## THE CHASE MANHATTAN CORPORATION

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

DELAWARE
(STATE OR OTHER JURISDICTION OF INCORPORATION OR ORGANIZATION)

270 PARK AVENUE, NEW YORK, NEW YORK (ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)

13-2624428 IRS EMPLOYER IDENTIFICATION NO.)

10017
(ZIP CODE)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE (212) 270-6000

INDICATE BY CHECK MARK WHETHER THE REGISTRANT (1) HAS FILED ALL REPORTS REQUIRED TO BE FILED BY SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 DURING THE PRECEDING 12 MONTHS (OR FOR SUCH SHORTER PERIOD THAT THE REGISTRANT WAS REQUIRED TO FILE SUCH REPORTS), AND (2) HAS BEEN SUBJECT TO SUCH FILING REQUIREMENTS FOR THE PAST 90 DAYS.

COMMON STOCK, \$1 PAR VALUE

> YES X NO
> $\quad 1,310,361,699$

NUMBER OF SHARES OUTSTANDING OF EACH OF THE ISSUER'S CLASSES OF COMMON STOCK ON OCTOBER 31, 2000.
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THE CHASE MANHATTAN CORPORATION
CONSOLIDATED BALANCE SHEET
(IN MILLIONS, EXCEPT SHARE DATA)

ASSETS
Cash and Due from Banks
Deposits with Banks
Federal Funds Sold and Securities Purchased under Resale Agreements
Trading Assets: Debt and Equity Instruments
Risk Management Instruments
Securities:
Available-for-Sale
Held-to-Maturity (Market Value: \$625 in 2000 and \$876 in 1999
Loans (Net of Allowance for Loan Losses of \$3,491 in 2000
and \$3,457 in 1999)
Premises and Equipment
Due from Customers on Acceptances
Accrued Interest Receivable
Other Assets
TOTAL ASSETS

## LIABILITIES

Deposits:
Domestic: Noninterest-Bearing
Interest-Bearing
Foreign: Noninterest-Bearing Interest-Bearing

Total Deposits
Federal Funds Purchased and Securities Sold under Repurchase Agreements


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

THE CHASE MANHATTAN CORPORATION
CONSOLIDATED STATEMENT OF INCOME (IN MILLIONS, EXCEPT PER SHARE DATA)


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

THE CHASE MANHATTAN CORPORATION
CONSOLIDATED STATEMENT OF CHANGES
IN STOCKHOLDERS' EQUITY
NINE MONTHS ENDED SEPTEMBER 30,
(IN MILLIONS)

|  |  | 2000 |  | 1999 |
| :---: | :---: | :---: | :---: | :---: |
| PREFERRED STOCK |  |  |  |  |
| Balance at Beginning of Year | \$ | 928 | \$ | 1,028 |
| Redemption of Stock |  | (100) |  | (100) |
| Balance at End of Period |  | 828 |  | 928 |
| COMMON STOCK |  |  |  |  |
| Balance at Beginning of Year |  | 882 |  | 882 |
| Issuance of Common Stock for a Three-for-Two Stock Split |  | 441 |  | -- |
| Balance at End of Period |  | 1,323 |  | 882 |
| CAPITAL SURPLUS |  |  |  |  |
| Balance at Beginning of Year |  | 9,714 |  | 9,836 |
| Issuance of Common Stock for a Three-for-Two Stock Split |  | (441) |  | -- |
| Issuance of Common Stock for (Purchase Accounting) Acquisitions (a) |  | 136 |  | -- |
| Shares Issued and Commitments to Issue Common Stock for Employee Stock-Based Awards and Related Tax Effects |  | (109) |  | (201) |
| Balance at End of Period |  | 9,300 |  | 9,635 |
| RETAINED EARNINGS |  |  |  |  |
| Balance at Beginning of Year |  | 17,547 |  | 13,544 |
| Net Income |  | 3,335 |  | 3,753 |
| Cash Dividends Declared: Preferred Stock |  | (46) |  | (55) |
| Common Stock |  | $(1,210)$ |  | $(1,032)$ |
| Balance at End of Period |  | 19,626 |  | 16,210 |
| ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS) |  |  |  |  |
| Balance at Beginning of Year |  | $(1,454)$ |  | 392 |
| Other Comprehensive Income (Loss) |  | 449 |  | $(1,430)$ |
| Balance at End of Period |  | $(1,005)$ |  | $(1,038)$ |
| TREASURY STOCK, AT COST |  |  |  |  |
| Balance at Beginning of Year |  | $(4,000)$ |  | $(1,844)$ |
| Purchase of Treasury Stock |  | $(1,072)$ |  | $(4,172)$ |
| Reissuance of Treasury Stock |  | 1,025 |  | 1,740 |
| Reissuance of Treasury Stock for (Purchase Accounting) Acquisitions (a) |  | 3,415 |  | -- |
| Balance at End of Period |  | (632) |  | $(4,276)$ |
| TOTAL STOCKHOLDERS' EQUITY |  | 29,440 |  | 22,341 |
| COMPREHENSIVE INCOME |  |  |  |  |
| Net Income | \$ | 3,335 | \$ | 3,753 |
| Other Comprehensive Income (Loss) |  | 449 |  | $(1,430)$ |
| Comprehensive Income | \$ | 3,784 | \$ | 2,323 |

(a) In the 2000 third quarter, Chase acquired Robert Fleming Holdings Limited and The Beacon Group, LLC. These transactions were accounted for under the purchase method.

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

THE CHASE MANHATTAN CORPORATION
CONSOLIDATED STATEMENT OF CASH FLOWS
NINE MONTHS ENDED SEPTEMBER 30,
(IN MILLIONS)

OPERATING ACTIVITIES
Net Income
Adjustments to Reconcile Net Income to Net Cash Provided
by Operating Activities:
Provision for Loan Losses
Restructuring Costs
Depreciation and Amortization
Net Change in:
Trading-Related Assets
Accrued Interest Receivable
Private Equity Investments
Other Assets
Trading-Related Liabilities
Accrued Interest Payable
Other Liabilities
Other, Net
Net Cash Provided (Used) by Operating Activities

INVESTING ACTIVITIES
Net Change in:
Deposits with Banks
Federal Funds Sold and Securities Purchased under Resale Agreements
Loans Due to Sales and Securitizations
Other Loans, Net
Other, Net
Proceeds from the Maturity of Held-to-Maturity Securities
Purchases of Held-to-Maturity Securities
Proceeds from the Maturity of Available-for-Sale Securities
Proceeds from the Sale of Available-for-Sale Securities
Purchases of Available-for-Sale Securities
Proceeds from Sales of Nonstrategic Assets
Cash Used in Acquisitions
Net Cash Provided (Used) by Investing Activities

FINANCING ACTIVITIES
Net Change in:
Noninterest-Bearing Domestic Demand Deposits
Domestic Time and Savings Deposits
Foreign Deposits
Federal Funds Purchased and Securities Sold under Repurchase Agreements
Other Borrowed Funds
Other, Net
Proceeds from the Issuance of Long-Term Debt and Capital Securities
Maturity and Redemption of Long-Term Debt
Proceeds from the Issuance of Stock
Redemption of Preferred Stock
Treasury Stock Purchased
Cash Dividends Paid
Net Cash Provided by Financing Activities
Effect of Exchange Rate Changes on Cash and Due from Banks
Net Increase (Decrease) in Cash and Due from Banks
Cash and Due from Banks at January 1,
Cash and Due from Banks at September 30,
Cash Interest Paid
Income Taxes Paid

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

| 2000 | 1999 |
| :---: | :---: |
| \$ 3,335 | \$ 3,753 |
| 979 | 1,167 |
| 129 |  |
| 1,220 | 1,028 |
| $(4,223)$ | 1,519 |
| (301) | 49 |
| $(1,625)$ | $(1,847)$ |
| $(10,330)$ | $(3,023)$ |
| 2,115 | $(1,338)$ |
| 35 | $(1,848)$ |
| 5,003 | 1,139 |
| (90) | (50) |
| $(3,753)$ | 549 |
| 24,563 | 1,356 |
| 4,171 | $(11,233)$ |
| 19,551 | 35,621 |
| $(35,629)$ | $(37,638)$ |
| 426 | (592) |
| 372 | 712 |
| (67) | -- |
| 5,883 | 7,119 |
| 52,452 | 74,575 |
| $(63,679)$ | $(75,313)$ |
| $\text { (3. } 067 \text { ) }$ | (182) |
|  | $(1,252)$ |
| 4,981 | $(6,463)$ |
| $(2,401)$ | 2,181 |
| 871 | $(6,893)$ |
| $(10,614)$ | 11,898 |
| 4,272 | 3,599 |
| 936 | $(1,985)$ |
| (109) | (478) |
| 8,460 | 3,430 |
| $(1,676)$ | $(2,640)$ |
| 4,467 | 1,539 |
| (100) | (100) |
| $(1,072)$ | $(4,172)$ |
| $(1,177)$ | $(1,048)$ |
| 1,857 | 5,331 |
| 89 | 5 |
| 3,174 | (578) |
| 16,229 | 17,068 |
| \$ 19,403 | \$ 16,490 |
| \$ 11, 258 | \$ 10, 225 |
| \$ 1,862 | \$ 459 |

See Glossary of Terms on page 45 for definition of terms used throughout the Notes to Consolidated Financial Statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 - BASIS OF PRESENTATION
The accounting and financial reporting policies of The Chase Manhattan Corporation ("Chase") conform to generally accepted accounting principles ("GAAP") and prevailing industry practices for interim reporting. Additionally, where applicable, the policies conform to the accounting and reporting guidelines prescribed by bank regulatory authorities. The unaudited consolidated financial statements prepared in conformity with GAAP require management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expense, and disclosure of contingent assets and liabilities. In the opinion of management, all necessary adjustments have been included for a fair presentation of this interim financial information. These unaudited financial statements should be read in conjunction with the audited financial statements included in Chase's 1999 Annual Report.

NOTE 2 - AGREEMENT TO MERGE WITH J.P. MORGAN \& CO. INCORPORATED
On September 13, 2000, Chase and J.P. Morgan \& Co. Incorporated ("J.P. Morgan") agreed to merge. The merger agreement between Chase and J.P. Morgan, which has been approved by the boards of directors of both companies, provides that 3.7 shares of Chase common stock will be exchanged for each share of J.P. Morgan common stock. Each series of preferred stock of J.P. Morgan will be exchanged for a similar series of preferred stock of Chase, the surviving corporation of the merger. The transaction is expected to be accounted for as a pooling of interests and to be tax free to J.P. Morgan and Chase stockholders and is subject to approval by stockholders of both companies as well as by the U.S. Federal and state and foreign regulatory authorities. The merger is expected to be consummated by the first quarter of 2001 but Chase is preparing to close by year-end if it has received the required stockholder and regulatory approvals to do so.

Reference is made to the Registration Statement on Form S-4 which Chase filed with the Securities and Exchange Commission on October 5, 2000, as amended on November 13, 2000, for more information concerning the merger.

NOTE 3 - STOCK SPLIT
On May 16, 2000, the stockholders approved a three-for-two stock split of Chase's common stock. The additional shares issued as a result of the split were distributed on June 9,2000 to stockholders of record at the close of business on May 17, 2000. The split became effective as of the opening of business on June 12, 2000. A total of $440,883,668$ shares of common stock were issued in connection with the split, including $28,422,065$ shares held in treasury. As a result of the stock split, $\$ 441$ million was reclassified from capital surplus to common stock, and, as a result, the stock split did not cause any changes in the $\$ 1.00$ par value per share for the common stock or in total stockholders' equity. All references to the number of common shares and per common share amounts have been restated to reflect the effects of the stock split.

NOTE 4 - GUARANTEED PREFERRED BENEFICIAL INTERESTS IN CORPORATION'S JUNIOR SUBORDINATED DEFERRABLE INTEREST DEBENTURES
For a discussion of these business trusts, see page 69 of Chase's 1999 Annual Report. At September 30, 2000, eight separate wholly-owned Delaware statutory business trusts established by Chase had issued an aggregate $\$ 2,789$ million in capital securities, net of discount. During the 2000 third quarter, Chase Capital VIII Trust issued $\$ 250$ million of capital securities having a stated maturity of July 15, 2030 and bearing an interest rate of $8.25 \%$, payable quarterly commencing on October 31, 2000. There were no other issuances or redemptions of capital securities during 2000.

NOTE 5 - RESTRUCTURING COSTS
In the 1999 fourth quarter, Chase incurred a $\$ 175$ million restructuring charge relating to planned consolidation actions in certain businesses and to planned staff reductions and dispositions of premises and equipment, including the relocation of several businesses to Florida, Texas and Massachusetts. For a discussion of Chase's restructuring costs, refer to Note 12 and page 28 of Chase's 1999 Annual Report. The following table shows activity during the first nine months of 2000.

| (in millions) | Costs Applied against |  |
| :--- | :---: | :---: | :---: |
|  | Restructuring Liability <br> the Liability in the First | RESTRUCTURING LIABILITY |
|  | at December 31,1999 | Nine Months of 2000 |

In addition to the above restructuring charge, Chase incurred $\$ 79$ million of restructuring costs during the 2000 third quarter relating to relocation initiatives ( $\$ 54$ million) and other business initiatives ( $\$ 25$ million), such as the consolidation of operations. These restructuring costs were not accruable under existing accounting pronouncements and therefore were not included in the $\$ 175$ million restructuring charge. Refer to page 23 for further information regarding restructuring costs.

NOTE 6 - COMPREHENSIVE INCOME
Comprehensive income for Chase includes net income as well as the change in unrealized gains and losses on available-for-sale securities and foreign currency translation (each of which includes the impact of related derivatives). Chase has presented these items net of tax in the Statement of changes in Stockholders' Equity.

Nine months ended September 30,
(in millions)

|  | 2000 |  |  |  | 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | --- - |  |
|  | ACCUMULATED |  | NET UNREALIZED | ACCUMULATEDOTHER | Accumulated |  | Net Unrealized | Accumulated |
|  |  |  | GAIN(LOSS) ON |  |  |  | Gain(Loss) on | Other |
|  | TRANSLATION |  | SECURITIES | COMPREHENSIVE INCOME | Translation |  | Securities | Comprehensive |
|  | ADJUSTMENT |  | AVAILABLE-FOR-SALE |  | Adjustment |  | Available-for-Sale | Income |
| Beginning Balance | \$ | 17 | \$(1, 471) | \$(1,454) | \$ | 17 | \$ 375 | \$ 392 |
| Change during Period |  | 4 | 445 | 449 |  | -- | $(1,430)$ | $(1,430)$ |
| Ending Balance | \$ | 21 | \$ $(1,026)(\mathrm{a})$ | \$(1, 005) | \$ | 17 | \$ $(1,055)(\mathrm{a})$ | \$(1, 038 ) |
|  |  |  | ======= | ======= |  |  | ======= | ======= |

(a) Represents the after-tax difference between the fair value and amortized cost of the available-for-sale securities portfolio, including securities classified as loans, which are subject to the provisions of SFAS 115.

NOTE 7 - FAIR VALUE OF FINANCIAL INSTRUMENTS
For a discussion of Chase's fair value methodologies, see Note 22 of the 1999 Annual Report. The following table presents the financial assets and liabilities valued under SFAS 107.

|  | SEPTEMBER 30, 2000 |  |  |  | December 31, 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | CARRYING VALUE | ESTIMATED FAIR VALUE |  | EIATION/ <br> ECIATION) | Carrying Value | Estimated <br> Fair Value |  | eciation/ <br> eciation) |
| Total Financial Assets | \$420, 869 | \$422,606 | \$ | 1,737 | \$387, 414 | \$389,469 | \$ | 2,055 |
| Total Financial Liabilities | \$394,969 | \$394, 855 |  | 114 | \$381, 078 | \$380, 599 |  | 479 |
| Estimated Fair Value in Excess of Carrying Value |  |  |  | 1,851 |  |  | \$ | 2,534 |

Derivative contracts used in connection with Chase's asset/liability ("A/L") activities had an unrecognized net loss of $\$ 743$ million and $\$ 877$ million at September 30, 2000 and December 31, 1999, respectively, both of which are included in the table above.

NOTE 8 - SECURITIES
For a discussion of the accounting policies relating to securities, see Note 1 of Chase's 1999 Annual Report.

Net gains from available-for-sale securities sold in the third quarter of 2000 amounted to $\$ 96$ million (gross gains of $\$ 120$ million and gross losses of $\$ 24$ million) and for the first nine months of 2000 amounted to $\$ 167$ million (gross gains of $\$ 259$ million and gross losses of $\$ 92$ million). Net gains (losses) for the same periods of 1999 amounted to $\$(1)$ million (gross gains of $\$ 88$ million and gross losses of $\$ 89$ million) and $\$ 160$ million (gross gains of $\$ 372$ million and gross losses of $\$ 212$ million), respectively. There were no sales of held-to-maturity securities in the periods presented. The amortized cost and estimated fair value of securities, including the impact of related derivatives, were as follows for the dates indicated:

## (in millions)

## AVAILABLE-FOR-SALE SECURITIES

U.S. Government and Federal

Agency/Corporation Obligations: Mortgage-Backed Securities
CMOs and U.S. Treasuries


| December 31, 1999 |  |
| :---: | :---: |
| Amortized Cost | $\begin{aligned} & \text { Fair } \\ & \text { Value (a) } \end{aligned}$ |
| \$27,938 | \$26,326 |
| 23,652 | 22,684 |
| 9,469 | 9,364 |
| 1,162 | 1,334 |
| 899 | 917 |
| \$63,120 | \$60,625 |
| \$ 888 | \$ 876 |

(a) Gross unrealized gains and losses on available-for-sale securities were $\$ 435$ million and \$2,219 million, respectively, at September 30, 2000 and $\$ 231$ million and $\$ 2,726$ million, respectively, at December 31, 1999. Gross unrealized losses on held-to-maturity securities were $\$ 7$ million at September 30, 2000. Gross unrealized gains and losses were $\$ 1$ million and \$13 million, respectively, at December 31, 1999.
(b) Includes collateralized mortgage obligations ("CMO") of private issuers, which generally have underlying collateral consisting of obligations of U.S. government and federal agencies and corporations.
(c) Primarily U.S. government and federal agency and corporation obligations.

NOTE 9 - DERIVATIVE AND FOREIGN EXCHANGE CONTRACTS
Chase utilizes derivative and foreign exchange ("FX") financial instruments for both trading and $A / L$ activities. For a discussion of these financial instruments and the credit and market risks involved, see Management's Discussion and Analysis ("MD\&A") on pages 42 and 45 and Note 19 of Chase's 1999 Annual Report.

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

Interest Rate Contracts
Foreign Exchange Contracts
Debt, Equity, Commodity and Other Contracts
Total Credit Exposure Recorded on the Balance Sheet

NOTIONAL AMOUNTS (a)

| SEPTEMBER 30, 2000 | $\begin{gathered} \text { December 31, } \\ 1999 \end{gathered}$ | SEPT | $\begin{aligned} & \text { 3ER 30, } \\ & 90 \end{aligned}$ | $\begin{gathered} \text { December } 31 \\ 1999 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$12,469.7 | \$11,126.9 | \$ | 9.8 | \$ | 10.3 |
| 1,751.9 | 1,652.1 |  | 12.4 |  | 15.8 |
| 221.1 | 157.6 |  | 9.7 |  | 7.4 |
|  |  | \$ | 31.9 | \$ | 33.5 |

(a) The notional amounts of exchange-traded interest rate contracts, foreign exchange contracts, and debt, equity, commodity and other contracts were $\$ 984.0$ billion, $\$ 0.7$ billion and $\$ 24.3$ billion, respectively, at September 30, 2000, compared with $\$ 1,075.4$ billion, $\$ 3.0$ billion and $\$ 13.0$ billion, respectively, at December 31,1999 . The credit risk for these contracts was minimal as exchange-traded contracts principally settle daily in cash.

NOTE 10 - SEGMENT INFORMATION
Chase is organized into five major businesses: Investment Bank, Chase Capital
Partners ("CCP"), Global Services, Wealth Management and National Consumer Services ("NCS"). Prior periods have been restated to reflect changes to the management organization or refinements in management reporting policies. For example, commencing with the second quarter of 2000, results for CCP were disclosed separately from the remainder of the Global Bank, and the private equity business of Chase H\&Q was moved to CCP from Global Investment Banking. Additionally, beginning with the third quarter of 2000, the remainder of the Global Bank has been reorganized into the Investment Bank (Global Markets, Investment Banking and Corporate Lending) and Wealth Management (Global Private Bank and Asset Management).

These businesses are segmented based on the products and services provided, or the type of customer serviced, and reflect the manner in which financial information is currently evaluated by Chase's management.

Chase uses Shareholder Value Added ("SVA"), Operating Earnings and Cash Operating Earnings as its measures of franchise profitability. For a discussion of these measurements, see Management Performance Measurements in the MD\&A on page 20 and Note 23 of the 1999 Annual Report. The following table provides Chase's segment results.

(a) Corporate/Reconciling Items include Support Units, Corporate and the net effect of management accounting policies.
(b) Operating Revenue includes Intersegment Revenue, which includes revenue and revenue sharing agreements between segments, net of intersegment expenses. Transactions between business segments primarily are conducted at fair value.
(c) Cash Operating Earnings exclude the impact of credit card securitizations, restructuring costs, special items, and amortization of goodwill and certain other intangibles.

The table below presents a reconciliation of the combined segment information to Chase's consolidated net income as included in the Consolidated Statement of Income. For a further discussion concerning Chase's business franchise (segment) results, see Lines of Business Results in the MD\&A on pages 24-29.

|  | THIRD QUARTER |  | NINE MONTHS |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| SEGMENTS' Cash Operating Earnings | \$ 1, 048 | \$ 1,223 | \$ 3,803 | \$ 3,937 |
| Corporate/Reconciling Items | 6 | 34 | (5) | (7) |
| CONSOLIDATED CASH OPERATING EARNINGS | 1,054 | 1,257 | 3,798 | 3,930 |
| Amortization of Goodwill and Certain Intangibles | (149) | (70) | (318) | (219) |
| CONSOLIDATED OPERATING EARNINGS | 905 | 1,187 | 3,480 | 3,711 |
| Special Items and Restructuring Costs | (21) | -- | (145) | 42 |
| CONSOLIDATED NET INCOME | \$ 884 | \$ 1,187 | \$ 3,335 | \$ 3,753 |

NOTE 11 - CAPITAL
For a discussion of the calculation of risk-based capital ratios, see Note 18 of Chase's 1999 Annual Report.

The following table presents the risk-based capital ratios for chase and its significant banking subsidiaries. At September 30, 2000, Chase and each of its depository institutions, including those listed in the table below, were "well capitalized" as defined by banking regulators.

SEPTEMBER 30, 2000
(in millions, except ratios)

Tier 1 Capital (d)
Total Capital
Risk-Weighted Assets (b)
Adjusted Average Assets
Tier 1 Capital Ratio (b)(d)
Total Capital Ratio (b)(d)
Tier 1 Leverage Ratio (c)(d)
Chase (a)

25,490
37,243
321, 863
406,501
7.92\%
11.57\%
6.27\%

The Chase Manhattan Bank (e)
\$ 21, 208
29, 112
260, 813
329, 276
8.13\%
11.16\%
6.44\%
(a) Assets and capital amounts for Chase's banking subsidiaries reflect intercompany transactions, whereas the respective amounts for Chase reflect the elimination of intercompany transactions.
(b) Tier 1 Capital or Total Capital, as applicable, divided by risk-weighted assets. Risk-weighted assets include off-balance sheet risk-weighted assets in the amounts of $\$ 94,279$ million, $\$ 89,088$ million and $\$ 2,109$ million, respectively.
(c) Tier 1 Capital divided by adjusted average assets (net of allowance for loan losses, goodwill and certain intangible assets).
(d) The provisions of SFAS 115 do not apply to the calculation of the Tier 1 Capital and Tier 1 Leverage ratios.
(e) On August 1, 2000, Chase Bank of Texas, National Association ("Chase Texas") merged into The Chase Manhattan Bank.

Cash dividends declared for the first nine months of 2000 were $\$ 0.96$ per share ( $\$ 0.32$ per share in the 2000 third quarter) compared with $\$ 0.81$ per share for the first nine months of 1999 ( $\$ 0.27$ per share in 1999 third quarter).

NOTE 12 - EARNINGS PER SHARE
For a discussion of Chase's current earnings per share ("EPS") policy, see Note 10 of the 1999 Annual Report. For the calculation of basic and diluted EPS for the third quarter and nine months ended September 30, 2000 and 1999, see Exhibit 11 on page 50.

NOTE 13 - COMMITMENTS AND CONTINGENCIES
For a discussion of legal proceedings, see Part II, Item 1 of this Form 10-Q.

Chase USA
\$ 2,793
3,942
32,831
32,210
8.51\%
12.01\%

THIRD QUARTER

| (in millions, except per share and ratio data) |  | 2000 |  | 1999 | $\begin{gathered} \text { Over(Under) } \\ 1999 \end{gathered}$ | 2000 | 1999 | $\begin{gathered} \text { Over(Under) } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING BASIS (a) |  |  |  |  |  |  |  |  |
| Revenue | \$ | 5,590 | \$ | 5,429 | 3\% | \$17,568 | \$16,538 | 6\% |
| Earnings |  | 905 |  | 1,187 | (24) | 3,480 | 3,711 | (6) |
| Diluted Earnings per Share |  | 0.68 |  | 0.92 | (26) | 2.68 | 2.83 | (5) |
| Overhead Ratio |  | 65\% |  | 55\% | 1,000 bp | 60\% | 54\% | 600 bp |
| Cash Earnings | \$ | 1,054 | \$ | 1,257 | (16)\% | \$ 3,798 | \$ 3,930 | (3)\% |
| Cash Diluted Earnings per Share |  | 0.79 |  | 0.97 | (19) | 2.93 | 3.00 | (2) |
| Shareholder Value Added |  | 181 |  | 539 | (66) | 1,424 | 1,736 | (18) |
| Cash Return on Average Common Equity |  | 16\% |  | 23\% | (700) bp | 21\% | 24\% | (300) bp |
| Cash Overhead Ratio |  | 63 |  | 53 | 1,000 | 58 | 52 | 600 |
| OPERATING BASIS <br> (EXCLUDING CHASE CAPITAL PARTNERS) |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1,017 | \$ | 1,011 | 1\% | \$ 3,226 | \$ 3, 066 | 5\% |
| Diluted Earnings per Share |  | 0.77 |  | 0.78 | (1) | 2.49 | 2.34 | 6 |
| Cash Earnings |  | 1,160 |  | 1,081 | 7 | 3,533 | 3,285 | 8 |
| Diluted Cash Earnings per Share |  | 0.88 |  | 0.84 | 5 | 2.73 | 2.51 | 9 |
| REPORTED BASIS |  |  |  |  |  |  |  |  |
| Revenue | \$ | 5,400 | \$ | 5,191 | 4\% | \$16,741 | \$15,951 | 5\% |
| Net Income |  | 884 |  | 1,187 | (26) | 3,335 | 3,753 | (11) |
| Diluted Earnings per Share |  | 0.66 |  | 0.92 | (28) | 2.57 | 2.86 | (10) |
| Return on Average Common Equity |  | 13\% |  | 22\% | (900) bp | 18\% | 23\% | (500) bp |
| Tier 1 Capital |  |  |  |  |  | 7.9 | 8.2 | (30) |
| Total Capital |  |  |  |  |  | 11.6 | 11.8 | (20) |
| Tier 1 Leverage |  |  |  |  |  | 6.3 | 6.7 | (40) |

(a) Operating basis excludes the impact of credit card securitizations, restructuring costs and special items. For a further discussion, see Glossary of Terms on page 45.
bp - Denotes basis points; 100 bp equals $1 \%$.

Financial Results: Chase's diluted operating earnings for the third quarter of 2000 were $\$ 0.68$ per share, a decline of $26 \%$ from $\$ 0.92$ per share for the same period in 1999. For the first nine months of 2000, diluted operating earnings per share decreased $5 \%$ to $\$ 2.68$, when compared with $\$ 2.83$ for the first nine months of 1999. Operating earnings in the 2000 third quarter were $\$ 905$ million, compared with $\$ 1.19$ billion in the same quarter of 1999. For the first nine months of 2000, operating earnings were $\$ 3.48$ billion, compared with $\$ 3.71$ billion for the first nine months of 1999.

On a reported basis, which includes special items, diluted net income per share was $\$ 0.66$ and $\$ 2.57$ for the third quarter and first nine months of 2000, respectively, compared with $\$ 0.92$ and $\$ 2.86$ for the third quarter and first nine months of 1999, respectively. Reported net income in the 2000 third quarter was $\$ 884$ million, compared with $\$ 1.19$ billion in the 1999 third quarter; net income was $\$ 3.34$ billion and $\$ 3.75$ billion for the first nine months of 2000 and 1999, respectively.

Earnings for the third quarter of 2000 were lower than last year's third quarter results, primarily because of lower income in Chase Capital Partners and to a lesser extent in the Investment Bank. A summary of Chase's business results follows:

- In CHASE CAPITAL PARTNERS, unrealized write-downs, primarily due to price declines in publicly-held securities, more than offset record realized (cash) gains of $\$ 538$ million on sales of investments.
- In the INVESTMENT BANK, trading revenues and corporate finance fees were up from the third quarter of 1999 but down from the second quarter of 2000, due to lower market volatility and trading volumes and a slowdown in leveraged finance. The cash expense growth rate of $47 \%$, from the 1999 third quarter, was high because of the buildup of the investment banking platform, including the expense impact of recent acquisitions.
- Chase's GLOBAL SERVICES, NATIONAL CONSUMER SERVICES and WEALTH MANAGEMENT businesses each achieved record results, underscoring the value of a diverse business mix.

Chase's lower third quarter results were not, however, related to credit or market risk management issues. Credit costs decreased by $15 \%$ and $11 \%$ for the third quarter and first nine months of 2000, respectively, when compared with the comparable periods of 1999. Nonperforming assets at September 30, 2000 were $\$ 1.82$ billion, compared with $\$ 1.90$ billion at June 30,2000 and $\$ 2.02$ billion at September 30 , 1999. On a managed basis, including securitizations, credit costs were $\$ 541$ million in the third quarter of 2000, a decline from $\$ 574$ million in the second quarter of 2000 and from $\$ 636$ million in the third quarter of 1999. In relation to market risk, chase did not experience any days in the third quarter of 2000 in which it suffered a trading loss.

Management is taking initiatives to position chase for higher growth in the future, particularly in the Investment Bank. As a result, operating expenses increased $23 \%$ and $18 \%$ for the third quarter and first nine months of 2000, respectively, when compared with the comparable periods of 1999. However, Chase's management is committed to return to more disciplined investment spending, particularly in the Investment Bank.

During the third quarter, Chase announced it had agreed to sell its Hong Kong based retail banking business and its $50 \%$ interest in ChaseMellon Shareholder Services. These divestitures continue Chase's long-term initiative of disciplined divestitures of non-strategic businesses.

Merger Update: On September 13, 2000, The Chase Manhattan Corporation and J.P. Morgan \& Co. Incorporated agreed to merge. The merged firm will be named J.P. Morgan Chase \& Co. The merger is expected to be consummated by the first quarter of 2001, although Chase and J.P. Morgan are prepared to close by year-end 2000 if they both receive the required stockholder and regulatory approvals to do so. Since the merger was announced, integration efforts have been proceeding swiftly:

- Over 35 senior positions were named upon the announcement of the merger; an additional 250 key positions have been subsequently announced.
- All major U.S. and foreign regulatory and antitrust applications have been filed; the joint proxy statement was filed with the Securities and Exchange Commission ("SEC") on October 5. On November 3, 2000, the United States Department of Justice ("DOJ") and the United States Federal Trade Commission informed Chase they had granted early termination of the waiting period under the Hart-Scott-Rodino Act and the DOJ also informed Chase it had closed and concluded its review of the proposed merger of Chase and J.P. Morgan.
- Clients are reacting favorably to the proposed merger by inviting Chase and J.P. Morgan to make joint pitches for business; the two firms have won a number of joint investment banking mandates as a result.
- The framework for managing the integration is in place, with established uniform tracking tools designed to measure synergies and the tracking of systems and real estate inventories fully under way.
- Management of Chase believes the amounts of the proposed cost saves and synergies originally projected to be realized in connection with the merger ( $\$ 1.9$ billion) are conservative. Based upon merger integration efforts to date, chase's management currently believes those initial estimates are conservative but has not arrived at or announced revised estimates. It is anticipated that the merger will result in pre-tax costs of approximately $\$ 2.8$ billion ( $\$ 1.8$ billion after-tax). The anticipated restructuring costs are expected to reflect severance expenses incurred in connection with anticipated staff reductions, costs incurred in connection with planned office eliminations and other merger-related expenses, including costs to eliminate redundant back office and other operations of Chase and J.P. Morgan.

This Management's Discussion and Analysis contains statements that are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are based upon the current beliefs and
expectations of Chase's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the
forward-looking statements. Factors that could cause Chase's results to differ materially from those described in the forward-looking statements can be found in the 1999 Annual Report on Form 10-K of Chase and in the registration statement on Form S-4 filed by Chase on October 5, 2000, as amended on November 13, 2000, with the SEC.

## RESULTS OF OPERATIONS

The following section reviews Chase's results as reported in its financial statements as well as on an operating basis. Management categorizes its revenue components as either market-sensitive or less market-sensitive. For a further discussion of management's performance measurements, see page 20 of Chase's 1999 Annual Report. The table below provides a reconciliation between Chase's reported financial statements and as presented on an operating basis.
(in millions, except per share data)

|  | THIRD QUARTER 2000 |  |  |  | Third Quarter 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTED RESULTS <br> (a) | CREDIT CARD (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS | Reported Results <br> (a) | Credit Card (b) | Special Items (c) | Operating Basis |
| Revenue: |  |  |  |  |  |  |  |  |
| Market-Sensitive | \$ 1,364 | \$ | \$ | \$ 1,364 | \$ 1,541 | \$ | \$ | \$ 1,541 |
| Less Market-Sensitive | 4,036 | 236 | (46) | 4,226 | 3,650 | 238 | -- | 3,888 |
| Total Revenue | 5,400 | 236 | (46) | 5,590 | 5,191 | 238 | -- | 5,429 |
| Noninterest Expense | 3,656 | -- | -- | 3,656 | 2,981 | -- | -- | 2,981 |
| Operating Margin | 1,744 | 236 | (46) | 1,934 | 2,210 | 238 | -- | 2,448 |
| Credit Costs | 305 | 236 | -- | 541 | 398 | 238 | -- | 636 |
| Income before <br> Restructuring Costs | 1,439 | -- | (46) | 1,393 | 1,812 | -- | -- | 1,812 |
| Restructuring Costs | 79 | -- | (79) | -- | -- | -- | -- | -- |
| Income before Taxes | 1,360 | -- | 33 | 1,393 | 1,812 | -- | -- | 1,812 |
| Tax Expense | 476 | -- | 12 | 488 | 625 | -- | -- | 625 |
| Net Income | \$ 884 | \$ | \$ 21 | \$ 905 | \$ 1,187 | \$ | \$ | \$ 1,187 |
| NET INCOME PER COMmon Share |  |  |  |  |  |  |  |  |
| Basic | \$ 0.69 |  |  | \$ 0.70 | \$ 0.95 |  |  | \$ 0.95 |
| Diluted | \$ 0.66 |  |  | \$ 0.68 | \$ 0.92 |  |  | \$ 0.92 |

NINE MONTHS 2000
Nine Months 1999

| \$ 5,012 | \$ | -- | \$ | ${ }^{--}$ | \$ 5,012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 10,939 |  | 753 |  | (166) | 11,526 |
| 15,951 |  | 753 |  | (166) | 16,538 |
| 8,994 |  | - - |  | (100) | 8,894 |
| 6,957 |  | 753 |  | (66) | 7,644 |
| 1,167 |  | 753 |  | -- | 1,920 |
| 5,790 |  | -- |  | (66) | 5,724 |
| -- |  | -- |  | -- |  |
| 5,790 |  | -- |  | (66) | 5,724 |
| 2,037 |  | -- |  | (24) | 2,013 |
| \$ 3,753 | \$ |  | \$ | (42) | \$ 3,711 |
| \$ 2.96 |  |  |  |  | \$ 2.93 |
| \$ 2.86 |  |  |  |  | \$ 2.83 |


| \$ 5,406 | \$ | -- | \$ | -- |
| :---: | :---: | :---: | :---: | :---: |
| 11,335 |  | 732 |  | 95 |
| 16,741 |  | 732 |  | 95 |
| 10,503 |  | -- |  | -- |
| 6,238 |  | 732 |  | 95 |
| 979 |  | 732 |  | -- |
| 5,259 |  | -- |  | 95 |
| 129 |  | -- |  | (129) |
| 5,130 |  | -- |  | 224 |
| 1,795 |  | -- |  | 79 |
| \$ 3,335 | \$ | -- | \$ | 145 |

\$ 2.66
\$ 2.66 \$ 2.78
$\begin{array}{ll}\$ & 2.78 \\ \$ & 2.68\end{array}$
$\$ 5,406$
12,162
------
17,568
10,503
$---\cdots-$
7,065
1,711
------
5,354
--
------
5,354
1,874
------
$\$ 3,480$
$=====$
(a) Represents the amounts that are reported in Chase's financial statements. The only exception is that revenues are categorized between market-sensitive and less market-sensitive revenues.
(b) This column excludes the impact of credit card securitizations. For securitized receivables, amounts that previously would have been reported as net interest income and as provision for loan losses instead are reported as components of noninterest revenue.
(c) Includes restructuring costs and special items. For a description of special items, see Glossary of Terms on page 45.

## Revenue:

Market-Sensitive
Less Market-Sensitive
Total Revenue
Noninterest Expense
Operating Margin
Credit Costs
Income before
Restructuring Costs
Restructuring Costs
Income before Taxes
Tax Expense
Net Income

NET INCOME PER COMMON SHARE
Basic
Diluted

## MARKET-SENSITIVE REVENUES

Market-sensitive revenues primarily are derived from the business activities of Chase's Investment Bank and Chase Capital Partners ("CCP") franchises. The revenues from these businesses typically are more sensitive to global market factors than those produced by the other Chase franchises. Factors that affect market-sensitive revenues include movements in short-term interest rates, which in turn affect the level of liquidity in the markets, the prices of tradable securities and commodities, and the near-term profitability of companies.

In the third quarter of 2000, total market-sensitive revenues were 11\% lower than the same period last year. The decline primarily reflects unrealized mark-to-market write-downs of certain publicly held equity investments at CCP. For the nine months of 2000, market-sensitive revenues were $8 \%$ above the 1999 year-to-date level. Excluding the results of CCP, market-sensitive revenues would have been up $22 \%$ for the first nine months of 2000 , due to the continued strength of investment banking and, to a lesser extent, trading-related revenue. For a further discussion of Chase's market-sensitive revenues, see pages 21-23 of the 1999 Annual Report.

| (in millions) | THIRD QUARTER |  |  |  | NINE MONTHS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| Investment Banking Fees | \$ | 613 | \$ | 486 |  | 1,900 |  | 1,388 |
| Trading-Related Revenue |  | 680 |  | 679 |  | 2,566 |  | 2,249 |
| Securities Gains (Losses) |  | 96 |  | (1) |  | 167 |  | 160 |
| Private Equity Gains (Losses) |  | (25) |  | 377 |  | 773 |  | 1,215 |
| Total Market-Sensitive Revenue |  | 1,364 |  | 1,541 |  | 5,406 |  | 5,012 |

## INVESTMENT BANKING FEES

Investment banking remained relatively strong, with fees in the third quarter and nine months of 2000 increasing $26 \%$ and $37 \%$, respectively, from their comparable periods in 1999. These increases were driven by additions to Chase's product platform (i.e., equity underwriting) and growth in existing products, (i.e., merger and acquisition advisory). These were partially offset by reduced industry-wide activities in high-yield securities and complex syndicated loans.

Recent acquisitions of investment banking firms are expected to position Chase to better participate in the higher fee-generating activities (e.g., mergers and acquisitions and equity underwriting) of investment banking. The Chase H\&Q acquisition improved Chase's product offerings to fast-growing New Economy companies. Chase Flemings, with its broad network in Europe and Asia, is expected to supplement Chase's investment banking practice in the United States. Likewise, the acquisition of The Beacon Group, LLC increased opportunities for merger and acquisition advisory deals.

TRADING-RELATED REVENUE
Total trading revenues, including related net interest income, for the 2000
third quarter were flat, compared with the same period last year but rose $14 \%$ to $\$ 2.57$ billion for the first nine months of 2000, when compared with same 1999 period. The results reflected gains in most business products, in particular equities and commodities, and foreign exchange.
(in millions)
Trading Revenue (a)
Net Interest Income Impact (b)
Total Trading-Related Revenue
Product Diversification:
Interest Rate Contracts (c)
Foreign Exchange Revenue (d)
Equities and Commodities (e)
Debt Instruments and Other (f)
Total Trading-Related Revenue
(a) Charge-offs for risk management instruments are included in trading revenue.
(b) Trading-related net interest income includes interest recognized on interest-earning and interest-bearing trading-related positions as well as management allocations, reflecting the funding cost or benefit associated with trading positions. This amount is included in net interest income on the Consolidated Statement of Income.
(c) Includes interest rate swaps, cross-currency interest rate swaps, foreign exchange forward contracts, interest rate futures and options, forward rate agreements and related hedges.
(d) Includes foreign exchange spot and option contracts.
(e) Includes equity securities, equity derivatives, commodities and commodity derivatives.
(f) Includes U.S. and foreign government agency securities, corporate debt instruments, emerging markets debt instruments, debt-related derivatives and credit derivatives.

- Revenue from interest rate contracts decreased $48 \%$ and $19 \%$, respectively, in the third quarter and first nine months of 2000, when compared with the prior year's respective periods as a result of the gradual increase in domestic interest rates in 2000. The environment reduced interest rate volatility, which is a key factor in determining business volume for interest rate contracts.
- Foreign exchange revenue in the third quarter of 2000 increased slightly and for the nine months increased by $\$ 128$ million, due to substantial fluctuations in foreign currency values in the first half of 2000 and increased client activity.
- Equities and commodities revenue increased $29 \%$ in the 2000 third quarter and $89 \%$ for the first nine months, in large part as a result of equity trading at Chase H\&Q and Chase Flemings.
- The debt instruments and other category recorded strong revenue for the third quarter and nine months of 2000 primarily as a result of gains in the U.S. fixed income market.


## SECURITIES GAINS

Chase's investment securities primarily are liquid securities held in connection with Chase's treasury activities. Chase's domestic and international treasury units manage Chase's asset and liability interest rate risk. Securities gains realized in the third quarter of 2000 were $\$ 96$ million, compared with a loss of $\$ 1$ million in the same 1999 period. For the nine months of 2000, gains were $\$ 167$ million, $\$ 7$ million more than last year's year-to-date period.

PRIVATE EQUITY GAINS
Private equity gains in the third quarter of 2000 were negative $\$ 25$ million, compared with gains of $\$ 377$ million in the same 1999 quarter and $\$ 298$ million in the second quarter of 2000. Gains included cash realized from the sale of both private and public securities that were held in the portfolio and the unrealized change in the value of investments held in the portfolio, primarily publicly traded securities. Realized (cash) gains on the sale of securities in the third quarter of 2000 were $\$ 538$ million, more than double the amount of cash gains realized in the third quarter of 1999. These gains were more than offset by
declines in the carrying values of investments (primarily in telecommunications) in the publicly held portion of the portfolio. Despite these declines, the current carrying value of the investments in the publicly traded portfolio is approximately 2.6 times their original cost.
(in millions)

TOTAL INVESTMENTS

> Realized Gains (Cash)
> Unrealized Gains (Losses)

Private Equity Gains (Losses)

| THIRD QUARTER |  |  |  | NINE MONTHS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| \$ | 538 | \$ | 250 | \$ | 1,229 | \$ | 883 |
|  | (563) |  | 127 |  | (456) |  | 332 |
| \$ | (25) | \$ | 377 | \$ | 773 | \$ | 215 |

Approximately 80 percent of the carrying value of the Chase Capital Partners' portfolio consist of privately-held securities, generally carried at cost, which, in management's judgment, approximates fair value. The balance of the portfolio, which is publicly-held, is marked-to-market at the quoted public value, less liquidity discounts and price averaging methodologies in certain circumstances to take into account the fact that CCP cannot immediately realize the publicly-quoted values due to the regulatory, corporate and contractual sales restrictions generally imposed on its holdings.

Chase believes that CCP's equity-related investments will continue to create value for Chase, making substantial contributions to its earnings over time. Since its inception in 1984, the compound annual cash return on CCP's investments has been $43 \%$. However, given the volatile nature of the public equities market, and that of the NASDAQ market in particular, Chase's reported private equity results may include significant unrealized valuation adjustments, both favorable and unfavorable, at any given quarter. Chase has not and is not considering exiting the business and does not intend to spin off CCP as a separate entity. CCP is a business with a strong track record of providing returns to shareholders over a long period of time, more than compensating for any additional volatility it may contribute to Chase's earnings. The table below shows the direct and fund investment components of Chase's portfolio, totaling $\$ 10.5$ billion at September 30, 2000.

CHASE CAPITAL PARTNERS INVESTMENT PORTFOLIO
(in millions)

Total Public Securities (191 companies)
Total Private Direct Investments (822 companies)
Total Private Fund Investments (381 funds)
Total Investment Portfolio

SEPTEMBER 30, 2000

| CARRYING |  |
| :--- | ---: |
| VALUE | COST |
| ----- | ---- |
|  |  |
| $\$ 2,103$ | $\$ 801$ |
| 5,957 | 5,879 |
| 2,456 | 2,469 |
| ------ | ----- |
| $\$ 10,516$ | $\$ 9,149$ |
| $======$ | $====$ |

June 30, 2000
Carrying Value Cost
\$ 2,778
\$ 789
5,764
5,736
2,337
\$ 8,862
$======$

CCP also manages $\$ 11.4$ billion of leveraged loan/high-yield funds and investments in other equity and asset funds, bringing total funds under management to $\$ 21.9$ billion.

The level of investment by CCP continues to grow. Direct equity investments were $\$ 2.1$ billion for the first nine months of 2000, compared with investments of approximately $\$ 1.5$ billion during the comparable 1999 period. The growth of direct equity investments was attributable to new opportunities in several industry groups.

The carrying values of investments recorded on Chase's financial statements are net of interests of investors other than Chase. Certain of those investors are management of Chase pursuant to co-investment limited partnerships.
Additionally, CCP is in the process of offering to unaffiliated third parties approximately $\$ 1.5$ billion in interests in CCP fund investments through separate investment vehicles and CCP intends to offer approximately $\$ 5$ billion in limited partnership interests in a new investment fund that will co-invest with CCP in its direct investments. The securities being offered by CCP will not be registered under the Securities Act of 1933 pursuant to registration exemptions therefrom. These offerings, as well as other offerings CCP may make in the future, will have the effect of reducing Chase's proportional ownership share of investments made and to be made by CCP. For a further discussion of CCP's business, visit the CCP web site at: www.chasecapital.com.

LESS MARKET-SENSITIVE REVENUE
Less market-sensitive revenues derive largely from Chase's National Consumer
Services, Global Services and Wealth Management franchises, as well as from credit products and brokerage services provided to large corporate and
institutional clients. These revenues generally experience less market
volatility than those Investment Bank and CCP revenues, which are characterized as market-sensitive.

Less market-sensitive revenues increased by $9 \%$ in the 2000 third quarter and by $6 \%$ in the first nine months of 2000, reflecting increases in trust, custody and investment management fees and fees for other financial services. For a further discussion of less market-sensitive revenues, see pages 24-26 of Chase's 1999 Annual Report.

THIRD QUARTER
(in millions)

Net Interest Income (excluding
Trading-Related Net Interest Income)
Less Market-Sensitive Fee Revenue:
Trust, Custody and Investment
Management Fees
Credit Card Revenue (a)
Fees for Other Financial Services
Total Less Market-Sensitive Fee Revenue
Other Revenue (a)
Total Less Market-Sensitive Revenue
(a) Presented on an operating basis.

NET INTEREST INCOME
Less market-sensitive net interest income ("NII") on an operating basis adjusts
reported NII to reflect the impact of credit card securitizations and the
trading-related NII that is considered part of market-sensitive revenue. The
following table reconciles reported NII and less market-sensitive operating NII.

NINE MONTHS

| 2000 |  | 1999 |  | Change |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 6,781 | \$ | 6,876 | (1)\% |
|  | 1,718 |  | 1,332 | 29 |
|  | 1,025 |  | 1,031 | (1) |
|  | 2,201 |  | 1,777 | 24 |
|  | 4,944 |  | 4,140 | 19 |
|  | 437 |  | 510 | (14) |
| \$ | 12,162 | \$ | 11,526 | 6\% |

THIRD QUARTER
NET INTEREST INCOME
(in millions)

Reported NII
Add Impact of Credit Card Securitizations Less Trading-Related NII

Operating NII

AVERAGE INTEREST-EARNING ASSETS
(in billions)
Reported
Add Credit Card Securitizations
Less Trading-Related Assets
Managed

NET YIELD ON INTEREST-EARNING ASSETS (a)
Reported
Add Impact of Securitizations
Impact of Trading-Related NII
Managed
(a) Disclosed on a taxable equivalent basis. bp - Denotes basis points; 100 bp equals 1\%.

For the third quarter and the first nine months of 2000, reported NII declined $8 \%$ and $10 \%$, respectively, when compared with each of the same periods in 1999. Operating NII declined only slightly, 1\%, in each period of 2000. Reported NII during 2000 has been adversely affected by a decline in trading-related NII as earning assets held to support Chase's trading businesses yielded minimal net interest income (see Trading-Related Revenue on page 16). Reported and operating NII in 2000 were favorably impacted by higher average interest-earning assets, offset by spread compressions due to the rising interest rate environment and competitive pricing (notably in credit cards). Also affecting both reported and operating NII in the nine months of 2000 was a $\$ 100$ million decrease in the estimated auto lease residual value, which was accounted for as a reduction in net interest income in the first quarter of 2000. This adjustment in the estimated auto lease residual value addressed exposure to potential losses on maturing leases as a result of a decline in the market value of autos returned by lessees at lease termination.

Managed average interest-earning assets increased $11 \%$ and $7 \%$, respectively, from the 1999 third quarter and first nine months. Contributing to the increases in both periods were higher amounts of liquid assets and commercial loans, due, in part, to the acquisitions of Flemings and Chase H\&Q. There also was an increase in domestic consumer loans (notably in residential mortgages, reflecting growth in higher-margin products such as home equity lending and new adjustable rate mortgages, which are more frequently retained in the portfolio). Partially offsetting these increases was a decline in the average emerging market commercial loan portfolio, as Chase reduced this exposure throughout 1999.

The net yield on a managed basis decreased 36 basis points in the 2000 third quarter and 28 basis points in the first nine months of 2000. The rising interest rate environment which began in the second half of 1999 and competitive pricing resulted in generally narrower spreads.

## TRUST, CUSTODY AND INVESTMENT MANAGEMENT FEES

Trust, custody and investment management fees rose to a record level of \$664 million in the third quarter of 2000, $22 \%$ above the 2000 second quarter (the previous record high) and $45 \%$ above the prior year's quarter. The three consecutive record quarters of 2000 have resulted in a $29 \%$ increase in fees from the 1999 first nine months, resulting in record levels for these businesses. These results were attributable to growth in the value of funds under investment management and securities under custody, increase in flows of investments to foreign markets (where the safekeeping of securities is most profitable), and the impact of newly acquired businesses, notably Flemings.
(in millions)

| THIRD QUARTER |  |
| :---: | :---: |
| 2000 | 1999 |


| NINE MONTHS |  |  |  |
| :---: | :---: | :---: | :---: |
| 2000 |  | 1999 |  |
| \$ | 984 | \$ | 805 |
|  | 427 |  | 373 |
|  | 189 |  | 111 |
|  | 118 |  | 43 |
| \$ | 1,718 | \$ | 1,332 |

(a) Represents fees for trustee, agency, registrar, securities-lending and broker clearing, custody and maintenance of securities.
(b) Represents fees for trustee, estate, custody, advisory and investment management services.
(c) Represents investment management, administrative, custody and other fees in connection with Chase's proprietary global mutual funds.

The following table shows the growth in Chase's assets under custody and under management.

| (in billions) | ASSETS UNDER ADMINISTRATION/CUSTODY |  |  |  | ASSETS UNDER MANAGEMENT |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September 30, | 2000 |  | 1999 |  | 2000 |  |  | 1999 |  |
| Institutional | \$ | 5,679 | \$ | 4,904 | \$ | 169 |  | \$ | 105 |
| Personal |  | 114 |  | 107 |  | 62 |  |  | 49 |
| Mutual Funds |  | 53 |  | 45 |  | 101 |  |  | 57 |
| Total | \$ | 5,846 | \$ | 5,056 | \$ | 332 | (a) | \$ | 211 |

[^0]
## CREDIT CARD REVENUE

Credit card revenue includes interchange income; late, cash advance, annual and overlimit fees; and servicing fees associated with the securitization of credit cards. Credit card revenue on an operating basis remained relatively stable from both the third quarter and nine months of 1999 but was up $\$ 19$ million from the second quarter of 2000 as a result of the seasonal increase in fees during the vacation and back-to-school periods. The declines in late fees in 2000, when compared with their corresponding periods in 1999, reflect a reduction in customer delinquencies as demonstrated by a more than 50 bp improvement in the managed net charge-off ratios for both periods. These were offset by an increase in interchange income (transaction processing fees) associated with higher customer purchase volumes.

The following table reconciles Chase's reported credit card revenue and operating credit card revenue, which excludes the impact of credit card securitizations.

| (in millions) | THIRD QUARTER |  |  |  | NINE MONTHS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| Reported Credit Card Revenue | \$ | 471 | \$ | 441 | \$ | 1,311 | \$ | 1,258 |
| Less Impact of Credit Card Securitizations |  | (113) |  | (86) |  | (286) |  | (227) |
| Operating Credit Card Revenue | \$ | 358 | \$ | 355 | \$ | 1,025 | \$ | 1,031 |

## FEES FOR OTHER FINANCIAL SERVICES

Fees for other financial services in the third quarter of 2000 increased 22\%, when compared with the same period in the prior year. In the first nine months of 2000, the fees grew by $24 \%$ relative to 1999. The table below provides the significant components of fees for other financial services.
(in millions)

THIRD QUARTER

| 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 150 | \$ | 43 | \$ | 333 | \$ | 136 |
|  | 140 |  | 96 |  | 421 |  | 238 |
|  | 103 |  | 104 |  | 305 |  | 289 |
|  | 81 |  | 106 |  | 256 |  | 287 |
|  | 58 |  | 44 |  | 154 |  | 124 |
|  | 51 |  | 69 |  | 179 |  | 207 |
|  | 36 |  | 44 |  | 108 |  | 111 |
|  | 156 |  | 131 |  | 445 |  | 385 |
| \$ | 775 | \$ | 637 | \$ | 2,201 | \$ | 1,777 |

BROKERAGE AND INVESTMENT SERVICES rose $249 \%$ from the 1999 third quarter and $145 \%$
from the nine months of 1999. The increases were mainly due to the acquisitions of Flemings in August 2000 and H\&Q in December 1999, significantly
increasing the volume of Chase's brokerage activities and investment service
fees associated with the sale of mutual funds to clients. In addition, both the
daily trading volume and the number of new customers at Brown \& Co. increased.
Trading volume at Brown \& Co. in the third quarter of 2000 was up to 41,000
trades per day, compared with 32,000 trades per day in the same quarter of 1999.
MORTGAGE SERVICING FEES in the 2000 third quarter and nine months increased by $46 \%$ and $77 \%$, respectively, from the same periods in 1999. The increases were due to a larger average servicing portfolio, resulting from the Mellon Bank
Corporation mortgage business acquisition, and a lower amortization rate on mortgage servicing rights. Mortgage interest rates were higher in 2000,
reducing the prepayment rates on mortgage loans, which, in turn, lowered the amortization expense (contra revenue) linked to the mortgage servicing rights. The average servicing portfolio increased $28 \%$ from last year's third quarter as a result of continued strong replenishment through originations and acquisitions, and a lower level of loan prepayments in the core portfolio.

FEES IN LIEU OF COMPENSATING BALANCES decreased $24 \%$ from the 1999 third quarter and $11 \%$ from the first nine months of 1999, partly attributable to a greater number of customers who maintain the required deposit account balances to compensate for utilization of certain bank services.

INSURANCE FEES include fees from credit-related products (such as insuring the payment of credit card, mortgage and auto loans in the event of loss of life, disability and other catastrophic events) as well as from non-credit-related products (such as life, health and property insurance, and annuities). Insurance fees in 2000 were $32 \%$ higher than the 1999 third quarter and $24 \%$ higher than the 1999 first nine months, primarily due to new business related to life, health and mortgage insurance, plus the inclusion of Chase Flemings.

OTHER FEES in 2000 increased 19\% from the 1999 third quarter and $16 \%$ from the nine months of 1999, reflecting higher interchange fees related to a larger volume of debit card transactions and a general increase in the other fee-generating activities at several businesses.
other revenue

| (in millions) | THIRD QUARTER |  | NINE MONTHS |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Residential Mortgage Origination/Sales Activities | \$ 50 | \$ 95 | \$ 135 | \$ 275 |
| All Other Revenue | 110 | 59 | 302 | 235 |
| Operating Other Revenue | 160 | 154 | 437 | 510 |
| Loss on Economic Hedge of the Flemings Purchase Price | (35) | -- | (176) | -- |
| Gains on Sales of Nonstrategic Assets | 81 | -- | 81 | 166 |
| Other Revenue - Credit Card Securitizations | 4 | 8 | 12 | 20 |
| Reported Other Revenue | \$ 210 | \$ 162 | \$ 354 | \$ 696 |

RESIDENTIAL MORTGAGE ACTIVITIES (which include origination and sales of loans and selective dispositions of mortgage servicing rights) in both the third quarter and first nine months of 2000 declined $47 \%$ and $51 \%$, respectively, reflecting lower origination and loan sale volume as well as gains from sales of mortgage servicing rights in the 1999 third quarter.

ALL OTHER REVENUE was $86 \%$ higher in the third quarter of this year, compared with the same period in 1999 and $29 \%$ higher than the first nine months of 1999, reflecting an increase in revenues from auto operating leases (due to lease volume increases in 2000), higher joint venture equity income and general asset sales. These were partly offset by a gain in the 1999 third quarter on the sale of upstate New York branches.

Special items not included in operating results for the 2000 third quarter and nine month periods include losses of $\$ 35$ million and $\$ 176$ million, respectively, resulting from the economic hedge of the purchase price of Flemings prior to its acquisition (the offsetting appreciation in the dollar versus pound sterling exchange rate was reflected as a reduction in the purchase price and corresponding goodwill). Results for the 2000 third quarter and nine months reflect a gain of $\$ 81$ million on the sale of the Panama branch while items for the nine months in 1999 included $\$ 166$ million of gains on sales of nonstrategic assets, of which $\$ 95$ million was from the sale of a building and $\$ 71$ million was from the sale of branches in Texas.

## NONINTEREST EXPENSE

Total operating noninterest expenses increased $23 \%$ in the third quarter of 2000 and $18 \%$ in the nine months of 2000, when compared with the same periods in 1999. These increases reflected higher investments in resources to build up the platform of the Investment Bank, including through the acquisitions of Flemings and Beacon in the third quarter of 2000 and H\&Q in late 1999.

Reported noninterest expense for 2000 included $\$ 129$ million ( $\$ 79$ million in the 2000 third quarter) of nonaccruable restructuring costs associated with previously announced relocation programs. Reported noninterest expense for 1999 included a special contribution to The Chase Manhattan Foundation.

| (in millions, except ratios) | THIRD QUARTER |  | NINE MONTHS |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Salaries | \$ 1,761 | \$ 1,417 | \$ 5,128 | \$ 4,217 |
| Employee Benefits | 256 | 238 | 795 | 731 |
| Occupancy Expense | 247 | 218 | 689 | 642 |
| Equipment Expense | 297 | 255 | 856 | 737 |
| Other Expense | 1,095 | 853 | 3,035 | 2,567 |
| Operating Noninterest Expense | 3,656 | 2,981 | 10,503 | 8,894 |
| Restructuring Costs | 79 | -- | 129 | - |
| Special Contribution to the Foundation | -- | -- | -- | 100 |
| Reported Noninterest Expense | \$ 3,735 | \$ 2,981 | \$10,632 | \$ 8,994 |
| Operating Overhead Ratio (a) | 65\% | 55\% | 60\% | 54\% |
| Cash Operating Overhead Ratio (a) (b) | 63\% | 53\% | 58\% | 52\% |
| Excludes costs associated with REIT and the impact of credit card securitizations. |  |  |  |  |
| Excludes the impact of amortization of goodwill and certain other intangibles. |  |  |  |  |

## SALARIES AND EMPLOYEE BENEFITS

The increases in salaries and employee benefits from the third quarter and nine months of 1999 were due to a more competitive recruiting environment for talent as well as higher incentives, partly driven by growth in investment banking revenue and retention bonus accruals for key personnel of the recently acquired firms. The higher headcount as shown below reflects the additions from Chase Flemings (more than 7,000) and Chase H\&Q (approximately 1,000).

| FULL-TIME EQUIVALENT EMPLOYEES | SEPTEMBER 30, | September 30, |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Domestic Offices | 62,310 | 61,665 |
| Foreign Offices | 19,430 | 11,353 |
| Total Full-Time Equivalent Employees | 81,740 | 73,018 |

OCCUPANCY AND EQUIPMENT EXPENSE
Occupancy expense increased over both 1999 periods, primarily due to the additional leasing costs of office spaces occupied by Chase Flemings and Chase H\&Q. Equipment expense also rose in both periods of 2000 as a result of higher depreciation expense related to the capitalization of more advanced hardware systems and software applications as well as higher software investments to support the ongoing internet projects throughout the various business franchises of Chase. Also contributing to the increase were the additional expenses at Chase Flemings and Chase H\&Q.

## OTHER EXPENSE

Operating other expense (excluding the special contribution to The Chase Manhattan Foundation) rose $28 \%$ from the third quarter of 1999 and $18 \%$ from the nine months of 1999. The following table presents the components of other expense.

| (in millions) | THIRD QUARTER |  |  |  | NINE MONTHS |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| Professional Services | \$ | 212 | \$ | 170 | \$ | 569 | \$ | 510 |
| Marketing Expense |  | 146 |  | 128 |  | 367 |  | 356 |
| Telecommunications |  | 112 |  | 96 |  | 316 |  | 284 |
| Amortization of Intangibles |  | 149 |  | 70 |  | 318 |  | 219 |
| Travel and Entertainment |  | 86 |  | 54 |  | 229 |  | 163 |
| Minority Interest (a) |  | 12 |  | 12 |  | 42 |  | 37 |
| Foreclosed Property Expense |  | 1 |  | 6 |  | (2) |  | 14 |
| All Other |  | 377 |  | 317 |  | 1,196 |  | 984 |
| Total Operating Other Expense | \$ | 1,095 | \$ | 853 |  | 3,035 |  | , 567 |

(a) Includes REIT minority interest expense of $\$ 11$ million in each quarter and \$33 million in each nine months.

The increases in PROFESSIONAL SERVICES for the third quarter and nine months of 2000 were attributable to the additions from the recently acquired firms as well as expenditures for the Chase.com initiatives and projects to improve the process of safekeeping securities. The spending on the above-mentioned projects was partly offset by reduced expenditures related to completed Y2K efforts. MARKETING EXPENSE increased in both periods of 2000 mainly as a result of Chase Flemings and higher expenses for the credit card campaigns. TELECOMMUNICATIONS rose due to higher market data usage stemming from growth in business volume at Chase's Investment Bank and the additions from the recent acquisitions.
AMORTIZATION OF INTANGIBLES was higher in connection with the acquisitions of Flemings, Beacon and Chase H\&Q. TRAVEL AND ENTERTAINMENT increased as a result of a rise in business-related air travel at the Investment Bank as well as the additions from Chase Flemings and Chase H\&Q. ALL OTHER expense rose due to higher employee-related expenses across the corporation and the impact of Chase Flemings and Chase H\&Q.

## RESTRUCTURING COSTS

In the 1999 fourth quarter, Chase began a process of long-term strategic restructuring initiatives, such as the announced relocation of operations to lower cost locations, and other business initiatives, for example the consolidation of operations. Chase incurred a $\$ 175$ million restructuring charge in connection with these initiatives. For a further discussion of Chase's restructuring costs, refer to Note 12 and page 28 of Chase's 1999 Annual Report and Note 5 of this Form 10-Q.

Chase is continuing to focus on its future expense management. Further business realignments and relocation initiatives will be announced in conjunction with the J.P. Morgan merger integration.

CREDIT COSTS
Credit costs include credit losses related to Chase's securitized credit card loans. The following table shows the components of credit costs.
(in millions)

Provision for Loan Losses
Credit Costs Associated with Credit Card Securitizations
Operating Credit Costs

|  | THIRD QUARTER |  |  |
| :---: | :---: | :---: | :---: |
| 2000 |  |  | 1999 |
| \$ | 305 | \$ | 398 |
|  | 236 |  | 238 |
| \$ | 541 | \$ | 636 |

NINE MONTHS

| 2000 | 1999 |
| :---: | :---: |
| ---- | ---- |
| \$ 979 | \$1,167 |
| 732 | 753 |
| \$1,711 | \$1,920 |

Credit costs in the third quarter and nine months of 2000 decreased $\$ 95$ million and $\$ 209$ million, respectively, from the 1999 levels, primarily due to the impact of lower credit losses in the consumer portfolio, mainly credit cards, and the foreign commercial portfolio. See page 33 for the discussion of the allowance for credit losses.

INCOME TAXES
Chase recognized income tax expense of $\$ 476$ million in the third quarter of 2000, compared with $\$ 625$ million in the third quarter of 1999. For the first nine months of 2000, Chase recorded income tax expense of $\$ 1.8$ billion, compared with $\$ 2.0$ billion for the nine months of 1999. The effective tax rates were $35.0 \%$ in both the 2000 third quarter and first nine months, compared with $34.5 \%$ in the 1999 third quarter and $35.2 \%$ for the 1999 nine months.

LINES OF BUSINESS RESULTS

The table below provides summary financial information on an operating basis for Chase's five major business franchises. Prior periods have been restated to reflect changes to the management organization or refinements in management reporting policies. For example, commencing with the second quarter of 2000, results for Chase Capital Partners were disclosed separately from the remainder of the Global Bank, and the private equity business of Chase H\&Q was moved to CCP from Global Investment Banking. Additionally, beginning with the third quarter of 2000, the remainder of the Global Bank has been reorganized into the Investment Bank (Global Markets, Investment Banking and Corporate Lending) and Wealth Management (Global Private Bank and Asset Management).

For a description of the basis of presentation that management uses to measure and evaluate business unit profitability, see page 20 of the 1999 Annual Report.

## THIRD QUARTER

|  | INVESTMENT BANK |  | CHASE CAPITAL PARTNERS |  |  | GLOBAL SERVICES |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 | Over/(Under) | 1999 | 2000 | Over/(Under) | 1999 | 2000 | Over/(Under) | 1999 |

(in millions,
except ratios)
Operating Revenue
Operating Earnings
Cash Operating
$\quad$ Earnings (b)
Average Common Equity
Average Managed Assets
Shareholder Value Added
Cash Return on
Common Equity
Cash Overhead Ratio

| \$ 1,870 | \$ 251 | 16\% | \$ (88) | \$ (407) | NM | \$ 875 | \$ | 75 | 9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 349 | (60) | (15) | (112) | (288) | NM | 167 |  | 34 | 26 |
| 384 | (36) | (9) | (106) | (282) | NM | 183 |  | 35 | 24 |
| 10,204 | 1,840 | 22 | 6,472 | 2,177 | 51\% | 2,706 |  | (199) | (7) |
| 230,598 | 20,827 | 10 | 12,377 | 3,811 | 44 | 16,230 |  | (212) | (1) |
| 46 | (93) | (67) | (320) | (352) | NM | 93 |  | 42 | 82 |
| 14.8\% |  | (480) | NM |  | NM | 26 |  |  | 680 bp |
| 67 |  | 1,400 | NM |  | NM | 67 |  |  | (400) |


perating Revenue
Operating Earnings
Cash Operating
Earnings (b)
Average Common Equity
Average Managed Assets
Shareholder Value Added
Cash Return on
Common Equity
Cash Overhead Ratio
Operating Revenue
Operating Earnings
Cash Operating
Earnings (b)
Average Common Equity
Average Managed Assets
Shareholder Value Added
Cash Return on
Common Equity
Cash Overhead Ratio

NINE MONTHS
(in millions,
except ratios)
Operating Revenue
Operating Earnings
Cash Operating
Earnings (b)
Average Common Equity
Average Managed Assets
Shareholder Value Added
Cash Return on
Common Equity
Cash Overhead Ratio


| WEALTH MANAGEMENT |  |  | NATIONAL CONSUMER SERVICES |  |  | TOTAL (a) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 | Over/(Under) | 1999 | 2000 | Over/(Under) | 1999 | 2000 | Over/(Under) | 1999 |

Operating Revenue
perating Revenue
\$ 1, 168

| $\$ 1,168$ | $\$$ | 401 |
| :---: | ---: | :---: |
| 180 | 67 | $52 \%$ |
|  |  |  |
| 225 | 111 | 97 |
| 1,834 | 986 | 116 |
| 17,465 | 4,651 | 36 |
| 44 | 14 | 47 |
|  |  | $(150) b p$ |
| $16.2 \%$ |  | $(400)$ |

Cash Operating
Earnings (b)
Average Common Equity
Average Managed Assets Shareholder Value Added Cash Return on

Common Equity Cash Overhead Ratio
\$ 7, 487

| $\$ 7,487$ | $\$$ | 104 |
| :---: | ---: | :---: |
| 1,176 | 51 | 5 |
|  |  |  |
| 1,287 | 42 | 3 |
| 8,084 | 427 | 6 |
| 144,650 | 15,969 | 12 |
| 487 | 5 | 1 |
|  |  | $(40) \mathrm{bp}$ |
| $21.0 \%$ |  | 200 |

200

| $\$ 17,568$ | $\$ 1,030$ |  |
| ---: | :---: | :---: |
| 3,480 | $(231)$ | $6 \%$ |
|  |  | $(6)$ |
| 3,798 | $(132)$ | $(3)$ |
| 23,913 | 1,916 | 9 |
| 419,397 | 37,493 | 10 |
| 1,424 | $(312)$ | $(18)$ |
| $21.0 \%$ |  | $(260) b p$ |
| 58 |  | 600 |

(a) Total column includes Support Units, Corporate and the net effect of management accounting policies.
(b) Cash Operating Earnings represent operating earnings excluding the amortization of goodwill and certain other intangibles.
bp - Denotes basis points; 100 bp equals $1 \%$.
NM - Not meaningful.

## INVESTMENT BANK

Investment Bank combines the strengths of a leading commercial bank and a leading investment bank to meet the needs of corporations, institutional investors, financial institutions and governments around the world. The Investment Bank integrates a broad range of leading product capabilities, industry knowledge and geographic reach to produce superior customer solutions. Through its presence in more than 50 countries, the Investment Bank serves an extensive array of clients, from large corporations with long-standing investment relationships to a growing franchise of clients in the fastest growing sectors of the New Economy.

In the Investment Bank, cash expense growth for the 2000 third quarter exceeded operating revenue growth, resulting in a decline in cash operating earnings of $9 \%$, when compared with the third quarter of 1999. Cash expenses of $\$ 1.26$ billion in the third quarter of 2000 were up $47 \%$ from the 1999 third quarter and increased from $\$ 1.06$ billion in the second quarter of 2000. The increases were driven by acquisitions and spending to build up the investment banking platform. Management is committed to achieving a better balance of expense-to-revenue growth in the Investment Bank. Shareholder Value Added declined 67\% from the third quarter of 1999, reflecting both the decrease in cash operating earnings and the higher capital allocated to the Investment Bank to support acquisitions (Flemings, Beacon and H\&Q). For the first nine months of 2000, operating revenues increased 14\%, while cash expense growth was $36 \%$, resulting in a decline in cash operating earnings of $1 \%$. Shareholder Value Added for the first nine months of 2000 declined $8 \%$ reflecting the higher capital allocation. For a further discussion of the Investment Bank's products, see the Revenue section beginning on page 15.

The following table sets forth certain key financial performance measures of the businesses within the Investment Bank.
(in millions, except ratios)
THIRD QUARTER
bp - Denotes basis points; 100 bp equals $1 \%$.
NM - Not meaningful.
For a discussion of the profiles for each business within the Investment Bank, see page 31 of Chase's 1999 Annual Report. The following discussion focuses on the financial highlights of each business for the third quarter and first nine months of 2000.

## GLOBAL MARKETS

Operating revenues for Global Markets remained strong during 2000, although slightly lower than in the third quarter and the first nine months of 1999. Total trading revenues, including related net interest income, were $\$ 680$ million in the third quarter of 2000, compared with $\$ 679$ million in the third quarter of 1999. Gains in debt, equity and foreign exchange trading were offset by a decline in interest rate derivatives, due to slower trading activity and an overall decline in market volatility, which adversely affected the flows and spreads of that business. Total trading revenues rose $14 \%$ to $\$ 2.6$ billion for the first nine months of 2000, driven by foreign exchange and equity and commodities trading. Cash operating earnings decreased $35 \%$ in the 2000 third quarter and declined $17 \%$ for the first nine months of 2000 , due to higher incentives and increased investment in the Global Markets business.

Chase's treasury businesses are managed through a "total return" discipline, which measures economic value-added by capturing both realized income (securities gains and net interest income) and unrealized gains or losses on assets and liabilities. The total return (pre-tax before expenses) from the interest rate risk management activities of the treasury units amounted to \$125 million for the third quarter 2000 and $\$ 651$ million for the nine months of 2000, compared with $\$(13)$ million and $\$ 227$ million, respectively, for the same periods in 1999.

## GLOBAL INVESTMENT BANK

Revenues for the Global Investment Bank increased 54\% from the 1999 third quarter. However, as a result of significantly higher cash expenses, cash operating earnings declined $15 \%$ in the 2000 third quarter, when compared with the 1999 third quarter. As a result of the strong results of the first half of 2000, revenues and cash operating earnings rose $75 \%$ and $55 \%$, respectively, in the first nine months of 2000 when compared with the first nine months of 1999. The revenue increases were driven by record merger and acquisition advisory fees and equity underwriting fees. They were partially offset by lower loan syndication and high yield securities underwriting fees resulting from a slowdown in the leveraged finance markets. Cash operating earnings were adversely affected in each period of 2000 by higher expenses driven by acquisitions and spending to build up the investment banking platform.

## CORPORATE LENDING AND PORTFOLIO MANAGEMENT

Corporate Lending and Portfolio Management revenues and cash operating earnings each remained relatively stable in the third quarter and nine months of 2000, when compared with the same periods in 1999. The effect of lower average loan levels (due to loan sales and securitizations) were offset by higher lending-related fees.

## CHASE CAPITAL PARTNERS

Chase Capital Partners is one of the world's largest and most diversified private equity investment firms with approximately $\$ 10.5$ billion in direct and fund investments. In addition, CCP manages approximately $\$ 11.4$ billion of leveraged loan/high-yield funds and investments in other equity and asset funds, bringing total funds under management to approximately $\$ 21.9$ billion.

## CHASE CAPITAL PARTNERS

Third Quarter
Nine Months

|  |  |  | 2000 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | CASH | CASH |
|  | RATING |  | OPERATING | OVERHEAD |
|  | ENUES |  | EARNINGS | RATIO |
| \$ | (88) | \$ | (106) | NM |
|  | 611 |  | 265 | 34\% |


| Over/(Under) 1999 |  |  |
| :---: | :---: | :---: |
|  | Cash | Cash |
| Operating | Operating | Overhead |
| Revenues | Earnings | Ratio |
| NM | NM | NM |
| (46)\% | (59)\% | 2,300 bp |

bp - Denotes basis points; 100 bp equals $1 \%$.
NM - Not meaningful.
Operating revenues, cash operating earnings and SVA each were in a negative position in the 2000 third quarter, primarily a result of unrealized write-downs of the carrying values of publicly-held securities in the portfolio (primarily telecommunication securities). Publicly-held securities comprise approximately 20\% of the total portfolio at September 30, 2000. Revenues and cash operating earnings declined $46 \%$ and $59 \%$, respectively, in the first nine months of 2000, principally due to the market declines during the 2000 third quarter, partially offset by cash gains from the sales of securities. For a further discussion of CCP's revenues and investment portfolio, see page 17.

## GLOBAL SERVICES

Global Services is a recognized leader in information and transaction processing
services, moving trillions of dollars daily in securities and cash for its wholesale customers. For a discussion of the profiles for each business within Global Services, see page 34 of Chase's 1999 Annual Report.
GLOBAL SERVICES
(in millions, except ratios)
bp - Denotes basis points; 100 bp equals $1 \%$.
In the third quarter of 2000, Global Services' operating revenues increased 9\% over the prior-year quarter to $\$ 875$ million, reflecting increased activity in its securities businesses. Cash operating earnings for Global Services for the third quarter of 2000 increased $24 \%$, when compared with the 1999 third quarter. Shareholder Value Added increased to $\$ 93$ million, an $82 \%$ increase over the prior year quarter. For the nine months of 2000, operating revenues, cash operating earnings and Shareholder Value Added increased $13 \%, 26 \%$ and $118 \%$, respectively.

Global Investor Services, Chase's custody business, experienced a $14 \%$ and $20 \%$ rise in operating revenues in the third quarter and first nine months of 2000, respectively, when compared with the same periods a year ago. These increases reflect net asset growth and higher transaction volume. During the 2000 third quarter, total assets under custody grew 16\%, while the higher margin cross-border assets under custody increased 20\%, when compared with the 1999 third quarter.

Operating revenues at Capital Markets Fiduciary Services, Chase's institutional trust business, increased $20 \%$ from both the 1999 third quarter and 1999 first nine months results, reflecting continued growth through expansion into new markets and growth in structured and collateral management products, particularly in Texas and the U.K.

- Operating revenues at Chase Treasury Solutions, Chase's cash management and payments business, increased $2 \%$ in the 2000 third quarter and increased $4 \%$ in the first nine months of 2000, when compared with the prior-year periods, reflecting higher revenues from all products, rising interest rates, and increased balances maintained by customers, partially offset by the repositioning of the trade finance business. Operating leverage continues to improve through aggressive expense control, contributing to a significant improvement in SVA.

Management anticipates that Global Services will realize double-digit income growth over the remainder of the year, as a result of improved efficiencies and growth in market share in a consolidating industry.

## WEALTH MANAGEMENT

Chase's Wealth Management businesses include private banking and asset management. Operating revenues and cash operating earnings were up 76\% and 116\%, respectively, from the 1999 third quarter, and increased 52\% and 97\%, respectively, from the first nine months of 1999. Flemings results are included for two months, contributing to the revenue increases; however, expenses will also be higher this year and next year as a result of the amortization of the cost of retention bonuses entered into in connection with the Flemings acquisition. SVA was negative in the 2000 third quarter, reflecting the higher capital allocation for Flemings.
WEALTH MANAGEMENT
(in millions, except ratios)
bp - Denotes basis points; 100 bp equals 1\%.
Revenues from the Global Private Bank increased to $\$ 305$ million, up $36 \%$ from the third quarter of 1999. These results reflect broad-based global growth. Cash operating earnings grew 16\%, compared with the prior-year quarter. As of September 30, 2000, the Global Private Bank had more than $\$ 180$ billion in client assets (of which approximately $\$ 62$ billion were assets under management).

- Revenues from Asset Management increased to $\$ 165$ million, compared with $\$ 43$ million in the third quarter of 1999 . These results include revenues from Flemings. As of September 30, 2000, assets under management were $\$ 182$ billion.

NATIONAL CONSUMER SERVICES
National Consumer Services serves over 30 million customers nationwide, offering a wide variety of financial products and services through a diverse array of distribution channels. NCS is focused on delivering financial solutions to consumers, as well as middle market and small businesses, across the U.S. Financial solutions are delivered through distribution channels that include internet banking, branch and ATM networks, telephone and direct mail.

Operating revenues for National Consumer Services increased to $\$ 2.6$ billion, an increase of $3 \%$ over the third quarter of 1999. Cash operating earnings of $\$ 492$ million increased by $13 \%$ for the third quarter of 2000. All five businesses within NCS reported double-digit cash operating earnings growth.

NCS' operating revenues for the first nine months of 2000 were relatively flat, when compared with the nine months of 1999; cash operating earnings were 3\% higher than the same period in 1999, reflecting the benefits of expense management and good credit quality. The first quarter of 2000 included a $\$ 100$ million decrease in auto lease residual values, which was accounted for as a reduction in net interest income.

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

| THIRD QUARTER | 2000 |  |  |  |  | Over/(Under) 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions, except ratios) |  | RATING ENUES |  | TING <br> INGS | $\begin{aligned} & \text { CASH } \\ & \text { OVERHEAD } \\ & \text { RATIO } \end{aligned}$ | Operating Revenues | Cash Operating Earnings | Cash Overhead Ratio |
| Chase Cardmember Services | \$ | 943 | \$ | 141 | 36\% | -- | 14\% | 200 bp |
| Regional Banking Group |  | 771 |  | 139 | 64 | 7\% | 36 | (600) |
| Chase Home Finance |  | 354 |  | 94 | 56 | 13 | 21 | -- |
| Diversified Consumer Services |  | 160 |  | 36 | 49 | 5 | 24 | (700) |
| Middle Markets |  | 274 |  | 70 | 52 | 4 | 13 | (200) |
| Other NCS |  | 85 |  | 12 | NM | NM | NM | NM |
| Total | \$ | 2,587 | \$ | 492 | 50\% | 3\% | 13\% | (100) bp |


| NINE MONTHS | 2000 |  |  |  |  | Over/(Under) 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions, except ratios) | OPERATING REVENUES |  | CASH OPERATING EARNINGS |  | CASH OVERHEAD RATIO | Operating Revenues | Cash Operating Earnings | Cash Overhead Ratio |
| Chase Cardmember Services | \$ | 2,719 | \$ | 348 | 35\% | (4)\% | 1\% | 200 bp |
| Regional Banking Group |  | 2,277 |  | 390 | 65 | 8 | 29 | (400) |
| Chase Home Finance |  | 997 |  | 239 | 59 | 13 | 10 | 200 |
| Diversified Consumer Services |  | 404 |  | 53 | 62 | (11) | (44) | 1,000 |
| Middle Markets |  | 811 |  | 196 | 53 | 6 | 15 | (300) |
| Other NCS |  | 279 |  | 61 | NM | NM | NM | NM |
| Total | \$ | 7,487 | \$ | 1,287 | 52\% | 1\% | 3\% | 200 bp |

[^1]NM - Not meaningful.
For a discussion of the profiles for each business within NCS, see page 33 of Chase's 1999 Annual Report. The following discussion focuses on the 2000 third quarter and nine months financial highlights of each business.

CHASE CARDMEMBER SERVICES
Cash operating earnings for Chase Cardmember Services for the third quarter of 2000 were up $14 \%$, when compared with the third quarter of 1999, reflecting significantly improved credit quality. Operating revenues essentially were flat from the prior year quarter as higher consumer purchase volume and higher fee-based revenues offset the impact of higher interest rates and a lower level of late fees. Expenses were up, reflecting the impact of higher marketing spending. New account acquisitions were significantly higher in the third quarter of 2000, and credit card outstandings were more than $\$ 1$ billion higher than in the second quarter of this year

REGIONAL BANKING GROUP
Regional Banking Group revenues rose $7 \%$ from the third quarter of 1999, and cash operating earnings grew by $36 \%$, with similar increases in revenues and cash operating earnings from the nine months of 1999. These increases reflected higher deposit levels in consumer banking and the small business sector, the benefit from higher interest rates, growth in fees (banking, debit card and brokerage) and disciplined expense management.

CHASE HOME FINANCE
Chase Home Finance revenues increased $13 \%$ for both the third quarter and first nine months of 2000. Cash operating earnings rose $21 \%$, when compared with the 1999 third quarter and increased $10 \%$, when compared with the first nine months of 1999. Growth in servicing fee income for both 2000 periods and gains on securities used to hedge mortgage servicing rights were partially offset by declines in residential mortgage warehouse activity. Origination volume declined in the first nine months of 2000, when compared with the 1999 level as a result of the rising interest rate environment. Originations (residential, home equity and manufactured housing) for the third quarter and first nine months of 2000 were $\$ 20.5$ billion and $\$ 53.9$ billion, respectively, and included originations from the retail, wholesale and correspondent (traditional and negotiated) channels.

DIVERSIFIED CONSUMER SERVICES
Diversified Consumer Services cash operating earnings were up $24 \%$, and revenues increased $5 \%$ from the same 1999 quarter. Income growth was positively affected by a change in internal cost allocation as well as improving auto origination volumes and growth in the discount brokerage business, and was negatively affected by the impact of higher interest rates. As a result of a $\$ 100$ million decrease in the estimated auto lease residual value in the 2000 first quarter, operating revenues and cash operating earnings declined $11 \%$ and $44 \%$, respectively, in the first nine months of 2000, when compared with the first nine months of 1999. Revenues from the discount brokerage business rose to \$171 million for the first nine months of 2000, a $42 \%$ increase, when compared with the same period last year.

## MIDDLE MARKETS

Middle Markets revenues were $\$ 274$ million, an increase of $4 \%$ from the third quarter of 1999, and were $\$ 811$ million, an increase of $6 \%$ from the nine months of 1999. Cash operating earnings increased $13 \%$ over the prior-year quarter and $15 \%$ over the prior-year first nine months. These results reflect disciplined expense management, continued strength in new business and financing activities during 2000, and higher deposit volumes and spreads.

SUPPORT UNITS AND CORPORATE
Support Units include Chase.com, Chase Business Services and Technology Solutions. For a further discussion of the business profile of these support units, see page 35 of Chase's 1999 Annual Report.

Corporate includes the effects remaining at the corporate level after the implementation of management accounting policies. For the third quarters of 2000 and 1999, Support Units and Corporate had cash operating earnings of $\$ 6$ million and $\$ 34$ million, respectively. For the first nine months of 2000 and 1999, there was a cash operating loss of \$(5) million and \$(7) million, respectively, for these units. Chase utilizes an internal expense allocation process that aligns the cost of each of its operational and staff support services with the respective revenue-generating business. This allows Chase to evaluate the performance of each of its businesses on a fully allocated basis.

The following discussion of Chase's credit risk management focuses primarily on developments since December 31, 1999 and should be read in conjunction with pages 37-44 and 62-64 of Chase's 1999 Annual Report.

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

|  | CREDIT-RELATED ASSETS |  | NONPERFORMING ASSETS |  | PAST DUE 90 DAYS \& OVER AND ACCRUING |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) CONSUMER LOANS: | SEPTEMBER 30, 2000 | $\begin{gathered} \text { Dec } 31, \\ 1999 \end{gathered}$ | SEPTEMBER 30, 2000 | $\begin{array}{r} \text { Dec } 31 \\ 1999 \end{array}$ | SEPTEMBER | $\begin{array}{r} 30 \\ 2000 \end{array}$ |  | $\begin{gathered} \text { ec } 31, \\ 1999 \end{gathered}$ |
| Domestic Consumer: |  |  |  |  |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ 48,858 | \$ 44, 262 | \$ 273 | \$ 286 |  | \$ 1 | \$ | -- |
| Credit Card - Reported | 14,981 | 15,633 | 30(b) | 40(b) |  | 266 |  | 280 |
| Credit Card Securitizations (a) | 18,022 | 17,939 | -- | -- |  | 329 |  | 348 |
| Credit Card - Managed | 33,003 | 33,572 | 30 | 40 |  | 595 |  | 628 |
| Auto Financings | 19,921 | 18,442 | 80 | 83 |  | 1 |  | 2 |
| Other Consumer | 6,931 | 6,902 | 4 | 7 |  | 56 |  | 65 |
| Total Domestic Consumer | 108,713 | 103,178 | 387 | 416 |  | 653 |  | 695 |
| Foreign Consumer | 2,551 | 2,800 | 9 | 22 |  | 8 |  | 15 |
| TOTAL CONSUMER LOANS | 111,264 | 105,978 | 396 | 438 |  | 661 |  | 710 |
| COMMERCIAL LOANS: |  |  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 49,248 | 48,097 | 571 | 380 |  | 41 |  | 23 |
| Commercial Real Estate | 3,151 | 3,636 | 64 | 51 |  | -- |  | 5 |
| Financial Institutions | 6,420 | 4,211 | 10 | 12 |  | -- |  | -- |
| Total Domestic Commercial | 58,819 | 55,944 | 645 | 443 |  | 41 |  | 28 |
| Foreign Commercial: |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 30,930 | 25,179 | 586 | 642 |  | 1 |  | 4 |
| Commercial Real Estate | 94 | 125 | -- | -- |  | -- |  | -- |
| Financial Institutions | 5,691 | 3,598 | 20 | 96 |  | -- |  | 20 |
| Foreign Governments | 2,482 | 3,274 | 36 | 41 |  | -- |  | -- |
| Total Foreign Commercial | 39,197 | 32,176 | 642 | 779 |  | 1 |  | 24 |
| TOTAL COMMERCIAL LOANS | 98,016 | 88,120 | 1,287 | 1,222 |  | 42 |  | 52 |
| Derivative and FX Contracts (c) | 31,926 | 33,611 | 52 | 34 |  | -- |  | 1 |
| TOTAL COMMERCIAL CREDIT-RELATED | 129,942 | 121,731 | 1,339 | 1,256 |  | 42 |  | 53 |
| TOTAL MANAGED CREDIT-RELATED | \$241, 206 | \$227,709 | \$1,735 | \$1,694 |  | \$ 703 |  | 763 |
| Assets Acquired as Loan Satisfactions |  |  | 81 | 102 |  |  |  |  |
| TOTAL NONPERFORMING ASSETS |  |  | \$1,816 | \$1,796 |  |  |  |  |

NET CHARGE-OFFS

| (in millions, except ratios) | THIRD QUARTER |  |  |  |  |  | NINE MONTHS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CONSUMER LOANS: |  | 2000 |  | 1999 |  | 2000 |  | 1999 |
| Domestic Consumer: |  |  |  |  |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ | 7 | \$ | 9 | \$ | 26 |  | \$ 19 |
| Credit Card - Reported |  | 167 |  | 207 |  | 521 |  | 641 |
| Credit Card Securitizations (a) |  | 236 |  | 238 |  | 732 |  | 753 |
| Credit Card - Managed |  | 403 |  | 445 |  | 1,253 |  | 1,394 |
| Auto Financings |  | 20 |  | 19 |  | 63 |  | 57 |
| Other Consumer |  | 38 |  | 49 |  | 113 |  | 144 |
| Total Domestic Consumer |  | 468 |  | 522 |  | 1,455 |  | 1,614 |
| Foreign Consumer |  | 8 |  | 9 |  | 27 |  | 27 |
| TOTAL CONSUMER LOANS |  | 476 |  | 531 |  | 1,482 |  | 1,641 |
| COMMERCIAL LOANS: |  |  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 64 |  | 57 |  | 164 |  | 106 |
| Commercial Real Estate |  | (3) |  | (2) |  | (6) |  | (13) |
| Financial Institutions |  | 1 |  | 11 |  | 20 |  | 39 |
| Total Domestic Commercial |  | 62 |  | 66 |  | 178 |  | 132 |
| Foreign Commercial: |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 4 |  | 29 |  | 52 |  | 139 |
| Commercial Real Estate |  | -- |  | -- |  | -- |  | -- |
| Financial Institutions |  | -- |  | 7 |  | (1) |  | 5 |


(a) Represents the portion of Chase's credit card receivables that have been securitized.
(b) Includes currently performing loans placed on a cash basis because of concerns as to collectibility.
(c) Charge-offs for risk management instruments are included in trading revenue.

Part I
Item 2(continued)
Chase's managed credit-related assets of $\$ 241$ billion at September 30, 2000 increased 6\%, compared with year-end 1999. Commercial loans rose $\$ 9.9$ billion, notably in the foreign commercial loan portfolio (primarily as a result of the acquisition of Flemings). Consumer managed credit-related assets increased $\$ 5.3$ billion, largely in the 1-4 family residential mortgage portfolio, while derivative and foreign exchange instruments declined $\$ 1.7$ billion. Chase's credit-related portfolio is balanced between commercial and consumer assets, with consumer assets comprising approximately $46 \%$ of Chase's managed credit-related portfolio. The credit quality of Chase's commercial credit-related assets, including derivative and foreign exchange instruments, remains strong. The portion of the commercial portfolio considered investment grade was 55\% at September 30, 2000, up from 54\% at December 31, 1999.

Management currently believes that Chase's nonperforming assets at December 31, 2000 will be approximately at the same level as December 31, 1999.

Net charge-offs in the managed portfolio were $\$ 541$ million in the third quarter of 2000, a decline of $\$ 92$ million from the third quarter of 1999, reflecting decreases in net charge-offs in the managed credit card portfolio. The Federal Financial Institutions Examination Council ("FFIEC") has adopted a policy statement on the classification of consumer loans. The revised policy establishes uniform guidelines for the charge-off of consumer loans to delinquent, bankrupt, deceased and fraudulent borrowers. Chase intends to implement this policy during the fourth quarter of 2000; as a result, Chase anticipates that there will be a temporary increase in its consumer net charge-offs for the fourth quarter of 2000. Absent the effects of the adoption of this policy, management expects that credit costs, on a managed basis, will remain relatively stable over the remainder of 2000 and that total credit costs for 2000 will be lower than in 1999. Over time, Chase expects annual commercial net charge-offs to be in a range of $40-60 \mathrm{bp}$ of loans. For full-year 2000, management expects commercial net charge-offs will be near the lower end of that range.

AVERAGE ANNUAL NET CHARGE-OFF RATES

|  | THIRD QUARTER |  | NINE MONTHS |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| CONSUMER LOANS |  |  |  |  |
| 1-4 Family Residential Mortgages | . $06 \%$ | . $08 \%$ | . $07 \%$ | . $06 \%$ |
| Credit Card - Managed (a) | 4.97 | 5.53 | 5.16 | 5.81 |
| Auto Financings | . 41 | . 41 | . 44 | . 42 |
| Other Consumer (b) | 1.84 | 2.25 | 1.78 | 2.05 |
| Total Consumer Loans | 1.73 | 2.07 | 1.84 | 2.13 |
| COMMERCIAL LOANS |  |  |  |  |
| Total Commercial Loans | . 27 | . 46 | . 33 | . 42 |
| Total Managed Loans | 1.05 | 1.33 | 1.14 | 1.34 |

(a) Includes domestic and foreign consumer and commercial credit card activity.
(b) Includes foreign loans.

CONSUMER LOANS
Chase's consumer portfolio is primarily domestic and is geographically well-diversified. Chase's managed consumer portfolio totaled $\$ 111$ billion at September 30, 2000, an increase of $\$ 5.3$ billion since year-end. Consumer net charge-offs, on a managed basis, were $\$ 476$ million and $\$ 1,482$ million for the third quarter and first nine months of 2000, respectively, compared with \$531 million and $\$ 1,641$ million, respectively, for the same periods of 1999, primarily reflecting a decline in credit card net charge-offs. Management anticipates credit quality in the consumer portfolio to remain stable over the remainder of the year, although there will be a temporary increase in consumer net charge-offs for the fourth quarter of 2000 as a result of the adoption of the FFIEC policy noted above.

RESIDENTIAL MORTGAGE LOANS: Residential mortgage loans were $\$ 48.9$ billion at September 30, 2000, a $\$ 4.6$ billion increase from year-end balances, while the level of nonperforming residential mortgage loans decreased 5\%. The loss rates of . $06 \%$ for the third quarter of 2000 and $.07 \%$ for the first nine months of 2000 reflect the continued strong credit quality of this portfolio. Residential mortgage loans have increased since year-end due to a higher level of new adjustable rate mortgages (which are more frequently retained in the portfolio), representing a greater proportion of total new originations (as borrowers more frequently select adjustable rate mortgages in an increasing interest rate environment).

Part I
Item 2 (continued)
CREDIT CARD LOANS: Chase analyzes its credit card portfolio on a "managed basis," which includes credit card receivables on the balance sheet as well as credit card receivables that have been securitized. The amounts discussed below include domestic and international consumer and commercial credit card activity (for reporting purposes, commercial credit cards are reported within the commercial loan category).

Average managed credit card receivables of $\$ 32.9$ billion for the third quarter of 2000 were relatively flat, when compared with the same period of 1999. During the 2000 third quarter, net charge-offs as a percentage of average credit card receivables decreased to $4.97 \%$, compared with $5.53 \%$ in the prior-year period. Loans over 90 days past due dropped to $1.80 \%$ of the portfolio at September 30 , 2000, compared with $1.87 \%$ at December 31, 1999. Management anticipates that the managed credit card net charge-off ratio for the full-year 2000 will be lower than full-year 1999 notwithstanding the anticipated increase from adoption of the FFIEC policy noted above.

AUTO FINANCINGS: Auto financings outstanding increased $8 \%$ at September 30, 2000, when compared with year-end 1999. The charge-off rate of $.41 \%$ for the 2000 third quarter is indicative of this portfolio's selective approach to asset origination. Total originations were $\$ 8.7$ billion for the nine months of 2000, compared with $\$ 9.2$ billion for the same 1999 period

OTHER CONSUMER LOANS: The level of other domestic consumer loans of $\$ 6.9$ billion at September 30, 2000 remained comparable with year-end levels. Net charge-offs related to the portfolio decreased in both the third quarter and first nine months of 2000. The decrease in net charge-offs reflects the sale in late 1999 of an underperforming segment of a secured portfolio.

COMMERCIAL LOANS
oan outstandings for Chase's commercial portfolio increased $\$ 9.9$ billion since year-end, primarily due to the acquisition of Flemings, which contributed approximately $\$ 6.7$ billion in commercial loans. Commercial net charge-offs in he third quarter of 2000 were $\$ 65$ million, compared with $\$ 102$ million in the third quarter of 1999. For the first nine months of 2000, commercial net charge-offs were $\$ 229$ million, compared with $\$ 275$ million for the same 1999 period.

COMMERCIAL AND INDUSTRIAL: The domestic commercial and industrial portfolio increased $\$ 1.2$ billion from 1999 year-end, reflecting general business activity. Net charge-offs in the 2000 third quarter amounted to $\$ 64$ million, compared with $\$ 57$ million in the 1999 third quarter. Nonperforming domestic commercial and industrial loans were $\$ 571$ million, an increase of $\$ 191$ million from the 1999 year-end as a result of loans with several borrowers in different industries becoming nonperforming during the year. The foreign commercial and industrial portfolio totaled $\$ 30.9$ billion at September 30, 2000, an increase of $23 \%$ from the 1999 year-end level, primarily as a result of the acquisition of flemings. Nonperforming foreign commercial and industrial loans were $\$ 586$ million, a decrease of $\$ 56$ million from year-end 1999. Net charge-offs in the foreign commercial and industrial loan portfolio for the third quarter of 2000 decreased to \$4 million, or by $86 \%$, from the same period in 1999

COMMERCIAL REAL ESTATE: Commercial real estate loans decreased \$0.5 billion from 1999 year-end levels, principally as a result of securitizations, sales and repayments.

FINANCIAL INSTITUTIONS: Loans to financial institutions increased $\$ 4.3$ billion during 2000, when compared with year-end, primarily in the domestic portion of the portfolio. Nonperforming financial institution loans decreased $72 \%$ to $\$ 30$ million, primarily due to one counterparty in the foreign portfolio returning to performing status.

FOREIGN GOVERNMENTS: Foreign government loans were $\$ 2.5$ billion at September 30, 2000, a $\$ 0.8$ billion decrease from year-end levels. Nonperforming foreign government loans decreased to $\$ 36$ million, or by $12 \%$, from 1999 year-end levels.

DERIVATIVE AND FOREIGN EXCHANGE CONTRACTS
For a discussion of the derivative and foreign exchange contracts utilized in connection with Chase's trading and A/L activities, see page 42 and Notes 1 and 19 of Chase's 1999 Annual Report. The following table provides the remaining maturities of derivative and foreign exchange contracts outstanding at September 30, 2000 and December 31, 1999.

| AT SEPTEMBER 30, 2000 |  |  |  |
| :---: | :---: | :---: | :---: |
| INTEREST | FOREIGN | EQUITY, |  |
| RATE | EXCHANGE | COMMODITY AND |  |
| CONTRACTS | CONTRACTS | OTHER CONTRACTS | TOTAL |


| Interest | Foreign |
| :---: | :--- |
| Rate | Exchange |
| Contracts | Contracts |

Equity, Commodity and Other Contracts Total

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CROSS-BORDER EXPOSURE
The following table presents Chase's exposure to emerging Latin America and
Asia. Cross-border disclosure is based on FFIEC guidelines governing the determination of cross-border risk. For a further discussion of Chase's country exposure, see page 43 of Chase's 1999 Annual Report.

SELECTED COUNTRY EXPOSURE (a)

|  | AT SEPTEMBER 30, 2000 |  |  |  |  |  |  |  |  |  |  |  | At Dec 31, 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in billions) |  | LENDINGRELATED <br> (b) |  | TRADINGELATED (c) |  | GROSS OCAL OUNTRY ASSETS |  | LESS <br> LOCAL <br> FUNDING | CRO EX | ET <br> S-BORDER <br> OSURE <br> (a) | COUNT AGF | -RELATED SALE EMENTS ) | N Cros Exp | t <br> -Border <br> sure | Cou <br> Rel Re <br> Agre | try- <br> ted <br> ale <br> ments |
| TOTAL LATIN AMERICA (d) | \$ | $\begin{gathered} 6.0 \\ ===== \end{gathered}$ |  | $\begin{array}{r} 2.1 \\ ===== \end{array}$ |  | 1.6 |  | $=$ |  | - 8.6 | \$ | $\xrightarrow{2.1}=$ | \$ | $\xrightarrow{8.8}$ | \$ | $2.1$ |
| EMERGING ASIA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| International Monetary |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fund ("IMF") Countries: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| South Korea | \$ | 0.4 | \$ | 0.2 |  | 1.3 |  | 1.3 |  |  | \$ | -- |  |  | \$ | -- |
| Indonesia |  | 0.6 |  | 0.1 |  | 0.1 |  | 0.1 |  | 0.7 |  | - - |  | 0.9 |  | -- |
| Thailand |  | 0.1 |  | 0.1 |  | 0.7 |  | 0.3 |  | 0.6 |  | -- |  | 0.7 |  | -- |
| Subtotal |  | 1.1 |  | 0.4 |  | 2.1 |  | 1.7 |  | 1.9 |  | -- |  | 3.0 |  | -- |
| Other Emerging Asia |  | 4.8 |  | 0.7 |  | 6.5 |  | 5.7 |  | 6.3 |  | -- |  | 3.4 |  | -- |
| TOTAL EMERGING ASIA (e) | \$ | 5.9 | \$ | 1.1 | \$ | 8.6 |  | 7.4 |  | \$8.2 (f) |  | -- |  | 6.4 | \$ |  |

(a) Cross-border disclosure is based on FFIEC guidelines governing the determination of cross-border risk. Under FFIEC guidelines, resale agreements are reported by the country of the issuer of the underlying security. Chase, however, does not consider the cross-border risk of resale agreements to depend upon the country of the issuer of the underlying security and, as a result, has presented these amounts separately in the above table.
(b) Includes loans and accrued interest receivable, interest-bearing deposits with banks, acceptances, other monetary assets, issued letters of credit and undrawn commitments to extend credit.
(c) Includes cross-border trading debt and equity instruments and the mark-to-market exposure of foreign exchange and derivative contracts. The amounts associated with foreign exchange and derivative contracts are presented after taking into account the impact of legally enforceable master netting agreements.
(d) Excludes Bermuda and Cayman Islands.
(e) Excludes Japan, Australia and New Zealand.
(f) The increase in the net cross-border exposure since year-end is due to the acquisition of Flemings.

## ALLOWANCE FOR CREDIT LOSSES

Loans: Chase's allowance for loan losses is intended to cover probable credit losses as of September 30, 2000 for which either the asset is not specifically identified or the size of the loss has not been fully determined. Within the allowance, there are both specific and expected loss components as well as a portfolio segment and a residual component. For a further discussion of the specific, expected, portfolio segment and residual components of the allowance for loan losses, see page 44 of Chase's 1999 Annual Report.

September 30, 2000 versus September 30, 1999: The provision for loan losses decreased $\$ 93$ million or $23 \%$ when compared to the third quarter of 1999. The decrease in provision is attributable to the decreases in net charge-offs for both the consumer and commercial portfolios when compared to the second quarter of 2000 and third quarter of 1999. Net charge-offs for the overall loan portfolio decreased $23 \%$ during the third quarter of 2000 when compared to the same period in 1999.

The provision for loan losses decreased $\$ 188$ million during the first nine months of 2000. The decrease in provision is principally due to decreases in consumer and foreign commercial and industrial loan net charge-offs, partially offset by increases in domestic commercial and industrial loan charge-offs. Consumer net charge-offs decreased $16 \%$ during the first nine months of 2000 and nonperforming loans decreased $10 \%$ from December 31, 1999.

Foreign commercial and industrial loans net charge-offs decreased $63 \%$ during the first nine months of 2000 and nonperforming loans decreased $9 \%$ from December 31, 1999. However, domestic commercial and industrial net charge-offs and nonperforming loans increased $55 \%$ and $50 \%$, respectively, during the same


September 30, 2000 versus December 31, 1999: The specific loss component increased 6\% from year-end 1999 due to an increase in loans deemed by Chase to be criticized. In addition during 2000, Chase established a portfolio segment component of $\$ 200$ million to cover increased risks in the noninvestment grade segment of its commercial loan portfolio. The expected loss component decreased $10 \%$ from year-end principally due to improvement in consumer credit loan quality during the first nine months of 2000. The residual component at September 30, 2000 was 19\% compared with $18 \%$ at 1999 year-end.

December 31, 1999 versus December 31, 1998: The specific loss component increased 29\% principally due to the deteriorating creditworthiness of one large customer in Asia. The expected loss component increased $2 \%$ due to higher outstanding balances in the consumer loans portfolio offset by improvement in the commercial loan portfolio. A portfolio segment component was established in 1998 to address the heightened risk profile with respect to emerging markets cross border exposures. This component was released in 1999 due to the realization of certain Asian charge-offs and the recovery of the emerging markets. The residual component at December 31,1999 was $18 \%$ compared with $19 \%$ at December 31, 1998.

Lending-Related Commitments: Chase also has an allowance for its lending-related commitments, using a methodology similar to that for the loan portfolio. This allowance, which is reported in Other Liabilities, was $\$ 170$ million at each of September 30, 2000, December 31, 1999 and December 31, 1998.

The following discussion of Chase's market risk management focuses primarily on developments since December 31, 1999 and should be read in conjunction with pages 45-50 and Notes 1 and 19 of Chase's 1999 Annual Report.

VAR AGGREGATE EXPOSURE
Value-at-risk ("VAR") is a measure of the dollar amount of potential loss from adverse market moves in an everyday market environment. The VAR looks forward one trading day and is the loss expected to be exceeded with a 1 in 100 chance. The table that follows represents Chase's average and period-end VARs for its trading portfolios and its A/L activities. During the 12-month period ended September 30, 2000, no daily trading loss exceeded that day's trading VAR. This compares with a statistically expected number of actual losses that exceed the VAR of approximately three days.

```
AGGREGATE PORTFOLIO
```

TWELVE MONTHS ENDED SEPTEMBER 30, 2000
(in millions)

Trading Portfolio Market Risk-Related

A/L Activities
Less: Portfolio Diversification
Total VAR

| AVERAGE VAR | MINIMUM VAR | MAXIMUM <br> VAR |
| :---: | :---: | :---: |
| \$ 24.9 | \$ 20.2 | \$ 30.9 |
| 70.8 | 60.4 | 99.8 |
| (19.0) | NM | NM |
| \$ 76.7 | \$ 67.6 | \$106.3 |


|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| $\$ 24.4$ | $\$ 26.6$ |
| :---: | :---: |
| 68.6 | 86.4 |
| $(20.9)$ | $(22.5)$ |
| -------- |  |
| $\$ 72.1$ | $\$ 90.5$ |
| $=====$ | $====$ |

NM- Because the minimum and maximum VAR may occur on different days for different risk components, it is not meaningful to compute a portfolio diversification effect. In addition, Chase's average and period-end VAR is less than the sum of the VARs of its market risk components, due to risk offsets resulting from portfolio diversification.

## TRADING ACTIVITIES

Chase is exposed to interest rate, foreign exchange, equity and commodity market risks in its trading portfolios. No single risk statistic can reflect all aspects of market risk; in addition, market exposures change continuously through daily trading activities.

Value-at-Risk: See the VAR Aggregate Exposure section above for Chase's average and period-end VARs for its total trading portfolio.

Histogram: The following histogram illustrates Chase's daily market risk-related revenue, which is defined as the daily change in value of the mark-to-market trading portfolios plus any trading-related net interest income or other revenue. Based on actual trading results for the 12 months ended September 30, 2000, Chase posted positive daily market risk-related revenue for 254 out of 261 business trading days, with 90 business days exceeding positive $\$ 20$ million. Chase incurred no daily trading losses in excess of negative $\$ 10$ million over the past 12 months. In addition, there were no days in the third quarter of 2000 in which Chase incurred a trading loss.

[Graphic of Daily Market Risk-Related Revenue - See Appendix I]

Stress Testing: Whereas VAR captures Chase's exposure to unlikely events in normal markets, stress testing discloses the risk under plausible events in abnormal markets. Portfolio stress testing is integral to the market risk management process and is co-equal with, and complementary to, VAR as a risk measurement and control tool. Giving equal weight to each produces a risk profile that, in Chase management's view, is diverse, disciplined and flexible enough to capture revenue-generating opportunities during times of normal market moves but that also is prepared for periods of market turmoil.

Corporate stress tests are performed monthly on randomly selected dates. As of September 30, 2000, Chase's corporate stress tests consisted of five historical and four hypothetical scenarios. The historical scenarios included the 1994 bond market sell-off and the 1998 Russian crisis. The hypothetical scenarios included examinations of potential market crises originating in the United States, Japan and the Euro bloc.

The following table represents the potential stress test loss (pre-tax) in Chase's trading portfolio predicted by Chase's stress test scenarios.

Largest Monthly Stress Test - Pre-Tax


Chase also has market risk exposure in its investment portfolio and A/L activities. Market risk measurements for Chase's investment portfolio and A/L activities do not take into account all factors that have an effect on these activities, such as changes in credit quality.

Net Interest Income Sensitivity: At September 30, 2000, Chase's NII sensitivity over the next 12 months to an immediate 100 basis point shock in interest rates was estimated to be approximately $4.6 \%$ of projected net income for full-year 2000. At September 30, 1999, Chase's exposure under the same scenario was approximately $2.9 \%$ of projected 1999 net income. The increase in NII sensitivity at September 30, 2000 was primarily due to larger balance sheet positions.

Net Interest Income Stress Test: Chase's NII stress testing uses historical and hypothetical scenarios. The historical scenario is a replay of the rate and spread changes that occurred in the 1994 bond market sell-off, while the various hypothetical scenarios examine the impact of alternative patterns in the U.S. dollar yield curve and in U.S. dollar spreads. At September 30, 2000, Chase's largest potential NII stress test loss was estimated to be approximately $5.9 \%$ of projected net income for full-year 2000. NII sensitivity and NII stress test scenarios were expanded in the 2000 third quarter to include sensitivity of mortgage servicing revenues. Also, impacting NII stress test scenarios were revisions in Chase's stress test methodology during the 2000 third quarter. The potential NII stress test loss has increased during 2000 primarily due to larger balance sheet positions.

Value-at-Risk: See the VAR Aggregate Exposure section on page 35 for Chase's average and period-end VARs for its investment portfolio and market risk-related A/L activities.

Nonstatistical Risk Measures: The table that follows shows that Chase had a directional basis point value ("BPV") of \$(5.7) million (pre-tax) at September 30, 2000, indicating that the market value of Chase's A/L positions would have declined by approximately $\$ 5.7$ million for every one basis point increase in interest rates along the interest rate yield curve. This compares with a directional BPV of $\$(4.1)$ million at September 30, 1999. The following table also shows that the economic value of Chase's investment portfolio and A/L activities would have declined by $\$ 14.2$ million (pre-tax) for every one basis point widening of interest spreads. This compares with a decline of $\$ 10.4$ million (pre-tax) at September 30, 1999.

MARKET RISK-RELATED A/L ACTIVITIES

TWELVE-MONTH PERIOD ENDED SEPTEMBER 30, 2000

| (in millions) | AVERAGE | MINIMUM | MAXIMUM | $\begin{aligned} & \text { AT SEPTEMBER 30, } \\ & 2000 \end{aligned}$ | At September 30, 1999 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Directional Risk | \$ (4.4) | \$ (1.6) | \$ (6.4) | \$ (5.7) | \$ (4.1) |
| Basis Risk | (11.1) | (8.0) | (14.2) | (14.2) | (10.4) |

Economic Value Stress Testing. Chase utilizes several historical and
hypothetical scenarios when performing its economic value stress tests. As of September 30, 2000, under the 1994 bond market sell-off scenario, the potential impact on the economic value of Chase's investment portfolio and A/L activities would have been equivalent to less than $2 \%$ of Chase's market capitalization.

## IMPACT OF A/L DERIVATIVE ACTIVITY

The following table reflects the deferred gains/losses on closed derivative contracts and unrecognized gains/losses on open derivative contracts utilized in Chase's A/L activities at September 30, 2000 and December 31, 1999.
(in millions)

A/L Derivative Contracts: Net Deferred Gains (Losses) Net Unrecognized Losses (a)

Net A/L Derivative Losses
(a)

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

## CAPITAL AND LIQUIDITY RISK MANAGEMENT

The following capital and liquidity discussion should be read in conjunction with the Capital and Liquidity Risk Management section on pages 51-53 and Note 18 of Chase's 1999 Annual Report.

## CAPITAL

Chase's capital levels at September 30, 2000 remained strong, with capital ratios well in excess of regulatory guidelines. At September 30, 2000, the Tier 1 and Total Capital ratios were $7.9 \%$ and $11.6 \%$, respectively, and the Tier 1 leverage ratio was 6.3\%. These ratios were lower than at September 30, 1999 and lower than at June 30, 2000, primarily as a result of the acquisition of Flemings. Management's long-term target range for the Tier 1 Capital ratio is $8 \%$ to $8.25 \%$; however, as was the case with the third quarter of 2000 , this target may not always be maintained on a quarter-to-quarter basis in light of changing economic conditions and in response to changing business requirements. Management anticipates that Chase's Tier 1 Capital ratio will return to management's target range of $8 \%$ to $8.25 \%$, by year-end 2000.

The following table shows the sources and uses of Chase's Tier 1 Capital
(in billions)
SOURCES OF FREE TIER 1 CAPITAL
Cash Operating Earnings Less Dividends
Preferred Stock and Equivalents/Special Items
Capital for Internal Asset Growth

Total Sources of Free Cash Flow

USES OF FREE TIER 1 CAPITAL
Increases (Decreases) in Capital Ratios
Acquisitions
Repurchases Net of Stock Issuances for Employee Plans
Total Uses of Free Cash Flow
THIRD QUARTER 2000

| $\$$ | 0.6 |
| :---: | :---: |
|  | 0.1 |
|  | ----- | earmarked to support the acquisition of Flemings

Chase shareholders approved a three-for-two stock split at Chase's annual meeting on May 16, 2000. The record date for the split was May 17, 2000, and the additional shares of common stock issued as a result of the split were distributed on June 9, 2000

Chase's dividend policy is to pay common stock dividends equal to approximately $25 \%$ to $35 \%$ of Chase's operating earnings, less preferred stock dividends. Chase's future dividend policies will be determined by its Board of Directors after taking into consideration Chase's earnings and financial condition and applicable government regulations and policies.

Chase formally terminated its equity repurchase program on October 17, 2000 in connection with its proposed merger with J.P. Morgan, which is intended to be accounted for as a pooling of interests. Prior to the formal termination of the program, Chase had not repurchased any of its shares of common stock since the end of the first quarter of 2000.

At September 30, 2000, the total capitalization of Chase (the sum of Tier 1 and Tier 2 Capital) was $\$ 37.2$ billion, an increase of $\$ 0.7$ billion from December 31, 1999. This increase reflects retained earnings (net income less common and preferred dividends) generated during the period, partially offset by common stock repurchases in the first quarter of 2000, and the redemption of $\$ 100$ million of preferred stock in the 2000 second quarter.

## LIQUIDITY

While capital is held to absorb losses over time, liquidity is managed to meet Chase's known and unanticipated cash funding needs. Chase must maintain sufficient liquidity for operations to meet payment demands on borrowings and to make new loans and investments as opportunities arise. During the first nine months of 2000, Chase issued approximately $\$ 8$ billion of long-term debt and capital securities of subsidiaries, including $\$ 1.2$ billion of notes in connection with the purchase of Flemings. During the same period of 2000, \$1.7 billion of long-term debt matured.

NINE MONTHS 2000
\$

| $\$$ | 2.5 |
| :---: | :---: |
|  | $(0.3)$ |
|  | $(0.6)$ |
| .----- |  |
|  | 1.6 |


====ニ=

FULL YEAR
$\qquad$
1998
\$ 2.9
(0.7)
(0.3)
\$ 1.9
=======
\$ 1.2
0.8
(0.1)
$\$ 1.9$
=======

The following discussion of Chase's operating risk management focuses primarily on developments since December 31, 1999 and should be read in conjunction with the Operating Risk Management section on page 54 of the 1999 Annual Report.

Chase is exposed to many types of operating risk, including the risk of fraud by employees or outsiders, unauthorized transactions by employees, and errors relating to computer and telecommunications systems. In early 2000, Chase established two additional risk-management committees, each of which reports to Chase's Executive Committee: the Operating Risk Committee, which currently is reviewing the design of the control function within Chase; and the Fiduciary Risk Committee, which is responsible for approving Chase's policies for fiduciary risk.

Chase maintains systems of controls that it believes are reasonably designed to provide management and the Board of Directors with timely and accurate information about the operations of Chase. These systems have been designed to keep operating risk at appropriate levels in view of Chase's financial strength, the characteristics of its businesses and the markets in which it operates, and the competitive and regulatory environment to which it is subject. However, Chase has suffered losses from operating risk from time to time, and there can be no assurance that Chase will not suffer such losses in the future.

Chase continues its reconciliation project relating to the deficiencies identified in the computerized recordkeeping systems of the bond paying agency function within Chase's Capital Markets Fiduciary Services Group. In connection with this project, Chase incurred some immaterial costs during the first nine months of 2000. Management does not anticipate that Chase will incur any additional material costs related to this project. The Securities and Exchange Commission ("SEC") is investigating the question of whether, in connection with this matter, there have been violations of its transfer agency recordkeeping or reporting regulations and whether Chase's disclosure regarding these issues have been adequate and timely. Chase is in discussions with the staff of the SEC to resolve these issues on a mutually acceptable basis.

## SUPERVISION AND REGULATION

The following discussion should be read in conjunction with the Supervision and Regulation section on pages 1-4 of Chase's 1999 Annual Report.

## DIVIDENDS

Chase's bank subsidiaries could, without the approval of their relevant banking regulators, pay dividends to their respective bank holding companies in amounts up to the limitations imposed upon such banks by regulatory restrictions. These dividend limitations, in the aggregate, totaled approximately $\$ 3.0$ billion at September 30, 2000.

## OTHER EVENTS

On October 16, 2000, Chase agreed to sell its interest in ChaseMellon Shareholder Services, currently a 50-50 joint venture between Chase and Mellon Financial Corporation. The transaction is expected to be completed during the fourth quarter of this year.

On September 1, 2000, Chase announced it had agreed to sell its Hong Kong-based retail banking business, including Chase Manhattan Card Company Limited, to Standard Chartered PLC for approximately $\$ 1.3$ billion in cash. The sale closed on November 1, 2000.

On August 1, 2000 Chase acquired Robert Fleming Holdings Limited. The consideration issued to Flemings' shareholders consisted of pound sterling 2.6 billion in cash, or at the option of the Flemings shareholders, notes, and 65.3 million shares of Chase common stock. Chase and Flemings also have a retention arrangement for key employees in an aggregate amount of approximately $\$ 240$ million (after-tax), which will be generally expensed over the two years following the acquisition. The transaction was accounted for under the purchase method.

Chase acquired The Beacon Group, LLC, a privately-held investment banking firm, on July 6, 2000. The acquisition was accounted for under the purchase method.

## ACCOUNTING DEVELOPMENTS

The following discussion of Chase's Accounting Developments focuses primarily on developments since December 31,1999 and should be read in conjunction with the Accounting and Reporting Development section on page 55 of the 1999 Annual Report

For a further discussion of SFAS 133, see page 55 of the 1999 Annual Report. SFAS 133 requires that an entity measure all derivatives at fair value and recognize those derivatives as either assets or liabilities on the balance sheet. In addition, under SFAS 133, the change in a derivative's fair value is generally to be recognized in current period earnings. Chase, although not required to adopt SFAS 133 until calendar year 2001, already recognizes the derivatives used in its trading activities on its balance sheet at fair value, with changes in the fair values of such derivatives included in earnings. This represents the substantial majority of the derivatives utilized by Chase.

If Chase had adopted SFAS 133 at September 30, 2000 with respect to those other derivatives used by Chase as hedges of its assets, liabilities and commitments, the adoption would not have had a material impact on Chase's results of operations or financial position. However, there is no assurance that when Chase formally adopts SFAS 133 at the beginning of calendar year 2001, the adjustment required to be made at that time would not have a material impact on Chase's results of operations or financial position. The estimated September 30 adjustment may be affected by changes during the fourth quarter in the interest rate environment and by management's actions in response to such changes. Further, events in the global markets, such as those that have occurred in past years in Asia and Russia, can create imbalances in the market, resulting in temporary volatility in hedge performance. Additionally, the Financial Accounting Standards Board ("FASB") and the Derivative Implementation Group continue to address SFAS 133 implementation issues, and their conclusions may require changes in Chase's interpretations of the standard, such as the accounting of hedges for mortgage servicing rights, and loan commitments, among other issues

## SFAS 140

In September 2000, the FASB issued SFAS 140, which revises the standards set forth in SFAS 125 for the accounting of securitizations and other transfers of financial assets and collateral. Statement 140 modifies the criteria for determining whether the transferor has relinquished control of assets and therefore whether the transfer may be accounted for as a sale. SFAS 140 requires new disclosures about securitization activities and incremental disclosures about collateral in addition to maintaining the existing disclosure requirements of SFAS 125.

As issued, the disclosure provisions of SFAS 140 are effective for the 2000 fiscal year-end (December 31, 2000), and the provisions of SFAS 140 relating to the transfer of financial assets and the extinguishment of liabilities are effective for transfers after March 31, 2001. Chase currently is assessing the impact of the adoption of SFAS 140, but management believes that the adoption of SFAS 140 will not significantly affect Chase's earnings, liquidity or capital resources.

THE CHASE MANHATTAN CORPORATION
FINANCIAL HIGHLIGHTS
(IN MILLIONS, EXCEPT PER SHARE DATA AND RATIOS)

| AS REPORTED BASIS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$5,400 | \$5,191 | 4\% | \$16,741 | \$15,951 | 5\% |
| Noninterest Expense <br> (Excluding Restructuring Costs) | 3,656 | 2,981 | 23 | 10,503 | 8,994 | 17 |
| Restructuring Costs | 79 | -- | NM | 129 | -- | NM |
| Provision for Loan Losses | 305 | 398 | (23) | 979 | 1,167 | (16) |
| Net Income | 884 | 1,187 | (26) | 3,335 | 3,753 | (11) |
| Net Income per Common Share: |  |  |  |  |  |  |
| Basic | 0.69 | 0.95 | (27) | 2.66 | 2.96 | (10) |
| Diluted | 0.66 | 0.92 | (28) | 2.57 | 2.86 | (10) |
| Cash Dividends Declared | 0.32 | 0.27 | 19 | 0.96 | 0.81 | 19 |
| Book Value at Period End |  |  |  | 21.84 | 17.34 | 26 |
| Share Price at Period End |  |  |  | 46.19 | 50.25 | (8) |
| Performance Ratios: |  |  |  |  |  |  |
| Return on Average Common Equity (a) | 13\% | 22\% | (900) bp | 18\% | 23\% | (500) bp |
| Return on Average Assets (a) | 0.85 | 1.29 | (44) | 1.11 | 1.38 | (27) |
| OPERATING BASIS (b) |  |  |  |  |  |  |
| Revenue | \$5,590 | \$5,429 | 3\% | \$17,568 | \$16,538 | 6\% |
| Noninterest Expense | 3,656 | 2,981 | 23 | 10,503 | 8,894 | 18 |
| Credit Costs (c) | 541 | 636 | (15) | 1,711 | 1,920 | (11) |
| Earnings | 905 | 1,187 | (24) | 3,480 | 3,711 | (6) |
| Earnings per Common Share: |  |  |  |  |  |  |
| Basic | 0.70 | 0.95 | (26) | 2.78 | 2.93 | (5) |
| Diluted | 0.68 | 0.92 | (26) | 2.68 | 2.83 | (5) |
| Performance Ratios: |  |  |  |  |  |  |
| Return on Average Common Equity (a) | 14\% | 22\% | (800) bp | 19\% | 22\% | (300) bp |
| Return on Average Managed Assets (a) | 0.83 | 1.23 | (40) | 1.11 | 1.30 | (19) |
| Common Dividend Payout Ratio | 47 | 29 | 1,800 | 35 | 28 | 700 |
| Overhead Ratio | 65 | 55 | 1,000 | 60 | 54 | 600 |
| Cash Basis: |  |  |  |  |  |  |
| Cash Earnings (d) | \$1,054 | \$1,257 | (16)\% | \$3,798 | \$3,930 | (3)\% |
| Diluted Cash Earnings per Common Share | 0.79 | 0.97 | (19) | 2.93 | 3.00 | (2) |
| Shareholder Value Added | 181 | 539 | (66) | 1,424 | 1,736 | (18) |
| Cash Return on Average Common Equity (a) | 16\% | 23\% | (700) bp | 21\% | 24\% | (300) bp |
| Selected Balance Sheet Items at Period End: (e) |  |  |  |  |  |  |
| Managed Loans |  |  |  | \$209, 280 | \$191, 486 | 9\% |
| Total Managed Assets |  |  |  | 443,838 | 389,072 | 14 |

(a) Based on annualized amounts.
(b) Excludes the impact of credit card securitizations, restructuring costs and special items.
(c) Includes provision for loan losses and credit costs related to the securitized credit card portfolio.
(d) Cash Operating Earnings represent operating earnings excluding the amortization of goodwill and certain other intangibles.
(e) Excludes the impact of credit card securitizations.
bp - Denotes basis points; 100 bp equals $1 \%$.
NM - Not meaningful.

THE CHASE MANHATTAN CORPORATION
AVERAGE CONSOLIDATED BALANCE SHEET, INTEREST AND RATES
(TAXABLE-EQUIVALENT INTEREST AND RATES; IN MILLIONS)

|  |  |  | THREE MONTHS ENDED SEPTEMBER 30, 2000 |  |  |  | Three Months Ended September 30, 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | AVERAGE BALANCE |  | INTEREST | RATE (ANNUALIZED) | Average Balance |  | Interest | $\begin{gathered} \text { Rate } \\ \text { (Annualized) } \end{gathered}$ |
| ASSETS |  |  |  |  |  |  |  |  |  |
| Deposits with Banks | \$ | 4,059 | \$ | 96 | 9.35\% | \$5,134 | \$ | 195 | 15.09\% |
| Federal Funds Sold and |  |  |  |  |  |  |  |  |  |
| Securities Purchased under |  |  |  |  |  |  |  |  |  |
| Resale Agreements |  | 31,737 |  | 452 | 5.66\% | 32,281 |  | 352 | 4.32\% |
| Trading Assets - Debt and Equity |  |  |  |  |  |  |  |  |  |
| Instruments |  | 34,206 |  | 530 | 6.17\% | 26,568 |  | 399 | 5.95\% |
| Securities: |  |  |  |  |  |  |  |  |  |
| Available-for-Sale |  | 64,069 |  | 989 | 6.14\% (b) | 51,977 |  | 750 | 5.72\% (b) |
| Held-to-Maturity |  | 671 |  | 11 | 6.66\% | 1,039 |  | 17 | 6.39\% |
| Loans |  | 187,210 |  | 3,997 | 8.50\% | 173,246 |  | 3,289 | 7.53\% |
| Total Interest-Earning Assets |  | 321,952 |  | 6,075 | 7.51\% | 290,245 |  | 5,002 | 6.84\% |
| Allowance for Loan Losses |  | $(3,416)$ |  |  |  | $(3,484)$ |  |  |  |
| Cash and Due from Banks |  | 15,656 |  |  |  | 13,799 |  |  |  |
| Trading Assets - Risk |  |  |  |  |  |  |  |  |  |
| Management Instruments |  | 29,743 |  |  |  | 28,938 |  |  |  |
| Other Assets |  | 49,925 |  |  |  | 35,347 |  |  |  |
| Total Assets |  | \$ 413,860 |  |  |  | \$ 364, 845 |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |
| Domestic Retail Deposits |  | \$ 62,427 |  | 614 | 3.92\% | \$ 61,438 |  | 573 | 3.70\% |
| Domestic Negotiable |  |  |  |  |  |  |  |  |  |
| Certificates of Deposit |  | 18,530 |  | 321 | 6. $88 \%$ | 17, 032 |  | 156 | 3.62\% |
| Deposits in Foreign Offices |  | 92,983 |  | 1,316 | 5.62\% | 82, 350 |  | 921 | 4.43\% |
| Total Time and Savings |  |  |  |  |  |  |  |  |  |
| Short-Term and Other Borrowings:Federal Funds Purchased and |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Securities Sold under |  |  |  |  |  |  |  |  |  |
| Repurchase Agreements |  | 64,346 |  | 964 | 5.96\% | 49,290 |  | 543 | 4.37\% |
| Commercial Paper |  | 6,105 |  | 100 | 6.53\% | 5,032 |  | 61 | 4.84\% |
| Other Borrowings (c) |  | 18,073 |  | 269 | 5.93\% | 16,786 |  | 266 | 6.28\% |
| Total Short-Term and |  |  |  |  |  |  |  |  |  |
| Other Borrowings |  | 88,524 |  | 1,333 | 5.99\% | 71,108 |  | 870 | 4.85\% |
| Long-Term Debt |  | 25,399 |  | 492 | 7.71\% | 19,291 |  | 306 | 6.30\% |
| Total Interest-Bearing Liabilities |  | 287,863 |  | 4,076 | 5.63\% | 251,219 |  | 2,826 | 4.46\% |
| Noninterest-Bearing Deposits |  | 50,731 |  |  |  | 48,636 |  |  |  |
| Trading Liabilities - Risk |  |  |  |  |  |  |  |  |  |
| Management Instruments |  | 24,943 |  |  |  | 27,640 |  |  |  |
| Other Liabilities |  | 22,655 |  |  |  | 14,446 |  |  |  |
| Total Liabilities |  | 386,192 |  |  |  | 341,941 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |
| Preferred Stock |  | 828 |  |  |  | 1, 026 |  |  |  |
| Common Stockholders' Equity |  | 26,290 |  |  |  | 21,328 |  |  |  |
| Total Stockholders' Equity |  | 27,118 |  |  |  | 22,354 |  |  |  |
| Total Liabilities, Preferred Stock of |  |  |  |  |  |  |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | $\begin{gathered} 1.88 \% \\ ========= \end{gathered}$ |  |  |  | $\begin{gathered} 2.38 \% \\ ======== \end{gathered}$ |
| NET INTEREST INCOME AND NET |  |  |  |  |  |  |  |  |  |
| YIELD ON INTEREST-EARNING |  |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  | 999 (a) | 2.47\% |  | \$ | 2,176 (a) | 2.97\% |

(a) Reflects a pro forma adjustment to the net interest income amount included in the Consolidated Statement of Income to permit comparisons of yields on tax-exempt and taxable assets.
(b) For the three months ended September 30, 2000 and September 30, 1999, the annualized rate for available-for-sale securities based on
historical cost was $5.95 \%$ and $5.53 \%$, respectively.
(c) Includes securities sold but not yet purchased and structured notes.

## THE CHASE MANHATTAN CORPORATION

AVERAGE CONSOLIDATED BALANCE SHEET, INTEREST AND RATES
(TAXABLE-EQUIVALENT INTEREST AND RATES; IN MILLIONS)


[^2]THE CHASE MANHATTAN CORPORATION QUARTERLY FINANCIAL INFORMATION (IN MILLIONS, EXCEPT PER SHARE DATA)

INTEREST INCOME
Loans
Securities
Trading Assets
Federal Funds Sold and Securities
Purchased under Resale Agreements Deposits with Banks

Total Interest Income
INTEREST EXPENSE
Deposits
Short-Term and Other Borrowings Long-Term Debt

Total Interest Expense
NET INTEREST INCOME
Provision for Loan Losses
NET INTEREST INCOME AFTER
PROVISION FOR LOAN LOSSES
NONINTEREST REVENUE
Investment Banking Fees
Trust, Custody and Investment
Management Fees
Credit Card Revenue
Fees for Other Financial Services
Trading Revenue
Securities Gains (Losses)
Private Equity Gains (Losses)
Other Revenue
Total Noninterest Revenue

NONINTEREST EXPENSE
Salaries
Employee Benefits
Occupancy Expense
Equipment Expense
Restructuring Costs
Other Expense
Total Noninterest Expense

INCOME BEFORE INCOME TAX EXPENSE
Income Tax Expense
NET INCOME
NET INCOME APPLICABLE TO
COMMON STOCK
NET INCOME PER COMMON SHARE Basic

Diluted


The page numbers included after each definition represent the pages in this Form 10-Q where the term primarily is used.

1999 Annual Report: Annual Report on Form 10-K for the year ended December 31, 1999. (Pages $7-11,14-15,18,23-25,27-30,32-33,35,38-40,46,50$ )

Asset/Liability ("A/L") Activities: The management of the sensitivity of Chase's net interest income to changes in market interest rates. (Pages 8, 35, 37)

Basis Point Value ("BPV"): This measurement quantifies the change in the market value of Chase's assets and liabilities (that are not part of its trading activities) that would result from a one basis point change in interest rates. (Page 37)

Cash Operating Earnings: Operating earnings excluding the impact of amortization of goodwill and certain other intangibles. (Pages 10, 24-29)

Chase USA: Chase Manhattan Bank USA, National Association. (Page 11)
Derivative and Foreign Exchange ("FX") Contracts: Interest rate swaps, forward rate agreements, futures, forwards, options, debt, equity, commodity and other contracts used for asset/liability or trading purposes. The instruments
represent contracts with counterparties where payments are made to or from the counterparty based upon specific interest rates, currency levels, other market rates or on terms predetermined by the contract. (Pages 9, 32)

Managed Credit Card Receivables or Managed Basis: Consistent with industry practice, Chase uses this terminology to define its credit card receivables on the balance sheet plus securitized credit card receivables. (Page 30)

Net Yield on Interest-Earning Assets: The average rate for interest-earning assets less the average rate paid for all sources of funds. (Page 18)

New Economy: Represents the industry sectors and companies (e.g.,
media/telecommunications, technology/information services, life sciences) and the technologists and entrepreneurs who are at the forefront of future innovations (e.g., microprocessors, internet). (Page 15)

Operating Basis or Operating Earnings: Reported results excluding the impact of credit card securitizations, restructuring costs and special items. (Pages 10-12, 24-28)

Overhead Ratio: Noninterest expense as a percentage of the total of net interest income and noninterest revenue (excluding restructuring costs, special items and costs associated with the REIT). (Pages 12, 22, 24)

REIT: A real estate investment trust subsidiary of Chase. (Pages 22-23)
SFAS: Statement of Financial Accounting Standards.
SFAS 107: "Disclosures about Fair Value of Financial Instruments." (Page 8)
SFAS 115: "Accounting for Certain Investments in Debt and Equity Securities." (Pages 8, 11)

SFAS 125: "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities." (Page 40)

SFAS 133: "Accounting for Derivative Instruments and Hedging Activities." (Page 40)

SFAS 140: "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities - a replacement of FASB Statement No. 125." (Page 40)

Shareholder Value Added ("SVA"): Represents operating earnings excluding the amortization of goodwill and certain other intangibles (i.e., cash operating earnings) minus preferred dividends and an explicit charge for capital. (Pages 10, 12, 24)

Special Items: The 2000 third quarter results included an $\$ 81$ million gain (the same for the nine months) from the sale of a business in Panama, a $\$ 35$ million loss ( $\$ 176$ million loss in the nine months) resulting from the economic hedge of the purchase price of Flemings prior to its acquisition, and $\$ 79$ million ( $\$ 129$ million for the nine months) of restructuring costs associated with previously announced relocation initiatives. There were no special items in the third quarter of 1999. The results for the nine months of 1999 included $\$ 166$ million in gains from sales of nonstrategic assets (of which $\$ 95$ million was from the sale of a building and $\$ 71$ million was from the sale of branches in Texas) and a special contribution to The Chase Manhattan Foundation of $\$ 100$ million. (Pages 11, 14, 21)

Stress Testing: A risk management tool used to measure market risk in an extreme market environment. (Page 36)

Value-at-Risk ("VAR"): A risk measurement tool used to measure the potential overnight loss from adverse market movements. (Pages 35-37)

## Item 1 Legal Proceedings

The following updates the legal proceedings discussion in Chase's 1999 Annual Report on page 8.

In June 1999, Sumitomo Corporation filed a lawsuit against The Chase Manhattan Bank in the United States District Court for the Southern District of New York. The complaint alleges that during the period from 1994 to 1996, the Bank assisted a Sumitomo employee in making copper trades by funding unauthorized loans to the Sumitomo employee. The complaint alleges that the Bank knew the employee did not have authority to enter into the transactions on behalf of Sumitomo. The complaint asserts claims under the Racketeer Influenced and Corrupt Practices Act ("RICO") and New York common law and alleges damages of $\$ 532$ million (subject to trebling under RICO), plus punitive damages.

Chase Securities Inc. ("CSI") has been named as a defendant or third-party defendant in twelve actions that were filed in either the United States District Court for the Northern District of Oklahoma or in Oklahoma state court beginning in October 1999 arising out of the failure of Commercial Financial Service, Inc. ("CFS"). Plaintiffs in these actions are institutional investors who purchased ver $\$ 1.6$ billion in original face amount of asset-backed securities issued by CFS. The securities were backed by delinquent credit card receivables. In addition to CSI, the defendants in various of the actions are the founders and key executives of CFS, as well as its auditors, its outside counsel and the rating agencies that rated the securities. CSI is alleged to have been the investment banker to CFS and to have acted as an initial purchaser and as placement agent in connection with the issuance of certain of the securities. Plaintiffs allege that defendants either knew or were reckless in not knowing that the securities were sold to plaintiffs on the basis of misleading misrepresentations and omissions of material facts. The complaints against CSI assert claims under the Securities Exchange Act of 1934, the Oklahoma Securities Act, and under common law theories of fraud and negligent misrepresentation. In the actions against CSI, damages in the amount of approximately $\$ 1.45$ billion allegedly suffered as a result of defendants' misrepresentations and omissions, plus punitive damages, are being claimed.

In addition to the matters described above, Chase and its subsidiaries have been named from time to time as defendants in various legal actions and proceedings arising in connection with their respective businesses and have been involved from time to time in investigations and proceedings by governmental agencies. In view of the inherent difficulty of predicting the outcome of such matters, Chase cannot state what the eventual outcome of pending matters will be. Chase is contesting the allegation made in each pending matter and believes, based on current knowledge and after consultation with counsel, that the outcome of such matters will not have a material adverse effect on the consolidated financial condition of Chase, but may be material to Chase's operating results for any particular period, depending on the level of Chase's income for such period.

## Item 2 Sales of Unregistered Common Stock

During the third quarter of 2000, shares of common stock of Chase were issued in transactions exempt from registration under the Securities Act of 1933 pursuant to Section 4(2) thereof. Shares of common stock were issued to retired directors who had deferred receipt of such common stock pursuant to the Deferred Compensation Plan for Non-Employee Directors as follows: July 3, 2000 - 488 shares.

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

11 - Computation of Earnings per Common Share
$12(\mathrm{a})$ - Computation of Ratio of Earnings to Fixed Charges
12(b) - Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements

27 - Financial Data Schedule
(B) Reports on Form 8-K:

Chase filed three reports on Form 8-K during the quarter ended September 30, 2000, as follows:

Form 8-K dated July 19, 2000: Chase announced the results of operations for the second quarter of 2000

Form 8-K dated August 1, 2000: Chase declared offer unconditional for Robert Fleming Holdings Limited.

Form 8-K dated September 12, 2000: Chase announced intent of merger with J.P. Morgan to form J.P. Morgan Chase \& Co.

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

## THE CHASE MANHATTAN CORPORATION

(Registrant)

By /s/ Joseph L. Sclafani
Joseph L. Sclafani
Executive Vice President and Controller [Principal Accounting Officer]
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INDEX TO EXHIBITS

## SEQUENTIALLY NUMBERED

| EXHIBIT NO. | EXHIBITS | PAGE AT WHICH LOCATED |
| :---: | :---: | :---: |
| 11 | Computation of Earnings per Common Share | 50 |
| 12(a) | Computation of Ratio of Earnings to Fixed Charges | 51 |
| 12(b) | Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements | 52 |
| 27 | Financial Data Schedule | 53 |

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NARRATIVE DESCRIPTION OF GRAPHIC IMAGE MATERIAL

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

## GRAPHIC

 NUMBER PAGE DESCRIPTION1
36 Bar Graph entitled "Histogram of Daily Market Risk-Related Revenue for the twelve months ended September 30, 2000" presenting the following information:

| Millions of Dollars | $0-5$ | $5-10$ | $10-15$ | $15-20-25$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Number of trading <br> days revenue was <br> within the above <br> prescribed positive <br> range |  |  |  |  |


|  | 30-35 | Over 35 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 18 |  |  |  |
| Millions of Dollars | 0-(5) | (5) - (10) | (10) - (15) | (15) - (20) | Over (20) |

Number of trading days revenue was within the above prescribed negative range
$6 \quad 1$
0
0

THE CHASE MANHATTAN CORPORATION
COMPUTATION OF EARNINGS PER COMMON SHARE

For a discussion of the computation of basic and diluted earnings per common share, see Note 10 of Chase's 1999 Annual Report.
(in millions, except per share amounts)

BASIC EARNINGS PER SHARE
Earnings:
Net Income
Less: Preferred Stock Dividends
Net Income Applicable to Common Stock

Shares:
Basic Average Common Shares Outstanding Net Income per Share

DILUTED EARNINGS PER SHARE
Earnings:
Net Income Applicable to Common Stock
Shares:
Basic Average Common Shares Outstanding
Additional Shares Issuable upon Exercise of Stock Options for Dilutive Effect

Average Common Shares Outstanding Assuming Dilution Net Income per Share

| Three Months Ended |  |
| :---: | :---: |
|  | 30, |
| 2000 | 1999 |


| \$ | 884 | \$ | 1,187 |
| :---: | :---: | :---: | :---: |
|  | 13 |  | 19 |
| \$ | 871 | \$ | 1,168 |
|  | 267.3 |  | 232.3 |
| \$ | 0.69 | \$ | 0.95 |

871

1, 267.


## Nine Months Ended

September 30,
2000 1999

| \$ | $\begin{array}{r} 3,335 \\ 46 \end{array}$ | \$ | $\begin{array}{r} 3,753 \\ 55 \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 3,289 | \$ | 3,698 |
|  | 1,235.4 |  | 248.9 |
| \$ | 2.66 | \$ | 2.96 |
| \$ | 3,289 | \$ | 3,698 |
|  | 1,235.4 |  | 248.9 |
|  | 43.7 |  | 42.5 |
|  | 1,279.1 |  | 291.4 |
| \$ | 2.57 | \$ | 2.86 |

```
EXHIBIT 12(A)
```

THE CHASE MANHATTAN CORPORATION

## COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES

 (IN MILLIONS, EXCEPT RATIOS)|  | Nine Months Ended September 30, 2000 |
| :---: | :---: |
| EXCLUDING INTEREST ON DEPOSITS |  |
| Income before income taxes | \$ 5,130 |
| Fixed charges: |  |
| Interest expense | 4,921 |
| One-third of rents, net of income from subleases (a) | 126 |
| Total fixed charges | 5,047 |
| Less: Equity in undistributed income of affiliates | (55) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 10, 122 |
| Fixed charges, as above | \$ 5, 047 |
| Ratio of earnings to fixed charges | 2.01 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges, as above | \$ 5,047 |
| Add: Interest on deposits | 6,302 |
| Total fixed charges and interest on deposits | \$ 11,349 |
| Earnings before taxes and fixed charges, excluding capitalized interest,as above | \$ 10, 122 |
| Add: Interest on deposits | 6,302 |
| Total earnings before taxes, fixed charges and interest on deposits | $\$ 16,424$ |
| Ratio of earnings to fixed charges | 1.45 |

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

THE CHASE MANHATTAN CORPORATION
COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES
AND PREFERRED STOCK DIVIDEND REQUIREMENTS
(IN MILLIONS, EXCEPT RATIOS)

|  | Nine Months Ended September 30, 2000 |
| :---: | :---: |
| EXCLUDING INTEREST ON DEPOSITS |  |
| Income before income taxes | \$ 5,130 |
| Fixed charges: |  |
| Interest expense | 4,921 |
| One-third of rents, net of income from subleases (a) | 126 |
| Total fixed charges | 5,047 |
| Less: Equity in undistributed income of affiliates | (55) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 10, 122 |
| Fixed charges, as above | \$ 5,047 |
| Preferred stock dividends | 46 |
| Fixed charges including preferred stock dividends | \$ 5,093 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 1.99 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges including preferred stock dividends, as above | \$ 5,093 |
| Add: Interest on deposits | 6,302 |
| Total fixed charges including preferred stock dividends and interest on deposits | \$ 11,395 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 10, 122 |
| Add: Interest on deposits | 6,302 |
| Total earnings before taxes, fixed charges and interest on deposits | \$ 16,424 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 1.44 |

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

THIS SCHEDULE CONTAINS SELECTED SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE SEPTEMBER 30, 2000 FORM 10-Q FOR THE CHASE MANHATTAN CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENT AND DISCLOSURES.

0000019617
THE CHASE MANHAHTTAN CORPORATION
1,000,000
U.S. DOLLARS

```
9-MOS
            DEC-31-2000
                JAN-01-2000
                SEP-30-2000
                                    1
                                    19,403
            3,513
                27,175
                67,592
            65,600
            632
                625
                                    191, 258
                                    3,491
                    425, 816
                    229, 601
                    76,533
            62,255
            24,157
                                    828
                                    1,323
                                    27, 289
425,816
                11,108
                2,879
                    1,680
                    17, 092
                            6,302
                            11, 223
        5,869
                    979
                    167
                    10, 632
                    5,130
    3,335
                                    0
                    3,335
                    2.66
                2.57
            2.51
                1,683
                        374
                0
                \({ }^{5} 7^{0}\)
            3,457
                1,161
                    182
        3,491
        3,491
0
            0
```

ON MAY 16, 2000, STOCKHOLDERS APPROVED A 3 FOR 2 COMMON STOCK SPLIT EFFECTIVE JUNE 12,2000.


[^0]:    (a) Reflects approximately $\$ 88$ billion in assets under management from Flemings.

[^1]:    bp - Denotes basis points; 100 bp equals $1 \%$.

[^2]:    (a) Reflects a pro forma adjustment to the net interest income amount included in the Consolidated Statement of Income to permit comparisons of yields on tax-exempt and taxable assets.
    (b) For the nine months ended September 30, 2000 and September 30, 1999, the annualized rate for available-for-sale securities based on historical cost was $5.87 \%$ and $5.63 \%$, respectively.
    (c) Includes securities sold but not yet purchased and structured notes.

