Washington, D.C. 20549
Form 8-K
CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES ACT OF 1934

Date of Report: July 15, 1997
Commission file number 1-5805

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

Delaware
(State or other jurisdiction of incorporation)

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

10017
(Zip Code)

The Chase Manhattan Corporation (the "Corporation") reported on July 15, 1997 that fully diluted operating earnings for the second quarter of 1997, before merger-related restructuring costs, rose to $\$ 2.11$ per share from $\$ 1.82$ per share in the second quarter of 1996. Fully-diluted operating earnings per share for the first six months rose to $\$ 4.11$ from $\$ 3.62$ in the prior-year period.

Including merger-related restructuring costs, net income was $\$ 925$ million for the 1997 second quarter, compared with $\$ 856$ million for the second quarter of 1996.

A copy of the Corporation's press release is attached as an exhibit hereto. That press release contains statements that are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to risks and uncertainties and the Corporation's actual results may differ materially from those set forth in such forward-looking statements. Factors that would affect the prospects of the Corporation's business are discussed in the Annual Report to Stockholders on Form 10-K for the year ended December 31, 1996.

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

The following exhibits are filed with this report:

## Exhibit Number

Description
---------
99.1

Press Release - 1997 Second Quarter Earnings.

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

THE CHASE MANHATTAN CORPORATION (Registrant)
by /s/JOSEPH L. SCLAFANI
Joseph L. Sclafani
Controller
[Principal Accounting Officer]

## Exhibit Number

Description
Page at Which Located
99.1

Press Release - 1997 Second Quarter Earnings

5

NEWS RELEASE
Investor Contact: John Borden

$212-270-7318$$\quad$ Press Contacts: | Kathleen Baum |
| :--- |
| $212-270-5089$ |
|  |
| For Immediate Release |

CHASE OPERATING EPS RISES 16 PERCENT IN THE 1997 SECOND QUARTER
New York, July 15, 1997 -- The Chase Manhattan Corporation today reported that fully diluted operating earnings per share rose to $\$ 2.11$ before merger-related restructuring costs, from $\$ 1.82$ in the second quarter of 1996 Fully-diluted operating earnings per share for the first six months rose to $\$ 4.11$ from $\$ 3.62$ in the prior-year period.

Operating net income rose by $\$ 100$ million to $\$ 969$ million in the 1997 second quarter. Including merger-related restructuring costs, net income was $\$ 925$ million compared with $\$ 856$ million. In the first half of 1997 , operating net income was \$1,915 million compared with \$1,737 million in the same 1996 period.

SECOND QUARTER 1997 HIGHLIGHTS

- Revenue on a managed basis rose seven percent, with gains across both business franchises
- Incremental merger savings were $\$ 185$ million, bringing cumulative merger savings to $\$ 945$ million
- Return on average common stockholders' equity was 20 percent, compared with 19 percent in the 1996 quarter
- The efficiency ratio on a managed basis improved to 54 percent
- The Corporation purchased $\$ 630$ million of its common equity under its previously-announced stock buy-back program
"These excellent second quarter results demonstrate Chase's vibrant wholesale and consumer business franchises, and the benefits of our customer-focused execution," said Walter V. Shipley, chairman and chief executive officer. "We remain on track to meet our earnings and efficiency goals while continuing to make the investments necessary to ensure future growth."
(More)


## SECOND QUARTER LINE OF BUSINESS RESULTS

Global Wholesale Banking
Operating net income from Global Wholesale Banking rose 24 percent; total revenues increased by 8 percent.

Net income from Chase's Global Markets businesses rose substantially, reflecting record trading results. Total trading revenues were $\$ 655$ million, including $\$ 164$ million of trading-related net interest income, the result of very strong performance across the breadth of Chase's trading and sales platform amid favorable market conditions. Chase benefited from active market making and client business in its traditional foreign exchange and interest rate activities, strong growth in specialty derivative products and continued high levels of securities trading and underwriting.

Corporate finance and loan syndication fees rebounded sharply from first quarter levels, and rose in comparison with the prior year quarter. Investment banking deal flow increased across the full range of market and customer segments. Revenues from securities underwriting continued to grow, as the volume of lead mandates increased in an active high yield market. Equity-related investment revenues, while slightly above trend, were lower compared with strong 1996 second quarter levels.

Net income from Chase Global Services rose 29 percent, the result of growth in assets under custody and new business initiatives, as well as continued productivity gains. Revenues from Asset Management and Private Banking were higher, reflecting increased investment advisory activities.

Regional and Nationwide Consumer Banking
Higher revenues in Regional and Nationwide Consumer Banking were offset by an increase in loan losses and expenses related to marketing initiatives and new product offerings. As a result, operating net income declined in the quarter.

Credit Card revenues rose by 13 percent as average managed receivables increased by $\$ 2.2$ billion. Net income declined in the quarter, reflecting higher credit card charge-offs and expenses related to co-branding initiatives.

Net income from Mortgage Banking rose substantially, the result of strong revenue growth and productivity gains from the reengineering of Chase's mortgage origination business.

Net income for Chase tri-state regional banking, which includes retail payment and investments and middle market banking, increased by 9 percent reflecting revenue growth from higher deposit and investment levels, new products and the benefits of ongoing efficiency initiatives.

ADDITIONAL SECOND QUARTER FINANCIAL INFORMATION

Asset Quality
The provision for credit losses was $\$ 189$ million, compared with $\$ 250$ million in the second quarter of 1996.

Total managed consumer net charge-offs in the second quarter of 1997 were $\$ 457$ million, of which $\$ 190$ million were related to assets retained on the balance sheet. That compared with net charge-offs of $\$ 328$ million in the second quarter of 1996 , of which $\$ 192$ million were related to retained assets.

Managed credit card net charge-offs were $\$ 383$ million in the 1997 second quarter or 5.99 percent of average managed receivables. That compared with $\$ 279$ million or 4.78 percent of average managed receivables in the prior-year quarter.

Total commercial net recoveries were $\$ 2$ million in the second quarter of 1997 compared with total net charge-offs of $\$ 76$ million in the second quarter of 1996.

Nonperforming assets, at June 30, 1997, were $\$ 1,106$ million, compared with $\$ 1,126$ million on March 31,1997 , and $\$ 1,639$ million on June 30, 1996.

Other Financial Data
Total noninterest operating expense increased three percent to $\$ 2,389$ million. The quarter included incremental merger savings of $\$ 185$ million, which were offset by investment spending and increased incentives related to strong trading results. The quarter also included restructuring expenses of $\$ 71$ million, bringing total restructuring expenses to $\$ 265$ million. The Corporation expects that the restructuring expense component of its previously-announced $\$ 1.9$ billion merger-related costs will rise by $\$ 100$ million to $\$ 125$ million.

The Corporation remains on track to achieve its 1997 financial goals, including annual earnings per share growth of 15 percent; return on common equity of 19 percent; an efficiency ratio of between 54 to 55 percent and incremental merger savings of $\$ 635$ million to $\$ 680$ million. The Corporation continues to target annual revenue growth of six to eight percent. Due primarily to the reasons described in the paragraph above, underlying noninterest operating expense for the full year is now expected to exceed six percent.

During the 1997 second quarter, the Corporation purchased approximately 6.7 million common shares as part of a stock repurchase plan announced in October of 1996. The Corporation reissued approximately 1.7 million treasury shares under the Corporation's employee benefit plans, resulting in a net repurchase of 5.0 million shares ( $\$ 470$ million) of its common stock.
\# \# \#
(IN MILLIONS, EXCEPT PER SHARE DATA)

## EARNINGS:

Income Before Restructuring Costs Restructuring Costs (After-Tax) (b)

Net Income
Net Income Applicable to Common Stock

INCOME PER COMMON SHARE:
Primary:
Income Before Restructuring Costs
Restructuring Costs (After-Tax) (b)
Net Income
Assuming Full Dilution:
Income Before Restructuring Costs
Restructuring Costs (After-Tax)
(b)

Net Income

PER COMMON SHARE:
Book Value at June 30,
Market Value at June 30,
Common Stock Dividends Declared (c)
COMMON SHARES OUTSTANDING
Average Common and Common Equivalent Shares
Average Common Shares Assuming Full Dilution
Common Shares at Period End
PERFORMANCE RATIOS: (AVERAGE BALANCES) (d)
Income Before Restructuring Costs:
Return on Assets
Return on Common Stockholders' Equity
Return on Total Stockholders' Equity
Net Income:
Return on Assets
Return on Common Stockholders' Equity
Return on Total Stockholders' Equity
Efficiency Ratio (e)
Efficiency Ratio - Excluding Securitizations
CAPITAL RATIOS AT JUNE 30
Common Stockholders' Equity to Assets
Total Stockholders' Equity to Assets
Tier 1 Leverage
Risk-Based Capital:
Tier 1 ( $4.0 \%$ required)
Total (8.0\% required)
FULL-TIME EQUIVALENT EMPLOYEES AT JUNE 30,

| THREE MONTHS ENDED JUNE 30, |  |
| :---: | :---: |
| 1997 | 1996 |
| \$ 969 | \$ 870 |
| (44) | (14) |
| \$ 925 | \$ 856 |
| \$ 874 | \$ 801 |
| ===== | ===== |


| $\$ 2.11$ | $\$ 1.83$ |
| :---: | :---: |
| $(0.11)$ | $(0.03)$ |
| -------- |  |
| $\$ 2.00$ | \$1.80 |
| $=====$ | $=====$ |
| $\$ 2.11$ | $\$ 1.82$ |
| $(0.11)$ | $(0.03)$ |
| -------- |  |
| $\$ 2.00$ | $\$ 1.79$ |
| $====$ | $====$ |


| $\$ 44.44$ | $\$ 40.47$ |
| :--- | ---: |
| $\$ 97.06$ | $\$ 70.63$ |
| $\$ 0.62$ | $\$ 0.56$ |
|  |  |
| 434.9 | 444.8 |
| 436.0 | 448.4 |
| 423.3 | 437.1 |


| $1.11 \%$ | $1.10 \%$ |
| ---: | ---: |
| $20.20 \%$ | $19.00 \%$ |
| $18.76 \%$ | $17.58 \%$ |
| $1.06 \%$ | $1.08 \%$ |
| $19.23 \%$ | $18.67 \%$ |
| $17.91 \%$ | $17.30 \%$ |
| $58 \%$ | $58 \%$ |
| $54 \%$ | $56 \%$ |

448.4
437.1
\$ 4.13
$(0.14)$
------

$$
\text { \$ } 3.81 \text { (a) }
$$

$$
(2.33)
$$

\$ 3.99

$$
\text { b } 1.48
$$

$$
1.48
$$

| $\$$ | 4.11 |
| :--- | ---: |
| $(0.14)$ |  |
| ---- |  |
|  | 3.97 |

=======

$$
\text { \$ } 40.47
$$

| $\$ 44.44$ | $\$ 40.47$ |
| :--- | :--- |
| $\$ 97.06$ | $\$ 70.63$ |

$$
0.63
$$

| $\$ 1.24$ | $\$ 1.12$ |
| :--- | :--- |

445.4

| 438.0 | 445.4 |
| :--- | :--- |
| 439.7 | 450.2 |
| 423.3 | 437.1 |

$$
\left.\begin{array}{lc}
\$ & 3.77 \quad(\mathrm{a}) \\
(2.31)
\end{array}\right)
$$

$$
450.2
$$

$$
437.1
$$

| $1.12 \%$ | $1.15 \%$ |
| ---: | ---: |
| $19.87 \%$ | $19.27 \%$ (a) |
| $18.45 \%$ | $17.84 \%$ |
|  |  |
| $1.09 \%$ | $0.49 \%$ |
| $19.18 \%$ | $7.47 \%$ |
| $17.84 \%$ | $7.57 \%$ |
| $58 \%$ | $59 \%$ |
| $54 \%$ | $57 \%$ |
|  |  |
| $5.3 \%$ | $5.5 \%$ |
| $5.9 \%$ | $6.3 \%$ |
| $6.6 \%$ | $6.6 \%$ |
| $7.8 \%$ * | $8.0 \%$ |
| $11.4 \%$ * | $11.8 \%$ |
|  |  |
| 68,132 | 68,828 |

(a) Includes nonrecurring items which had a $\$ 70$ million net favorable impact on net income. Excluding these items, net income was $\$ 1,737$ million, primary earnings per share was $\$ 3.66$, fully-diluted earnings per share was $\$ 3.62$ and return on common stockholders' equity was $18.48 \%$.
(b) Reflects merger-related restructuring charge of $\$ 1,022$ million, after-tax, which was recorded on March 31, 1996. In addition, after-tax merger-related expenses were incurred (\$4 million in the first quarter of 1996, $\$ 14$ million in the second quarter of 1996 , $\$ 19$ million in the first quarter of 1997 and $\$ 44$ million in the second quarter of 1997) and recognized under an existing accounting pronouncement.
(c) The Corporation increased its quarterly common stock dividend to $\$ 0.62$ per share, from \$0.56 per share, in the first quarter of 1997.
(d) Performance ratios are based on annualized amounts.
(e) Excludes restructuring costs, foreclosed property expense and nonrecurring items.

[^0]
(a) Includes $\$ 44$ million gain on the sale of a partially-owned foreign investment.
(b) Includes $\$ 50$ million of costs for the accelerated vesting of stock-based incentive awards.
(c) Includes minority interest related to the Series A Preferred Shares of \$11 million in each of the second and first quarters of 1997.

Certain amounts have been reclassified to conform to current presentation.

| INTEREST INCOME |  |  |  |
| :---: | :---: | :---: | :---: |
| Loans | \$ 6,194 | \$ | 6,269 |
| Securities | 1,457 |  | 1,405 |
| Trading Assets | 1,331 |  | 801 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements | 1,256 |  | 1,015 |
| Deposits with Banks | 220 |  | 328 |
| Total Interest Income | 10,458 |  | 9,818 |
| INTEREST EXPENSE |  |  |  |
| Deposits | 3,083 |  | 3,102 |
| Short-Term and Other Borrowings | 2,812 |  | 2,113 |
| Long-Term Debt | 530 |  | 448 |
| Total Interest Expense | 6,425 |  | 5,663 |
| NET INTEREST INCOME | 4,033 |  | 4,155 |
| Provision for Credit Losses | 409 |  | 495 |
| NET INTEREST INCOME AFTER PROVISION FOR CREDIT LOSSES | 3,624 |  | 3,660 |
| NONINTEREST REVENUE |  |  |  |
| Corporate Finance and Syndication Fees | 442 |  | 482 |
| Trust, Custody and Investment Management Fees | 631 |  | 587 |
| Credit Card Revenue | 526 |  | 466 |
| Service Charges on Deposit Accounts | 186 |  | 199 |
| Fees for Other Financial Services | 775 |  | 759 |
| Trading Revenue | 913 |  | 752 |
| Securities Gains | 131 |  | 76 |
| Revenue from Equity-Related Investments | 343 |  | 442 |
| Other Revenue | 310 |  | 71 |
| Total Noninterest Revenue | 4,257 |  | 3,834 |
| NONINTEREST EXPENSE |  |  |  |
| Salaries | 2,234 |  | 2,122 |
| Employee Benefits | 441 |  | 530 |
| Occupancy Expense | 380 |  | 428 |
| Equipment Expense | 383 |  | 365 |
| Foreclosed Property Expense | 3 |  | (17) |
| Other Expense | 1,376 |  | 1,311 |
| Total Noninterest Expense Before Restructuring Charge | 4,817 |  | 4,739 |
| Restructuring Charge and Expenses | 101 |  | 1,678 |
| Total Noninterest Expense | 4,918 |  | 6,417 |
| INCOME BEFORE INCOME TAX EXPENSE | 2,963 |  | 1,077 |
| Income Tax Expense | 1,111 |  | 310 |
| NET INCOME | \$ 1,852 | \$ | 767 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 1,746 | \$ | 658 |
| NET INCOME PER COMMON SHARE: |  |  |  |
| Primary | \$ 3.99 | \$ | 1.48 |
| Assuming Full Dilution | \$ 3.97 |  | 1.46 |

(a) Includes $\$ 54$ million of interest related to tax audit settlements.
(b) Includes $\$ 44$ million gain on the sale of a partially-owned foreign investment.
(c) Includes $\$ 60$ million loss on the sale of a building in Japan.
(d) Includes $\$ 50$ million of costs for the accelerated vesting of stock-based incentive awards as a result of the improvement in the Corporation's stock price.
(e) Includes $\$ 40$ million charge related to combining the Corporation's foreign retirement plans.
(f) Includes tax benefits related to the restructuring charge as well as aggregate tax benefits and refunds.

|  | THREE MONTHS ENDED |  |  | SIX MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { JUNE 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { MARCH 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { JUNE 30, } \\ 1996 \end{gathered}$ |  | 997 |  | 996 |
| FEES FOR OTHER FINANCIAL SERVICES: |  |  |  |  |  |  |  |
| Fees in Lieu of Compensating Balances | \$ 74 | \$ 81 | \$ 74 | \$ | 155 | \$ | 148 |
| Commissions on Letters of Credit and Acceptances | 74 | 72 | 82 |  | 146 |  | 171 |
| Mortgage Servicing Fees | 62 | 56 | 54 |  | 118 |  | 104 |
| Loan Commitment Fees | 29 | 27 | 30 |  | 56 |  | 60 |
| Other Fees | 153 | 147 | 141 |  | 300 |  | 276 |
| Total | \$392 | \$383 | \$ 381 | \$ | 775 | \$ | 759 |
| TRADING-RELATED REVENUE: ( a |  |  |  |  |  |  |  |
| Interest Rate Contracts | \$217 | \$183 | \$ 180 | \$ | 400 | \$ | 326 |
| Foreign Exchange Revenue | 175 | 169 | 93 |  | 344 |  | 233 |
| Debt Instruments and Other | 263 | 243 | 248 |  | 506 |  | 478 |
| Total | \$655 | \$595 | \$ 521 |  | 250 |  | 037 |
| OTHER REVENUE: |  |  |  |  |  |  |  |
| Residential Mortgage Origination/Sales Activities | \$ 30 | \$ 31 | \$ (2) | \$ | 61 | \$ | 26 |
| Net Losses on Emerging Markets Securities Sales | -- | -- | (30) |  | -- |  | (65) |
| Gain on Sale of Partially-owned Foreign Investment | -- | 44 | -- |  | 44 |  | -- |
| Loss on Sale of a Building in Japan | -- | -- | -- |  | -- |  | (60) |
| All Other Revenue | 98 | 107 | 67 |  | 205 |  | 170 |
| Total | ---- | ---- | ----- \$ | \$ | --- | \$ | --- |

(a) Includes net interest income attributable to trading activities.

THE CHASE MANHATTAN CORPORATION AND SUBSIDIARIES
NONINTEREST EXPENSE DETAIL (IN MILLIONS)

|  | THREE MONTHS ENDED |  |  | SIX MONTHS ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { JUNE 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { MARCH 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { JUNE 30, } \\ 1996 \end{gathered}$ | JUNE 30, |  |  |  |  |
|  |  |  |  |  | 997 |  |  | 996 |
| OTHER EXPENSE: |  |  |  |  |  |  |  |  |
| Professional Services | \$136 | \$133 | \$141 | \$ | 269 |  | \$ | 270 |
| Marketing Expense | 107 | 103 | 73 |  | 210 |  |  | 163 |
| Telecommunications | 73 | 75 | 82 |  | 148 |  |  | 167 |
| Amortization of Intangibles | 41 | 41 | 42 |  | 82 |  |  | 85 |
| Minority Interest | 20 (a) | 19 (a) | 11 |  | 39 | (a) |  | 20 |
| All Other | 308 | 320 | 302 |  | 628 |  |  | 606 |
| Total | \$685 | \$691 | \$651 |  | 376 |  |  | 311 |

(a) Includes minority interest related to the Series A Preferred Shares of \$11 million in each of the second and first quarters of 1997.

|  | JUNE 30, 1997 |  | $\begin{gathered} \text { JUNE 30, } \\ 1996 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and Due from Banks | \$ | 16,879 | \$ | 13,291 |
| Deposits with Banks |  | 4,042 |  | 5,805 |
| Federal Funds Sold and Securities |  |  |  |  |
| Purchased Under Resale Agreements |  | 39,228 |  | 33,039 |
| Trading Assets: |  |  |  |  |
| Debt and Equity Instruments |  | 37,567 |  | 25,297 |
| Risk Management Instruments |  | 29,949 (a) |  | 26,414 |
| Securities: |  |  |  |  |
| Available-for-Sale |  | 39,463 |  | 37,855 |
| Held-to-Maturity |  | 3,463 |  | 4,125 |
| Loans (Net of Allowance for Loan Losses of \$3,446 in 1997 and \$3,692 in 1996) |  | 156,511 (a) |  | 147,582 |
| Premises and Equipment |  | 3,676 |  | 3,667 |
| Due from Customers on Acceptances |  | 2,102 |  | 2,438 |
| Accrued Interest Receivable |  | 3,445 |  | 2,534 |
| Other Assets |  | 15,708 |  | 19,714 |
| TOTAL ASSETS |  | 352,033 |  | 321,761 |
| LIABILITIES |  |  |  |  |
| Deposits: |  |  |  |  |
| Domestic: |  |  |  |  |
| Noninterest-Bearing | \$ | 45,396 | \$ | 39,915 |
| Interest-Bearing |  | 67,565 |  | 62,726 |
| Foreign: |  |  |  |  |
| Noninterest-Bearing |  | 3,698 |  | 3,599 |
| Interest-Bearing |  | 67,085 |  | 62,103 |
| Total Deposits |  | 183,744 |  | 168,343 |
| Federal Funds Purchased and Securities |  |  |  |  |
| Sold Under Repurchase Agreements |  | 58,262 |  | 54,584 |
| Commercial Paper |  | 4,424 |  | 5,024 |
| Other Borrowed Funds |  | 7,874 |  | 8,857 |
| Acceptances Outstanding |  | 2,102 |  | 2,445 |
| Trading Liabilities |  | 46,706 |  | 36,186 |
| Accounts Payable, Accrued Expenses and Other Liabilities |  | 13,053 (a) |  | 13,212 |
| Long-Term Debt |  | 13,135 |  | 12,770 |
| Guaranteed Preferred Beneficial Interests in Corporation's |  |  |  |  |
| Junior Subordinated Deferrable Interest Debentures |  | 1,390 (b) |  | -- |
| TOTAL LIABILITIES |  | 330,690 |  | 301,421 |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 (c) |  | -- |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Preferred Stock |  | 1,980 |  | 2,650 |
| Common Stock |  | 441 |  | 438 |
| Capital Surplus |  | 10,328 |  | 10,432 |
| Retained Earnings |  | 9,846 |  | 7,534 |
| Net Unrealized Loss on Securities Available-for-Sale, Net of Taxes |  | (155) |  | (640) |
| Treasury Stock, at Cost |  | $(1,647)$ |  | (74) |
| TOTAL STOCKHOLDERS' EQUITY |  | 20,793 |  | 20,340 |
| total liabilities, preferred stock of subsidiary AND STOCKHOLDERS' EQUITY |  | 352,033 | \$ | 321,761 |

(a) At June 30, 1997, in accordance with a recently issued accounting pronouncement, the allowance for credit losses has been allocated into three components: a $\$ 3,446$ million allowance for loan losses, which is reported net in Loans; an allowance for credit losses on derivative and foreign exchange financial instruments of $\$ 75$ million, which is reported net in Trading Assets - Risk Management Instruments; and an allowance for credit losses on letters of credit and guarantees of \$170 million, which is reported in Other Liabilities. Prior period amounts have not been reclassified due to immateriality.
(b) Reflects issuances, by subsidiaries of the Corporation, in the fourth quarter 1996 and first quarter 1997 of Capital Securities which qualify as Tier l Capital for the Corporation.
(c) Reflects the issuance in September 1996 of Series A Preferred Shares, which qualify as Tier I Capital for the Corporation.

|  | SIX M | $\begin{aligned} & \text { ENDED } \\ & 0, \end{aligned}$ |
| :---: | :---: | :---: |
|  | 1997 | 1996 |
| PREFERRED STOCK: |  |  |
| Balance at Beginning of Year | \$ 2,650 | \$ 2,650 |
| Redemption of Stock | (670) |  |
| Balance at End of Period | \$ 1,980 | \$ 2,650 |
| COMMON STOCK: |  |  |
| Balance at Beginning of Year | \$ 441 | \$ 458 |
| Retirement of Treasury Stock | -- | (20) |
| Balance at End of Period | \$ 441 | \$ 438 |
| CAPITAL SURPLUS: |  |  |
| Balance at Beginning of Year | \$10,459 | \$11,075 |
| Retirement of Treasury Stock | -- | (433) |
| Shares Issued for Employee Stock-Based |  |  |
| Awards and Certain Related Tax Benefits | (131) | (210) |
| Balance at End of Period | \$10,328 | \$10,432 |
| RETAINED EARNINGS: |  |  |
| Balance at Beginning of Year | \$ 8,627 | \$ 7,997 |
| Net Income | 1,852 | 767 |
| Retirement of Treasury Stock | -- | (557) |
| Cash Dividends Declared: |  |  |
| Preferred Stock | (106) | (109) |
| Common Stock | (528) | (572) |
| Accumulated Translation Adjustment | 1 | 8 |
| Balance at End of Period | \$ 9,846 | \$ 7,534 |
| NET UNREALIZED LOSS ON SECURITIES AVAILABLE-FOR-SALE: |  |  |
| Balance at Beginning of Year | \$ (288) | \$ (237) |
| Net Change in Fair Value of Securities Available-for-Sale, Net of Taxes | 133 | (403) |
| Balance at End of Period | \$ (155) | \$ (640) |
| COMMON STOCK IN TREASURY, AT COST: |  |  |
| Balance at Beginning of Year | \$ (895) | \$ $(1,107)$ |
| Retirement of Treasury Stock | ( | 1,010 |
| Purchase of Treasury Stock | $(1,242)$ | (885) |
| Reissuance of Treasury Stock | 490 | 908 |
| Balance at End of Period | \$(1,647) | \$ (74) |
| TOTAL STOCKHOLDERS' EQUITY | \$20, 793 | \$20,340 |

(a) Includes fourth quarter 1995 common stock dividends of $\$ 80$ million declared and paid by old Chase in the 1996 first quarter.


| THREE |  | SIX MONTHS ENDED <br> JUNE 30, |  |
| :---: | :---: | :---: | :---: |
| 1997 | 1996 | 1997 | 1996 |
|  |  |  |  |
| \$ (6) | \$ 30 | \$(10) | \$ 26 |
| 4 | 46 | 18 | 94 |
| (2) | 76 | 8 | 120 |
|  | - | - | ---- |
| 6 | 7 | 13 | 15 |
| 121 | 145 | 271 | 310 |
| 63 | 40 | 115 | 77 |
| 190 | 192 |  | 402 |
|  |  |  |  |
| 188 | 268 | 407 | 522 |
|  | (18) | 2 | (27) |
| 189 | --- | ---- | --- |
|  | 250 | 409 | 495 |
| -- | - | -- | 102 |
| \$189 | \$250 | \$409 | \$597 |
| === | $=$ | === | ==== |


|  | AS OF OR FOR THE THREE MONTHS ENDED JUNE 30, |  |  |  | AS OF OR FOR THE SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 |  | 1996 |  | 997 |  | 1996 |
| MANAGED CREDIT CARD PORTFOLIO: |  |  |  |  |  |  |  |  |
| Average Managed Credit Card Receivables |  | 25,567 |  | 23,348 |  | , 443 |  | , 296 |
| Past Due 90 Days \& Over and Accruing | \$ | 520 | \$ | 461 | \$ | 520 | \$ | 461 |
| As a Percentage of Average Credit Card Receivables |  | 2.03\% |  | 1.97\% |  | 2.04\% |  | 1.98\% |
| Net Charge-offs (a) | \$ | 383 | \$ | 279 | \$ | 741 | \$ |  |
| As a Percentage of Average Credit Card Receivables |  | 5.99\% |  | 4.78\% |  | 5.83\% |  | 4.71\% |

(a) Excludes charges related to conforming credit card charge-off policies.

| FAVORABLE (UNFAVORABLE) IMPACT OF CREDIT CARD SECURITIZATIONS ON REPORTED CONSOLIDATED | THREE MONTHS ENDED JUNE 30, |  | SIX MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: | :---: | :---: |
| STATEMENT OF INCOME LINE ITEMS: | 1997 | 1996 | 1997 | 1996 |
| Net Interest Income | \$(296) | \$(208) | \$(594) | \$(395) |
| Provision for Credit Losses | 267 | 156 | 481 | 261 |
| Credit Card Revenue | 26 | 47 | 94 | 122 |
| Other Revenue | -- | 8 | (2) | 11 |
| Pre-tax Income (Loss) Impact of Securitizations | \$ (3) | \$ 3 | \$ (21) | \$ (1) |


|  | THREE MONTHS ENDED JUNE 30, 1997 |  |  | THREE MONTHS ENDED JUNE 30, 1996 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AVERAGE BALANCE | INTEREST | RATE <br> (ANNUALIZED) | AVERAGE BALANCE | INTEREST | $\begin{gathered} \text { RATE } \\ \text { (ANNUALIZED) } \end{gathered}$ |
| ASSETS |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ 83, 258 | \$1,516 | 7.30\% | \$ 63,954 | \$1, 058 | 6.65\% |
| Securities | 44,385 | 739 | 6.68\% | 42,540 | 691 | 6.53\% |
| Loans | 156,459 | 3,084 | 7.91\% | 150,612 | 3,034 | 8.09\% |
| Total Interest-Earning Assets | 284,102 | 5,339 | 7.54\% | 257,106 | 4,783 | 7.48\% |
| Total Noninterest-Earning Assets | 64,793 |  |  | 60,473 |  |  |
| Total Assets | \$348, 895 |  |  | \$317, 579 |  |  |
|  | ======== |  |  | ======== |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Total Interest-Bearing Deposits | \$134,707 | 1,568 | 4.67\% | \$128,117 | 1,458 | 4.58\% |
| Total Short-Term and Other Borrowings | 92,177 | 1,510 | 6.57\% | 73,373 | 1,087 | 5.96\% |
| Long-Term Debt | 14,035 | 273 | 7.81\% | 12,916 | 221 | 6.86\% |
| Total Interest-Bearing Liabilities | 240,919 | 3,351 | 5.58\% | 214,406 | 2,766 | 5.19\% |
| Noninterest-Bearing Deposits | 41,064 |  |  | 39,658 |  |  |
| Other Noninterest-Bearing Liabilities | 45,641 |  |  | 43,613 |  |  |
| Total Liabilities | 327,624 |  |  | 297,677 |  |  |
| PREFERRED STOCK OF SUBSIDIARY | 550 |  |  | -- |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Preferred Stock | 2,494 |  |  | 2,650 |  |  |
| Common Stockholders' Equity | 18,227 |  |  | 17,252 |  |  |
| Total Stockholders' Equity | 20,721 |  |  | 19,902 |  |  |
| Total Liabilities and Stockholders' Equity | \$348, 895 |  |  | \$317, 579 |  |  |
| INTEREST RATE SPREAD |  |  | 1.96\% |  |  | 2.29\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS |  | \$1,988 | 2.81\% |  | \$2, 017 | 3.15\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS - |  |  |  |  |  |  |
| MANAGED BASIS (a) |  | \$2,284 | 3.08\% |  | \$2,225 | 3.35\% |


|  | SIX MONTHS ENDED JUNE 30, 1997 |  |  | SIX MONTHS ENDED JUNE 30, 1996 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AVERAGE BALANCE | INTEREST | RATE (ANNUALIZED) | AVERAGE BALANCE | INTEREST | RATE <br> (ANNUALIZED) |
| ASSETS |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ 78,047 | \$ 2,807 | 7.25\% | \$ 63,138 | \$2,144 | 6.83\% |
| Securities | 43,968 | 1,465 | 6.72\% | 42,623 | 1,416 | 6.68\% |
| Loans | 154,754 | 6,198 | 8.08\% | 150,123 | 6,275 | 8.41\% |
| Total Interest-Earning Assets | 276,769 | 10,470 | 7.63\% | 255,884 | 9,835 | 7.73\% |
| Total Noninterest-Earning Assets | 67,339 |  |  | 59,368 |  |  |
| Total Assets | \$344,108 |  |  | \$315, 252 |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Total Interest-Bearing Deposits | \$133, 421 | 3,083 | 4.66\% | \$130,948 | 3,102 | 4.76\% |
| Total Short-Term and Other Borrowings | 86,687 | 2,812 | 6.54\% | 70, 057 | 2,113 | 6.07\% |
| Long-Term Debt | 13,780 | 530 | 7.75\% | 12,946 | 448 | 6.95\% |
| Total Interest-Bearing Liabilities | 233,888 | 6,425 | 5.54\% | 213,951 | 5,663 | 5.32\% |
| Noninterest-Bearing Deposits | 40,981 |  |  | 39,203 |  |  |
| Other Noninterest-Bearing Liabilities | 47,759 |  |  | 41,728 |  |  |
| Total Liabilities | 322,628 |  |  | 294,882 |  |  |
| PREFERRED STOCK OF SUBSIDIARY | 550 |  |  | -- |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Preferred Stock | 2,571 |  |  | 2,650 |  |  |
| Common Stockholders' Equity | 18,359 |  |  | 17,720 |  |  |


| Total Stockholders' Equity | 20,930 |  |  | 20,370 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Liabilities and Stockholders' Equity | \$344,108 |  |  | \$315, 252 |  |  |
| INTEREST RATE SPREAD |  |  | 2.09\% |  |  | 2.41\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS |  | \$ 4,045 | 2.95\% |  | \$4,172 | 3.28\% |
|  |  | ======= | ==== |  | ==== | ==== |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS - |  |  |  |  |  |  |
| MANAGED BASIS (a) |  | \$ 4,639 | 3.22\% |  | \$4,567 | 3.47\% |

(a) Excludes the impact of the credit card securitizations.

LINES OF BUSINESS RESULTS
(IN MILLIONS, EXCEPT RATIOS)


REGIONAL AND NATIONWIDE CONSUMER BANKING KEY FINANCIAL MEASURES

|  | 1997 |  |  |  | 1996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| THREE MONTHS ENDED JUNE 30, | REVENUE | NET <br> INCOME | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ | REVENUE | NET INCOME | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ |
| CREDIT CARDS | \$720 | \$39 | 9.9\% | 38\% | \$640 | \$81 | 21.8\% | 37\% |
| RETAIL PAYMENTS AND INVESTMENTS (c) | 526 | 80 | 29.7 | 73 | 508 | 81 | 30.3 | 72 |
| MIDDLE MARKET | 214 | 56 | 21.0 | 47 | 199 | 44 | 16.0 | 54 |
| MORTGAGE BANKING | 186 | 47 | 15.1 | 54 | 159 | 27 | 8.2 | 67 |
| NATIONAL CONSUMER FINANCE | 162 | 29 | 25.3 | 39 | 153 | 37 | 32.1 | 43 |
| INTERNATIONAL CONSUMER | 64 | 14 | 72.5 | 62 | 63 | 15 | 76.2 | 59 |
| TEXAS COMMERCE | 325 | 72 | 19.2 | 61 | 302 | 65 | 18.2 | 64 |

(a) Total column includes Corporate results.
(b) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
(c) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 25$ million and $\$ 16$ million in 1997 and 1996, respectively.

NM - Not meaningful

|  | GLOBAL WHOLESALE BANKING |  |  |  | REGIONAL AND NATIONWIDE CONSUMER BANKING |  |  |  | TOTAL (a) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SIX MONTHS ENDED JUNE 30, |  | 1997 |  | 1996 |  | 1997 |  | 1996 |  | 1997 |  | 1996 |
| REVENUES | \$ | 4,642 | \$ | 4,353 | \$ | 4,336 | \$ | 4, 043 | \$ | 8,290 | \$ | 7,995 |
| OPERATING NET INCOME |  | 1,339 |  | 1,166 |  | 668 |  | 670 |  | 1,915 |  | 1,737 |
| AVERAGE COMMON EQUITY |  | 9,454 |  | 9,683 |  | 6,575 |  | 6,415 |  | 18,359 |  | 17,720 |
| AVERAGE ASSETS |  | 236,658 |  | 214,926 |  | 18,791 |  | 11,179 |  | 344,108 |  | 315,252 |
| RETURN ON COMMON EQUITY (ROCE) |  | 27.4\% |  | 23.0\% |  | 19.3\% |  | 19.8\% |  | 19.9\% |  | 18.5\% |
| EFFICIENCY RATIO |  | 51\% |  | 54\% |  | 53\% |  | 56\% |  | 58\% |  | 59\% |

gLobal wholesale banking
KEY FINANCIAL MEASURES

|  | 1997 |  |  |  | 1996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SIX MONTHS ENDED JUNE 30, | REVENUE | $\begin{aligned} & \text { NET } \\ & \text { INCOME } \end{aligned}$ | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ | REVENUE | NET <br> INCOME | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ |
| GLOBAL INVESTMENT BANKING |  |  |  |  |  |  |  |  |
| AND CORPORATE LENDING | \$1, 040 | \$315 | 17.6\% | 39\% | \$1,099 | \$352 | 19.6\% | 36\% |
| GLOBAL MARKETS | 1,721 | 610 | 56.5 | 45 | 1,307 | 380 | 31.8 | 56 |
| CHASE CAPITAL PARTNERS | 314 | 170 | 29.8 | 14 | 460 | 268 | 50.7 | 7 |
| GLOBAL ASSET MANAGEMENT |  |  |  |  |  |  |  |  |
| AND PRIVATE BANKING | 355 | 66 | 26.7 | 69 | 336 | 60 | 24.1 | 67 |
| GLOBAL SERVICES | 1,035 | 156 | 28.3 | 76 | 963 | 125 | 22.5 | 79 |
| TERMINAL BUSINESSES (b) | 25 | (20) | NM | NM | 29 | (21) | NM | NM |

REGIONAL AND NATIONWIDE CONSUMER BANKING KEY FINANCIAL MEASURES

|  | 1997 |  |  |  | 1996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SIX MONTHS ENDED JUNE 30, | REVENUE | NET INCOME | ROCE | EFFICIENCY RATIO RATIO | REVENUE | $\begin{aligned} & \text { NET } \\ & \text { INCOME } \end{aligned}$ | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ |
| CREDIT CARDS | \$1,450 | \$ 94 | 12.3\% | 39\% | \$1,275 | \$153 | 20.6\% | 38\% |
| RETAIL PAYMENTS AND INVESTMENTS (c) | 1,028 | 157 | 28.9 | 73 | 1,005 | 142 | 26.8 | 75 |
| MIDDLE MARKET | 423 | 111 | 21.1 | 47 | 416 | 97 | 18.0 | 52 |
| MORTGAGE BANKING | 373 | 93 | 14.9 | 55 | 324 | 49 | 7.4 | 70 |
| NATIONAL CONSUMER FINANCE | 317 | 56 | 24.1 | 41 | 303 | 70 | 31.2 | 42 |
| INTERNATIONAL CONSUMER | 129 | 29 | 76.6 | 60 | 124 | 29 | 76.5 | 59 |
| TEXAS COMMERCE | 645 | 138 | 18.5 | 62 | 611 | 133 | 18.8 | 63 |

(a) Total column includes Corporate results.
(b) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
(c) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 49$ million and $\$ 35$ million in 1997 and 1996, respectively.

NM - Not meaningful


[^0]:    * Estimated

