SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q
QUARTERLY REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Quarter Ended June 30, 1994 Commission file number 1-5805 CHEMICAL BANKING CORPORATION
(Exact name of registrant as specified in its charter)


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.
Yes.X. No...

Common Stock, \$1 Par Value 247,521,125

Number of shares outstanding of each of the issuer's classes of common stock on July 31, 1994.
Part I
1994 1993

ASSETS
Cash and Due from Banks
Deposits with Banks

| $\$$ | 9,463 |
| ---: | ---: | ---: |
| 4,461 |  |$\quad \$$| 6,852 |
| ---: |
| 6,030 |
| 12,803 |$\quad 10,556$

Federal Funds Sold and Securities
Purchased Under Resale Agreements 20,632
Debt and Equity Instruments
Risk Management Instruments

| 8,923 | 10,108 |
| ---: | ---: |
| 16,606 | 15,840 |
| 74,685 | 75,381 |
| $(2,676)$ | $(3,020)$ |
| 2,034 | 1,910 |
| 1,202 | 1,077 |
| 1,029 | 1,106 |
| 735 | 934 |
| 8,089 | 11,435 |
| -------- | -------- |
| $\$ 168,921$ | $\$ 149,888$ |
| $========$ | $========$ |

Held-to-Maturity
(Market Value: \$8,679 and \$10,288) 8,923 10,108
Available-for Sale

LIABILITIES
Deposits:

| posits: |  |  |
| :---: | :---: | :---: |
| Demand (Noninterest Bearing) | \$ 22,066 | \$ 23,443 |
| Time and Savings | 47,737 | 51,940 |
| Foreign | 22,153 | 22,894 |
| Total Deposits | 91,956 | 98,277 |
| Federal Funds Purchased and Securities |  |  |
| Sold Under Repurchase Agreements | 20,764 | 12,857 |
| Other Borrowed Funds | 12,604 | 11,908 |
| Acceptances Outstanding | 1,205 | 1,099 |
| Accounts Payable and Accrued Liabilities | 1,998 | 2,607 |
| Other Liabilities | 20,878 | 3,784 |
| Long-Term Debt | 8,336 | 8,192 |
| total liabilities | 157,741 | 138,724 |

COMMITMENTS AND CONTINGENCIES
(SEE NOTE 8)
STOCKHOLDERS' EQUITY
Preferred Stock 1,854 1,654
Common Stock (Issued 253,981,906 and 253,397,864 Shares)

| 254 | 253 |
| ---: | ---: |

Capital Surplus 6,553

Retained Earnings
Net Unrealized Gain (Loss) on Securities
Available-for-Sale, Net of Taxes (291) 215

Treasury Stock, at Cost

| (3,056,217 and 515,782 Shares) | (114) | (12) |
| :---: | :---: | :---: |
| TOTAL STOCKHOLDERS' EQUITY | 11,180 | 11,164 |
| total liabilities And |  |  |
| STOCKHOLDERS' EQUITY | \$168,921 | \$149,888 |

The Notes to Consolidated Financial Statements are an integral part of these Statements.
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CHEMICAL BANKING CORPORATION and Subsidiaries CONSOLIDATED STATEMENT OF INCOME THREE MONTHS ENDED JUNE 30,
(IN MILLIONS, EXCEPT PER SHARE DATA)

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| INTEREST INCOME |  |  |
| Loans | \$1,375 | \$ 1,433 |
| Securities | 432 | 443 |
| Trading Assets | 191 | 103 |
| Federal Funds Sold and Securities |  |  |
| Purchased Under Resale Agreements | 121 | 80 |
| Deposits With Banks | 100 | 73 |
| Total Interest Income | 2,219 | 2,132 |
| INTEREST EXPENSE |  |  |
| Deposits | 543 | 569 |
| Short-Term and Other Borrowings | 359 | 253 |
| Long-Term Debt | 132 | 135 |
| Total Interest Expense | 1,034 | 957 |
| NET INTEREST INCOME | 1,185 | 1,175 |
| PROVISION FOR LOSSES | 160 | 363 |
| NET INTEREST INCOME AFTER |  |  |
| PROVISION FOR LOSSES | 1,025 | 812 |


| NONINTEREST REVENUE |  |  |
| :--- | ---: | ---: |
| Trust and Investment Management Fees | 108 | 102 |
| Corporate Finance and Syndication Fees | 93 | 84 |
| Service Charges on Deposit Accounts | 75 | 77 |
| Fees for Other Banking Services | 279 | 272 |
| Trading Account and Foreign Exchange Revenues | 203 | 298 |
| Securities Gains | 13 | 5 |
| Other Revenue | 96 | 204 |
| Total Noninterest Revenue | ------- | ------- |


| NONINTEREST EXPENSE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Salaries |  | 542 |  | 529 |
| Employee Benefits |  | 102 |  | 105 |
| Occupancy Expense |  | 140 |  | 145 |
| Equipment Expense |  | 91 |  | 88 |
| Foreclosed Property Expense |  | 2 |  | 85 |
| Other Expense |  | 404 |  | 360 |
| Total Noninterest Expense |  | 281 |  | 312 |
| INCOME BEFORE INCOME TAXES |  | 611 |  | 542 |
| INCOME TAX EXPENSE |  | 254 |  | 161 |
| NET INCOME | \$ | 357 | \$ | 381 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ | 324 | \$ | 341 |
| NET INCOME PER COMMON SHARE | \$ | . 28 | \$ | . 35 |
| AVERAGE COMMON SHARES OUTSTANDING |  | 3.1 |  | 1.7 |

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

CHEMICAL BANKING CORPORATION and Subsidiaries
CONSOLIDATED STATEMENT OF INCOME
SIX MONTHS ENDED JUNE 30,
(IN MILLIONS, EXCEPT PER SHARE DATA)

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| INTEREST INCOME |  |  |
| Loans | \$2,682 | \$2,898 |
| Securities | 848 | 871 |
| Trading Assets | 364 | 197 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements | 221 | 156 |
| Deposits With Banks | 194 | 134 |
| Total Interest Income | 4,309 | 4,256 |
| INTEREST EXPENSE |  |  |
| Deposits | 1,063 | 1,162 |
| Short-Term and Other Borrowings | 651 | 505 |
| Long-Term Debt | 267 | 265 |
| Total Interest Expense | 1,981 | 1,932 |
| NET INTEREST INCOME | 2,328 | 2,324 |
| Provision for Losses | 365 | 675 |
| NET INTEREST INCOME AFTER |  |  |
| PROVISION FOR LOSSES | 1,963 | 1,649 |


| NONINTEREST REVENUE |  |  |
| :---: | :---: | :---: |
| Trust and Investment Management Fees | 218 | 200 |
| Corporate Finance and Syndication Fees | 175 | 155 |
| Service Charges on Deposit Accounts | 144 | 144 |
| Fees for Other Banking Services | 569 | 523 |
| Trading Account and Foreign Exchange Revenues | S 388 | 550 |
| Securities Gains | 59 | 75 |
| Other Revenue | 245 | 320 |
| Total Noninterest Revenue | 1,798 | 1,967 |
| NONINTEREST EXPENSE |  |  |
| Salaries | 1,060 | 1,030 |
| Employee Benefits | 221 | 207 |
| Occupancy Expense | 286 | 290 |
| Equipment Expense | 175 | 163 |
| Foreclosed Property Expense | 37 | 156 |
| Restructuring Charge | 48 | 43 |
| Other Expense | 778 | 699 |
| Total Noninterest Expense | 2,605 | 2,588 |
| INCOME BEFORE INCOME TAX EXPENSE AND <br> FFFECT OF ACCOUNTING CHANGES 1.156 1,028 |  |  |
| Income Tax Expense | 480 | 308 |
| INCOME BEFORE EFFECT OF ACCOUNTING CHANGES | 676 | 720 |
| Net Effect of Changes in Accounting Principles | --- | 35 |
| NET INCOME | \$ 676 | \$ 755 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 611 | \$ 676 |


| PER COMMON SHARE: |  |  |
| :---: | :---: | :---: |
| Income Before Effect of Accounting Changes | \$ 2.41 | \$ 2.56 |
| Net Effect of Changes in Accounting Principles | --- | . 14 |
| Net Income | \$ 2.41 | \$ 2.70 |
| AVERAGE COMMON SHARES OUTSTANDING | 253.1 | 250.1 |

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

Item 1. (continued)
CHEMICAL BANKING CORPORATION and Subsidiaries CONSOLIDATED STATEMENT OF CASH FLOWS SIX MONTHS ENDED JUNE 30, (IN MILLIONS)

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |
| Net Income | 676 | \$ 755 |
| Adjustments to Reconcile Net Income to Net Cash |  |  |
| Provided by Operating Activities: |  |  |
| Provision for Losses | 365 | 675 |
| Restructuring Charge | 48 | 43 |
| Depreciation and Amortization | 146 | 146 |
| Net Changes In: |  |  |
| Trading Related Assets | 318 | $(4,545)$ |
| Accrued Interest Receivable | 77 | (32) |
| Accrued Interest Payable | 45 | 138 |
| Other, Net | (444) | 759 |
| Net Cash Provided (Used) |  |  |
| by Operating Activities | 1,231 | $(2,061)$ |
| Investing Activities |  |  |
| Net Change In: |  |  |
| Deposits with Banks | 1,581 | $(1,902)$ |
| Federal Funds Sold and Securities |  |  |
| Purchased Under Resale Agreements | $(2,247)$ | $(1,532)$ |
| Loans Due to Sales and Securitizations | 4,787 | 6,255 |
| Other Loans | $(4,919)$ | $(1,950)$ |
| Other, Net | (102) | (296) |
| Proceeds from the Maturity of |  |  |
| Held-to-Maturity Securities | 1,925 | 2,667 |
| Proceeds from the Maturity of |  |  |
|  |  |  |
| Available-for-Sale Securities | 1,925 | 448 |
| Proceeds from the Sale of |  |  |
| Available-for-Sale Securities | 11,252 | 2,016 |
| Purchases of Available-for-Sale Securities | $(14,775)$ | $(1,114)$ |
| Cash Used in Acquisitions | --- | (333) |
| Net Cash Used by Investing Activities | $(1,334)$ | (626) |


| FINANCING ACTIVITIES |  |  |
| :---: | :---: | :---: |
| Net Change In: |  |  |
| Noninterest Bearing Domestic Demand Deposits | $(1,374)$ | $(1,395)$ |
| Domestic Time and Savings Deposits | $(4,186)$ | $(1,794)$ |
| Foreign Deposits | (741) | 80 |
| Federal Funds Purchased, Securities Sold Under |  |  |
| Borrowed Funds | 8,538 | 3,276 |
| Other Liabilities | 353 | 204 |
| Other, Net | 106 | (200) |
| Proceeds from the Issuance of Long-Term Debt | 1,215 | 2,611 |
| Redemption and Maturity of Long-Term Debt | $(1,080)$ | $(1,214)$ |
| Proceeds from the Issuance of Common Stock | 16 | 163 |
| Issuance of Preferred Stock | 200 | 387 |
| Redemption of Preferred Stock | --- | (394) |
| Treasury Stock | (56) | --- |
| Cash Dividends Paid | (257) | (238) |
| Net Cash Provided by Financing Activities | 2,734 | 1,486 |
| Effect of Exchange Rate Changes |  |  |
| Net Increase (Decrease) in Cash |  |  |
| Cash and Due from Banks at January 1, | 6,852 | 8,846 |
| Cash and Due from Banks at June 30, | \$ 9,463 | \$7,650 |
| Cash Interest Paid | \$ 1,936 | \$1,794 |
| Taxes Paid | \$ 564 | \$ 122 |

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

CHEMICAL BANKING CORPORATION and Subsidiaries CONSOLIDATED STATEMENT OF CHANGES

IN STOCKHOLDERS' EQUITY
SIX MONTHS ENDED JUNE 30, (IN MILLIONS)

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| BALANCE AT JANUARY 1, | \$11,164 | \$9,851 |
| Net Income | 676 | 755 |
| Dividends Declared: |  |  |
| Preferred Stock | (65) | (78) |
| Common Stock | (192) | (166) |
| Issuance of Preferred Stock | 200 | 400 |
| Redemption of Preferred Stock | - | (394) |
| Issuance of Common Stock | 16 | 163 |
| Restricted Stock Granted | (11) | --- |
| Net Changes in Treasury Stock | (102) | --- |
| Net Change in Fair Value of |  |  |
| Available-for-Sale Securities, Net of Taxes | (506) |  |
| Accumulated Translation Adjustment | --- | 2 |
| Net Change in Stockholders' Equity | 16 | 682 |
| BALANCE AT JUNE 30, | \$11,180 | \$10,533 |

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - BASIS OF PRESENTATION
The unaudited financial statements of Chemical Banking Corporation and subsidiaries (the "Corporation") are prepared in accordance with generally accepted accounting principles for interim financial information. In the opinion of management, all adjustments (consisting only of normal recurring adjustments) necessary for a fair presentation of the financial position and the results of operations for the interim periods presented have been included. Certain amounts in prior periods have been reclassified to conform to the current presentation.

On January 1, 1994, the Corporation adopted Financial Accounting Standards Board ("FASB") Interpretation No. 39, "Offsetting of Amounts Related to Certain Contracts" ("FASI 39"), which changed the reporting of unrealized gains and losses on interest rate and foreign exchange contracts on the balance sheet. The Interpretation requires that gross unrealized gains be reported as assets and gross unrealized losses be reported as liabilities. The Interpretation, however, permits netting of such unrealized gains and losses with the same counterparty when master netting agreements have been executed. The adoption of this Interpretation has resulted in an increase of $\$ 19.0$ billion in each of assets and liabilities at June 30, 1994, with unrealized gains reported as Trading Assets-Risk Management Instruments and unrealized losses reported in Other Liabilities. Prior to the adoption of FASI 39, unrealized gains and losses were reported net in Other Assets.

On December 31, 1993, the Corporation adopted Statement of Financial Accounting Standards No. 115, "Accounting for Certain Investments in Debt and Equity Securities" ("SFAS 115"). In accordance with SFAS 115, cash flows from purchases, maturities and sales of available-for-sale securities have been classified as cash flows from investing activities and prior periods have been similarly reclassified. Prior to the adoption of SFAS 115, cash flows from these transactions were included as operating activities. See Note 3 of this Form 10-Q for further discussion.

Item 1. (continued)

NOTE 2 - TRADING ASSETS-DEBT AND EQUITY INSTRUMENTS
Trading assets-debt and equity instruments, which are measured at
fair value, are presented in the following table for the dates
indicated:

| (in millions) | $\begin{array}{r} \text { June } 30, \\ 1994 \end{array}$ | $\begin{array}{r} \text { December } 31, \\ 1993 \end{array}$ |
| :---: | :---: | :---: |
| U.S. Government and Federal Agencies | \$ 3,739 | \$ 2,792 |
| Obligations of State and Political Subdivisions | 77 | 604 |
| Certificates of Deposit, Bankers' Acceptances, and Commercial Paper | 822 | 1,794 |
| Debt Securities Issued by Foreign Governments | 3,391 | 4,025 |
| Foreign Financial Institutions | 1,834 | 1,496 |
| Other (a) | 1,072 | 968 |
| Total Trading Assets - Debt and Equity Instruments | \$10,935 | \$11,679 |

[FN]
(a) Primarily includes corporate debt and eurodollar bonds.
$======================================================================1$

NOTE 3 - SECURITIES
On December 31, 1993, the Corporation adopted SFAS 115, which addresses the accounting for investments in equity securities that have readily determinable fair values and for investments in all debt securities. Such securities are classified into three categories and accounted for as follows: debt securities that the Corporation has the positive intent and ability to hold to maturity are classified as held-to-maturity and are measured at amortized cost; debt and equity securities bought and held principally for the purpose of selling in the near term are classified as trading securities and are measured at fair value, with unrealized gains and losses included in earnings; and debt and equity securities not classified as either held-to-maturity or trading securities are deemed available-for-sale and are measured at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of stockholders' equity.

SFAS No. 115 resulted in a net after-tax unfavorable impact of approximately $\$ 291$ million on the Corporation's stockholders' equity at June 30, 1994, compared with a net after-tax favorable impact of $\$ 215$ million at December 31, 1993. The net change from the 1993 year-end was primarily the result of the higher interest rate environment and the declining value of Brady Bonds (as defined in Note 4). See Note 4 for further discussion.

The amortized cost and estimated fair value of held-to-maturity
securities were as follows for the dates indicated:

| JUNE 30, 1994 (IN MILLIONS) | Amortized Cost | $\begin{array}{r} \text { Gross } \\ \text { Unrealized } \\ \text { Gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { Unrealized } \\ \text { Losses } \end{array}$ | $\begin{aligned} & \text { Fair } \\ & \text { Value (a) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| U.S. Government and Federal |  |  |  |  |
| Agency/Corporation Obligations: |  |  |  |  |
| Mortgage-backed Securities | \$ 3,545 | \$ 1 | \$ 111 | \$ 3,435 |
| Collateralized Mortgage Obligations | 4,266 | , | 139 | 4,131 |
| Other, primarily U.S. Treasuries | 159 | --- | - | 159 |
| Obligations of State and Political |  |  |  |  |
| Subdivisions | 32 | --- | --- | 32 |
| Collateralized Mortgage Obligations (b) | 160 | 4 | 2 | 162 |
| Other | 761 | 3 | 4 | 760 |
| Total Held-to-Maturity Securities (c) | \$ 8,923 | \$ 12 | \$ 256 | \$ 8,679 |

December 31, 1993 (in millions)

|  | Gross | Gross |  |
| :---: | :---: | :---: | :---: |
| Amortized | Unrealized | Unrealized | Fair |
| Cost | Gains | Losses | Value (a) |

U.S. Government and Federal

Agency/Corporation Obligations:
Mortgage-backed Securities Collateralized Mortgage Obligations

| \$ 3,666 | \$ | 132 | \$ | - | \$ | 3,798 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5,375 |  | 45 |  | 11 |  | 5,409 |
| 101 |  | --- |  | --- |  | 101 |
| 13 |  | 1 |  | --- |  | 14 |
| 153 |  | 5 |  | 1 |  | 157 |
| 800 |  | 9 |  | --- |  | 809 |
| \$10,108 | \$ | 192 | \$ | 12 | \$ | 10,288 |

(a) The Corporation's portfolio of securities generally consists of investment grade securities. The market value of actively traded securities is determined by the secondary market, while the market value for non-actively traded securities is based on independent broker quotations.
(b) Collateralized mortgage obligations of private issuers generally have underlying collateral consisting of obligations of U.S. Government and Federal agencies and corporations.
(c) See Note 4 for loans accounted for pursuant to SFAS 115.

The amortized cost and estimated fair value of available-for-sale
securities were as follows for the dates indicated:

| JUNE 30, 1994 (IN MILLIONS) | Amortized Cost | $\begin{array}{r} \text { Gross } \\ \text { Unrealized } \\ \text { Gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { Unrealized } \\ \text { Losses } \end{array}$ | $\begin{aligned} & \text { Fair } \\ & \text { Value (a) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| U.S. Government and Federal |  |  |  |  |
| Agency/Corporation Obligations: |  |  |  |  |
| Mortgage-backed Securities | \$ 8,561 | \$ 402 | \$ 435 | \$ 8,528 |
| Collateralized Mortgage Obligations | 383 | 1 | 12 | 372 |
| Other, primarily U.S. Treasuries | 4,126 | 12 | 247 | 3,891 |
| Debt Securities Issued by Foreign Governments | 2,514 | 6 | 99 | 2,421 |
| Corporate Debt Securities | 343 | 15 | 4 | 354 |
| Collateralized Mortgage Obligations (b) | 361 | 1 | 3 | 359 |
| Other | 691 | 1 | 11 | 681 |
| Total Available-for-Sale Securities |  |  |  |  |
| Carried at Fair Value (c) | \$16,979 | \$ 438 | \$ 811 | \$ 16,606 |

December 31, 1993 (in millions)

|  | Gross | Gross |  |
| ---: | ---: | ---: | :--- |
| Amortized | Unrealized | Unrealized | Fair |
| Cost | Gains | Losses | Value (a) |
| ------- | --------- | --------- | ----- |

U.S. Government and Federal

Agency/Corporation Obligations:
Mortgage-backed Securities

| \$ 8,298 | \$ | 349 | \$ | 14 | \$ | 8,633 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 837 |  | 4 |  | 2 |  | 839 |
| 2,400 |  | 42 |  | 17 |  | 2,425 |
| 2,174 |  | 49 |  | 9 |  | 2,214 |
| 326 |  | 11 |  | 3 |  | 334 |
| 618 |  | 3 |  | 1 |  | 620 |
| 791 |  | --- |  | 16 |  | 775 |
| \$15,444 | \$ | 458 | \$ | 62 | \$ | 15,840 |

(a) The Corporation's portfolio of securities generally consists of investment grade securities. The market value of actively traded securities is determined by the secondary market, while the market value for non-actively traded securities is based on independent broker quotations.
(b) Collateralized mortgage obligations of private issuers generally have underlying collateral consisting of obligations of U.S. Government and Federal agencies and corporations.
(c) See Note 4 for loans accounted for pursuant to SFAS 115.

NOTE 4 - LOANS
As discussed in Note 3, the Corporation adopted SFAS 115 effective December 31, 1993. Certain loans that meet the accounting definition of a security are classified as loans and are measured pursuant to SFAS 115. Bonds that have been issued by foreign governments (such as Mexico, Venezuela and Brazil) to financial institutions, including the Corporation, as part of a debt renegotiation (i.e. "Brady Bonds") are subject to the provisions of SFAS 115. At June $30,1994, \$ 3,452$ million of loans, primarily renegotiated loans, were measured under SFAS 115, including $\$ 1,965$ million of loans that are classified as held-to-maturity and that are carried at amortized cost. Pre-tax gross unrealized gains and gross unrealized losses related to these held-to-maturity
loans totaled $\$ 9$ million and $\$ 735$ million, respectively, at June 30, 1994. Loans that were designated as available-for-sale at June 30, 1994 are carried at fair value in the amount of $\$ 1,487$ million. Pre-tax gross unrealized gains and gross unrealized losses on these loans totaled $\$ 139$ million and $\$ 274$ million, respectively, and are reported net of taxes in a separate component of stockholders' equity. Cash proceeds from the sale of available-for-sale loans during the first half of 1994 were $\$ 318$ million (all of these proceeds were recorded in the 1994 first quarter).

NOTE 5 - POSTRETIREMENT BENEFITS OTHER THAN PENSIONS
The Corporation provides postretirement health care and life insurance benefits ("benefits") to substantially all domestic employees who meet certain age and length-of-service requirements at retirement. The amount of benefits provided varies with length of service and date of hire. The Corporation has not funded these benefits.

Effective January 1, 1993, the Corporation adopted Statement of Financial Accounting Standards No. 106, "Employers' Accounting for Postretirement Benefits Other Than Pensions" ("SFAS 106"). SFAS 106 requires recognition, during the years of the employees' active service, of the employer's expected cost and obligation of providing postretirement health care and other postretirement benefits other than pensions to employees and eligible dependents.

The Corporation elected to expense the entire unrecognized accumulated obligation (the "transition obligation") as of the date of adoption of SFAS 106 via a one-time charge of $\$ 415$ million (or $\$ 1.67$ per common share), based on the domestic benefits design.

## NOTE 6 - RESTRUCTURING CHARGES

During the 1994 first quarter, the Corporation included in noninterest expense a restructuring charge of $\$ 48$ million ( $\$ 28$ million after-tax) related to the closing of 50 New York branches and a staff reduction of 650. The restructuring charge primarily comprises real estate costs and severance costs associated with the closing of the 50 New York branches. Also included in the restructuring charge are severance costs involved in optimizing the branch staff at existing branches. This rationalization of the branch system is part of an ongoing Corporate-wide program to improve productivity. At June 30, 1994, the reserve balance associated with this restructuring charge was approximately $\$ 30$ million.

The 1993 first quarter results included a one-time restructuring charge of $\$ 43$ million ( $\$ 30$ million after-tax) related to the Federally-assisted acquisition in February 1993 of certain assets and liabilities of four former banks (the "First City Banks") of First City Bancorporation of Texas, Inc. ("First City") by the Corporation's subsidiary, Texas Commerce Bancshares, Inc. ("Texas Commerce"). At June 30, 1994, the reserve balance associated with this restructuring charge had been substantially utilized and no significant additional costs are expected in the future.

In 1993, the Corporation completed an assessment of costs associated with the merger of the Corporation and Manufacturers Hanover Corporation. These costs related principally to changes in the Corporation's facilities plans since the merger announcement in July, 1991 and revised estimates of occupancy-related costs associated with headquarters and branch consolidations. At June 30, 1994, the merger reserve balance was approximately $\$ 62$ million.

NOTE 7 - INCOME TAXES
The Corporation adopted Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" ("SFAS 109"), as of January 1, 1993 and, after taking into account the additional tax benefits associated with the adoption of SFAS 106 (see Note 5), the Corporation recognized a favorable cumulative effect on income tax expense of $\$ 450$ million (or $\$ 1.81$ per common share).

The Corporation recognized its remaining available Federal income tax benefits in the third quarter of 1993. As a result, the Corporation's earnings beginning in the fourth quarter of 1993 were reported on a fully-taxed basis.

The Corporation's Federal valuation reserve (which had been established as of January 1, 1993 in accordance with the requirements of SFAS 109) has a balance of $\$ 124$ million at June 30 , 1994, relating to tax benefits which are subject to tax law limitations on realization. At this time, the Corporation believes that realization of these benefits is sufficiently in doubt to preclude recognition in accordance with the criteria of SFAS 109.

Additionally, a valuation reserve approximating $\$ 148$ million at June 30, 1994, was established as of January 1, 1993 against all New York State and City deferred tax assets. Because of the lack of any loss carryover provision under New York statutes, the Corporation is uncertain at this time whether these tax benefits can be realized. Foreign deferred taxes are not material.

## NOTE 8 - COMMITMENTS AND CONTINGENCIES

For a discussion of certain legal proceedings, see Part II, Item 1 of this Form 10-Q. The Corporation and its subsidiaries are defendants in a number of legal proceedings. After reviewing with counsel all actions and proceedings pending against or involving the Corporation and its subsidiaries, management does not expect the aggregate liability or loss, if any, resulting therefrom to have a material adverse effect on the consolidated financial condition of the Corporation.

NOTE 9 - PREFERRED STOCK
On June 8, 1994, the Corporation issued 2 million shares of Adjustable Rate Cumulative Preferred Stock, Series L, with a stated value of $\$ 100$ per share. Dividends are cumulative from June 8, 1994 and are payable quarterly commencing June 30, 1994. The dividend rate for the initial dividend period from June 8, 1994 to June 30, 1994 was $6.28 \%$ per annum. Thereafter, the quarterly dividend rate will be equal to $84 \%$ of the highest of the Treasury Bill Rate, the Ten Year Constant Maturity Rate and the Thirty Year Constant Maturity Rate (as each of such terms are defined in the Certificate of Designations relating to the preferred stock), but not less than $4.50 \%$ per annum or more than $10.50 \%$ per annum. The shares of preferred stock are not redeemable prior to June 30, 1999. On or after such date, the shares of preferred stock are redeemable at the option of the Corporation, in whole or in part, at a redemption price of $\$ 100$ per share, plus accrued and unpaid dividends to the date of redemption.

NOTE 10 - COMMON STOCK REPURCHASE
On May 27, 1994, the Corporation announced its intention to repurchase up to 10 million shares of its common stock on the open market from time to time during the twelve months following such announcement. As of June 30, 1994, the Corporation had repurchased approximately 3.2 million shares of its common stock under this program.

NOTE 11 - FINANCIAL INSTRUMENTS WITH OFF-BALANCE SHEET RISK
Derivatives and Foreign Exchange Products: In the normal course of its business, the Corporation utilizes various financial instruments to meet the financing needs of its customers, to generate revenues through its trading activities, and to manage its exposure to fluctuations in interest and currency rates. Derivatives and foreign exchange transactions involve, to varying degrees, credit risk and market risk. Credit risk is the possibility that a loss may occur because a party to a transaction fails to perform according to the terms of the contract. Market risk is the possibility that a change in interest or currency rates will cause the value of a financial instrument to decrease or become more costly to settle.

Credit exposures for various products of the Corporation are summarized in the following table for the dates indicated. The table should be read in conjunction with the descriptions of such products and their risks included on pages B71-B74 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993. The amount of mark-to-market exposure presented in the table below takes into account the impact of master netting agreements in effect at the respective dates.

[FN]
(a) Increase due to adoption of FASI 39 on January 1, 1994.

The increases in the credit exposure related to interest rate contracts and foreign exchange contracts at June 30, 1994 compared with December 31, 1993 was primarily due to increased notional outstandings at June 30, 1994 coupled with the decline in the value of the U.S. dollar against foreign currencies.

The following table summarizes the aggregate notional amounts of interest rate contracts and foreign exchange contracts for the dates indicated. The table should be read in conjunction with the descriptions of these products and their risks included on pages B71-B74 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

OFF-BALANCE SHEET INSTRUMENTS-DERIVATIVES AND
FOREIGN EXCHANGE INSTRUMENTS
(IN MILLIONS)

Financial Instruments, the Credit Risk of Which is Represented by Other Than Notional or Contract Amounts:
At June 30, 1994:

| Total Interest Rate Contracts | \$1,999,508 | \$ | 123,784 | \$2,123,292 |
| :---: | :---: | :---: | :---: | :---: |
| Total Foreign Exchange Contracts | 942,283 |  | 12,249 | 954,532 |
| Total Stock Index Options and Commodity Derivative Contracts | 5,727 |  | --- | 5,727 |
| Total Off-Balance Sheet Instruments (Notional Amount) | \$2,947,518 | \$ | 136,033 | \$3,083,551 |
| At December 31, 1993: |  |  |  |  |
| Total Interest Rate Contracts | \$1,644,396 | \$ | 96,970 | \$1,741,366 |
| Total Foreign Exchange Contracts | 720,793 |  | 11,361 | 732,154 |
| Total Stock Index Options and Commodity Derivative Contracts | 5,751 |  | --- | 5,751 |
| Total Off-Balance Sheet Instruments (Notional Amount) | \$2,370,940 | \$ | 108,331 | \$2,479,271 |

(a) ALM denotes Asset/Liability Management.

Item 1. (continued)
Credit-Related Financial Instruments: The following table summarizes the Corporation's credit risk at June 30, 1994 and at December 31, 1993, represented by contract amounts relating to the credit-related financial instruments listed in the table. The table should be read in conjunction with the description of these creditrelated products and their risks included on pages B71-B74 of the Corporation's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1993. These credit-related products are not derivatives or foreign exchange related products.

OFF-BALANCE SHEET INSTRUMENTS-CREDIT-RELATED
FINANCIAL INSTRUMENTS

| (in millions) | $\begin{array}{r} \text { JUNE } 30, \\ 1994 \end{array}$ | $\begin{array}{r} \text { December } 31, \\ 1993 \end{array}$ |
| :---: | :---: | :---: |
| Commitments to Extend Credit | \$ 43,519(a) | \$ 47,540(a) |
| Standby Letters of Credit (Net of Risk Participations of $\$ 5,162$ and $\$ 1,285)$ | 12,281 | 11,224 |
| Other Letters of Credit | 2,879 | 2,325 |
| Customers' Securities Lent | 17,290 | 14,530 |

[FN]
(a) Excludes credit card commitments of $\$ 18.6$ billion and $\$ 18.0$ billion at June 30, 1994 and December 31, 1993, respectively.

For a description of the Corporation's derivatives products and related revenues, see the Derivatives and Related Products section in Part I, Item 2 of this Form 10-Q.

## QUARTERLY FINANCIAL HIGHLIGHTS

(IN MILLIONS, EXCEPT PER SHARE AND RATIO DATA)

(a) The Corporation recognized its remaining available Federal income tax benefits in the third quarter of 1993 and, as a result, the Corporation's earnings beginning in the fourth quarter of 1993 are reported on a fully-taxed basis. The proforma section assumes that the Corporation's 1993 first, second and third quarter results are reported on a fully-taxed basis.
(b) In the fourth quarter of 1993, the Corporation increased its quarterly common stock dividend to $\$ 0.38$ per share.
(c) Quarterly performance ratios are based on annualized reported net income amounts.
(d) Excludes nonrecurring charges.
(e) On January 1, 1994, the Corporation adopted Financial Accounting Standards Board ("FASB") Interpretation No. 39 ("FASI 39"), which increased total assets and total liabilities by approximately $\$ 19.0$ billion and by $\$ 14.5$ billion at June 30, 1994 and March 31, 1994, respectively, and total average assets and total average liabilities by approximately $\$ 14.1$ billion for the 1994 second quarter and \$13.1 billion for the first quarter of 1994. Excluding the impact of FASI 39, the return on average assets for the second and first quarters of 1994 were $.96 \%$ and . $86 \%$, respectively.
(f) In accordance with current regulatory guidelines, these ratios exclude the impact on stockholders' equity resulting from the adoption of SFAS No. 115.

## OVERVIEW

Chemical Banking Corporation (the "Corporation") reported net income of $\$ 357$ million, or $\$ 1.28$ per common share, for the 1994 second quarter, an increase of 9\% from earnings on a comparable basis (excluding tax benefits) of $\$ 327$ million, or $\$ 1.14$ per share, for the second quarter of 1993. Reported net income in the 1993 second quarter was $\$ 381$ million, or $\$ 1.35$ per share, a period in which the Corporation recognized income tax benefits of $\$ 54$ million. The Corporation recognized its remaining available Federal tax benefits in the third quarter of 1993 and, as a result, the Corporation's earnings commencing with the fourth quarter of 1993 are reported on a fully-taxed basis.

For the first six months of 1994, the Corporation's net income was $\$ 676$ million, an increase of 12 percent from $\$ 603$ million on a comparable basis for the first half of 1993. Reported net income for the first six months of 1993 was $\$ 755$ million, a period in which the Corporation benefited from $\$ 152$ million in accounting changes and tax benefits.

The 1993 year-to-date results included the impact of two significant accounting changes. On January 1, 1993, the Corporation adopted Statement of Financial Accounting Standards No. 106, "Employers Accounting for Postretirement Benefits Other Than Pensions" ("SFAS 106"), which resulted in a charge of $\$ 415$ million and Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" ("SFAS 109"), which resulted in an income tax benefit of $\$ 450$ million. The net favorable impact of the adoption of these new accounting standards was $\$ 35$ million.

The Corporation's core businesses performed well in a challenging environment during the 1994 second quarter. Earnings benefited from further improvement in the Corporation's risk profile, including a substantial reduction in nonperforming assets, a sharp decline in the provision for losses and a decrease in other credit costs. The Corporation remains committed to improving its operating margins and return levels. To achieve this end, revenue initiatives and productivity programs are currently under way throughout the Corporation and are expected to contribute to ongoing improvements.

Completion of a Brazilian refinancing package during the second quarter of 1994 brought to a close the broad LDC-rescheduling programs begun in the mid-1980s. Accordingly, the Corporation has combined its remaining LDC allowance for losses with its general allowance for losses and will no longer report a separate LDC allowance.

The Corporation's nonperforming assets at June 30, 1994 were $\$ 2.49$ billion, a decrease of $\$ 710$ million, or $22 \%$, from $\$ 3.20$ billion at March 31, 1994 and a decrease of $\$ 1.04$ billion, or $29 \%$ from $\$ 3.53$ billion at December 31, 1993. Moreover, after peaking in the 1992 third quarter, nonperforming assets have declined by $\$ 4.09$ billion, or $62 \%$, since September 30 , 1992. As a result of the continued decline in nonperforming assets, the ratio of the allowance for losses to nonperforming loans reached $152 \%$ at June 30, 1994, compared with 117\% at the 1993 year-end and 79\% at June 30, 1993.

At June 30, 1994, the Corporation's ratios of Tier 1 Capital to risk-weighted assets and Total Capital to risk-weighted assets were $8.7 \%$ and $12.8 \%$, respectively, well in excess of the minimum ratios specified by the Board of Governors of the Federal Reserve System ("Federal Reserve Board").

On July 1, 1994, the Corporation completed its tender offer for the outstanding common stock and the depositary shares representing the preferred stock of Margaretten Financial Corporation
("Margaretten"). With this acquisition, the Corporation will, based on year-end 1993 data, rank fourth nationwide in mortgage originations and fifth in mortgage servicing. This acquisition is not reflected in the 1994 second quarter results.

| RESULTS OF OPERATIONS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NET INTEREST INCOME |  |  |  |  |  |
|  |  | Second | Quarter | Six | Months |
| (in millions) |  | 1994 | 1993 | 1994 | 1993 |
| Total Interest Income | \$ | 2,219 | \$2,132 | \$4,309 | \$4,256 |
| Total Interest Expense |  | 1,034 | 957 | 1,981 | 1,932 |
| NET INTEREST INCOME |  | 1,185 | 1,175 | 2,328 | 2,324 |
| Taxable Equivalent Adjustment (a) |  | 4 | 6 | 9 | 11 |
| NET INTEREST INCOME - TAXABLE |  |  |  |  |  |
| EQUIVALENT BASIS |  | 1,189 | \$1,181 | \$2,337 | \$2,335 |

[FN]
(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.

Net interest income for the second quarter of 1994 was $\$ 1,185$ million, compared with $\$ 1,175$ million for the comparable 1993 period. For the first six months of 1994, net interest income was $\$ 2,328$ million, versus $\$ 2,324$ million for the same period of 1993. The slight increases from last year were due to an increase in interest-earning assets (including growth in consumer loans), and the favorable impact of the decrease in nonperforming loans, largely offset by a lower net yield on interest-earning assets.

AVERAGE BALANCES, INTEREST RATE SPREAD AND NET YIELD ON AVERAGE INTEREST-EARNING ASSETS

| (Taxable equivalent rates; in millions) | Second Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1994 |  | 1993 |  |
|  | AVERAGE BALANCE | RATE | Average Balance $\qquad$ | Rate |
| Loans (a) | \$ 74,144 | $7.44 \%$ | \$ 79,900 | $7.19 \%$ |
| Securities | 26,594 | 6.54 | 24,029 | 7.39 |
| Liquid Interest-Earning Assets | 28,380 | 5.82 | 21,675 | 4.74 |
| Total Interest-Earning Assets | \$129,118 | 6.89\% | \$125,604 | $6.81 \%$ |
| Interest-Bearing Liabilities | \$111, 063 | 3.73\% | \$108,242 | 3.53\% |
| Interest-Rate Spread |  | 3.16 |  | 3.28 |
| Interest-Free Funds | 18,055 | --- | 17,362 | --- |
| Total Source of Funds | \$129,118 | $3.20 \%$ | \$125,604 | $3.05 \%$ |
| Net Yield on Interest-Earning Assets |  | 3.69\% |  | $3.76 \%$ |

[FN]
(a) Nonperforming loans are included in the average loan balances.

[FN]
(a) Nonperforming loans are included in the average loan balances.

The Corporation's average interest-earning assets for the 1994 second quarter were $\$ 129.1$ billion, an increase of $\$ 3.5$ billion from the comparable period last year. For the first six months, average interest-earning assets were $\$ 129.5$ billion in 1994 , an increase of $\$ 5.3$ billion, or $4.3 \%$, from 1993. The composition of average interest-earning assets shifted in response to growth in liquid assets to support trading businesses and securities, more than offsetting declines in loans. While net interest income was only slightly higher than the 1993 level, the shift to lower-spread liquid assets has exerted downward pressure on the net yield on interest-earning assets.

The Corporation's average total loans in the 1994 second quarter and first six months declined by $\$ 5.8$ billion and $\$ 6.4$ billion, respectively, from the comparable 1993 periods. As a percentage of total interest-earning assets, the loan portfolio for the second quarter of 1994 decreased to $57 \%$ from $65 \%$ in the same period a year ago. The decline in the loan portfolio reflects a continued reduction in commercial loans (albeit at a much lower rate than prior quarters), largely offset by an increase in the consumer portfolio. For a further discussion of the Corporation's loans, see the Credit Portfolio section in this Form 10-Q.

The Corporation's liquid interest-earning assets and securities averaged $\$ 55.0$ billion in the 1994 second quarter, compared with $\$ 45.7$ billion for the same period in 1993. For the first six months, liquid interest-earning assets and securities averaged \$55.1 billion in 1994, compared with $\$ 43.4$ billion for 1993. As a percentage of total interest-earning assets, combined liquid assets and securities for the second quarter were $43 \%$ in 1994 versus $35 \%$ in the 1993 comparable period, reflecting the growth in liquid assets to support the Corporation's trading businesses and securities.

The $\$ 3.5$ billion growth in interest-earning assets for the 1994 second quarter was funded by higher interest-bearing liabilities of $\$ 2.8$ billion and a $\$ .7$ billion increase in interest-free funds. For the first half of 1994, the higher level of interest-earning assets was funded by a $\$ 4.1$ billion increase in interest-bearing liabilities and a $\$ 1.2$ billion increase in interest-free funds.

The negative impact on net interest income from nonperforming loans in the second quarter of 1994 was $\$ 38$ million, down from $\$ 49$ million in the same quarter in 1993. For the first six months, the negative impact was $\$ 57$ million in 1994, compared with a negative impact of $\$ 98$ million in 1993. The improvement in both 1994 periods is principally due to the significant reduction in the level of the Corporation's nonperforming loans.

The net yield on interest-earning assets, which is the average rate for interest-earning assets less the average rate paid for all sources of funds, including the impact of interest-free funds, was $3.69 \%$ in the second quarter of 1994 , compared with $3.76 \%$ in same period in 1993. The net yield on interest-earning assets for the first six months of 1994 was $3.64 \%$, compared with $3.79 \%$ for the same period in 1993. The decline in the net yield was affected by the aforementioned shift in the Corporation's balance sheet asset mix, partially offset by the smaller negative impact from nonperforming loans. The contribution from interest-free funds to the net yield was 53 basis points in the 1994 second quarter, up from 48 basis points in the 1993 second quarter. The increase resulted from the higher average interest-earning asset rate in 1994, as well as the increased level of interest-free funds that financed interestearning assets.

Management anticipates that the net yield on interest-earning assets for the remainder of 1994 will approximate the net yield for the first six months of 1994 but that the net yield on interest-earning assets for the full year 1994 will be lower than the net yield on interest-earning assets for the full year 1993. Management nevertheless expects that net interest income for the full year 1994 will approximate the 1993 level as an anticipated higher level of interest-earning assets is expected to offset the anticipated decline in the net yield.

For additional information on average balances and net interest income, see Average Consolidated Balance Sheet, Interest and Rates on pages 50-51.

## PROVISION FOR LOSSES

The Corporation's provision for losses was \$160 million for the 1994 second quarter, compared with $\$ 205$ million in the 1994 first quarter, and $\$ 363$ million in the 1993 second quarter. For the first six months, the provision for losses was $\$ 365$ million in 1994 versus $\$ 675$ million in 1993. Included in the 1993 second quarter provision was $\$ 55$ million related to the decision to accelerate the disposition of certain nonperforming residential mortgage loans.

As a result of management's evaluation of the continuing improvement in the Corporation's credit profile, the provision for losses in the 1994 second quarter and first half was lower than the Corporation's net charge-offs in each of those periods. The Corporation expects the provision for losses for each of the subsequent quarters in 1994 to decline further from the level of the provision for the 1994 second quarter. A discussion of the Corporation's credit portfolio, net charge-offs and allowance for losses appears in the Credit Portfolio section in this Form 10-Q.

## NONINTEREST REVENUE

|  | Second Quarter |  | Six Months |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) | 1994 | 1993 | 1994 | 1993 |
| Trust and Investment Management Fees | \$ 108 | \$ 102 | \$ 218 | \$ 200 |
| Corporate Finance and Syndication Fees | 93 | 84 | 175 | 155 |
| Service Charges on Deposit Accounts | 75 | 77 | 144 | 144 |
| Fees for Other Banking Services | 279 | 272 | 569 | 523 |
| Trading Account and Foreign Exchange Revenues | 203 | 298 | 388 | 550 |
| Securities Gains | 13 | 5 | 59 | 75 |
| Other Revenue | 96 | 204 | 245 | 320 |
| Total Noninterest Revenue | \$ 867 | \$1,042 | \$1,798 | \$1,967 |

The decrease in noninterest revenue for the 1994 second quarter and first six months when compared to corresponding 1993 periods reflected lower trading account and foreign exchange revenues, as well as lower revenues from equity-related investments and lower gains from the sales of emerging markets debt securities. The aforementioned decreases were partially offset by increased corporate finance fees, credit card services fees, and trust and investment management fees.

Trust and investment management fees are primarily comprised of corporate, institutional and personal trust activities. Services provided include custody, security services, and private banking to customers on a global basis. The following table presents the components of trust and investment management fees for the periods indicated.
(in millions)


Trust and Investment Management Fees: Personal Trust Fees
Corporate and Institutional

> Trust Fees

Other, primarily Foreign
Asset Management
Total


For the second quarter and first six months of 1994, personal trust fees rose $17 \%$ and $10 \%$, respectively, from the comparable 1993 periods. The increases were primarily due to higher volume and new customer relationships developed as a result of the acquisition of Ameritrust Texas Corporation ("Ameritrust"). Partially offsetting these increases was a slight decline in corporate and institutional trust fees in the 1994 second quarter as a result of pricing pressures affecting this business.

Corporate finance and syndication fees were $\$ 93$ million in the 1994 second quarter and $\$ 175$ million in the first six months of 1994 , increases of $11 \%$ and 13\%, respectively, from the comparable periods last year. The increases from last year reflect higher global loan originations and distributions by the Corporation as well as new revenue from underwriting public corporate debt offerings. During the first half of 1994, the Corporation acted as agent or co-agent for approximately $\$ 129$ billion of syndicated credit facilities, a reflection of the Corporation's large client base and strong emphasis on distribution.

The following table sets forth the components of fees for other banking services for the periods indicated.

|  | Second Quarter |  |  |  | Six Months |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | 1994 |  | 1993 |  | 1994 |  | 1993 |  |
| Fees for Other Banking Services: |  |  |  |  |  |  |  |  |
| Credit Card Services Revenue | \$ | 75 | \$ | 55 | \$ | 150 | \$ | 108 |
| Fees in Lieu of Compensating Balances |  | 49 |  | 52 |  | 107 |  | 104 |
| Commission on Letters of Credit and Acceptances |  | 39 |  | 40 |  | 76 |  | 80 |
| Loan Commitment Fees |  | 23 |  | 25 |  | 45 |  | 46 |
| Mortgage Servicing Fees |  | 18 |  | 17 |  | 34 |  | 32 |
| Other Fees |  | 75 |  | 83 |  | 157 |  | 153 |
| Total |  | 279 | \$ | 272 | \$ | 569 | \$ | 523 |

The higher level of credit card services revenue for both 1994 periods included fees from the new Shell MasterCard, reflecting increased volume of retail credit cards from a growing cardholder base.

Combined trading account and foreign exchange revenues in the 1994 second quarter were $\$ 203$ million, versus a record $\$ 298$ million in the same period in 1993, and as compared with $\$ 185$ million in the first quarter of 1994. For the first six months, combined trading account and foreign exchange revenues were $\$ 388$ million in 1994 , compared with $\$ 550$ million in 1993. The decline in trading results for both the second quarter and first half of 1994 from the prior year reflected difficult conditions in certain trading markets, including emerging market debt and European government bonds, and in many foreign exchange markets.

The following table sets forth the components of trading account and foreign exchange revenues for the second quarter and first six months of 1994 and 1993.


|  | Second Quarter |  |  |  | Six Months |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 1994 |  | 993 |  | 994 |  | 993 |
| Trading Account and Foreign |  |  |  |  |  |  |  |  |
| Exchange Revenue: |  |  |  |  |  |  |  |  |
| Interest Rate Contracts (a) | \$ | 135 | \$ | 97 | \$ | 223 | \$ | 226 |
| Foreign Exchange Revenue (b) |  | 55 |  | 96 |  | 100 |  | 164 |
| Debt Instruments and Other (c) |  | 13 |  | 105 |  | 65 |  | 160 |
| Total |  | 203 | \$ | 298 | \$ | 388 | \$ | 550 |

[FN]
(a) Includes interest rate swaps, currency swaps, foreign exchange forward contracts, interest rate futures, and forward rate agreements and related hedges.
(b) Includes foreign exchange spot and option contracts.
(c) Includes U.S. government and foreign government agency and corporate debt securities, emerging markets debt instruments, debt-related derivatives, equity securities, equity derivatives, and commodity derivatives.

The trading environment was difficult during the first six months of 1994. While rates in the U.S. bond markets have been increasing during 1994, along with the economic cycle, the foreign exchange markets and European bond markets have not generally followed underlying economic trends. As such, positions taken in these foreign markets have not been as profitable as in prior periods. Interest rate contract revenues increased in the second quarter of 1994 compared with the same 1993 period primarily reflecting earnings on certain derivative instruments resulting from higher demand for these hedging products. Foreign exchange revenues decreased during the first six months of 1994 primarily due to unexpected movements in the U.S. dollar. The decrease in debt instrument revenue was primarily due to difficult conditions in the emerging debt markets, as well as in the European government bond markets.

Trading revenues are affected by many factors including volatility of currencies and interest rates, the volume of transactions executed by the Corporation's customers, the Corporation's success in proprietary positioning, its credit ratings, and steps taken by central banks and governments to affect financial markets. The Corporation believes that its trading business is a significant core business and that its recently improved credit standing will benefit the Corporation's trading revenues by enabling the Corporation to utilize a wider array of products with additional counterparties. However, the Corporation expects that its trading revenues will fluctuate as factors, such as market volatility, governmental actions, or success in proprietary positioning, may vary from period to period and may not be as favorable in future periods as they were during 1993

Securities gains were \$13 million in the 1994 second quarter, an increase of $\$ 8$ million from the same period in 1993. For the first six months, securities gains were $\$ 59$ million in 1994, versus $\$ 75$ million in 1993.

Other revenue in the 1994 second quarter was $\$ 96$ million, compared with $\$ 204$ million in the 1993 second quarter. For the first six months, other revenue was $\$ 245$ million in 1994, compared with $\$ 320$ million in 1993. The following table presents the composition of other noninterest revenue for the second quarters and first six months of 1994 and 1993.

Other Revenue:
Revenue from Equity-Related Investments
Net Gains on LDC-Related Interest Bond Sales
All Other Revenue
Total


Revenue from equity-related investments, which includes income from venture capital activities and emerging markets investments, was \$66 million in the 1994 second quarter, compared with $\$ 115$ million in the same 1993 period. For the first half of 1994 , revenue from equity-related investments was $\$ 149$ million, a slight increase from the comparable 1993 period. At June 30, 1994, the Corporation had equity-related investments with a carrying value of $\$ 1.9$ billion. The Corporation believes that equity-related investments will continue to make substantial contributions to the Corporation's earnings, although the timing of the recognition of gains from such activities is unpredictable and it is expected that revenues from such activities will vary significantly from period to period. For further discussion of the Corporation's venture capital activities, see page B30 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

In the 1994 second quarter, the Corporation had no LDC-related pastdue interest bond sales versus gains from the sales of such bonds of $\$ 44$ million in the 1993 second quarter. The 1994 first half results included the recognition of $\$ 45$ million in net gains from LDCrelated past-due interest bonds, compared with $\$ 100$ million in the same period a year ago.

All other revenue includes the Corporation's share of CIT's net income which, after purchase accounting adjustments, was $\$ 19$ million in the 1994 second quarter and $\$ 36$ million in the first six months, increases from $\$ 17$ million and $\$ 32$ million, respectively, for the comparable 1993 periods. Also included in all other revenue for the second quarter of 1994 was a net loss of $\$ 6$ million incurred in connection with the Corporation's residential mortgage sales activities, compared with a net loss of $\$ 25$ million in the 1994 first quarter and a net gain of $\$ 5$ million in the 1993 second quarter. The results for the second quarter and first quarter of 1994 included $\$ 19$ million and $\$ 11$ million, respectively, of revenue from the sale of mortgage servicing rights. For the first six months of 1994, the Corporation's residential mortgage sales activities incurred a $\$ 31$ million loss (net of $\$ 30 \mathrm{million}$ of gains from the sale of servicing rights), compared with a $\$ 12$ million gain the first six months of 1993 (no servicing rights were sold in the first half of 1993).

NONINTEREST EXPENSE

|  | Second Quarter |  |  |  | Six Months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 1994 |  | 1993 | 1994 |  | 1993 |
| Salaries | \$ | 542 | \$ | 529 | \$1,060 | \$ | 1,030 |
| Employee Benefits |  | 102 |  | 105 | 221 |  | 207 |
| Occupancy Expense |  | 140 |  | 145 | 286 |  | 290 |
| Equipment Expense |  | 91 |  | 88 | 175 |  | 163 |
| Foreclosed Property Expense |  | 2 |  | 85 | 37 |  | 156 |
| Restructuring Charge |  | --- |  | --- | 48 |  | 43 |
| Other Expense |  | 404 |  | 360 | 778 |  | 699 |
| Total Noninterest Expense |  | , 281 |  | 1,312 | \$2,605 |  | 2,588 |

Noninterest expense in the 1994 second quarter was $\$ 1,281$ million, compared with $\$ 1,312$ million in the second quarter of 1993. Expenses for the second quarter of 1994 reflected additional costs of $\$ 47$ million associated with the acquisition of Ameritrust and operating costs connected with the Shell MasterCard (including marketing expenses that increased $\$ 21$ million largely reflecting the advertising campaign for the co-branded program).

For the first six months, noninterest expense was $\$ 2,605$ million in 1994 versus $\$ 2,588$ million in 1993. Included in the results for the first six months of 1994 was a $\$ 48$ million restructuring charge, recorded in the first quarter, related to the closing of 50 New York state branches. The results for the first six months of 1993 included a restructuring charge of $\$ 43$ million associated with the Federally-assisted acquisition in February 1993 of certain assets and liabilities of four former banks (the "First City Banks") of First City Bancorporation of Texas, Inc. by Texas Commerce Bancshares. Excluding the restructuring charges in both years, noninterest expense for the first half of 1994 increased by $\$ 12$ million or less than 1\% from the comparable 1993 period. Noninterest expense for the first six months of 1994, when compared with the comparable 1993 period, reflected higher expenses associated with investments in certain key businesses partially offset by lower foreclosed property expense. The investments included the 1993 acquisitions by Texas Commerce (which contributed approximately $\$ 37$ million in additional operating expenses) and higher operating costs of $\$ 66$ million related to the co-branded Shell MasterCard program in the first six months of 1994.

The ratio of noninterest operating expense (excluding nonrecurring charges) to total operating revenue was $62.4 \%$ in the 1994 second quarter, compared with $59.2 \%$ in the same 1993 period. This ratio for the first six months of 1994 was $62.0 \%$ compared with $58.8 \%$ for the first six months of 1993. The Corporation anticipates its revenue growth in certain key businesses and its various productivity initiatives will improve the ratio of noninterest operating expenses to total operating revenue.

The increases in salaries for the 1994 second quarter and first six months were primarily due to additional staff costs resulting from the 1993 acquisitions by Texas Commerce, the implementation of the Shell MasterCard program, and the increase in the Corporation's securities underwriting business, partially offset by lower incentive compensation costs due to the lower trading results. Total staff at June 30,1994 amounted to 40,988 compared with 41,303 at June 30, 1993, as staff increases in areas with revenue growth initiatives were more than offset by reductions from continued integration and productivity efforts.

In the first six months of 1994, employee benefits increased \$14 million from the prior year period reflecting the 1993 Texas Commerce acquisitions, as well as a change in actuarial assumptions used for pension expense and Other Postretirement Benefits ("OPEB") expense. Total 1994 pension expense is expected to be higher than the 1993 level, as a result of a decrease in the discount rate utilized in determining the benefit obligation to 7.5\%. Higher costs related to various medical plans also contributed to the increase in employee benefits.

Equipment expense in the 1994 second quarter was $\$ 91$ million compared with $\$ 88$ million in the same 1993 period. For the first six months, equipment expense was $\$ 175$ million in 1994, versus $\$ 163$ million in 1993. The increase in 1994 was primarily the result of continued technology enhancements to support the Corporation's investment in certain key businesses.

Foreclosed property expense was \$2 million in 1994 second quarter, compared with $\$ 85$ million in the 1993 second quarter. The current quarter expense benefited by approximately $\$ 15$ million of gains from the sale of foreclosed property. Additionally, included in the 1993 second quarter amount was $\$ 20$ million related to the decision to accelerate the disposition of certain foreclosed residential properties arising from loans originally extended several years ago under a reduced documentation mortgage program that was discontinued in 1990. For the first six months, foreclosed property expense was $\$ 37$ million in 1994 versus $\$ 156$ million in 1993, reflecting significant progress in managing the Corporation's real estate portfolio. Management expects that foreclosed property expense in each of the 1994 third and fourth quarters will be higher than the amount of foreclosed property expense in the 1994 second quarter; nevertheless, management continues to expect that foreclosed property expense for the full year 1994 will be significantly lower than the full year 1993 level.

Other expense is comprised of items such as professional services, insurance, marketing, communications expense and Federal Deposit Insurance Corporation ("FDIC") assessments. Other expense for the 1994 second quarter was $\$ 404$ million, compared with $\$ 360$ million in the same period in 1993. Other expense for the 1994 second quarter reflected additional costs of $\$ 30$ million in connection with the Shell MasterCard (including $\$ 21$ million of marketing expenses). Also contributing to the quarter-over-quarter increase in other expense was higher professional fees, up 8\% to $\$ 59$ million, reflecting increased use of contract computer consultants associated with the Corporation's ongoing technology enhancement efforts.

For the first six months, other expense was $\$ 778$ million in 1994, compared with $\$ 699$ million for the prior year. The increase principally reflects higher marketing expenses, professional services and telecommunication costs, as well as expenses associated with the First City Banks and Ameritrust acquisitions. Included in other expense for the first six months of 1994 was approximately $\$ 20$ million related to the amortization of goodwill and other intangible assets and other ongoing expenses associated with the First City Banks and Ameritrust acquisitions. As a result of these acquisitions, total amortization of goodwill and intangibles amounted to $\$ 56$ million in the first half of 1994, an increase of 10\% from the same period in 1993. Marketing expenses for the first six months of 1994 was $\$ 97$ million, an increase of $\$ 29$ million from comparable period in 1993, reflecting the marketing campaign for the co-branded Shell MasterCard project, as well as increased promotional advertising related to the Corporation's retail banking business.

The Corporation expects that total noninterest operating expense in 1994 will be somewhat higher than that in 1993, reflecting costs associated with the continued investment by the Corporation to grow key business activities.

INCOME TAXES
The Corporation's effective tax rate was $41.5 \%$ in the second quarter and the first six months of 1994, compared with $29.7 \%$ and $30.0 \%$ in the respective 1993 periods. Tax expense included income tax benefits of $\$ 54$ million in the 1993 second quarter and $\$ 117$ million in the first six months of 1993. Because the Corporation recognized its remaining available Federal tax benefits in the third quarter of 1993, the Corporation's earnings beginning in the fourth quarter of 1993 were reported on a fully-taxed basis.

LINES OF BUSINESS RESULTS

Profitability of the Corporation is tracked with an internal management information system that produces lines-of-business performance within the Global Bank, Regional Bank, Real Estate and Corporate sectors. A set of management accounting policies has been developed and implemented to ensure that the reported results of the groups reflect the economics of their businesses. Lines-of-business results are subject to restatement as appropriate whenever there are refinements in management reporting policies or changes to the management organization. Certain amounts reported in prior periods have been restated to conform with the current 1994 presentation. Lines-of-business results are subject to further restatements as may be necessary to reflect future changes in internal management reporting.


|  | REAL ESTATE |  |  |  |  | TOTAL (a) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the three months ended June 30, |  | 1994 |  | 1993 |  | 1994 |  | 1993 |
| (in millions, except ratios) |  |  |  |  |  |  |  |  |
| Total Revenue | \$ | 39 | \$ | 48 | \$ | 2,052 | \$ | 2,217 |
| Credit Provision |  | 70 |  | 94 |  | 160 |  | 363 |
| Noninterest Expense |  | 35 |  | 54 |  | 1,281 |  | 1,312 |
| Income (Loss) Before Taxes |  | (66) |  | (100) |  | 611 |  | 542 |
| Income Taxes (Benefits) |  | (29) |  | (44) |  | 254 |  | 215 |
| Net Income (Loss) Before Special |  |  |  |  |  |  |  |  |
| Special Item (Federal Tax Benefits) |  | --- |  | --- |  | --- |  | 54 |
| Net Income (Loss) |  | (37) |  | (56) |  | 357 |  | 381 |
| Average Assets | \$ | 5,344 | \$ | 7,220 |  | 64,066 |  | 6,350 |
| Return on Common Equity |  | NM |  | NM |  | 13.9\% |  | 16.0\% |
| Return on Assets |  | NM |  | NM |  | 0.87\% |  | 1.04\% |
| Overhead Ratio (Excluding Restructuring Charge) |  | NM |  | NM |  | 62.4\% |  | $59.2 \%$ |

(a) Total column includes Corporate sector. See description of Corporate sector on page 29 .
NM - Not meaningful.

|  | GLOBAL BANK |  |  |  | REGIONAL BANK |  |  |  | TEXAS COMMERCE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Revenue | \$ | 1,426 | \$ | 1,777 | \$ | 2,127 | \$ | 2,060 | \$ | 545 | \$ | 542 |
| Credit Provision |  | 85 |  | 168 |  | 218 |  | 245 |  | (20) |  | 11 |
| Noninterest Expense |  | 613 |  | 609 |  | 1,467 |  | 1,397 |  | 389 |  | 403 |
| Income (Loss) Before Taxes |  | 728 |  | 1,000 |  | 442 |  | 418 |  | 176 |  | 128 |
| Income Taxes (Benefits) |  | 279 |  | 394 |  | 189 |  | 173 |  | 65 |  | 39 |
| Net Income (Loss) |  | 449 |  | 606 |  | 253 |  | 245 |  | 111 |  | 89 |
| Average Assets <br> Return on Common Equity <br> Return on Assets <br> Overhead Ratio (Excluding <br> Restructuring Charge) |  | 101,596 | \$ | 80,637 | \$ | 42,173 | \$ | 40,728 | \$ | 20,455 |  | ,637 |
|  |  | 20.8\% |  | 24.6\% |  | 18.2\% |  | 16.1\% |  | 12.7\% |  | 11.1\% |
|  |  | 0.89\% |  | 1.51\% |  | 1.21\% |  | 1.21\% |  | 1.09\% |  | 0.87\% |
|  |  | 43.0\% |  | 34.3\% |  | 66.7\% |  | 67.8\% |  | 71.4\% |  | 74.5\% |


(a) Total column includes Corporate sector. See description of Corporate sector on page 29.
NM - Not meaningful.

Guidelines exist for assigning expenses that are not directly
incurred by businesses, such as overhead and taxes, as well as for allocating shareholders' equity and the provision for losses, utilizing a risk-based methodology. Noninterest expenses of the Corporation are fully allocated to the business units except for special corporate one-time charges. Management has developed a risk-adjusted capital methodology that quantifies different types of risk -- credit, operating and market -- within various businesses and assigns capital accordingly. Credit risk is computed using a risk grading system that is consistently applied throughout the Corporation. During the second quarter of 1994, the Corporation revised its equity allocation approach to fully
allocate all equity from its Corporate sector back to the business units.
These changes resulted in the restatement of the business units' capital
for the 1994 first quarter and for all of 1993. A long-term expected income
tax rate is assigned in evaluating the Corporation's businesses.
Texas Commerce's results are tracked and reported on a legal entity
basis, including the return on equity calculation.
GLOBAL BANK
The Global Bank is organized into four principal management entities: Banking \& Corporate Finance (worldwide wholesale client management and venture capital activities); Structured Finance (loan syndications, high yield securities and mergers \& acquisitions); Asia, Europe \& Capital Markets (securities, foreign exchange and derivatives trading, the Corporation's treasury functions and administration of the international branch system in Asia and Europe); and Developing Markets (cross-border investment banking, local merchant banking and trade finance). The Global Bank seeks to optimize its risk profile by emphasizing underwriting, distribution, and risk management skills.

The Global Bank's net income in the second quarter of 1994 was $\$ 209$ million, a decrease of $\$ 118$ million from the second quarter of 1993. The sector's return on equity in the second quarter of 1994 was $19.4 \%$ compared with $26.8 \%$ in the 1993 second quarter. The decline in the 1994 second quarter results was primarily due to decreases in noninterest revenue of $\$ 187$ million and in net interest income of $\$ 66$ million, partially offset by a decrease in credit provision of $\$ 37$ million. The Global Bank's net income of $\$ 449$ million and return on equity of $20.8 \%$ for the first six months of 1994 decreased from last year's six month results of $\$ 606$ million and $24.6 \%$, respectively. The decline in the 1994 six month results was attributable to decreases in noninterest revenue of $\$ 215$ million and in net interest income of $\$ 136$ million, partially offset by a decrease in the credit provision of $\$ 83$ million.

The decrease in noninterest revenue was primarily due to the decline in trading revenues to $\$ 195$ million for the second quarter of 1994, compared with a record of $\$ 290$ million in the 1993 second quarter. For the first six months, trading revenues were $\$ 375$ million in 1994, a decrease from $\$ 534$ million in 1993. The unfavorable trading results reflect increasing interest rates as a result of actions take by the Federal Reserve Board in the first six months of 1994, and the volatile conditions in certain trading markets, including emerging market debt and European government bonds, and in many foreign exchange markets. Revenues from equity-related investments for the second quarter of 1994 were lower than the comparable period in 1993 as a result of lower gains from venture capital activities. In the 1994 second quarter, the Corporation had no LDC-related pastdue interest bond sales versus gains from the sales of such bonds of $\$ 44$ million in the 1993 second quarter. The 1994 first half results included the recognition of $\$ 45$ million in net gains from LDCrelated past-due interest bonds, compared with $\$ 100$ million in the same period a year ago. The decrease in net interest income was due to the rising interest rate environment, combined with a change in the mix of earning assets from loans to lower interest-earning liquid assets.

For the first six months of 1994, noninterest expense rose $\$ 4$ million, compared with the same period in 1993, due primarily to the Corporation's continued investment in its securities business. The substantial increase in average assets is due primarily to the adoption of FASI 39.

## REGIONAL BANK

The Regional Bank includes Retail Banking (New York Markets -consumer banking and commercial and professional banking; Retail Card Services; and National Consumer Business), Regional Relationship Banking (Middle Market -- regional commercial banking; Private Banking; and Chemical New Jersey Holdings, Inc.) and Geoserve (cash management, funds transfer, trade, corporate trust and securities services worldwide). The Corporation's Technology and Operations group is also managed within this organizational structure. The Corporation maintains a leading market share position in serving the financial needs of Middle Market commercial enterprises in the New York metropolitan area.

The Regional Bank's net income of $\$ 147$ million and return on equity of $21.3 \%$ for the second quarter of 1994 increased from last year's second quarter results of $\$ 119$ million and $15.5 \%$, respectively. The increase in earnings is attributable to improvements in net interest income of $\$ 38$ million and noninterest revenue of $\$ 20$ million coupled with a lower credit provision of $\$ 8$ million, partially offset by higher noninterest expense of $\$ 16$ million. For the first six months of 1994, the Regional Bank's net income of $\$ 253$ million and return on equity of $18.2 \%$ improved from $\$ 245$ million and $16.1 \%$,
respectively, for the first six months of 1993. The results for the first six months of 1994 included a restructuring charge of \$48 million ( $\$ 28$ million after-tax) related to the closing of 50 New York branches and a staff reduction of 650. Excluding this restructuring charge, the Regional Bank's net income would have been $\$ 281$ million and its return on equity would have been $20.4 \%$ for the first six months of 1994. The increase in earnings (excluding the restructuring charge) can be attributable to increases in net interest income of $\$ 38$ million and noninterest revenue of $\$ 29$ million coupled with a lower credit provision of $\$ 27$ million, offset partially by increased noninterest expense of $\$ 22$ million.

The improvement in net interest income was primarily due to a higher level of interest-earning assets, coupled with higher demand deposits and improved spreads in New York Markets. The increase of $\$ 20$ million in noninterest revenue reflected the higher fees from revolving credit products in Retail Card Services primarily due to the launch of the co-branded Shell MasterCard in the fourth quarter of 1993. In addition, New York Markets recorded higher deposit servicing fees. Partially offsetting these positive factors was the impact of losses on residential mortgage warehouse activities in the National Consumer Business and lower corporate finance fees in Middle Market. The lower credit provision resulted from improvements in credit quality for Middle Market, Chemical New Jersey Holdings, Inc. and the Retail Card Services portfolio.

The increase in noninterest expense is primarily due to the aforementioned launch of the Shell MasterCard, which resulted in higher operating expenses of $\$ 34$ million in the second quarter of 1994 and of $\$ 66$ million in the first six months. This increase was partially offset by expense management initiatives throughout the Regional Bank coupled with lower foreclosed property expense, primarily in Chemical New Jersey Holdings, Inc.

## TEXAS COMMERCE BANCSHARES

Texas Commerce is a leader in providing financial products and services to businesses and individuals throughout Texas. Texas Commerce is the primary bank for more large corporations and middle market companies than any other bank in Texas. As of June 30, 1994, Texas Commerce had $\$ 21$ billion in total assets with 115 locations statewide.

Texas Commerce's net income in the second quarter of 1994 was $\$ 60$ million, an increase of $35 \%$ from last year's second quarter results of $\$ 44$ million. The increase in the 1994 second quarter period compared with the 1993 second quarter period was primarily due to decreases in the credit provision of $\$ 15$ million and noninterest expense of $\$ 14$ million and higher noninterest revenue of $\$ 5$ million, partially offset by a $\$ 7$ million decline in net interest income. For the first six months, Texas Commerce's net income increased to $\$ 111$ million in 1994, compared with $\$ 89$ million in 1993. This improvement resulted from the lower credit provision of $\$ 31$ million, higher noninterest revenue of $\$ 18$ million and lower noninterest expense of $\$ 14$ million, partially offset by a $\$ 15$ million decline in net interest income. The $\$ 89$ million net income for the first half of 1993 excludes the restructuring charge ( $\$ 43$ million pre-tax; $\$ 30$ million after-tax) related to the acquisition of the First City Banks and a positive $\$ 14$ million after-tax net effect from the implementation of SFAS 106 and SFAS 109.

Based on continuing improvements in asset quality and Texas Commerce's already adequate allowance for losses, Texas Commerce recorded a negative credit provision (i.e. credit to the provision for losses) in the first half of 1994. The increase in noninterest revenue is due to strong revenue growth from fee-based services which was up $4 \%$ from the second quarter of 1993 and up 8\% from the first half of 1993. Trust income rose $34 \%$ from the second quarter of 1993 (up 40\% from the first half of 1993), reflecting both increased demand for Texas Commerce's services as well as the effects of the acquisitions of First City Banks and Ameritrust last year. The decrease in net interest income is attributable to lower loan volumes and less favorable interest rate spreads.

The decline in noninterest expense is attributable to lower foreclosed property expense (down $\$ 45$ million compared to the first half of 1993), due to improved credit quality. This favorable result offset the additional operating expenses associated with the 1993 acquisitions.

Nonperforming assets declined to $\$ 177$ million at June 30, 1994, down \$14 million from the 1994 first quarter. The decrease represented the 24 th consecutive quarterly decline from a peak of $\$ 1,303$ million in mid-1988

REAL ESTATE

Real Estate includes the management of the Corporation's commercial real estate portfolio, exclusive of those in Chemical New Jersey Holdings, Inc. (included in Regional Bank section) and in Texas Commerce. Real Estate had a net loss of $\$ 37$ million for the second quarter of 1994 compared with a net loss of $\$ 56$ million in the second quarter of 1993. For the first six months, Real Estate's net loss was $\$ 80$ million in 1994, compared with $\$ 102$ million in 1993. The improvement in net income was primarily due to a decrease in credit provision and lower foreclosed property expense reflecting the significant progress made in managing the Corporation's real estate portfolio. Total nonperforming assets at June 30, 1994 were $\$ 1,074$ million, a decline of $10 \%$ from $\$ 1,190$ million in the first quarter of 1994 and a decline of $18 \%$ from the 1993 year-end.

## CORPORATE

Corporate had a net loss of $\$ 22$ million for the 1994 second quarter and a net loss of $\$ 57$ million for the first six months of 1994, compared with a net loss of $\$ 53$ million and $\$ 83$ million, respectively, for the same period in 1993. Corporate includes the management results attributed to the parent company; the Corporation's investment in CIT; and some effects remaining at the corporate level after the implementation of management accounting policies, including residual credit provision and tax expense. Included in the $\$ 83$ million net loss for the first six months of 1993 were the following one-time items: the recognition of $\$ 117$ million in Federal tax benefits, an after-tax loss of $\$ 53$ million ( $\$ 75$ million pre-tax) due to the writedown associated with the planned disposition of residential mortgages, a net $\$ 35$ million gain from the adoption of SFAS 106 and SFAS 109 and a $\$ 30$ million aftertax restructuring charge ( $\$ 43$ million pre-tax) related to the acquisition of the First City Banks.

BALANCE SHEET ANALYSIS

The Corporation's total assets were $\$ 168.9$ billion at June 30, 1994, an increase of $\$ 19.0$ billion from the 1993 year-end. The higher level of total assets was principally due to the adoption of FASI 39 on January 1, 1994. As a result of the adoption of this accounting standard, total assets and liabilities each increased by approximately $\$ 19.0$ billion at June 30, 1994, with unrealized gains reported as Trading Assets-Risk Management Instruments and unrealized losses reported in Other Liabilities. Prior to the adoption of FASI 39, unrealized gains and losses were reported net in Other Assets.

## SECURITIES

As of December 31, 1993, the Corporation adopted Statement of Financial Accounting Standards No. 115, "Accounting for Certain Investments in Debt and Equity Securities" ("SFAS 115"). As a result of the adoption of SFAS 115, debt and equity securities that were previously measured either at amortized cost or at the lower of aggregate amortized cost or market are currently measured at fair value. See Note 3 of the Notes to Consolidated Financial Statements for a further discussion of SFAS 115.

The prepayment trends of mortgage-backed securities and collateralized mortgage obligations ("CMOs") is actively monitored through the Corporation's portfolio management function. The Corporation typically invests in CMOs that the Corporation believes have stable cash flows and relatively short duration, thereby limiting the impact of interest rate fluctuations on the portfolio. Management regularly does simulation testing of the impact that interest and market rate changes would have on its CMO portfolio. Mortgage-backed securities and CMOs which management believes have high prepayment risk are included in the available-for-sale portfolio.

## CREDIT PORTFOLIO

The following loan review discussion focuses primarily on developments since December 31, 1993 and should be read in conjunction with the Credit Portfolio section on pages B34 - B42 of the Corporation's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1993.

The Corporation's loans outstanding totaled $\$ 74.7$ billion at June 30, 1994, a decline of $\$ 696$ million from year-end 1993 and $\$ 4.5$ billion lower than June 30, 1993. The decline in the loan portfolio reflects a continued reduction in commercial loans (albeit at a much lower rate than prior quarters), largely offset by an increase in the consumer portfolio. The commercial loan outstandings have declined due to management's strategic decision to reduce the credit risk profile of the Corporation as well as ongoing loan paydowns from businesses that are refinancing their borrowings in the debt and equity markets. The loan portfolio at June 30, 1994 was relatively unchanged from the March 31, 1994 level, in contrast to a decline experienced in the Corporation's total loan portfolio for each of the eight consecutive quarters ended March 31, 1994. Management believes that there was a modest increase in loan demand during the second quarter of 1994 and, as a result, expects a modest increase in loan outstandings for the remaining quarters of 1994.

The Corporation is a leading participant in loan originations and sales. This activity is comprised of the origination and sale of loans and lending commitments to investors, generally without recourse. These sales include syndication, assignment and participation, and include both short- and medium-term transactions. This loan distribution capability allows the Corporation to compete aggressively and profitably in wholesale lending markets by enabling it to originate and subsequently reduce larger individual credit exposures and thereby to price more flexibly than if all loans were held as permanent investments. The Corporation also benefits from increased liquidity. During the 1994 second quarter and six months, the Corporation acted as agent or co-agent for approximately $\$ 78$ billion and $\$ 129$ billion, respectively, in syndicated credit facilities.

The Corporation's loan balances were as follows for the dates indicated:
$=====================================================================1$

| (in millions) | $\begin{array}{r} \text { JUNE } 30, \\ 1994 \end{array}$ | $\begin{array}{r} \text { December } 31, \\ 1993 \end{array}$ | $\begin{array}{r} \text { June } 30, \\ 1993 \end{array}$ |
| :---: | :---: | :---: | :---: |
| LOANS |  |  |  |
| Domestic Commercial: |  |  |  |
| Commercial Real Estate (a) | \$ 6,706 | \$ 7,338 | \$ 8,225 |
| Commercial and Industrial | 19,601 | 18,874 | 23,484 |
| Financial Institutions | 3,384 | 4,816 | 3,367 |
| Total Commercial Loans | 29,691 | 31,028 | 35,076 |
| Domestic Consumer: (b) |  |  |  |
| Residential Mortgage | 12,361 | 12,244 | 11,674 |
| Credit Card | 7,774 | 7,176 | 6,279 |
| Other Consumer | 6,538 | 6,266 | 6,021 |
| Total Consumer Loans | 26,673 | 25,686 | 23,974 |
| Total Domestic Loans | 56,364 | 56,714 | 59,050 |
| Foreign, primarily commercial (c) | 18,321 | 18,667 | 20,150 |
| Total Loans | \$ 74,685 | \$ 75,381 | \$79,200 |
| [FN] |  |  |  |

(a) Represents loans secured primarily by real property, other than loans secured by mortgages on $1-4$ family residential properties.
(b) Consists of 1-4 family residential mortgages, credit cards, installment loans (direct and indirect types of consumer finance) and student loans.
(c) Includes loans previously classified as LDC loans. Previously reported loan amounts have been reclassified to conform with the June 30, 1994 presentation.

NONPERFORMING ASSETS
For a description of the Corporation's accounting policies for its nonperforming loans, renegotiated loans and assets acquired as loan satisfactions, see Note One of the Notes to the Consolidated Financial Statements on pages B57-B58 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

For a description of the Corporation's shared loss assets acquired from First City which are subject to loss sharing provisions of the Purchase and Assumption Agreements between the FDIC and Texas Commerce, see Note Seven of the Notes to the Consolidated Financial Statements on page B64 of the Corporation's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1993. At June 30, 1994, nonperforming shared loss assets were $\$ 87$ million. Such assets are not included in the amount of nonperforming assets below.

The following table sets forth the nonperforming assets and contractually past-due loans of the Corporation at June 30, 1994, December 31, 1993 and June 30, 1993.

(in millions)
NONPERFORMING LOANS:
Domestic Commercial:
Commercial Real Estate

Commercial and Industrial
Financial Institutions
Total Commercial Loans
Domestic Consumer:
Residential Mortgage
Other Consumer

[FN]
(a) Includes nonperforming loans previously classified as LDC nonperforming loans. Previously reported amounts have been restated to conform with the June 30,1994 presentation.
(b) Accruing loans past-due 90 days or more as to principal and interest, which are not characterized as nonperforming loans.

The Corporation's total nonperforming assets at June 30, 1994 were $\$ 2,493$ million, a decrease of $\$ 1,032$ million from the 1993 year-end level and a decrease of $\$ 2,370$ million from last year's comparable quarter. This improvement in the Corporation's credit profile is a result of a significantly lower level of loans being placed on nonperforming status as well as the result of repayments, chargeoffs, and the Corporation's continuing loan workout and collection activities. Included in foreign nonperforming loans at June 30, 1994 were nonperforming LDC loans of $\$ 145$ million, a decrease from $\$ 524$ million at March 31, 1994, principally the result of the completion of the Brazilian refinancing program. For a further discussion of the Brazilian debt exchange, see the Brazil section in this Form 10-Q. Management expects a further significant reduction in the level of its nonperforming assets during the remainder of 1994, although at a lower rate than the reduction in nonperforming assets during the first half of 1994.

The following table presents the reconciliation of nonperforming
assets for the second quarter and first six months of 1994 and 1993.

(a) Excludes those consumer charge-offs that are recorded on a formula basis.

ALLOWANCE FOR LOSSES
The accompanying table reflects the activity in the allowance for losses for the second quarter and six months ended June 30, 1994 and 1993.

|  | Second Quarter |  |  | Six Months |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) |  | 1994 | 1993 |  | 1994 |  | 1993 |
| NON-LDC ALLOWANCE: |  |  |  |  |  |  |  |
| Balance at Beginning of Period | \$ | 2,400 | \$2,220 | \$ | 2,423 | \$ | 2,206 |
| Provision for Losses |  | 160 | 363 |  | 365 |  | 675 |
| Charge-Offs |  | (236) | (400) |  | (519) |  | (755) |
| Recoveries |  | 51 | 37 |  | 104 |  | 80 |
| Net Charge-Offs |  | (185) | (363) |  | (415) |  | (675) |
| Transfer from LDC Allowance |  | 300 | 200 |  | 300 |  | 200 |
| Other |  | 1 | 1 |  | 3 |  | 15 (a) |
| Balance at End of Period |  | 2,676 | 2,421 |  | 2,676 |  | 2,421 |
| LDC ALLOWANCE: |  |  |  |  |  |  |  |
| Balance at Beginning of Period |  | 591 | 768 |  | 597 |  | 819 |
| Provision for Losses |  | --- | --- |  | --- |  | --- |
| Charge-Offs |  | (295) | (15) |  | (296) |  | (19) |
| Recoveries |  | 4 | 80 |  | 57 |  | 90 |
| Net (Charge-Offs) Recoveries |  | (291) | 65 |  | (239) |  | 71 |
| Losses on Sales and Swaps |  | --- | (63) |  | (58) |  | (120) |
| Transfer to Non-LDC Allowance |  | (300) | (200) |  | (300) |  | (200) |
| Balance at End of Period |  | 0 | 570 |  | 0 |  | 570 |
| Total Allowance for Losses |  | 2,676 | \$2,991 | \$ | 2,676 |  | 2,991 |

(a) Primarily related to the First City Banks acquisition.

Completion of the Brazilian refinancing package during the 1994 second quarter brought to a close the broad rescheduling programs begun in the mid-1980s. In connection with completion of the Brazilian refinancing program, the Corporation performed a final valuation of its LDC portfolio, adjusting its medium- and long-term outstandings to the various LDC countries constituting the portfolio to amounts that management believes to be the estimated net recoverable values of each of such loans at June 30, 1994. The final valuation resulted in a $\$ 291$ million charge in the 1994 second quarter. The remaining LDC allowance of $\$ 300$ million (after taking the aforementioned charge-off) was transferred to the general allowance for losses.

The following table presents the Corporation's allowance coverage ratios at June 30, 1994, December 31, 1993 and June 30, 1993.

ALLOWANCE COVERAGE RATIOS

| For the Period Ended: | $\begin{array}{r} \text { JUNE } 30, \\ 1994 \end{array}$ | $\begin{array}{r} \text { December } 31, \\ 1993 \end{array}$ | $\begin{array}{r} \text { June } 30, \\ 1993 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Allowance for Losses to: |  |  |  |
| Loans at Period-End | 3.58\% | 4.01\% | 3.78\% |
| Average Loans | 3.60 | 3.84 | 3.71 |
| Nonperforming Loans | 152.22 | 116.56 | 79.46 |

The Corporation deems its allowance for losses at June 30, 1994 to be adequate. Although the Corporation considers that it has sufficient reserves to absorb losses that may currently exist in the portfolio, but are not yet identifiable, the precise loss content from the loan portfolio, as well as from other balance sheet and off-balance sheet credit-related instruments, is subject to continuing review based on quality indicators, concentrations, changes in business conditions, and other external factors such as competition and legal and regulatory requirements.

NET CHARGE-OFFS

|  | Second Quarter |  | Six Months |  |
| :---: | :---: | :---: | :---: | :---: |
| (in millions) | 1994 | 1993 | 1994 | 1993 |
| Net Charge-Offs: |  |  |  |  |
| Domestic Commercial: |  |  |  |  |
| Commercial Real Estate | \$ 49 | \$ 70 | \$123 | \$127 |
| Commercial and Industrial | 37 | 125 | 88 | 199 |
| Financial Institutions | (1) | --- | (1) | 14 |
| Total Commercial Net Charge-Offs | 85 | 195 | 210 | 340 |
| Domestic Consumer: |  |  |  |  |
| Residential Mortgage | 9 | 60 | 12 | 63 |
| Credit Card | 81 | 83 | 163 | 169 |
| Other Consumer | 4 | 6 | 9 | 14 |
| Total Consumer Loans | 94 | 149 | 184 | 246 |
| Total Domestic Loans | 179 | 344 | 394 | 586 |
| Foreign (a) | 297 | 17 | 318 | 138 |
| Total Net Charge-Offs | \$476 | \$361 | \$712 | \$724 |

[FN]
(a) Included in Foreign are LDC net charge-offs and losses on sales and swaps in the amounts of $\$ 291$ million and $\$ 297$ million for the 1994 second quarter and six month periods, respectively, and a net recovery of $\$ 2$ million and net charge-offs and losses of \$49 million for 1993 second quarter and six month periods, respectively.

For a discussion of net charge-offs, see the various credit
portfolio sections in this Form 10-Q. Management expects total net charge-offs in 1994 to decrease significantly from the full year 1993 amount.

DOMESTIC COMMERCIAL REAL ESTATE
The domestic commercial real estate portfolio represents loans secured primarily by real property, other than loans secured by one-to-four family residential properties, which are included in the consumer loan portfolio. The domestic commercial real estate loan portfolio totaled $\$ 6.7$ billion at June 30, 1994, a decline from $\$ 7.3$ billion at December 31, 1993 and a decline from $\$ 8.2$ billion at June 30, 1993. The decreases from the 1993 year-end and year ago periods are attributable to repayments, transfers to real estate owned and charge-offs.

The table below sets forth the major components of the domestic commercial real estate loan portfolio at the dates indicated.


Commercial mortgages provide financing for the acquisition or refinancing of commercial properties, and typically have terms ranging from three-to-seven years. Construction loans are generally originated to finance the construction of real estate projects. When the real estate project has cash flows sufficient to support a commercial mortgage, the loan is transferred from construction status to commercial mortgage status.

The following table shows the Corporation's domestic commercial real estate loans, nonperforming loans and foreclosed commercial real estate, by property type and geographic location.

DOMESTIC COMMERCIAL REAL ESTATE BY PROPERTY TYPE AND GEOGRAPHIC REGION (a)

| (in millions) | JUNE 30, 1994 |  |  |  |  |  |  | $\begin{array}{r} \text { Dec. } 31, \\ 1993 \\ \text { Total } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NY/NJ |  | Texas |  | Other |  |  |  |
| OFFICE: |  |  |  |  |  |  |  |  |
| Loans | \$ | 799 | \$ | 367 | \$ | 302 | \$1,468 | \$1,589 |
| Nonperforming Loans |  | 52 |  | 2 |  | 72 | 126 | 180 |
| Real Estate Owned |  | 41 |  | 37 |  | 22 | 100 | 140 |
| RETAIL: |  |  |  |  |  |  |  |  |
| Loans |  | 609 |  | 244 |  | 357 | 1,210 | 1,370 |
| Nonperforming Loans |  | 31 |  | 11 |  | 2 | 44 | 52 |
| Real Estate Owned |  | 17 |  | 3 |  | 43 | 63 | 65 |
| RESIDENTIAL: (b) |  |  |  |  |  |  |  |  |
| Loans |  | 451 |  | 168 |  | 175 | 794 | 1,161 |
| Nonperforming Loans |  | 94 |  | 12 |  | 16 | 122 | 130 |
| Real Estate Owned |  | 77 |  | 1 |  | 3 | 81 | 123 |
| HOTEL: |  |  |  |  |  |  |  |  |
| Loans |  | 167 |  | 79 |  | 318 | 564 | 574 |
| Nonperforming Loans |  | 21 |  | --- |  | 77 | 98 | 72 |
| Real Estate Owned |  | 113 |  | --- |  | 15 | 128 | 211 |
| LAND: |  |  |  |  |  |  |  |  |
| Loans |  | 275 |  | 146 |  | 23 | 444 | 387 |
| Nonperforming Loans |  | 106 |  | 5 |  | 7 | 118 | 90 |
| Real Estate Owned |  | 39 |  | 56 |  | 52 | 147 | 212 |
| OTHER: |  |  |  |  |  |  |  |  |
| Loans |  | 1,039 |  | 644 |  | 543 | 2,226 | 2,257 |
| Nonperforming Loans |  | 46 |  | 19 |  | 72 | 137 | 158 |
| Real Estate Owned |  | 46 |  | 9 |  | 28 | 83 | 47 |
| TOTAL: |  |  |  |  |  |  |  |  |
| Loans |  | 3,340 |  | ,648 |  | ,718 | \$6,706 | \$7,338 |
| Nonperforming Loans |  | 350 |  | 49 |  | 246 | 645 | 682 |
| Real Estate Owned |  | 333 |  | 106 |  | 163 | 602 | 798 |

[FN]
(a) Nonperforming loans are included in loan balances. Real Estate Owned denotes foreclosed commercial real estate, which is included in assets acquired as loan satisfactions.
(b) Represents residential property construction, land development and multi-family permanent mortgages, excluding 1-4 family residential mortgages.

The largest concentration of domestic commercial real estate loans is in the New York/New Jersey and Texas markets, representing 50\% and $25 \%$, respectively, of the domestic commercial real estate portfolio. No other state represented more than $3 \%$ of the domestic commercial real estate loan portfolio.

Nonperforming domestic commercial real estate assets were \$1,247 million at June 30, 1994, a 16\% decrease from December 31, 1993 and a decrease of $\$ 609$ million, or $33 \%$, from June 30, 1993. The improvement in nonperforming domestic commercial real estate asset levels for the first half of 1994 is the result of increased liquidity in the commercial real estate markets as well as successful workout activities.

The second quarter of 1994 was the sixth consecutive quarter in which reductions to nonperforming domestic commercial real estate assets in the form of payments, return to accrual status and sales of real estate owned were greater than the additions to nonperforming assets. Domestic commercial real estate net chargeoffs in the second quarter of 1994 totaled $\$ 49$ million, compared with $\$ 70$ million in the same period a year ago. For the first six months, such charge-offs were $\$ 123$ million in 1994, compared with $\$ 127$ million in 1993. Writedowns of commercial real estate owned totaled $\$ 43$ million for the first six months of 1994, compared with $\$ 99$ million in first half of 1993. Approximately $\$ 79$ million and $\$ 120$ million in commercial real estate owned were sold during the 1994 second quarter and first six months, respectively. Generally, these assets were sold at or above carrying value. Domestic commercial real estate net charge-offs, writedowns and nonperforming assets for 1994 are expected to be below 1993 levels.

DOMESTIC COMMERCIAL AND INDUSTRIAL PORTFOLIO
The domestic commercial and industrial portfolio totaled \$19.6 billion at June 30, 1994, compared with $\$ 18.9$ billion at December 31, 1993 and $\$ 23.5$ billion at June 30, 1993. The portfolio is diversified geographically and by industry. The largest industry concentrations are real estate related and oil and gas, both of which approximate $\$ 1.5$ billion or $2.1 \%$ of total loans. All of the other remaining industries are each less than $2 \%$ of total loans.

Included in the domestic commercial and industrial portfolio are loans related to highly leveraged transactions ("HLT"). The Corporation originates and syndicates loans in HLTs, which include acquisitions, leveraged buyouts and recapitalizations. HLT loans at June 30, 1994 totaled approximately $\$ 1.6$ billion, compared with $\$ 1.9$ billion at December 31, 1993 and $\$ 2.1$ billion at June 30, 1993. The Corporation also was committed at June 30, 1994 to lend an additional amount of approximately $\$ 464$ million to its HLTs. The substantial reduction in the HLT loan portfolio from June 30, 1993 can be largely attributed to repayments, reclassifications to nonHLT status and, to a lesser extent, charge-offs. At June 30, 1994, the Corporation had $\$ 182$ million in nonperforming HLT loans compared with $\$ 269$ million at the end of 1993 and $\$ 412$ million at the end of the same period last year. Net charge-offs related to HLTs for the six months ended June 30,1994 totaled $\$ 2$ million, versus $\$ 55$ million for the comparable 1993 period.

DOMESTIC FINANCIAL INSTITUTIONS PORTFOLIO
The domestic financial institutions portfolio includes commercial banks and companies whose businesses primarily involve lending, financing, investing, underwriting or insuring. Loans to domestic financial institutions were $\$ 3,384$ million at June 30 , 1994 or $5 \%$ of total loans outstanding at June 30, 1994. Loans to domestic financial institutions are predominantly to broker-dealers, which comprise over half the domestic financial institution total.

DOMESTIC CONSUMER PORTFOLIO
The consumer loan portfolio consists of one-to-four family
residential mortgages, credit cards and other consumer loans. The domestic consumer loan portfolio totaled $\$ 26.7$ billion at June 30, 1994, representing $36 \%$ of total loans, an increase from $\$ 25.7$ billion or $34 \%$ of total loans at December 31, 1993 and an increase from $\$ 24.0$ billion or $30 \%$ of total loans at June 30, 1993.

The following table presents the composition of the Corporation's domestic consumer loans at the dates indicated.


Credit card receivables at June 30, 1994 increased $\$ 1.5$ billion from the same period a year ago, of which approximately $\$ 1.2$ billion is related to the co-branded Shell MasterCard program, which was introduced in the fourth quarter of 1993. Management expects continued growth in the level of shell credit card outstandings for the remainder of 1994. Management is exploring other opportunities in the credit card area, including the feasibility of other cobranded card programs.

Total nonperforming domestic consumer loans at June 30, 1994 were $\$ 165$ million and were comprised of $\$ 144$ million of loans secured by residential real estate and $\$ 21$ million of other consumer loans. Total nonperforming domestic consumer loans at December 31, 1993 were $\$ 125$ million and were comprised of $\$ 101$ million of loans secured by residential real estate and $\$ 24$ million of other consumer loans. At June 30, 1993, total nonperforming domestic consumer loans were $\$ 111$ million and were comprised of $\$ 85$ million of loans secured by residential real estate and $\$ 26$ million of other consumer loans. The rise in nonperforming domestic consumer residential loans since June 30, 1993, primarily reflects increases in the nonperforming status of certain loans originally extended several years ago under a reduced documentation mortgage program.

Net charge-offs in the domestic consumer loan portfolio totaled $\$ 94$ million in the 1994 second quarter compared with $\$ 149$ million in the 1993 second quarter. The 1994 second quarter net charge-offs consisted of $\$ 81$ million in credit card receivables, $\$ 9$ million in residential mortgages and $\$ 4$ million in other consumer loans. The 1993 second quarter net charge-offs consisted of $\$ 60$ million in residential mortgages (including $\$ 55$ million related to the decision to accelerate the disposition of certain nonperforming residential mortgages), $\$ 83$ million in credit card receivables and $\$ 6$ million in other consumer loans. There were essentially no credit losses in the student loan portfolio due to the existence of Federal and State government agency guarantees. For the first six months of 1994 , domestic consumer net charge-offs were $\$ 184$ million compared with $\$ 246$ million for the first six months of 1993.

Domestic consumer loan balances are expected to increase in 1994, particularly in the credit card and residential mortgage portfolios. The higher residential mortgage activity is the result of the Margaretten acquisition in July 1994. In 1994, the Corporation's strategy will continue to emphasize risk management and consumer loan portfolio credit quality. Management expects consumer loan net charge-offs in the second half of 1994 will be somewhat higher than the first half due to the growth of the consumer portfolio, including the higher level of credit card receivables outstanding as a result of the Shell MasterCard program.

## MORTGAGE BANKING ACTIVITIES

The Corporation both originates and services residential mortgage loans as part of its mortgage banking activities. After origination, the Corporation may sell loans to investors, primarily in the secondary market, while retaining the rights to service such loans. In accordance with current accounting standards, the value of such servicing rights related to originating mortgage loans is not recorded as an asset in the financial statements. The Corporation originated $\$ 2.9$ billion of mortgages in the second quarter of 1994 versus $\$ 3.7$ billion in the same 1993 period. For the six months ended June 30,1994 the Corporation originated $\$ 7.0$ billion of mortgages
compared with $\$ 6.6$ billion in 1993. For the first six months of 1994 , the Corporation sold to investors approximately 75\% of the residential mortgage loans it had originated. The 1994 second quarter results do not include the acquisition of Margaretten.

In addition to originating mortgage servicing rights, the Corporation also purchases mortgage servicing rights. The Corporation may purchase bulk rights to service a loan portfolio or the Corporation may purchase loans directly and then sell such loans while retaining the servicing rights. The Corporation's servicing portfolio amounted to $\$ 40.3$ billion at June 30, 1994 compared with $\$ 36.4$ billion at December 31, 1993 and $\$ 35.0$ billion at June 30, 1993. Purchased mortgage servicing rights (included in other assets) amounted to $\$ 293$ million at June 30, 1994 compared with $\$ 249$ million at December 31, 1993 and $\$ 224$ million at June 30, 1993. The mortgage loans to which the Corporation's servicing rights relate are, to a substantial degree, of recent vintage (i.e., originated within the past two years when interest rates have been relatively low). The Corporation utilizes an amortization method based on adjusted cash flows to amortize purchased mortgage servicing rights. The Corporation continually evaluates prepayment exposure of the portfolio, adjusting the balance and remaining life of the servicing rights as a result of prepayments.

FOREIGN PORTFOLIO
The foreign portfolio includes foreign commercial and industrial loans, loans to foreign financial institutions, foreign commercial real estate, loans to foreign governments and official institutions and foreign consumer loans. At June 30, 1994, the Corporation's total foreign loans were $\$ 18.3$ billion, compared with $\$ 18.7$ billion at December 31, 1993 and $\$ 20.2$ billion at June 30, 1993. Included in foreign loans were foreign commercial and industrial loans of $\$ 7.1$ billion at the end of the 1994 second quarter, an increase of $\$ .6$ billion from the 1993 year-end and $\$ 41$ million from June 30 , 1993.

Total foreign commercial real estate loans at June 30, 1994 were $\$ .5$ billion, slightly reduced from $\$ .6$ billion at each of December 31, 1993 and June 30, 1993. A significant portion of the foreign real estate portfolio is located in the United Kingdom and Hong Kong.

The Corporation's medium- and long-term outstandings to countries engaged in debt rescheduling ("LDC") at June 30, 1994 were $\$ 1,546$ million, a reduction of $\$ 702$ million, or 31\%, from December 31, 1993. The reduction from the 1993 year-end is primarily attributable to the aforementioned $\$ 291$ million charge-off related to the final evaluation of the Corporation's LDC portfolio, as well as from loan sales. Total LDC outstandings were $\$ 3,503$ million at June 30, 1994, a decline of $\$ 587$ million from December 31, 1993. The reduction was principally due to the aforementioned reductions in medium- and long-term outstandings.

## BRAZIL

For a discussion of significant developments with respect to the restructuring of Brazilian debt, see pages B41 and B42 of the Corporation's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1993. The following significant events have occurred to date in 1994: The exchange of bank creditors' eligible medium- and longterm debt for bonds issued by the Federal Republic of Brazil occurred on April 15, 1994. The Corporation's total Brazilian outstandings affected by the exchange had a book value of $\$ 297$ million. The Corporation's "Old" debt (multi-year Deposit Facility Agreement and other pre-1988 restructured debt) with a face value of $\$ 635$ million (which includes loan amounts previously charged-off) was exchanged for $\$ 299$ million of Capitalization bonds and $\$ 218$ million of Discount bonds. The Corporation's "New" debt (credit extensions originating from the 1988 restructuring) with a face value of $\$ 165$ million (which includes loan amounts previously charged off) was exchanged for $\$ 90$ million of Debt Conversion bonds and $\$ 75$ million of New Money bonds. The Corporation also received Eligible Interest bonds (EIs) of approximately $\$ 160$ million for the majority of its remaining unpaid interest. In addition, a portion of Principal bonds ( $\$ 50$ million) and EIs (approximately $\$ 8$ million) is currently being held in escrow to be released on September 22, 1994. The exchange did not result in any additional charge-offs by the Corporation.

The aforementioned bonds received by the Corporation through the exchange are measured subject to the provisions of SFAS 115. The Corporation is classifying all the bonds it received in the exchange as available-for-sale, and therefore such bonds will be valued at fair value. As a result of the consummation of the exchange,
the Corporation removed approximately $\$ 270$ million of Brazilian loans from nonperforming status. Depending upon market conditions during the latter half of 1994, the Corporation expects to sell a portion of the EI bonds it received in the exchange.

CAPITAL

The following capital discussion focuses primarily on developments since December 31 , 1993. Accordingly, it should be read in conjunction with the Capital section on pages B42 - B44 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

Total stockholders' equity was $\$ 11.2$ billion at both June 30, 1994 and December 31, 1993, compared with $\$ 10.5$ billion at June 30, 1993. The amount of stockholders' equity at June 30,1994 reflected an increase of $\$ 676$ million in net income generated during the six month period as well as an increase of $\$ 200$ million from the issuance of Adjustable Rate Cumulative Preferred Stock, Series L ("Series L Preferred Stock"). These increases were offset by a $\$ 506$ million reduction in the fair value of available-for-sale securities accounted for under SFAS 115; the net increase in treasury stock of $\$ 102$ million principally from the aforementioned repurchase of approximately 3.2 million shares of the Corporation's common stock, and common and preferred dividends totaling $\$ 257$ million.

Total capitalization (total stockholders' equity under risk-based capital guidelines and senior subordinated debt that qualifies as Tier 2 Capital) increased by $\$ 542$ million during the first six months of 1994.

## LONG-TERM DEBT

In the first half of 1994, additions to the Corporation's long-term debt were $\$ 1,215$ million (including $\$ 565$ million of medium-term notes, $\$ 200$ million of subordinated debt that qualifies as Tier 2 Capital and $\$ 450$ of other long-term debt). These additions were offset by maturities of $\$ 895$ million of long-term debt (including $\$ 255$ million of medium-term notes, $\$ 315$ million of senior notes and $\$ 325$ million of other long-term debt) and the redemption of $\$ 185$ million of long-term debt. See Liquidity Management section for further discussion of the Corporation's long-term debt redemptions.

## COMMON STOCK DIVIDENDS

In the second quarter of 1994, the Board of Directors of the Corporation declared a $\$ .38$ per share quarterly dividend to be paid on its common stock in July 1994. Future dividend policies will be determined by the Board of Directors in light of the earnings and financial condition of the Corporation and its subsidiaries and other factors, including applicable governmental regulations and policies.

RISK-BASED CAPITAL RATIOS
At June 30, 1994, the Corporation's ratios of Tier 1 Capital to risk-weighted assets and Total Capital to risk-weighted assets were $8.7 \%$ and $12.8 \%$, respectively, well in excess of the minimum ratios specified by the Federal Reserve Board. These ratios, as well as the leverage ratio discussed below, do not reflect any adjustment in stockholders' equity due to the adoption of SFAS No. 115. The Federal Reserve Board has proposed to permit banking corporations to include in Tier 1 Capital the net amount of any unrealized gains or losses from securities available-for-sale. At June 30, 1994, Chemical Bank's ratios of Tier 1 Capital and Total Capital to riskweighted assets, were $7.8 \%$ and $12.2 \%$, respectively. At such date, each of Chemical Bank and Texas Commerce Bank National Association, were "well capitalized," as defined by the Federal Reserve Board. To be "well capitalized," a banking organization must have a Tier 1 Capital ratio of at least $6 \%$, Total Capital ratio of at least $10 \%$, and Tier 1 leverage ratio of at least 5\%.

LEVERAGE RATIOS
The Tier 1 leverage ratio, is defined as Tier 1 Capital (as defined under the risk-based capital guidelines) divided by average total assets (net of allowance for losses, goodwill and certain intangible assets). The minimum leverage ratio is $3 \%$ for banking organizations that have well-diversified risk (including no undue interest risk); excellent asset quality; high liquidity; good earnings; and, in general, is considered a strong banking organization
(rated composite 1 under the BOPEC rating system for bank holding companies). Other banking organizations are expected to have ratios of at least $4 \%-5 \%$, depending upon their particular condition and growth plans. Higher capital ratios could be required if warranted by the particular circumstances or risk profile of a given banking organization. The Federal Reserve Board has not advised the Corporation of any specific minimum Tier 1 leverage ratio applicable to it. The Corporation's Tier I leverage ratio was 6.41\% at June 30, 1994, compared with $6.77 \%$ at December 31, 1993. At June 30, 1994, Chemical Bank's Tier 1 leverage ratio was $5.98 \%$, compared with $6.97 \%$ at December 31, 1993. The declines in the leverage ratios for both the Corporation and Chemical Bank reflect the adoption of FASI 39 on January 1, 1994. Assuming that FASI 39 had not been adopted, the Corporation's Tier 1 leverage ratio would have been $7.11 \%$ at June 30, 1994 and Chemical Bank's Tier 1 leverage ratio would have been 6.83\%.

The table which follows sets forth the Corporation's Tier 1 Capital, Tier 2 Capital and risk-weighted assets, and the Corporation's risk-based Tier 1 and Total Capital Ratios and Tier 1 leverage ratios for the dates indicated.

CAPITAL AND RATIOS UNDER FEDERAL RESERVE BANK FINAL GUIDELINES

[FN]
(a) Includes off-balance sheet risk-weighted assets in the amount of $\$ 39,773$ million, and $\$ 36,777$ million, respectively, at June 30, 1994 and December 31, 1993.

Excluding the Corporation's securities subsidiary, Chemical Securities Inc., the June 30, 1994 ratios of Tier 1 Leverage, Tier 1 Capital to risk-weighted assets and Total Capital to risk-weighted assets were $6.8 \%$, $8.5 \%$ and $12.4 \%$, respectively, compared with $7.2 \%, 7.9 \%$ and $11.9 \%$, respectively, at December 31, 1993.

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## LIOUIDITY MANAGEMENT

The following liquidity management discussion focuses primarily on developments since December 31, 1993. Accordingly, it should be read in conjunction with the Liquidity Management section on pages B44 and B45 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

The primary source of liquidity for the bank subsidiaries of the Corporation derives from their ability to generate core deposits, which includes all deposits except zero-rate deposits, foreign deposits and certificates of deposit of $\$ 100,000$ or more. The Corporation considers funds from such sources to comprise its subsidiary banks' "core" deposit base because of the historical stability of such sources of funds. The average core deposits at the Corporation's bank subsidiaries for the first half of 1994 were $\$ 59$ billion, a decrease from $\$ 60$ billion for the comparable quarter in 1993. These deposits fund a portion of the Corporation's asset base, thereby reducing the Corporation's reliance on other, more volatile, sources of funds. For the first half of 1994, the Corporation's percentage of average core deposits to average interest-earning assets was $46 \%$, compared with $48 \%$ in the first half of 1993. Average core deposits as a percentage of average loans was 79\% for the first six months of 1994, compared with 74\% for the same period a year ago.

In April 1994, Moody's Investors Service raised its rating on the long-term deposits and other senior obligations of Chemical Bank to Aa3 from A1. It also raised the ratings on the Corporation's commercial paper, senior debt, subordinated debt and preferred stock and on Chemical Bank's subordinated debt.

The Corporation is an active participant in the capital markets. addition to issuing commercial paper and medium-term notes, the Corporation raises funds through the issuance of long-term debt, common stock and preferred stock. During the first six months of 1994, the Corporation issued $\$ 200$ million of preferred stock, $\$ 200$ million of subordinated debt, $\$ 565$ million of senior debt through its medium-term note program and $\$ 450$ million other long-term debt.

During the first six months of 1994, the Corporation redeemed \$185 million of its long-term debt and announced its intention to redeem all outstanding shares of its Adjustable Rate Cumulative Preferred Stock, Series C ("Series C Preferred Stock"), stated value \$12.00 per share. Such redemptions were undertaken by the Corporation in light of its ability (as a result of market conditions in general and the recent upgrades in the Corporation's debt ratings in particular) to access the credit markets on terms more favorable than that of the redeemed debt and preferred stock. These redemptions were part of the Corporation's plan to improve its capital position by achieving lower financing costs, reducing interest-rate risk and lengthening maturities. The Corporation will continue to evaluate the opportunity for future redemptions of debt and of its outstanding preferred stock in light of current market conditions.

On May 27, 1994, the Corporation announced its intention to repurchase up to 10 million shares of its common stock on the open market from time to time during the twelve months following such announcement. As of June 30, 1994, the Corporation had repurchased approximately 3.2 million shares of its common stock under this program.

On July 15, 1994, the Corporation redeemed all outstanding shares of its Series C Preferred Stock. The redemption price was $\$ 12.36$ per share (which included a premium of $\$ .36$ per share) plus accrued but unpaid dividends to the date of redemption. Approximately 33.7 million shares of the stock were redeemed. A portion of the redemption was funded by net proceeds received from the issuance of the Adjustable Rate Cumulative Preferred Stock, Series L. The proforma effect on earnings per share as a result of the premium related to the redemption will be a one-time reduction of approximately $\$ 0.05$ per common share for the 1994 third quarter.

The following comments apply to the Consolidated Statement of Cash Flows.

Cash and due from banks increased $\$ 2.6$ billion during the first six months of 1994, as net cash provided by operating and financing activities exceeded net cash used by investing activities. The \$2.7 billion net cash provided by financing activities was due to increases in Federal funds purchased, securities sold under repurchase agreements and other borrowed funds ( $\$ 8.5$ billion), partially offset by decreases in net deposits ( $\$ 6.3$ billion). The \$1.2 billion of net cash provided by operating activities was principally due to earnings adjusted for noncash charges and credits. The $\$ 1.3$ billion net cash used in investing activities was largely the result of cash outflows from purchases of securities ( $\$ 15.5$ billion) and from Federal funds sold and securities purchased under resale agreements ( $\$ 2.2$ billion), partially offset by cash inflows from the sales and maturities of securities (\$11.3 billion and $\$ 3.9$ billion, respectively), as well as decreases in deposits with banks (\$1.6 billion).

Cash and due from banks decreased $\$ 1.2$ billion during the first six months of 1993, as net cash used in operating and investing activities exceeded the net cash provided by financing activities. The $\$ 2.1$ billion total net cash used by operating activities was primarily impacted by the net increase in trading related assets ( $\$ 4.5$ billion). The $\$ 626$ million of net cash used in investing activities was largely the result of cash outflows from purchases of securities ( $\$ 6.0$ billion), as well as increases in deposits with banks (\$1.9 billion), and Federal funds sold and securities purchased under resale agreements (\$1.5 billion), partially offset by cash inflows from the sales and securitizations of loans (\$6.3 billion), and maturities and sales of securities (\$3.1 billion and $\$ 2.0$ billion, respectively). The $\$ 1.5$ billion net cash provided by financing activities was due to the increase in Federal funds purchased, securities sold under repurchase agreements and other borrowed funds (\$3.3 billion), and the net proceeds from the issuance of long-term debt ( $\$ 2.6$ billion), partially offset by decreases in noninterest bearing domestic demand deposits (\$1.4 billion), domestic time and savings deposits (\$1.8 billion).

The Corporation's anticipated cash requirements (on a parent company only basis) for the remainder of 1994 include approximately $\$ 1,765$ million for maturing medium- and long-term debt, redemption of Series C Preferred Stock, anticipated dividend payments on the Corporation's common stock and preferred stock and for other parent company operations. The Corporation considers the sources of liquidity available to the parent company to be more than sufficient to meet its obligations. The sources of liquidity available to the Corporation (on a parent company only basis) include its liquid assets (including deposits with its bank subsidiaries and short-term advances to and repurchase agreements with its securities subsidiaries) as well as dividends or the repayment of intercompany advances from its bank and non-bank subsidiaries. In addition, as of June 30, 1994, the Corporation had available to it $\$ 750$ million in committed credit facilities from a syndicate of domestic and international banks. The facilities included a $\$ 375$ million 36month facility and a $\$ 375$ million 364 -day facility.

## OFF-BALANCE SHEET ANALYSIS

The following off-balance sheet analysis discussion focuses primarily on developments since December 31, 1993. Accordingly, it should be read in conjunction with the Off-Balance Sheet Analysis section on pages B45 - B48 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993. For a discussion of the Corporation's accounting policies related to off-balance sheet instruments, see Note One on page B58 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

The Corporation utilizes various off-balance sheet financial instruments in two ways: trading and asset/liability management. Certain of these instruments, commonly referred to as "derivatives", 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. Derivatives, along with foreign exchange contracts, can provide a cost-effective alternative to assuming and mitigating risk associated with traditional on-balance sheet instruments. Such derivative and foreign exchange transactions involve, to varying degrees, market risk (i.e., the possibility that a change in interest or currency rates will cause the value of a financial instrument to decrease or become more costly to settle) and credit risk (i.e., the possibility that a loss may occur because a party to a transaction fails to perform according to the terms of a contract).

Derivatives and foreign exchange products are generally either negotiated over-the-counter ("OTC") contracts or standardized contracts executed on a recognized exchange (such as the Chicago Board of Options Exchange). Standardized exchange-traded derivatives primarily include futures and options. Negotiated over-the-counter derivatives are generally entered into between two counterparties that negotiate specific agreement terms, including the underlying instrument, amount, exercise price and maturity.

All the Corporation's interest rate swaps and forwards are OTCtraded and all of the Corporation's financial futures contracts are exchange-traded. As of June 30, 1994, approximately $29 \%$ of the Corporation's options activity was exchange-traded, with the balance being OTC-traded. As of December 31, 1993, approximately 53\% of the Corporation's options activity was exchange-traded, with the balance being OTC-traded. The percentage of options activity which is exchange-traded versus OTC-traded will change from quarter to quarter depending upon conditions in the market place.

Market Risk: The Corporation's business strategy is to manage the market risks associated with its trading activities through geographic and product diversification. Because of the changing market environment, the monitoring and managing of these risks is a continuous process.

The Corporation's trading activities are geographically diverse. Trading activities are undertaken in more than 20 countries, although a majority of the Corporation's transactions are executed in the United States, Japan, Singapore and Western Europe, areas which the Corporation believes have the most developed laws regarding derivatives and foreign exchange businesses. The Corporation trades in a wide range of products which include not only foreign exchange and derivatives but also securities, including LDC debt.

The effects of any market losses on the Corporation's trading activities have been reflected in trading revenue, as the trading instruments are marked-to-market on a daily basis.

Credit Risk: The effective management of credit risk is a vital ingredient of the Corporation's off-balance sheet activities. The Corporation routinely enters into derivative and foreign exchange product transactions with regulated financial institutions that it believes have relatively low credit risk. At June 30, 1994, approximately $95 \%$ of transaction counterparties were commercial banks and financial institutions. Non-financial institutions accounted for only $5 \%$ of the Corporation's derivatives counterparties. The great majority of the Corporation's derivatives transactions are with counterparties that are banks and financial institutions which are dealers of derivatives.

The majority of derivatives and foreign exchange transactions are outstanding for less than one year. At June 30, 1994, 34\% of outstanding transactions were scheduled to expire within three months, $20 \%$ within three to six months, $17 \%$ within six months to one year, $16 \%$ within one to three years and $13 \%$ greater than three years. The short-term nature of these transactions mitigates credit risk as transactions settle quickly.

The Corporation's actual credit losses arising from derivatives and foreign exchange transactions in past years have been immaterial. During 1994 there were no credit losses. Additionally, at June 30, 1994, nonperforming derivatives contracts were immaterial.

The Corporation does not deal, to any material extent, in derivatives (such as other banks and financial institutions) which dealers of derivatives consider to be "complex" (i.e., exotic and/or leveraged). As a result, the notional amount of such derivatives were immaterial at June 30, 1994.

## INTEREST RATE SENSITIVITY

The Corporation's net interest income is affected by changes in the level of market interest rates based upon mismatches between the repricing of its assets and liabilities. Interest rate sensitivity arises in the ordinary course of the Corporation's banking business as the repricing characteristics of its loans do not necessarily match those of its deposits and other borrowings. This sensitivity can be altered by adjusting investments and the maturities of wholesale funding and with the use of off-balance sheet derivatives instruments. The Corporation, as part of its asset/liability management program, does utilize derivatives, primarily interest rate swaps. These swaps are utilized to adjust the interest rate risk of specific assets, long-term debt and groups of similar assets and similar deposits.

Management uses a variety of techniques to measure its interest rate sensitivity. One such tool is aggregate net gap analysis, an example of which is presented below. Assets and liabilities are placed in maturity ladders based on their contractual maturities or repricing dates. Assets and liabilities for which no specific contractual maturity or repricing dates exist are placed in ladders based on management's judgments concerning their most likely repricing behaviors.

(a) Represents repricing effect of off-balance sheet positions, which include interest rate swaps and options, financial futures, and similar agreements that are used as part of the Corporation's overall asset and liability management activities.

At June 30, 1994, the Corporation had $\$ 9,860$ million more liabilities than assets repricing within one year, amounting to $5.8 \%$ of total assets. This compares with $\$ 7,912$ million of more liabilities than assets repricing, or $5.3 \%$ of total assets, at December 31, 1993.

At June 30, 1994, based on the Corporation's simulation models, which are comprehensive simulations of net interest income under a variety of market interest rate scenarios, net interest income sensitivity to a gradual 150 basis point rise in market rates over the next twelve months was estimated at less than $2 \%$ of projected 1994 after-tax net income.

For the 1994 second quarter and first six months, the impact on net interest income attributable to the Corporation's end-user derivative activities was approximately $\$ 59$ million and $\$ 119$ million, respectively.

The estimated fair value of open derivative contracts (which are primarily interest rate swaps) used for asset/liability management activities at June 30, 1994 reflected a net unrealized loss of $\$ 268$ million, compared with a net unrealized gain of $\$ 425$ million at December 31, 1993. The decrease is primarily due to the recent increases in interest rates. The above unrealized loss does not include the favorable impact of the assets/liabilities being hedged by these derivative contracts.

At June 30, 1994, gross deferred gains were $\$ 53$ million and gross deferred losses were $\$ 38$ million relating to closed financial futures contracts used in end-user derivative activities. Deferred gains and losses on closed financial futures contracts are amortized over periods ranging from six to nine months depending on when the contract is closed and the period of time over which the liability was being hedged. The Corporation does not generally terminate its interest rate swaps. As of June 30, 1994, the Corporation did not have any deferred gains or losses related to terminated interest rate swap contracts.

INTEREST RATE SWAPS
Interest rate swaps are one of the various financial instruments
used in the Corporation's asset/liability management activities.
Although the Corporation believes the results of its asset/liability
management activities should be evaluated on an integrated basis,
taking into consideration all on- and related off-balance sheet instruments and not a specific financial instrument, the interest rate tables below do provide an indication of the Corporation's interest rate swap activity.

The table that follows summarizes the expected maturities and weighted-average interest rates to be received and paid on domestic and international interest rate swaps utilized in the
Corporation's asset/liability management at June 30, 1994. The table was prepared under the assumption that variable interest rates remain constant at June 30, 1994 levels and, accordingly, the actual interest rates to be received or paid will be different to the extent that such variable rates fluctuate from June 30, 1994 levels. Variable rates presented are generally based on the short-term interest rates for the relevant currencies (e.g., London Interbank Offered Rate (LIBOR)). Basis swaps are interest rate swaps based on two floating rate indices.

| By expected maturities (IN MILLIONS) | 1994 |  | 1995 | 1996 | 1997 |  | 1998 | AFTER $1998$ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Receive fixed swaps |  |  |  |  |  |  |  |  |  |
| Notional amount | \$3,929 | \$ | 7,129 | \$4,802 | \$4,119 | \$ | 981 | \$1,610 | \$22,570 |
| Weighted-average: |  |  |  |  |  |  |  |  |  |
| Receive rate | 6.24 |  | 5.85 | 6.49 | 6.59 |  | 6.86 | 6.83 | 6.30 |
| Pay rate | 4.75 |  | 4.38 | 4.00 | 4.87 |  | 5.11 | 4.70 | 4.51 |
| Pay fixed swaps |  |  |  |  |  |  |  |  |  |
| Notional amount | \$2,490 | \$ | 3,679 | \$3,265 | \$1,082 | \$ | 386 | \$1,522 | \$12,424 |
| Weighted-average: |  |  |  |  |  |  |  |  |  |
| Receive rate | 3.99 |  | 4.66 | 4.37 | 4.64 |  | 4.49 | 4.40 | 4.41 |
| Pay rate | 4.62 |  | 5.07 | 5.78 | 6.26 |  | 7.51 | 7.38 | 5.63 |
| Basis Swaps |  |  |  |  |  |  |  |  |  |
| Notional amount | \$ 765 | \$ | 2,575 | \$ 570 | \$ 230 | \$ | 335 | \$ 445 | \$ 4,920 |
| Weighted-average: |  |  |  |  |  |  |  |  |  |
| Receive rate | 4.66 |  | 4.52 | 4.70 | 5.04 |  | 4.55 | 5.70 | 4.70 |
| Pay rate | 4.70 |  | 4.47 | 4.70 | 4.79 |  | 4.85 | 4.92 | 4.61 |
| Forward Starting |  |  |  |  |  |  |  |  |  |
| Notional amount | \$ 147 | \$ | 102 | \$ 102 | \$ 379 | \$ | 3 | \$ 31 | \$ 764 |
| Weighted-average: |  |  |  |  |  |  |  |  |  |
| Receive rate | 6.10 |  | 5.13 | 3.06 | 4.34 |  | 6.74 | 4.83 | 4.64 |
| Pay rate | 5.69 |  | 5.79 | 5.13 | 4.82 |  | 5.68 | 8.63 | 5.31 |
| Total notional amount | \$7,331 |  | 3,485 | \$8,739 | \$5,810 |  | , 705 | \$3,608 | \$40,678 |

ACCOUNTING DEVELOPMENTS

ACCOUNTING BY CREDITORS FOR IMPAIRMENT OF A LOAN
In May 1993, the FASB issued Statement of Financial Accounting Standards No. 114, "Accounting by Creditors for Impairment of a Loan" ("SFAS 114"). SFAS 114 requires that the carrying value of impaired loans be measured based on the present value of expected future cash flows discounted at the loan's effective interest rate or, as a practical expedient, at the loan's observable market price or the fair value of the collateral if the loan is collateral dependent. Under the new standard, a loan is considered impaired when, based on current information, it is probable that the borrower will be unable to pay contractual interest or principal payments as scheduled in the loan agreement. SFAS 114 is applicable to all loans that are identified for evaluation, uncollateralized as well as collateralized, with certain exceptions.

SFAS 114 applies to financial statements for fiscal years beginning after December 15, 1994. Management believes that the adoption of SFAS 114 will not have a material effect on the Corporation's earnings, liquidity or capital resources.

SUPERVISION AND REGULATION

The following supervision and regulation discussion focuses
primarily on developments since December 31, 1993 and should be read in conjunction with the Supervision and Regulation section on pages A3-A8 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993.

## DIVIDENDS

Federal law imposes limitations on the payment of dividends by the subsidiaries of the Corporation that are state member banks of the Federal Reserve System (a "state member bank") or are national banks. Two different calculations are performed to measure the amounts of dividends that may be paid: a "recent earnings" test and an "undivided profits" test. New York State banks like Chemical Bank are also subject to substantially similar restrictions of the New York State Banking Department. Non-bank subsidiaries of the Corporation are not subject to such limitations.

At June 30, 1994, in accordance with the dividend restrictions applicable to them, the Corporation's bank subsidiaries could, without the approval of their relevant banking regulators, pay dividends of approximately $\$ 1.9$ billion to their respective bank holding companies, plus an additional amount equal to their net profits from July 1, 1994 through the date in 1994 of any such dividend payment.

In addition to the dividend restrictions described above, the Federal Reserve Board, the Comptroller of the Currency and the FDIC have authority under the Financial Institutions Supervisory Act to prohibit or to limit the payment of dividends by the banking organizations they supervise, including the Corporation and its subsidiaries that are banks or bank holding companies, if, in the banking regulator's opinion, payment of a dividend would constitute an unsafe or unsound practice in light of the financial condition of the banking organization.

## FDICIA

On December 19, 1991, the Federal Deposit Insurance Corporation Improvement Act of 1991 ("FDICIA") was enacted. Among other things, FDICIA requires the FDIC to establish a risk-based assessment system for FDIC deposit insurance. FDICIA also contains provisions limiting certain activities and business methods of depository institutions. Finally, FDICIA provides for expanded regulation of depository institutions and their affiliates, including parent holding companies, by such institutions' appropriate Federal banking regulator. Chemical Bank and Texas Commerce Bank, National Association were each "well capitalized" as that term is defined under the various regulations promulgated under FDICIA and, therefore, the Corporation does not expect such regulations to have a material adverse impact on their business operations.

## SUBSEQUENT EVENTS

On May 12, 1994, the Corporation, through Chemical Bank National Association, a wholly-owned bank subsidiary of the Corporation, signed a definitive agreement to acquire all the outstanding preferred and common shares of Margaretten Financial Corporation. Margaretten is the parent company of one of the nation's leading mortgage banking firms, Margaretten \& Company, Inc., whose primary business is the origination, purchase, sale and servicing of residential mortgage loans.

Under the terms of the agreement, a cash tender offer was made for all outstanding shares of Margaretten common stock at $\$ 25$ per share, and all outstanding depositary shares representing 8-1/4\% Cumulative Preferred Stock, Series A, at $\$ 25$ per depositary share, plus accrued and unpaid dividends. The tender offer was conditioned on, among other things, a minimum of $80 \%$ of the outstanding Margaretten common shares being validly tendered and not withdrawn.

As of midnight on June 30, 1994, when the offer expired, approximately 99\% and 95\% of outstanding Margaretten common shares and depositary shares, respectively, had been tendered and not withdrawn. The remaining shares of common stock and depositary shares were converted to cash through a merger effective on July 22, 1994.

On July 20, 1994, the Corporation announced a definitive agreement through which Bank of America, FSB, a BankAmerica Corporation subsidiary, will acquire Margaretten's mortgage servicing operations located in Richmond, Virginia. The sale to Bank of America, FSB, will include the assumption of the lease and fixed assets of the Richmond facility as well as servicing rights to a portion of the portfolio of GNMA and other loans that are serviced at that
facility. The agreement is expected to close in the 1994 third quarter, and is subject to satisfaction of certain conditions and the obtaining of any necessary regulatory approvals.

The Corporation intends to integrate the remaining Margaretten facilities into its existing operations and run its mortgage banking activities on a consolidated basis.

On August 2, 1994, the Corporation and Mellon Bank announced that they had signed a letter of intent to form a joint venture that will focus exclusively on providing stock transfer and related shareholder services to publicly-held companies. The joint venture, which will be called Chemical Mellon Shareholder Services, will be a $50 / 50$ partnership, with Mellon Bank and the Corporation sharing equally in the joint venture's initial capitalization, including investments in new technology.

The joint venture's product line will include traditional stock transfer services, proxy tabulation and the administration of dividend reinvestment plans, as well as proxy solicitation programs, corporate reorganization processing, the development and administration of employee stock option plans, and a comprehensive stock watch monitoring service.

The joint venture is expected to become operational by January 1995. The Corporation currently offers shareholder services through its Regional Bank's Geoserve division.


Short-Term and Other Borrowings
Federal Funds Purchased and Securities Sold Under Repurchase Agreements
Commercial Paper
Other
Total Short-Term and Other Borrowings
Long-Term Debt
Total Interest-Bearing Liabilities

Demand Deposits
Risk Management Instruments
Other Liabilities

Total Liabilities

| 18,546 | 189 |
| :---: | :---: |
| 2,566 | 25 |
| 9,391 | 145 |
| 30,503 | 359 |
| 8,370 | 132 |
| 111,063 | 1,034 |




## Previously reported amounts have not been restated to conform

## ASSETS

Deposits with Banks
Federal Funds Sold and
Securities Purchased Under
Resale Agreements
Trading Assets
Securities:
Held-to-Maturity
Available-for-Sale
Securities (a)
Loans
Total Interest-Earning Assets
Allowance fo
Cash and Due
Risk Managem
Other Assets
Total Asset

Domestic Retail Time Deposits
Domestic Negotiable
Certificates of Deposit
and Other Deposits
Deposits in Foreign Offices
Total Interest-Bearing
Deposits
Short-Term and Other Borrowings
Federal Funds Purchased and
Securities Sold Under
Repurchase Agreements
Commercial Paper
Other
Total Short-Term and Other Borrowings
Long-Term Debt
Total Interest-Bearing Liabilities

Demand Deposits
Risk Management Instruments
Other Liabilities

Total Liabilities

STOCKHOLDERS' EQUITY
Preferred Stock
Common Stockholders' Equity
Total Stockholders' Equity

Total Liabilities and Stockholders' Equity
\$ 45,173
\$ 521

| 5,325 | 90 |
| :---: | :---: |
| 22,825 | 452 |
| 73,323 | 1,063 |


| 17,310 | 326 | 3.80\% | 16,470 | 261 | 3.20\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2,488 | 46 | 3.69\% | 2,489 | 45 | 3.60\% |
| 9,526 | 279 | 5.90\% | 6,447 | 199 | 6.22\% |
| 29,324 | 651 | 4.47\% | 25,406 | 505 | 4.01\% |
| 8,434 | 267 | 6.39\% | 7,768 | 265 | 6.89\% |
| 111,081 | 1,981 | 3.59\% | 106,944 | 1,932 | 3.64\% |
| 22,204 |  |  | 21,267 |  |  |
| 13,611 |  |  | --- |  |  |
| 6,110 |  |  | 5,954 |  |  |
| 153,006 |  |  | 134,165 |  |  |


| 1,679 | 1,922 |
| :---: | :---: |
| 9,424 | 8,402 |
| 11,103 | 10,324 |
| \$164,109 | \$ 144,489 |

SPREAD ON INTEREST-BEARING LIABILITIES

NET INTEREST INCOME AND NET YIELD ON INTEREST-EARNING ASSETS

| $3.13 \%$ | $3.28 \%$ |
| :--- | :--- |
| $====$ | $===$ |

(a) On December 31, 1993 the Corporation adopted SFAS 115.

Previously reported amounts have not been restated to conform
with 1994 presentation.

## CHEMICAL BANKING CORPORATION and Subsidiaries

QUARTERLY FINANCIAL INFORMATION
(IN MILLIONS, EXCEPT PER SHARE DATA)

|  | 1994 |  |  |  | 1993 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { SECOND } \\ & \text { JARTER } \end{aligned}$ |  | FIRST QUARTER |  | FOURTH QUARTER |  | THIRD <br> UARTER |  | $\begin{aligned} & \text { SECOND } \\ & \text { UARTER } \end{aligned}$ |  | FIRST UARTER |
| INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 1,375 | \$ | 1,307 | \$ | 1,350 | \$ | 1,372 | \$ | 1,433 | \$ | 1,465 |
| Securities |  | 432 |  | 416 |  | 428 |  | 428 |  | 443 |  | 428 |
| Federal Funds Sold and Securities |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits With Banks |  | 100 |  | 94 |  | 67 |  | 67 |  | 73 |  | 61 |
| Total Interest Income |  | 2,219 |  | 2,090 |  | 2,074 |  | 2,073 |  | 2,132 |  | 2,124 |
| INTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 543 |  | 520 |  | 542 |  | 537 |  | 569 |  | 593 |
| Short-Term and Other Borrowings |  | 359 |  | 292 |  | 249 |  | 238 |  | 253 |  | 252 |
| Long-Term Debt |  | 132 |  | 135 |  | 134 |  | 135 |  | 135 |  | 130 |
| Total Interest Expense |  | 1,034 |  | 947 |  | 925 |  | 910 |  | 957 |  | 975 |
| NET INTEREST INCOME |  | 1,185 |  | 1,143 |  | 1,149 |  | 1,163 |  | 1,175 |  | 1,149 |
| Provision for Losses |  | 160 |  | 205 |  | 286 |  | 298 |  | 363 |  | 312 |
| NET INTEREST INCOME AFTER |  |  |  |  |  |  |  |  |  |  |  |  |
| PROVISION FOR LOSSES |  | 1,025 |  | 938 |  | 863 |  | 865 |  | 812 |  | 837 |
| NONINTEREST REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |
| Trust and Investment Management Fees |  | 108 |  | 110 |  | 109 |  | 97 |  | 102 |  | 98 |
| Corporate Finance and Syndication Fees |  | 93 |  | 82 |  | 88 |  | 95 |  | 84 |  | 71 |
| Service Charges on Deposit Accounts |  | 75 |  | 69 |  | 71 |  | 73 |  | 77 |  | 67 |
| Fees for Other Banking Services |  | 279 |  | 290 |  | 278 |  | 266 |  | 272 |  | 251 |
| Trading Account and Foreign |  |  |  |  |  |  |  |  |  |  |  |  |
| Exchange Revenues |  | 203 |  | 185 |  | 255 |  | 268 |  | 298 |  | 252 |
| Securities Gains |  | 13 |  | 46 |  | 16 |  | 51 |  | 5 |  | 70 |
| Other Revenue |  | 96 |  | 149 |  | 236 |  | 154 |  | 204 |  | 116 |
| Total Noninterest Revenue |  | 867 |  | 931 |  | 1,053 |  | 1,004 |  | 1,042 |  | 925 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries |  | 542 |  | 518 |  | 522 |  | 518 |  | 529 |  | 501 |
| Employee Benefits |  | 102 |  | 119 |  | 95 |  | 94 |  | 105 |  | 102 |
| Occupancy Expense |  | 140 |  | 146 |  | 149 |  | 148 |  | 145 |  | 145 |
| Equipment Expense |  | 91 |  | 84 |  | 93 |  | 81 |  | 88 |  | 75 |
| Foreclosed Property Expense |  | 2 |  | 35 |  | 61 |  | 70 |  | 85 |  | 71 |
| Restructuring Charge |  | --- |  | 48 |  | - |  | 115 |  | --- |  | 43 |
| Other Expense |  | 404 |  | 374 |  | 415 |  | 344 |  | 360 |  | 339 |
| Total Noninterest Expense |  | 1,281 |  | 1,324 |  | 1,335 |  | 1,370 |  | 1,312 |  | 1,276 |
| INCOME BEFORE INCOME TAX EXPENSE AND <br> EFFECT OF ACCOUNTING CHANGES <br> $\begin{array}{llllll}611 & 545 & 581 & 499 & 542 & 486\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Income Tax Expense |  | 254 |  | 226 |  | 234 |  | (3) |  | 161 |  | 147 |
| INCOME BEFORE EFFECT OF ACCOUNTING CHANGES Net Effect of Changes in |  | 357 |  | 319 |  | 347 |  | 502 |  | 381 |  | 339 |
|  |  | --- |  | --- |  | --- |  | --- |  | --- |  | 35 |
| Net Income | \$ | 357 | \$ | 319 | \$ | 347 | \$ | 502 | \$ | 381 | \$ | 374 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ | 324 | \$ | 287 | \$ | 309 | \$ | 464 | \$ | 341 | \$ | 335 |
| PER COMMON SHARE: |  |  |  |  |  |  |  |  |  |  |  |  |
| Income Before Effect of |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Effect of Changes in |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income | \$ | 1.28 | \$ | 1.13 | \$ | 1.23 | \$ | 1.84 | \$ | 1.35 | \$ | 1.35 |
| AVERAGE COMMON SHARES OUTSTANDING |  | 253.1 |  | 253.2 |  | 252.5 |  | 252.1 |  | 251.7 |  | 248.5 |

Item 1. Legal Proceedings

Reference is made to page A24 of the Corporation's Annual Report on Form 10-K for the year ended December 31, 1993 and to the Corporation's Form 10-Q for the quarter ended March 31, 1994 with respect to the proceedings involving Best Products Co., Inc., in the United States Bankruptcy Court for the Southern District of New York. Terms used herein have the same meanings as defined in the discussion of this litigation set forth in the Annual Report.

On May 25, 1994, the Bankruptcy Court issued its decision overruling the objections of the Resolution Trust Corporation ("RTC") and certain other creditors of Best to the confirmation of Best's plan of reorganization and the compromise and settlement of Best's claims against Chemical Bank and the Bank Group. By order dated May 31, 1994 (the "Confirmation Order"), the Bankruptcy Court confirmed Best's plan of reorganization and approved the compromise and settlement of Best's claims against Chemical Bank and the Bank Group. On June 14, 1994, Best's plan of reorganization became effective. In accordance with the plan, Best's claims against Chemical Bank and the Bank Group have been dismissed with prejudice and releases of claims relating to the leveraged buyout of Best and other matters have been exchanged among Best, Chemical Bank and the Bank Group and certain other parties.

The RTC has appealed from the Confirmation Order to the United States District Court for the Southern District of New York. Management believes that the RTC appeal will be resolved without having any material adverse impact on the financial condition of Chemical Bank or the Corporation.

Item 4. Submission of Matters to a Vote of Security Holders

The following is a summary of matters submitted to vote at the Annual Meeting of Stockholders of the Corporation. The Annual Meeting of the Stockholders was held on May 17, 1994. A total of $214,521,878$ shares, or $84.7 \%$ of the $253,272,583$ shares entitled to vote at the Annual Meeting, were represented at the meeting.
(a) Election of Directors

The following twenty (20) directors were elected to hold office until the 1995 Annual Meeting or until their successors are elected and have qualified, subject to approval of the amendment to the Certificate of Incorporation relating to the elimination of the classified Board of Directors.

Frank A. Bennack, Jr. Michel C. Bergerac Randolph W. Bromery Charles W. Duncan, Jr. Melvin R. Goodes George V. Grune William B. Harrison, Jr. Harold S. Hook Helene L. Kaplan J. Bruce Llewellyn John P. Mascotte John F. McGillicuddy Edward D. Miller Walter V. Shipley Andrew C. Sigler Michael I. Sovern John R. Stafford W. Bruce Thomas Marina v.N. Whitman Richard D. Wood

| Votes <br> Received | Votes <br> Withheld |
| :--- | :--- |
| -------- | -------- |
| $212,998,011$ | $1,523,867$ |
| $213,086,504$ | $1,435,374$ |
| $212,976,811$ | $1,545,067$ |
| $213,017,642$ | $1,504,236$ |
| $213,086,898$ | $1,434,980$ |
| $213,072,689$ | $1,449,189$ |
| $213,110,238$ | $1,411,640$ |
| $213,128,637$ | $1,393,241$ |
| $213,017,143$ | $1,504,735$ |
| $213,041,203$ | $1,480,675$ |
| $213,049,950$ | $1,471,928$ |
| $212,913,414$ | $1,608,464$ |
| $213,095,238$ | $1,426,640$ |
| $213,041,326$ | $1,480,552$ |
| $213,051,035$ | $1,470,843$ |
| $213,069,504$ | $1,452,374$ |
| $213,081,482$ | $1,440,396$ |
| $213,045,477$ | $1,476,401$ |
| $213,042,289$ | $1,479,589$ |
| $212,991,221$ | $1,530,657$ |

(b) (1) RATIFYING INDEPENDENT ACCOUNTANTS

* A proposal to ratify Price Waterhouse as independent accountants was approved by $99.5 \%$ of the votes cast. It received a "for" vote of $212,886,136$ and an "against" vote of 984,054. The number of votes abstaining was 775,072. There were no broker non-votes.
(2) APPROVAL OF KEY EXECUTIVE PERFORMANCE PLAN
* A proposal to approve the Key Executive Performance Plan was approved by $90.0 \%$ of the votes cast. It received a "for" vote of $191,817,307$ and an "against" vote of $21,268,935$. The number of votes abstaining was $1,559,020$. There were no broker non-votes.
(3) STOCKHOLDERS PROPOSAL RE: DISCLOSURE OF POLITICAL CONTRIBUTIONS
* A proposal by Evelyn Y. Davis that management supply detailed disclosure of political contributions was rejected by $92.2 \%$ of the votes cast. The vote "for" was 14,216,206 and the vote "against" was 168,384,266. The number of votes abstaining was 4,746,194 and there were 27,298,596 broker non-votes.
(4) STOCKHOLDERS PROPOSAL RE: ADOPTION OF CUMULATIVE VOTING FOR DIRECTORS
* A proposal by the late Lewis D. Gilbert and by John J. Gilbert that cumulative voting be adopted in the election of directors was rejected by $66.8 \%$ of the votes cast. The vote "for" was 61,391,985 and the vote "against" was 123,417,276. The number of votes abstaining was $2,531,382$ and there were 27,304,619 broker non-votes.
(5) STOCKHOLDERS PROPOSAL RE: UTILIZATION OF FINANCIAL INTERMEDIARIES IN EMERGING ECONOMIES
* A proposal by the Sisters of Charity of Saint Elizabeth, The United Church Board for World Ministries, and the Maryknoll Fathers and Brothers regarding the utilization of financial intermediaries in emerging economies was rejected by $95.1 \%$ of the votes cast. The vote "for" was $8,909,919$ and the vote "against" was 173,090,166. The number of votes abstaining was 5,335,588 and there were $27,309,589$ broker non-votes.

Item 6. Exhibits and Reports on Form 8-K
(A) Exhibits:

11 - Computation of net income per common share $12(a)$ - Computation of ratio of earnings to fixed charges $12(\mathrm{~b})$ - Computation of ratio of earnings to fixed charges and preferred stock dividend requirements.
(B) Reports on Form 8-K:

The Corporation filed three reports on Form 8-K during the quarter ended June 30, 1994, as follows:

Form 8-K Dated April 20, 1994: April 19, 1994 Press Release - Results of Operations for First Quarter 1994.

Form 8-K Dated June 1, 1994: (A) May 27, 1994 Press Release - Intention to (i) repurchase up to 10 million common shares (ii) redeem all outstanding shares of Adjustable Rate Cumulative Preferred Stock, Series C, on July 15, 1994 (iii) issue $\$ 200$ million of Adjustable Rate Cumulative Preferred Stock, Series L. (B) June 1, 1994 Press Release - Chemical and Margaretten Receive Antitrust Clearance.

## SIGNATURE

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.

## CHEMICAL BANKING CORPORATION

(Registrant)

## Date August 15, 1994

By /s/ Joseph L. Sclafani
Joseph L. Sclafani
Controller
[Principal Accounting Officer]

## INDEX TO EXHIBITS

## SEQUENTIALLY NUMBERED

EXHIBIT NO. EXHIBITS $\quad$ PAGE AT WHICH LOCATED

11 Computation of net income 57

12 (a) Computation of ratio of 58 earnings to fixed charges

12 (b) Computation of ratio of earnings to fixed charges and preferred stock dividend requirements

CHEMICAL BANKING CORPORATION and Subsidiaries

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COMPUTATION OF NET INCOME PER COMMON SHARE
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Net income per common share is computed by dividing net income after deducting dividends on preferred stock, by the weighted average number of common shares and common share equivalents outstanding during the period. Other common share equivalents such as stock options are not required to be included in the calculation since the applicable dilution tests are not met.

Net income per common share:
(In millions, except per share data)

| Three Months <br> Ended June 30 |  | Average common shares outstanding | applicable to common shares(A) | Net income per share |
| :---: | :---: | :---: | :---: | :---: |
| Three months | 1994 | 253.1 | \$324 | \$1.28 |
|  | 1993 | 251.7 | \$341 | \$1.35 |
| Six months | 1994 | 253.1 | \$611 | \$2.41 |
|  | 1993 | 250.1 | \$676 | \$2.70 (B) |

[FN]
(A) After dividends on the preferred stock of $\$ 33$ million and $\$ 40$ million for the three months ended June 30, 1994 and 1993, respectively, and of $\$ 65$ million and $\$ 79$ million for the six months ended June 30,1994 and 1993, respectively.
(B) On January 1, 1993, the Corporation adopted SFAS 106 which resulted in a charge of $\$ 415$ million or $\$ 1.67$ per common share relating to postretirement benefits and also adopted SFAS 109 which resulted in an income tax benefit of $\$ 450$ million or $\$ 1.81$ per common share. Net income before the effect of accounting changes was $\$ 2.56$ per common share. The changes in accounting principles increased net income per common share by $\$ 0.14$.

## EXHIBIT $12(\mathrm{a})$

CHEMICAL BANKING CORPORATION and Subsidiaries

## COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES

(IN MILLIONS, EXCEPT RATIOS)

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

## EXHIBIT $12(\mathrm{~b})$

CHEMICAL BANKING CORPORATION and Subsidiaries
COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES AND PREFERRED STOCK DIVIDEND REQUIREMENTS
(IN MILLIONS, EXCEPT RATIOS)

> Six Months Ended June 30,1994

EXCLUDING INTEREST ON DEPOSITS

Income before Income Taxes and

Effect of Accounting Changes
\$ 1,156
-------

Fixed charges:
Interest expense 918
One third of rents, net of income from subleases (a) 52

Total fixed charges 970

Less: Equity in undistributed income of affiliates

Earnings before taxes and fixed charges, excluding capitalized interest
\$ 2,074

Fixed charges, as above
\$ 970

Preferred stock dividends 65

Fixed charges including preferred stock dividends \$1,035
$\begin{array}{ll}\text { Ratio of earnings to fixed charges and } \\ \text { preferred stock dividend requirements } & 2.00\end{array}$

INCLUDING INTEREST ON DEPOSITS
Fixed charges including preferred stock dividends

Add: Interest on deposits

Total fixed charges including preferred stock dividends and interest on deposits
$\$ 2,098$
======
Earnings before taxes and fixed charges, excluding capitalized interest, as above
$\$ 2,074$
Add: Interest on deposits
1,063

Total earnings before taxes, fixed charges and interest on deposits
\$ 3, 137

Ratio of earnings to fixed charges
and preferred stock dividend requirement
1.50
$======$
[FN]
(a) The proportion deemed representative of the interest factor.

