-end level primarily due to an increase in nonperforming Asian assets and in nonperforming domestic commercial loans. Management expects that during the remainder of 1998, there will be an increase in nonperforming assets from the March 31, 1998 level, primarily as a result of continuing uncertainty in the financial conditions of certain Asian countries.

Total net charge-offs on a retained basis increased $\$ 124$ million during the 1998 first quarter. Total net charge-offs on a managed basis (which excludes the impact of credit card securitizations) were $\$ 624$ million in the 1998 first quarter, compared with $\$ 434$ million in the first quarter of 1997 . The increase in net charge-offs on both a managed and retained basis is due to the generally lower credit quality of a recently acquired credit card portfolio, a factor which was anticipated at the time of its acquisition, and increased foreign commercial charge-offs primarily as a result of conditions in Asia.

## Consumer Portfolio

Domestic Consumer
Residential Mortgage Loans: Residential mortgage loans were $\$ 42.6$ billion at March 31, 1998, a $\$ 3.9$ billion increase during 1998, reflecting a lower interest rate environment which has increased consumer demand. At March 31, 1998, nonperforming domestic residential mortgage loans, as a percentage of the portfolio, was $0.88 \%$, unchanged from the 1997 year-end level.

Credit Card Loans: Chase analyzes its credit card portfolio on a "managed basis", which includes credit card receivables on the balance sheet as well as credit card receivables that have been securitized

The following table presents credit-related information for Chase's managed domestic credit card receivables.

|  |  | As of or for the Three Months Ended March 31, |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions, except ratios) | 1998 |  | 1997 |  |
| Average Managed Credit Card Receivables | \$ | 31,835 | \$ | 25,318 |
| Past Due 90 Days or more and Accruing | \$ | 649 | \$ | 622 |
| As a Percentage of Average Credit Card Receivables |  | 2.04\% |  | 2.46\% |
| Net Charge-offs | \$ | 459 | \$ | 358 |
| As a Percentage of Average Credit Card Receivables |  | 5.77\% |  | 5.66\% |

The $\$ 6.5$ billion increase in average managed credit card receivables is largely the result of the purchase of a credit card portfolio in late 1997, totaling approximately $\$ 4.0$ billion in outstandings. The increase in net charge-off percentage is due to the generally lower credit quality of that portfolio. Management expects that domestic credit card net charge-offs, as a percentage of average managed credit card receivables, will increase modestly in 1998 when compared with 1997.

Auto Financings: The increase in retained auto financings outstanding reflected continued strong consumer demand due to favorable pricing programs, partially offset by the impact of auto loan securitizations. Total originations were $\$ 3.0$ billion in the first three months of 1998, compared with $\$ 2.8$ billion in 1997. Net charge-offs related to auto financings were $\$ 23$ million in the 1998 first quarter, compared with $\$ 12$ million in 1997. The increased level of net charge-offs related to auto financings in 1998 primarily reflects growth in the portfolio and the unfavorable performance in a discontinued product line.

The solid performance in the domestic commercial portfolio continued during the 1998 first quarter as net charge-off levels remained low and the portfolio continued to maintain its strong credit quality.

## Foreign Commercial

The foreign commercial portfolio totaled $\$ 37.3$ billion at March 31, 1998, a decrease of $\$ 1.5$ billion from the 1997 year-end. Nonperforming loan levels at March 31, 1998, as well as net charge-off levels for the 1998 first quarter, increased in comparison with the respective prior year periods, due to financial conditions in Asia
otal nonperforming assets in Asia, including derivatives, increased by \$161
million from year-end levels to $\$ 243$ million at March 31, 1998. Asian commercial net charge-offs, including derivatives, for the 1998 first quarter were $\$ 92$ million compared with a net recovery of $\$ 1$ million in the 1997 first quarter.

Derivative and Foreign Exchange Financial Instruments
For a discussion of the derivative and foreign exchange financial instruments utilized in connection with Chase's trading and ALM activities, see pages 35-36 and Notes One and Eighteen of Chase's 1997 Annual Report. At March 31, 1998, the majority of these transactions were with commercial bank and financial institution counterparties, most of which are dealers in these products. The following table provides the remaining maturities of derivative and foreign exchange contracts outstanding at March 31, 1998 and December 31, 1997

|  | At March 31, 1998 |  |  |  | At December 31, 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ```Interest Rate Contracts``` | Foreign Exchange Contracts | ```Equity, Commodity and Other Contracts``` | Total | ```Interest Rate Contracts``` | Foreign Exchange Contracts | ```Equity, Commodity and Other Contracts``` | Total |
| Less than 1 year | 20\% | 95\% | 49\% | 49\% | 27\% | 95\% | 51\% | 54\% |
| 1 to 5 years | 49 | 5 | 50 | 33 | 47 | 5 | 48 | 32 |
| Over 5 years | 31 | -- | 1 | 18 | 26 | -- | 1 | 14 |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |
|  | === | === | === | ==== | $=$ | === | === | ==== |

Chase's net charge-offs arising from derivative and foreign exchange
transactions were $\$ 12$ million in the 1998 first quarter compared with none in
1997. At March 31,1998, nonperforming derivative contracts were $\$ 40$ million
compared with none in 1997. The increases in both net charge-offs and nonperforming derivative contracts were due to the financial conditions in Asia

## Cross-Border Exposure

Credits denominated in a currency other than that of the country in which a borrower is located, such as dollar-denominated loans made overseas, are called "cross-border" credits. The Asian financial turmoil, which started in July 1997 affected many countries where Chase has had long-standing banking relationships. The following table presents Chase's cross-border exposure to selected Asian countries. For a further discussion of Chase's cross-border exposure to Asian countries, see pages 34-35 of Chase's 1997 Annual Report.

(a) Includes loans and accrued interest, interest-bearing deposits with banks, trading debt and equity instruments, acceptances, other monetary assets, issued letters of credit, undrawn commitments to extend credit and local currency assets, net of local currency liabilities.
(b) Foreign exchange largely represents the mark-to-market exposure of spot and forward contracts. Derivatives largely represent the mark-to-market exposure of risk management instruments. Mark-to-market exposure is a
measure, at a point in time, of the value of a foreign exchange or
derivative contract in the open market. The impact of legally enforceable master netting agreements on these foreign exchange and derivative contracts reduced exposure by $\$ 0.9$ billion at March 31,1998 and \$0.7 billion at December 31, 1997.

The following discussion of Chase's allowance for credit losses focuses primarily on developments since December 31, 1997 and should be read in conjunction with pages 36-37 and Note Five of Chase's 1997 Annual Report.

The accompanying tables reflect the activity in and composition of Chase's allowance for credit losses and certain coverage ratios related to the allowance for credit losses on loans for the periods indicated.


Allowance for Credit Losses on Loans to:

| Nonperforming Loans | $311 \%$ | $356 \%$ |
| :--- | :---: | :---: |
| Loans at Period-End | 2.16 | 2.28 |
| Average Loans | 2.12 | 2.32 |

Chase deems its allowance for credit losses at March 31, 1998 to be adequate (i.e., sufficient to absorb losses that may currently exist in the portfolio, but are not yet identifiable). The allowance is a general allowance available for all credit activities. Estimating potential future losses is inherently uncertain and depends on many factors, including general macroeconomic and political conditions, rating migration, structural changes within industries which alter competitive positions, event risk, unexpected correlations within the portfolio, and other external factors such as legal and regulatory requirements. Chase periodically reviews such factors and reassesses the adequacy of the allowance for credit losses.

## MARKET RISK MANAGEMENT

The following discussion of Chase's market risk management focuses primarily on developments since December 31, 1997 and should be read in conjunction with pages 37-41 and Notes One and Eighteen of Chase's 1997 Annual Report.

Chase uses both historic simulation and Monte Carlo statistical techniques to estimate a daily value-at-risk ("VAR"). The VAR calculation is performed for all material trading portfolios and market risk-related ALM portfolios, with results reported by business unit and in the aggregate. The total VAR for Chase's trading portfolio and market risk-related ALM portfolio as of or for the twelve month period ended March 31, 1998 was as follows:

|  | Marked-to-Market Trading Portfolio |  |  |  |  |  |  |  | Market Risk-Related ALM Activities |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average |  | Minimum |  | Maximum |  | March 31, |  | Average |  | Minimum |  | Maximum |  | March 31, |  |
|  |  |  |  | 1998 |  |  |  | 1998 |  |  |  |  |  |  |
| (in millions) |  | VAR |  |  |  | VAR |  | VAR |  | VAR |  | VAR |  | VAR |  | VAR |  | VAR |
| Interest Rate VAR | \$ | 21.6 | \$ | 15.1 | \$ | 51.4 | \$ | 19.1 | \$ | 50.6 | \$ | 36.4 | \$ | 67.3 | \$ | 46.2 |
| Foreign Exchange VAR |  | 5.9 |  | 2.5 |  | 17.7 |  | 9.3 |  | -- |  | -- |  | -- |  | -- |
| Commodities VAR |  | 2.7 |  | 1.1 |  | 5.0 |  | 4.0 |  | -- |  | -- |  | -- |  | -- |
| Equities VAR |  | 4.7 |  | 2.1 |  | 9.4 |  | 2.6 |  | -- |  | -- |  | -- |  | -- |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio Diversification |  | (11.9) |  | NM |  | NM |  | (14.5) |  | -- |  | -- |  | -- |  | -- |
| Total VAR | \$ | 23.0 | \$ | 15.6 | \$ | 51.5 | \$ | 20.5 | \$ | 50.6 | \$ | 36.4 | \$ | 67.3 | \$ | 46.2 |

NM: Because the minimum and maximum may occur on different days for different risk components, it is not meaningful to compute a portfolio diversification effect

Chase's average aggregate VAR (VAR for both trading and ALM activities), for the twelve month period ended March 31, 1998, was $\$ 56.3$ million. Chase's aggregate VAR at March 31, 1998 was $\$ 48.6$ million. Chase's aggregate average and period end VAR are less than the sum of the respective trading and ALM VARs shown in the above table due to risk-offsets resulting from portfolio diversification which occur across the trading and ALM portfolios.

Chase was among the earliest adopters of the Basle market risk capital rules Both for regulatory compliance with the Basle rules and for internal evaluation of VAR, Chase conducts daily backtesting of its VAR against trading revenues. For aggregate mark-to-market activities, there were no days in the first quarter of 1998 in which VAR was exceeded by a daily trading loss.

Management believes stress tests are an essential complement to VAR. At Chase, stress tests are an integral part of an effective risk management process, and have assumed an equal standing to VAR as a risk measurement and control technique for market risk. As of March 31, 1998, Chase conducted monthly stress tests, consisting of five historical and three hypothetical scenarios, for all material trading portfolios and market risk-related ALM portfolios. Since December 31, 1997, stress test results have been incorporated into Chase's internal capital allocation methodology, which provides a significant incentive for active management of aggregate exposures to difficult market environments.

The following chart contains a histogram of Chase's daily market risk-related revenue, which is defined as the daily change in value of marked-to-market trading portfolios plus any trading-related net interest income.
[GRAPHIC OF DAILY CHANGES IN MARKET RISK-RELATED TRADING REVENUE SEE APPENDIX I]

Based on actual trading results for the twelve months ended March 31, 1998, Chase posted positive daily market risk-related revenue for 229 out of 259 business trading days with 85 days exceeding positive $\$ 15$ million over the past twelve months. This compares with 42 days exceeding positive $\$ 15$ million for the twelve months ended March 31, 1997. The large increase in days exceeding positive $\$ 15$ million reflected continued efforts to build key trading activities. Chase incurred five daily trading losses in excess of negative \$15 million over the past twelve months. Four of these five losses resulted from sharp price declines and a loss of liquidity for certain securities, particularly emerging market debt instruments, during the difficult and unusually volatile trading markets in late October 1997.

Asset/Liability Management
Measuring Interest Rate Sensitivity: Chase, as part of its ALM process, employs a variety of cash (primarily securities) and derivatives instruments in managing its exposure to fluctuations in market interest rates. In managing exposure, Chase uses quantifications of net gap exposure and measurements of earnings at risk (the risk to earnings from adverse movements in interest rates) based on earnings simulations. An example of aggregate net gap analysis is presented below.

Condensed Interest-Rate Sensitivity Table

| (in millions) | 1-3 | 4-6 | 7-12 | 1-5 | Over |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At March 31, 1998 | Months | Months | Months | Years | 5 Years | Total |
| Balance Sheet | \$ 28,140 ) | \$ 1,393 | \$ 8,290 | \$38,192 | \$(19, 735 ) | \$ --- |
| Derivative Instruments Affecting Interest-Rate Sensitivity | 5,868 | $(4,014)$ | $(7,408)$ | 1,438 | 4,116 |  |
| Interest-Rate Sensitivity Gap | $(22,272)$ | $(2,621)$ | 882 | 39,630 | $(15,619)$ | --- |
| Cumulative Interest-Rate Sensitivity Gap | $(22,272)$ | $(24,893)$ | $(24,011)$ | 15,619 | --- |  |
| \% of Total Assets | (6\%) | (7\%) | (7\%) | 4\% | --- |  |

At March 31, 1998, Chase had $\$ 24.0$ billion more liabilities than assets repricing within one year (including the net repricing effects of derivative positions), or $7 \%$ of total assets. This compares with $\$ 17.8$ billion more liabilities than assets repricing within one year, or $5 \%$ of total assets, at December 31, 1997.

At March 31, 1998, based on Chase's simulation model and applying immediate increases in various market interest rates (100 bp increase for US dollar-denominated positions and 100 bp to 1500 bp increases for non-US dollar-denominated positions), earnings at risk over the next twelve months are estimated to be approximately $5.5 \%$ of projected 1998 after-tax income (before restructuring costs). At December 31, 1997, Chase's earnings at risk to an immediate rise in interest rates was estimated to be approximately 3.5\% of after-tax income. The increase in earnings at risk from year-end reflects a higher level of fixed-rate investment securities funded by floating-rate liabilities. The hypothetical rate shocks are used to calibrate risk that chase believes to be reasonably possible of occurring in the near-term, but these scenarios do not necessarily represent management's current view of future market developments.

Impact of ALM Derivative Activity:
The following table reflects the deferred gains/losses on closed derivative contracts and unrecognized gains/losses on open derivative contracts utilized in Chase's ALM activities at March 31, 1998 and December 31, 1997.

| (in millions) |  | $\begin{gathered} 31, \\ 1998 \end{gathered}$ | December | $\begin{gathered} 31, \\ 1997 \end{gathered}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ALM Derivative Contracts: |  |  |  |  |  |  |
| Net Deferred Gains (Losses) | \$ | 22 | \$ | - - | \$ | 22 |
| Net Unrecognized Gains (Losses) (a) |  | (388) |  | (392) |  | 4 |
| Net ALM Derivative Gains (Losses) | \$ | (366) | \$ | (392) | \$ | 26 |

(a) These net unrecognized losses do not include the net favorable impact from the assets/liabilities being hedged by these derivative contracts.


## OPERATING RISK MANAGEMENT

Chase, like all large financial institutions, is exposed to many types of operating risk, including the risk of fraud by employees or outsiders, unauthorized transactions by employees, and errors relating to computer and telecommunications systems. Chase maintains a system of controls that is designed to keep operating risk at appropriate levels in view of the financial strength of Chase, the characteristics of the businesses and markets in which Chase operates, competitive circumstances and regulatory considerations. However, from time to time in the past, Chase has suffered losses from operating risk and there can be no assurance that Chase will not suffer such losses in the future.

## CAPITAL AND LIQUIDITY RISK MANAGEMENT

The following capital and liquidity discussion should be read in conjunction with the Capital and Liquidity Risk Management section on pages 41-43 and Note Seventeen of Chase's 1997 Annual Report.

## Capital

Chase's capital levels at March 31, 1998 remained well in excess of regulatory guidelines. At March 31, 1998, Tier 1 and Total Capital ratios were $8.1 \%$ and $11.9 \%$, respectively, and the Tier 1 leverage ratio was $6.0 \%$. At March 31, 1998, the total capitalization of Chase (the sum of Tier 1 and Tier 2 Capital) was $\$ 33.3$ billion, the same level as at December 31, 1997. The amount of retained earnings (net income less common and preferred dividends) generated during the first quarter of 1998 and the issuance of $\$ 200$ million (net of discount) of capital securities issued during the quarter by certain Chase subsidiaries (see Note 7 of this Form 10-Q), was offset by the redemption of preferred stock.

In the first quarter of 1998, Chase raised the cash dividend on its Common Stock to $\$ .72$ per share from $\$ .62$ per share. Management currently expects that Chase's dividend policy will generally be to pay a Common Stock dividend equal to approximately $25 \%$ to $35 \%$ of Chase's operating net income, less the amount of preferred stock dividends. Chase's future dividend policies will be determined by its Board of Directors, taking into consideration Chase's earnings and financial condition and applicable governmental regulations and policies.

From inception of a stock buy-back program authorized by Chase's Board of Directors in October 1996 through March 31, 1998, Chase repurchased 33.2 million shares of its Common Stock ( $\$ 3.3$ billion) and reissued from treasury approximately 18.4 million shares of its Common Stock ( $\$ 1.5$ billion) under its benefit plans, resulting in a net repurchase of 14.8 million shares.

Management is committed to maintaining a disciplined capital policy for Chase. That policy is intended to increase SVA, to employ capital to support growth, including through acquisitions or other investment opportunities, and to return excess capital to stockholders. In light of management's current target ratio for Tier 1 Capital of $8 \%$ to $8.25 \%$, and Chase's pending acquisition of a global custody business (see "Other Events" below), management currently believes Chase may not repurchase the full amount of shares permitted to be purchased under the stock buy-back program, which expires at year-end. The extent to which Common Stock is purchased by Chase during the remainder of the year will depend on Chase's future earnings, internal asset growth and future investment opportunities.

On March 17, 1998, Chase's Board of Directors approved a two-for-one stock split, subject to stockholder approval at Chase's annual meeting on May 19th. If approved by the stockholders, the stock split is intended to be effective at the close of business on May 20, 1998.

## Liquidity

Chase manages its liquidity in order to ensure the availability of sufficient cash flows to meet all of Chase's financial commitments and to capitalize on opportunities for Chase's business expansion. Chase is an active participant in the capital markets and issues commercial paper, medium-term notes, long-term debt, and common and preferred stock. At March 31, 1998, Chase's long-term debt was $\$ 14,355$ million. Chase issued $\$ 1,631$ million of long-term debt during the first three months of 1998; during the same period, $\$ 534$ million of long-term debt matured and $\$ 128$ million was redeemed. During the first quarter of 1998, Chase redeemed $\$ 200$ million of its $7.92 \%$ cumulative preferred stock and $\$ 172$ million of its $8.40 \%$ cumulative preferred stock and called for redemption $\$ 200$ million of its $7.58 \%$ cumulative preferred stock (which was redeemed April 1, 1998). An additional $\$ 340$ million of Chase's fixed-rate preferred stock becomes callable in 1998. Chase constantly evaluates the opportunities to redeem its outstanding debt and preferred stock in light of current market conditions.

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SUPERVISION AND REGULATION
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The following discussion should be read in conjunction with the Supervision and Regulation section on pages 1-5 of Chase's 1997 Annual Report.

## Dividends

Chase's bank subsidiaries could, without the approval of their relevant banking regulators, pay dividends to their respective bank holding companies in amounts up to the limitations imposed upon such banks by regulatory restrictions. These dividend limitations, in the aggregate, totaled approximately $\$ 1.7$ billion at March 31, 1998.

## OTHER EVENTS

On May 7, 1998, Chase and Morgan Stanley Dean Witter \& Co. ("Morgan Stanley") reached a definitive agreement under which Chase will acquire the global custody business of Morgan Stanley, which has more than $\$ 400$ billion of assets under custody. The acquisition is expected to be completed during the latter part of 1998. The clients and staff joining Chase will be integrated into Chase Global Investor Services, which is part of Chase's Global Services Business included in CTS

|  | Three Months Ended March 31, 1998 |  |  |  |  | Three Months Ended March 31, 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average Balance |  | Interest | $\begin{gathered} \text { Rate } \\ \text { (Annualized) } \end{gathered}$ |  | Average Balance |  | rest | $\begin{gathered} \text { Rate } \\ \text { (Annualized) } \end{gathered}$ |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Deposits with Banks | \$ | 4,180 | \$ | 152 | 14.78\% | \$ | 5,491 | \$ | 106 | 7.86\% |
| Federal Funds Sold and |  |  |  |  |  |  |  |  |  |  |
| Securities Purchased Under |  |  |  |  |  |  |  |  |  |  |
| Resale Agreements |  | 37,882 |  | 671 | 7.19\% |  | 36,102 |  | 559 | 6.28\% |
| Trading Assets-Debt and Equity |  |  |  |  |  |  |  |  |  |  |
| Instruments |  | 33,310 |  | 676 | 8.24\% |  | 31,185 |  | 626 | 8.14\% |
| Securities: |  |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 52,750 |  | 848 | 6.52\% (b) |  | 39,818 |  | 664 | 6.76\% (b) |
| Held-to-Maturity |  | 2,837 |  | 46 | 6.63\% |  | 3,729 |  | 62 | 6.76\% |
| Loans |  | 170,491 |  | 3,405 | 8.10\% |  | 153,030 |  | 3,131 | 8.30\% |
| Total Interest-Earning Assets |  | 301,450 |  | 5,798 | 7.80\% |  | 269,355 |  | 5,148 | 7.75\% |
| Allowance for Credit Losses on Loans |  | $(3,558)$ |  |  |  |  | $(3,452)$ |  |  |  |
| Cash and Due from Banks |  | 14,173 |  |  |  |  | 12,065 |  |  |  |
| Risk Management Instruments |  | 39,369 |  |  |  |  | 36,669 |  |  |  |
| Other Assets |  | 26,158 |  |  |  |  | 24,632 |  |  |  |
| Total Assets | \$ | 377,592 |  |  |  | \$ | 339,269 |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |
| Domestic Retail Deposits | \$ | 58,934 |  | 572 | 3.95\% | \$ | 57,654 |  | 529 | 3.72\% |
| Domestic Negotiable |  |  |  |  |  |  |  |  |  |  |
| Certificates of Deposit and Other Deposits |  | 15,441 |  | 187 | 4.89\% |  | 9,236 |  | 150 | 6.59\% |
| Deposits in Foreign Offices |  | 76,935 |  | 1,056 | 5.56\% |  | 65,231 |  | 836 | 5. $20 \%$ |
| Total Time and Savings |  |  |  |  |  |  |  |  |  |  |
| Short-Term and Other Borrowings: |  |  |  |  |  |  |  |  |  |  |
| Federal Funds Purchased and |  |  |  |  |  |  |  |  |  |  |
| Securities Sold Under |  |  |  |  |  |  |  |  |  |  |
| Repurchase Agreements |  | 68,259 |  | 947 | 5.63\% |  | 59,470 |  | 785 | 5.35\% |
| Commercial Paper |  | 4,134 |  | 54 | 5.30\% |  | 4,293 |  | 55 | 5.21\% |
| Other Borrowings (c) |  | 17,482 |  | 508 | 11.79\% |  | 17,372 |  | 462 | 10.79\% |
| Total Short-Term and |  |  |  |  |  |  |  |  |  |  |
| Other Borrowings |  | 89,875 |  | 1,509 | 6.81\% |  | 81,135 |  | 1,302 | 6.51\% |
| Long-Term Debt |  | 15,707 |  | 305 | 7.88\% |  | 13,523 |  | 257 | 7.70\% |
| Total Interest-Bearing Liabilities |  | 256,892 |  | 3,629 | 5.73\% |  | 226,779 |  | 3,074 | 5.50\% |
| Noninterest-Bearing Deposits |  | 44,566 |  |  |  |  | 40,897 |  |  |  |
| Risk Management Instruments |  | 39, 077 |  |  |  |  | 36,357 |  |  |  |
| Other Liabilities |  | 14,478 |  |  |  |  | 13,544 |  |  |  |
| Total Liabilities |  | 355,013 |  |  |  |  | 317,577 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |
| Preferred Stock |  | 1,680 |  |  |  |  | 2,648 |  |  |  |
| Common Stockholders' Equity |  | 20,349 |  |  |  |  | 18,494 |  |  |  |
| Total Stockholders' Equity |  | 22,029 |  |  |  |  | 21,142 |  |  |  |
| Total Liabilities, Preferred Stock of |  |  |  |  |  |  |  |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | 2.07\% |  |  |  |  | 2.25\% |
| net interest income and net |  |  |  |  |  |  |  |  |  |  |
| YIELD ON INTEREST-EARNING |  |  |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  | 2,169 (a) | 2.92\% |  |  | \$ | 2,074 | 3.12\% |

(a) Reflects a pro forma adjustment to the net interest income amount included in the Statement of Income to permit comparisons of yields on tax-exempt and taxable assets.
(b) For the three months ended March 31, 1998 and March 31, 1997, the annualized rate for available-for-sale securities based on historical cost was $6.55 \%$ and 6.69\%, respectively.
(c) Includes securities sold but not yet purchased and structured notes.

| Interest Income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans | \$ | 3,405 | \$ | 3,392 | \$ | 3,294 | \$ | 3,106 | \$ | 3,129 |
| Securities |  | 889 |  | 851 |  | 720 |  | 735 |  | 722 |
| Trading Assets |  | 676 |  | 707 |  | 732 |  | 705 |  | 626 |
| Federal Funds Sold and Securities |  |  |  |  |  |  |  |  |  |  |
| Purchased Under Resale Agreements |  | 671 |  | 728 |  | 623 |  | 697 |  | 559 |
| Deposits with Banks |  | 152 |  | 156 |  | 149 |  | 114 |  | 106 |
| Total Interest Income |  | 5,793 |  | 5,834 |  | 5,518 |  | 5,357 |  | 5,142 |
| Interest Expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,815 |  | 1,764 |  | 1,714 |  | 1,568 |  | 1,515 |
| Short-Term and Other Borrowings |  | 1,509 |  | 1,640 |  | 1,451 |  | 1,510 |  | 1,302 |
| Long-Term Debt |  | 305 |  | 320 |  | 284 |  | 273 |  | 257 |
| Total Interest Expense |  | 3,629 |  | 3,724 |  | 3,449 |  | 3,351 |  | 3,074 |
| Net Interest Income |  | 2,164 |  | 2,110 |  | 2,069 |  | 2,006 |  | 2,068 |
| Provision for Credit Losses |  | 344 |  | 205 |  | 190 |  | 189 |  | 220 |
| Net Interest Income After |  |  |  |  |  |  |  |  |  |  |
| Provision For Credit Losses |  | 1,820 |  | 1,905 |  | 1,879 |  | 1,817 |  | 1,848 |
| Noninterest Revenue |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees |  | 361 |  | 369 |  | 308 |  | 283 |  | 176 |
| Trust, Custody and Investment Management Fees |  | 348 |  | 338 |  | 338 |  | 321 |  | 310 |
| Credit Card Revenue |  | 300 |  | 322 |  | 281 |  | 224 |  | 261 |
| Service Charges on Deposit Accounts |  | 91 |  | 96 |  | 94 |  | 95 |  | 91 |
| Fees for Other Financial Services |  | 419 |  | 421 |  | 411 |  | 392 |  | 383 |
| Trading Revenue |  | 480 |  | (78) |  | 505 |  | 491 |  | 405 |
| Securities Gains |  | 83 |  | 123 |  | 58 |  | 30 |  | 101 |
| Revenue from Equity-Related Investments |  | 287 |  | 220 |  | 243 |  | 179 |  | 164 |
| Other Revenue |  | 96 |  | 163 |  | 102 |  | 119 |  | 191 |
| Total Noninterest Revenue |  | 2,465 |  | 1,974 |  | 2,340 |  | 2,134 |  | 2,082 |
| Noninterest Expense |  |  |  |  |  |  |  |  |  |  |
| Salaries |  | 1,254 |  | 1,072 |  | 1,292 |  | 1,110 |  | 1,124 |
| Employee Benefits |  | 224 |  | 192 |  | 206 |  | 219 |  | 222 |
| Occupancy Expense |  | 189 |  | 193 |  | 194 |  | 193 |  | 187 |
| Equipment Expense |  | 209 |  | 217 |  | 192 |  | 193 |  | 190 |
| Restructuring Costs |  | 521 |  | 20 |  | 71 |  | 71 |  | 30 |
| Other Expense |  | 738 |  | 796 |  | 706 |  | 685 |  | 694 |
| Total Noninterest Expense |  | 3,135 |  | 2,490 |  | 2,661 |  | 2,471 |  | 2,447 |
| Income Before Income Tax Expense |  | 1,150 |  | 1,389 |  | 1,558 |  | 1,480 |  | 1,483 |
| Income Tax Expense |  | 425 |  | 515 |  | 576 |  | 555 |  | 556 |
| Net Income | \$ | 725 | \$ | 874 | \$ | 982 | \$ | 925 | \$ | 927 |
| Net Income Applicable To |  |  |  |  |  |  |  |  |  |  |
| Common Stock | \$ | 691 | \$ | 839 | \$ | 941 | \$ | 874 | \$ | 872 |
| Net Income Per Common Share: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.64 | \$ | 1.99 | \$ | 2.23 | \$ | 2.06 | \$ | 2.02 |
| Diluted | \$ | 1.59 | \$ | 1.94 | \$ | 2.16 | \$ | 2.00 | \$ | 1.97 |

The page numbers included after each definition represents the pages in the 10-Q where the term is primarily used

1997 Annual Report: Annual Report on Form 10-K for the year ended December 31, 1997. (Pages 7-11, 13-14, 20-21, 23-24, 26-28, 30-31)

ACH: "Automated Clearing House", a firm set up and used by member financial institutions to combine, sort and distribute payment orders. (Page 17)

AICPA: "American Institute of Certified Public Accountants". (Page 7)
Asset/Liability Management ("ALM"): The management and control of the sensitivity of Chase's income to changes in market interest rates and other market risks. (Page 29)

CHIPS: "Clearing House Interbank Payments System", a money transfer system that enables banks to make transfers through a central clearinghouse mechanism. (Page 17)

Derivative and Foreign Exchange ("FX") Instruments: Interest rate swaps, forward rate agreements, futures, forwards, options, equity, commodity and other contracts used for asset and liability management or trading purposes. The instruments represent contracts with counterparties where payments are made to or from the counterparty based upon specific interest rates, currency levels, other market rates, or on terms predetermined by the contract. (Page 10)

Efficiency Ratio: 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 a real estate investment trust subsidiary of Chase ("REIT"). (Pages 12, 22)

FedWire: A computerized money transfer system linking the U.S. Federal Reserve System banks, branches and member banks. (Page 17)

Managed Credit Card receivables: Credit card receivables on the balance sheet plus securitized credit card receivables. (Page 25)

Managed Operating Results: Reported results excluding the impact of credit card securitizations, restructuring costs and special items. (Pages 12, 18)

Net Yield on Interest-Earning Assets: The average rate for interest-earning assets less the average rate paid for all sources of funds. (Page 19)

Operating Net Income: Reported net income excluding restructuring costs and special items. (Pages 12-13)

SFAS: Statement of Financial Accounting Standards.
SFAS 107: Statement of Financial Accounting Standards No. 107, entitled, "Disclosures About Fair Value of Financial Instruments." (Page 11)

SFAS 115: Statement of Financial Accounting Standards No. 115, entitled, "Accounting for Certain Investments in Debt and Equity Securities." (Pages 7-9)

SFAS 125: Statement of Financial Accounting Standards No. 125, entitled, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities." (Page 7)

SFAS 127: Statement of Financial Accounting Standards No. 127, entitled, "Deferral of the Effective Date of Certain Provisions of FASB Statement No 125." (Page 7)

SFAS 130: Statement of Financial Accounting Standards No. 130, entitled, "Reporting Comprehensive Income." (Page 7)

Special Items: There were no special items in the 1998 first quarter. Special items in the 1997 first quarter included a gain on the sale of a partially owned foreign investment and costs incurred for accelerated vesting of stock-based incentive awards. (Page 12)

Statement of Position ("SOP") 98-1: "Accounting for the Costs of Computer Software Developed or Obtained for Internal Use". (Page 7)

Value-at-Risk ("VAR"): The potential overnight loss from adverse market movements. (Page 28)

Pursuant to Item 304 of Regulation S-T, the following is a description of the graphic image material included in the foregoing Management's Discussion and Analysis of Financial Condition and Results of Operations.

## GRAPHIC

NUMBER

## PAGE DESCRIPTION

129 Bar Graph entitled "Histogram of Daily Changes in Market Risk-Related Trading Revenue for the twelve months ended March 31, 1998" presenting the following information:

| Millions of Dollars | 0-5 | 5-10 | 10-15 | 15-20 | 20-25 | 25-30 | Over 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of trading days revenue was within the above prescribed positive range |  |  |  |  |  |  |  |
| range | 32 | 57 | 55 | 38 | 25 | 13 | 9 |
| Millions of Dollars | 0-(5) | (5)-(10) | (10) - (15) | (15)-(20) | (20)-(25) | (25) - (30) | Over (30) |
| Number of trading days revenue was within the above |  |  |  |  |  |  |  |
| range | 13 | 8 | 4 | 1 | 0 | 2 | 2 |

Item 1. Legal Proceedings
For a discussion of Legal Proceedings, see 1997 Annual Report on page 6.

Item 2. Sales of Unregistered Common Stock
During the first quarter of 1998, shares of common stock of Chase were issued in transactions exempt from registration under the Securities Act of 1933 pursuant to Section 4(2) thereof. Shares of common stock were issued to retired executive officers who had deferred receipt of such common stock pursuant to the Corporate Performance Incentive Plan as follows: January 5, 1998 - 1,590 shares; and January 6, 1998 - 3, 693 shares. Shares of common stock were issued to retired directors who had deferred receipt of such common stock pursuant to the Deferred Compensation Plan for Non-Employee Directors as follows: January 2, 1998 - 527 shares.

## Item 6. Exhibits and Reports on Form 8-K

(A) Exhibits:

11 - Computation of net income per share.
12(a) - Computation of ratio of earnings to fixed charges.
12(b) - Computation of ratio of earnings to fixed charges and preferred stock dividend requirements.
27 - Financial Data Schedule.
27.1-. 9 - Restated Financial Data Schedules.
(B) Reports on Form 8-K:

Chase filed three reports on Form 8-K during the quarter ended March 31, 1998, as follows:

Form 8-K dated January 21, 1998: Chase announced the results of operations for the fourth quarter of 1997; disclosed estimates of Chase's cross-border exposures to certain Asian countries at December 31, 1997; and announced new performance goals for Chase over the next several years.

Form 8-K dated January 28, 1998: Chase filed certain legal opinions in connection with the issuance of the 7.03\% Capital Securities, Series E, of Chase Capital V.

Form 8-K dated March 17, 1998: Chase announced actions to streamline support functions and realign certain business functions; an increase in the quarterly dividend on its common stock; and a two-for-one common stock split, subject to stockholders' approval.

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 thereunto duly authorized.

THE CHASE MANHATTAN CORPORATION
(Registrant)

Date May 15, 1998
By /s/ Joseph L. Sclafani -------------------

Executive Vice President and Controller [Principal Accounting Officer]

## INDEX TO EXHIBITS

SEQUENTIALLY NUMBERED

## EXHIBIT NO.

EXHIBITS

Computation of net income per share

Computation of ratio of earnings to fixed charges

Computation of ratio of earnings to fixed charges and preferred stock dividend requirements

27
27.1-27.9

Financial Data Schedule
Restated Financial Data Schedules

## PAGE AT WHICH LOCATED

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38

39

40

41

42-50

THE CHASE MANHATTAN CORPORATION and Subsidiaries Computation of net income per share

Net income for basic and diluted EPS is computed by subtracting from the applicable earnings the dividend requirements on preferred stock to arrive at earnings applicable to common stock. Basic EPS is computed by dividing net income available to common shares outstanding by the weighted-average number of common shares outstanding for the period. Diluted EPS is computed using the same method as basic EPS, but reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock. For a further discussion of Chase's earnings per share computation, see Note Ten of Chase's 1997 Annual Report.

| (in millions, except per share amounts) | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| EARNINGS PER SHARE | 1998 |  | 1997 |  |
| Basic |  |  |  |  |
| Earnings: |  |  |  |  |
| Net Income | \$ | 725 | \$ | 927 |
| Less: Preferred Stock Dividend Requirements |  | 34 |  | 55 |
| Net Income Applicable to Common Stock | \$ | 691 | \$ | 872 |
| Shares: |  |  |  |  |
| Weighted- Average Basic Shares Outstanding |  | 422.4 |  | 430.4 |
| Basic Earnings Per Share: |  |  |  |  |
| Net Income | \$ | 1.64 | \$ | 2.02 |
|  |  | $===$ |  | $==$ |
| Diluted |  |  |  |  |
| Earnings: |  |  |  |  |
| Net Income Applicable to Common Stock | \$ | 691 | \$ | 872 |
| Shares: |  |  |  |  |
| Weighted-Average Basic Shares Outstanding 422.4 <br> Additional Shares Issuable Upon Exercise of Stock Options 430.4 |  |  |  |  |
|  |  |  |  |  |
| Weighted-Average Diluted Shares Outstanding |  | 433.7 |  | 442.0 |
| Diluted Earnings Per Share: |  |  |  |  |
| Net Income | \$ | 1.59 | \$ | 1.97 |

THE CHASE MANHATTAN CORPORATION and Subsidiaries
Computation of ratio of earnings to fixed charges (in millions, except ratios)

|  | Three Months March 31, 19 |
| :---: | :---: |
| EXCLUDING INTEREST ON DEPOSITS |  |
| Income before income taxes | \$ 1,150 |
| Fixed charges: |  |
| Interest expense | 1,814 |
| One third of rents, net of income from subleases (a) | 26 |
| Total fixed charges | 1,840 |
| Less: Equity in undistributed income of affiliates | (5) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 2,985 |
| Fixed charges, as above | \$ 1,840 |
| Ratio of earnings to fixed charges | 1.62 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges, as above | \$ 1,840 |
| Add: Interest on deposits | 1,815 |
| Total fixed charges and interest on deposits | \$ 3,655 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above |  |
| Add: Interest on deposits | 1,815 |
| Total earnings before taxes, fixed charges, and interest on deposits | \$ 4,800 |
| Ratio of earnings to fixed charges | 1.31 |

(a) The proportion deemed representative of the interest factor. and preferred stock dividend requirements (in millions, except ratios)

|  | Three Months End <br> March 31, 1998 |
| :---: | :---: |
| EXCLUDING INTEREST ON DEPOSITS |  |
| Income before income taxes | \$ 1,150 |
| Fixed charges: |  |
| Interest expense | 1,814 |
| One third of rents, net of income from subleases (a) | 26 |
| Total fixed charges | 1,840 |
| Less: Equity in undistributed income of affiliates | (5) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 2,985 |
| Fixed charges, as above | \$ 1,840 |
| Preferred stock dividends | 34 |
| Fixed charges including preferred stock dividends | \$ 1,874 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 1.59 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges including preferred stock dividends, as above | \$ 1,874 |
| Add: Interest on deposits | 1,815 |
| Total fixed charges including preferred stock dividends and interest on deposits | \$ 3,689 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 2,985 |
| Add: Interest on deposits | 1,815 |
| Total earnings before taxes, fixed charges, and interest on deposits | \$ 4,800 |
| Ratio of earnings to fixed charges <br> and preferred stock dividend requirements | 1.30 |

(a) The proportion deemed representative of the interest factor.

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at March 31, 1998 and Consolidated Statement of Income for the three months ended March 31, 1998 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S. DOLLARS

| 3-MOS |  |
| :---: | :---: |
| DEC-31-1998 |  |
| JAN-01-1998 |  |
| MAR-31-1998 |  |
|  | 1 |
| 14,906 |  |
| 3,465 |  |
| 23,739 |  |
| 71,245 |  |
| 57,108 |  |
| 2,711 |  |
| 2,725 |  |
| 167,9443,622 |  |
|  |  |
| $365,715$ |  |
| 196, 096 |  |
| 67,343 |  |
| 61,992 |  |
| 14,355 |  |
| $\bigcirc$ |  |
| 1,368 |  |
|  | 441 |
| 20, 232 |  |
| 365,715 |  |
| 3,405 |  |
| 889 |  |
| 823 |  |
| 5,793 |  |
| 1,815 |  |
| 3,629 |  |
| 2,164 |  |
| 344 |  |
| 83 |  |
| 3,135 |  |
| 1,150 |  |
| 725 |  |
| 0 |  |
|  |  |
| 725 |  |
| 1.64 |  |
| 1.59 |  |
| 2.92 |  |
| 1,165 |  |
| 487 |  |
| 0 |  |
| 0 |  |
| 3,624 |  |
| 419 |  |
|  | 75 |
| 3,622 |  |
| 0 |  |
| 0 |  |
|  | $\bigcirc$ |

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at December 31, 1995 and Consolidated Statement of Income for the twelve months ended December 31, 1995 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS


This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at March 31, 1996 and Consolidated Statement of Income for the three months ended March 31, 1996 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { (89) } \\
& \text { (0.32) } \\
& \text { (0.32) } \\
& 3.43 \\
& \text { 1,537 } \\
& 518 \\
& 0 \\
& 3,784{ }^{0} \\
& 414 \\
& 67 \\
& \text { 3,683 } \\
& \begin{array}{c}
0 \\
0
\end{array} \\
& 0
\end{aligned}
$$

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at June 30, 1996 and Consolidated Statement of Income for the six months ended June 30, 1996 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at September 30, 1996 and Consolidated Statement of Income for the nine months ended September 30, 1996 and is qualified in its entirety by reference to such financial statements.

1,000, 000
U.S.DOLLARS

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at December 31, 1996 and Consolidated Statement of Income for the twelve months ended December 31, 1996 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS
0

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at March 31, 1997 and Consolidated Statement of Income for the three months ended March 31, 1997 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at June 30, 1997 and Consolidated Statement of Income for the six months ended June 30, 1997 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS

$$
\begin{aligned}
& \text { 6-MOS } \\
& \text { DEC-31-1997 } \\
& \text { JAN-01-1997 } \\
& \text { JUN-30-1997 } \\
& 116,879 \\
& \text { 4,042 } \\
& \text { 39, } 228 \\
& \text { 67,516 } \\
& \text { 39,463 } \\
& \text { 3,463 } \\
& \text { 3,450 } \\
& \text { 159, } 957 \\
& \text { 3,446 } \\
& \text { 352, } 033 \\
& \text { 183,744 } \\
& \text { 70,560 } \\
& \text { 59,759 } \\
& 0 \\
& \text { 1,980 } \\
& \text { 18, } 372 \\
& \text { 352, } 033 \\
& \text { 6,235 } \\
& \text { 1,457 } \\
& \text { 1,476 } \\
& \text { 10,499 } \\
& \text { 3, } 083 \\
& \text { 6,425 } \\
& \text { 4, } 074 \\
& 409 \\
& 131 \\
& \text { 4,918 } \\
& \text { 2,963 } \\
& \text { 1,852 } \\
& \text { 1,852 } \\
& 4.08 \\
& 3.97 \\
& 2.98 \\
& 969 \\
& 384 \\
& \begin{array}{r}
0 \\
0
\end{array} \\
& 3,549{ }^{0} \\
& 531 \\
& 122 \\
& \text { 3,446 } \\
& \begin{array}{l}
0 \\
0
\end{array} \\
& 0
\end{aligned}
$$

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at September 30, 1997 and Consolidated Statement of Income for the nine months ended September 30, 1997 and is qualified in its entirety by reference to such financial statements.

1,000, 000
U.S.DOLLARS

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at December 31, 1997 and Consolidated Statement of Income for the twelve months ended December 31, 1997 and is qualified in its entirety by reference to such financial statements.

1,000,000
U.S.DOLLARS

12-MOS
DEC-31-1997
JAN-01-1997
DEC-31-1997
1 15,704
2,886
30, 928
72,393
49,755
2,983
2,995
168,454
3,624
365, 521
193, 688
67,731
64,964
13,387
0
1,740
19,561
365,521
12,921
3, 028
3,132
21, 851
6,561
13,598
8, 253
804
312
10, 069
3,708
5,910

0
3,708
8.30
8.03
2.89

907
459
1
$3,549{ }^{0}$
1, 096
292
3,624
3,180
444
0


[^0]:    The Notes to Financial Statements are an integral part of these Statements.

