# SECURITIES AND EXCHANGE COMMISSION 

Washington, DC 20549
FORM 10-Q
QUARTERLY REPORT UNDER SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarter Ended March 31, 1999 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 or organization)

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

13-2624428
(IRS Employer
Identification No.)

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.

Yes $|X|$ No $\mid$ _|
Common Stock, \$1 Par Value
845, 268, 072
Number of shares outstanding of each of the issuer's classes of common stock on April 30, 1999.

## FORM 10-Q INDEX

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## THE CHASE MANHATTAN CORPORATION <br> CONSOLIDATED BALANCE SHEET

(in millions, except share data)

## ASSETS

Cash and Due from Banks
Deposits with Banks
Federal Funds Sold and Securities
Purchased Under Resale Agreements
Trading Assets:
Debt and Equity Instruments
Risk Management Instruments (Net of Allowance for Credit Losses of \$150 in 1999 and 1998)
Securities:
Available-for-Sale
Held-to-Maturity (Market Value: \$1,330 at March 31,1999 and \$1,703 at December 31, 1998)
Loans (Net of Allowance for Loan Losses of \$3,552 in 1999 and 1998)
Premises and Equipment
Due from Customers on Acceptances
Accrued Interest Receivable
Other Assets
TOTAL ASSETS

## LIABILITIES

Deposits:
Domestic:
Noninterest-Bearing
Interest-Bearing
Foreign:
Noninterest-Bearing
Interest-Bearing
Total Deposits
Federal Funds Purchased and Securities
Sold Under Repurchase Agreements
Commercial Paper
Other Borrowed Funds
Acceptances Outstanding
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities, Including
the Allowance for Credit Losses of \$170 in 1999 and 1998

## Long-Term Debt

Guaranteed Preferred Beneficial Interests in Corporation's
Junior Subordinated Deferrable Interest Debentures
TOTAL LIABILITIES
COMMITMENTS AND CONTINGENCIES (See Note 9)
PREFERRED STOCK OF SUBSIDIARY

STOCKHOLDERS' EQUITY
Preferred Stock
Common Stock (Authorized 1,500,000,000 Shares, Issued 881,857,276
Shares at March 31,1999 and 881,688,611 Shares at December 31,1998)
Capital Surplus
Retained Earnings
Accumulated Other Comprehensive Income
Treasury Stock, at Cost (36,810,934 Shares at March 31, 1999
and 33,703, 249 Shares at December 31, 1998)
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY
AND STOCKHOLDERS' EQUITY \$ 361,258 \$ 365,875

AND STOCKHOLDERS' EQUITY | \$ 361,258 |
| :--- |
| $=========$ |
| $=========$ |

Part I
Item 1. (continued)
THE CHASE MANHATTAN CORPORATION
CONSOLIDATED STATEMENT OF INCOME
Three Months Ended March 31,
(in millions, except per share data)

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| INTEREST INCOME |  |  |
| Loans | \$ 3,209 | \$ 3,405 |
| Securities | 835 | 889 |
| Trading Assets | 418 | 676 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements | 381 | 671 |
| Deposits with Banks | 184 | 152 |
| Total Interest Income | 5, 027 | 5,793 |
| INTEREST EXPENSE |  |  |
| Deposits | 1,598 | 1,815 |
| Short-Term and Other Borrowings | 914 | 1,509 |
| Long-Term Debt | 311 | 305 |
| Total Interest Expense | 2,823 | 3,629 |
| NET INTEREST INCOME | 2,204 | 2,164 |
| Provision for Loan Losses | 381 | 332 |
| NET INTEREST INCOME AFTER PROVISION |  |  |
| FOR LOAN LOSSES | 1,823 | 1,832 |
| NONINTEREST REVENUE |  |  |
| Investment Banking Fees | 317 | 361 |
| Trust, Custody and Investment Management Fees | 414 | 348 |
| Credit Card Revenue | 379 | 300 |
| Fees for Other Financial Services | 553 | 510 |
| Trading Revenue | 618 | 480 |
| Provision for Risk Management Instrument Credit Losses | -- | (12) |
| Securities Gains | 156 | 83 |
| Private Equity Gains | 325 | 293 |
| Other Revenue | 178 | 96 |
| Total Noninterest Revenue | 2,940 | 2,459 |
| NONINTEREST EXPENSE |  |  |
| Salaries | 1,384 | 1,254 |
| Employee Benefits | 255 | 224 |
| Occupancy Expense | 218 | 189 |
| Equipment Expense | 243 | 209 |
| Restructuring Costs | -- | 521 |
| Other Expense | 845 | 744 |
| Total Noninterest Expense | 2,945 | 3,141 |
| INCOME BEFORE INCOME TAX EXPENSE | 1,818 | 1,150 |
| Income Tax Expense | 645 | 425 |
| NET INCOME | \$ 1,173 | \$ 725 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 1,155 | \$ 691 |
| NET INCOME PER COMMON SHARE: |  |  |
| Basic | \$ 1.37 | \$ 0.82 |
| Diluted | \$ 1.32 | \$ 0.80 |

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

Part I
Item 1. (continued)
THE CHASE MANHATTAN CORPORATION CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY
Three months Ended March 31, (in millions)

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| PREFERRED STOCK |  |  |  |  |
| Balance at Beginning of Year | \$ | 1,028 | \$ | 1,740 |
| Redemption of Stock |  | -- |  | (372) |
| Balance at End of Period |  | 1,028 |  | 1,368 |
| COMMON STOCK |  |  |  |  |
| Balance at Beginning and End of Period |  | 882 (a) |  | 441 |
| CAPITAL SURPLUS |  |  |  |  |
| Balance at Beginning of Year |  | 9,836 |  | 10,360 |
| Shares Issued and Commitments to Issue Common Stock for Employee Stock-Based Awards and Related Tax Effects |  | (294) |  | (219) |
| Balance at End of Period |  | 9,542 |  | 10,141 |
| RETAINED EARNINGS |  |  |  |  |
| Balance at Beginning of Year |  | 13,544 |  | 11,086 |
| Net Income |  | 1,173 |  | 725 |
| Cash Dividends Declared: |  |  |  |  |
| Preferred Stock |  | (18) |  | (34) |
| Common Stock |  | (348) |  | (306) |
| Balance at End of Period |  | 14,351 |  | 11,471 |
| ACCUMULATED OTHER COMPREHENSIVE INCOME |  |  |  |  |
| Balance at Beginning of Year |  | 392 |  | 112 |
| Other Comprehensive Income (Loss) |  | (491) |  | 22 |
| Balance at End of Period |  | (99) |  | 134 |
| TREASURY STOCK, AT COST |  |  |  |  |
| Balance at Beginning of Year |  | $(1,844)$ |  | $(1,997)$ |
| Purchase of Treasury Stock |  | $(1,661)$ |  | (73) |
| Reissuance of Treasury Stock |  | 1,069 |  | 556 |
| Balance at End of Period |  | $(2,436)$ |  | $(1,514)$ |
| TOTAL STOCKHOLDERS' EQUITY |  | 23,268 |  | 22,041 |
| COMPREHENSIVE INCOME |  |  |  |  |
| Net Income |  | 1,173 | \$ | 725 |
| Other Comprehensive Income (Loss) |  | (491) |  | 22 |
| Comprehensive Income | \$ | 682 | \$ | 747 |

(a) Increase reflects shares issued in connection with a two-for-one stock split, effective as of close of business on May 20, 1998.

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

## THE CHASE MANHATTAN CORPORATION

 CONSOLIDATED STATEMENT OF CASH FLOWS Three months Ended March 31, (in millions)|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |  |  |
| Net Income | \$ | 1,173 | \$ | 725 |
| Adjustments to Reconcile Net Income to Net Cash |  |  |  |  |
| Provided by Operating Activities: |  |  |  |  |
| Provision for Loan Losses |  | 381 |  | 332 |
| Provision for Risk Management Instrument Credit Losses |  | - - |  | 12 |
| Restructuring Costs |  | -- |  | 521 |
| Depreciation and Amortization |  | 340 |  | 242 |
| Net Change In: |  |  |  |  |
| Trading-Related Assets |  | 3,841 |  | 1,379 |
| Accrued Interest Receivable |  | 73 |  | 486 |
| Other Assets |  | $(1,984)$ |  | $(3,301)$ |
| Trading-Related Liabilities |  | $(2,743)$ |  | $(4,300$ |
| Accrued Interest Payable |  | (176) |  | (61) |
| Other Liabilities |  | $(1,742)$ |  | 485 |
| Other, Net |  | 128 |  | (867) |
| Net Cash Used by Operating Activities |  | (709) |  | $(4,347$ |


| INVESting ACtIVITIES |  |  |
| :---: | :---: | :---: |
| Net Change In: |  |  |
| Deposits with Banks | 3,775 | (579) |
| Federal Funds Sold and Securities Purchased |  |  |
| Under Resale Agreements | $(9,101)$ | 5,966 |
| Loans Due to Sales and Securitizations | 10,461 | 9,320 |
| Other Loans, Net | $(12,102)$ | $(9,175)$ |
| Other, Net | 358 | 340 |
| Proceeds from the Maturity of Held-to-Maturity |  |  |
| Purchases of Held-to-Maturity Securities | -- | (20) |
| Proceeds from the Maturity of Available-for-Sale |  |  |
| Securities | 3,092 | 6,396 |
| Proceeds from the Sale of Available-for-Sale |  |  |
| Securities | 36,784 | 37,873 |
| Purchases of Available-for-Sale Securities | $(33,525)$ | $(50,301)$ |
| Cash Used in Acquisitions | (49) | (254) |
| Net Cash Provided (Used) by Investing Activities | 64 | (148) |
| FINANCING ACTIVITIES |  |  |
| Net Change In: |  |  |
| Noninterest-Bearing Domestic Demand Deposits | (161) | $(1,512)$ |
| Domestic Time and Savings Deposits | $(4,001)$ | 5,797 |
| Foreign Deposits | (634) | $(1,877)$ |
| Federal Funds Purchased and Securities Sold |  |  |
| Under Repurchase Agreements | 12,205 | 812 |
| Other Borrowed Funds | $(4,080)$ | 23 |
| Other, Net | (39) | (147) |
| Proceeds from the Issuance of Long-Term Debt |  |  |
| Maturity and Redemption of Long-Term Debt | $(1,077)$ | (662) |
| Proceeds from the Issuance of Stock | 571 | 158 |
| Redemption of Preferred Stock | -- | (372) |
| Treasury Stock Purchased | $(1,661)$ | (73) |
| Cash Dividends Paid | (323) | (295) |
| Net Cash Provided by Financing Activities | 1,875 | 3,683 |
| Effect of Exchange Rate Changes on Cash and Due from Banks | 8 | 14 |
| Net Increase (Decrease) in Cash and Due from Banks | 1,238 | (798) |
| Cash and Due from Banks at January 1, | 17,068 | 15,704 |
| Cash and Due from Banks at March 31, | \$ 18,306 | \$ 14,906 |
| Cash Interest Paid | \$ 2,999 | \$ 3,690 |
| Taxes Paid | \$ 134 | \$ 159 |

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

Item 1. (continued)

See Glossary of Terms on page 37 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. Certain amounts in prior periods have been reclassified to conform to the current presentation.

## NOTE 2 - SECURITIES

For a discussion of the accounting policies relating to securities, see Note One of Chase's 1998 Annual Report.

Net gains from available-for-sale securities sold in the first quarters of 1999 and 1998 amounted to $\$ 156$ million (gross gains of $\$ 211$ million and gross losses of $\$ 55$ million) and to $\$ 83$ million (gross gains of $\$ 134$ million and gross losses of $\$ 51$ 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:

|  | March 31, 1999 |  | December 31, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| ```(in millions) Available-for-Sale Securities:``` | Amortized Cost | $\begin{aligned} & \text { Fair } \\ & \text { Value (a) } \end{aligned}$ | Amortized Cost | $\begin{aligned} & \text { Fair } \\ & \text { Value (a) } \end{aligned}$ |
|  |  |  |  |  |
| U.S. Government and Federal |  |  |  |  |
| Agency/Corporation Obligations: |  |  |  |  |
| Mortgage-Backed Securities | \$32,486 | \$32, 215 | \$42,916 | \$42,994 |
| Collateralized Mortgage Obligations | 188 | 189 | 260 | 260 |
| U.S. Treasuries | 10,800 | 10,627 | 8,844 | 9,116 |
| Obligations of State and Political Subdivisions | 204 | 205 | 226 | 227 |
| Debt Securities Issued by Foreign Governments | 10,123 | 10,122 | 8,176 | 8,226 |
| Corporate Debt Securities | 305 | 295 | 261 | 255 |
| Equity Securities | 811 | 1,028 | 832 | 1,058 |
| Other, primarily Asset-Backed Securities (b) | 580 | 616 | 628 | 667 |
| Total Available-for-Sale Securities (c) | \$55,497 | \$55,297 | \$62,143 | \$62,803 |
| Held-to-Maturity Securities: |  |  |  |  |
| U.S. Government and Federal |  |  |  |  |
| Agency/Corporation Obligations: |  |  |  |  |
| Mortgage-Backed Securities | \$ 816 | \$ 829 | \$ 898 | \$ 914 |
| Collateralized Mortgage Obligations | 431 | 432 | 720 | 720 |
| U.S. Treasuries | 66 | 66 | 65 | 65 |
| Other, primarily Asset-Backed Securities (b) | 3 | 3 | 4 | 4 |
| Total Held-to-Maturity Securities | \$ 1,316 | \$ 1,330 | \$ 1,687 | \$ 1,703 |

(a) Gross unrealized gains and losses on available-for-sale securities were $\$ 409$ million and $\$ 609$ million, respectively, at March 31,1999 and $\$ 771$ million and $\$ 111$ million, respectively, at December 31, 1998. Gross unrealized gains on held-to-maturity securities were $\$ 14$ million (there were no gross unrealized losses), at March 31, 1999. Gross unrealized gains and losses were $\$ 17$ million and $\$ 1$ million, respectively, at December 31, 1998.
(b) Includes collateralized mortgage obligations of private issuers, which generally have underlying collateral consisting of obligations of U.S. Government and Federal agencies and corporations.
(c) Excludes securities classified as loans, which are subject to the provisions of SFAS 115. The amortized cost and fair value of these loans were $\$ 403$ million and $\$ 377$ million, respectively, at March 31, 1999. This compares with $\$ 623$ million and $\$ 569$ million, respectively, at December 31, 1998.

Part I
Item 1. (continued)
NOTE 3 - GUARANTEED PREFERRED BENEFICIAL INTERESTS IN CORPORATION'S JUNIOR SUBORDINATED DEFERRABLE INTEREST DEBENTURES

There have been no changes related to the statutory business trusts during the 1999 first quarter. For a discussion of these business trusts, see page 57 of Chase's 1998 Annual Report.

NOTE 4 - RESTRUCTURING COSTS
For a discussion of Chase's restructuring costs, refer to Note Twelve and page 28 of Chase's 1998 Annual Report.

During the 1998 first quarter, Chase incurred a pre-tax charge of $\$ 510$ million taken in connection with initiatives to streamline support functions and realign certain business activities. As of March 31, 1999, the reserve balance was $\$ 300$ million, of which $\$ 183$ million related to staff reductions, $\$ 102$ million related to dispositions of certain premises and equipment and $\$ 15$ million related to other expenses.
NOTE 5 - COMPREHENSIVE INCOME
Comprehensive income for Chase includes net income as well as the change in unrealized gains and losses on available-for-sale securities and foreign currency translation (each of which includes the impact of related derivatives). Chase has presented these items net of tax in the Statement of Changes in Stockholders' Equity.

## Three months Ended March 31, (in millions)


(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. See Note Two.

NOTE 6 - FAIR VALUE OF FINANCIAL INSTRUMENTS
For a discussion of Chase's fair value methodologies, see Note Twenty-Two of the 1998 Annual Report. The following table presents the financial assets and liabilities valued under SFAS 107.

| (in millions) | March 31, 1999 |  |  |  | December 31, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value | Estimated Fair Value | $\begin{aligned} & \text { Appr } \\ & \text { (Depr } \end{aligned}$ | ciation/ <br> ciation) | Carrying Value | Estimated <br> Fair Value | $\begin{aligned} & \text { Appr } \\ & \text { (Depr } \end{aligned}$ | ciation/ <br> ciation) |
| Total Financial Assets | \$350, 781 | \$352,985 | \$ | 2,204 | \$355,738 | \$358, 559 | \$ | 2,821 |
| Total Financial Liabilities | \$336, 592 | \$336,435 |  | 157 | \$340,643 | \$340, 519 |  | 124 |
| Estimated Fair Value in Exce of Carrying Value |  |  |  | 2,361 |  |  | \$ | 2,945 |

Derivative contracts used in connection with Chase's ALM activities had an unrecognized net gain of $\$ 11$ million and $\$ 110$ million at March 31, 1999 and December 31, 1998, respectively, both of which are included in the above amounts.

Part I
Item 1. (continued)
NOTE 7 - CAPITAL
For a discussion of the calculation of risk-based capital ratios, see Note Eighteen of Chase's 1998 Annual Report

The following table presents the risk-based capital ratios for Chase and its
significant banking subsidiaries. At March 31,1999, Chase and each of its depository institutions, including those listed in the table below, were "well capitalized" as defined by banking regulators.


| March 31, 1999 <br> (in millions, except ratios) | Chase (a) | The Chase Manhattan Bank | Chase Texas | Chase USA |
| :---: | :---: | :---: | :---: | :---: |
| Tier 1 Capital (d) | \$ 23,980 | \$ 18, 225 | \$ 1,454 | \$ 2,812 |
| Total Capital | 34,943 | 26,377 | 2,110 | 3,968 |
| Risk-Weighted Assets (b) | 287, 073 | 229,131 | 19,698 | 32,864 |
| Adjusted Average Assets | 364,637 | 294, 036 | 22,943 | 32,558 |
| Tier 1 Capital Ratio (b)(d) | 8.35\% | 7.95\% | 7.38\% | 8.56\% |
| Total Capital Ratio (b)(d) | 12.17\% | 11.51\% | 10.71\% | 12.07\% |
| Tier 1 Leverage Ratio (c)(d) | 6.58\% | $6.20 \%$ | $6.34 \%$ | 8.64\% |

(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 $\$ 92,719$ million, $\$ 84,242$ million, $\$ 4,029$ million and $\$ 3,844$ million
(c) Tier 1 capital divided by adjusted average assets (net of allowance for credit 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.

NOTE 8 - DERIVATIVE AND FOREIGN EXCHANGE CONTRACTS
Chase utilizes various derivative and foreign exchange contracts for trading purposes and for purposes other than trading, such as asset/liability management ("ALM"). For a discussion of the various financial instruments used and the credit and market risks involved, see Note Nineteen of Chase's 1998 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) | Notional Amounts (a)  <br> March 31, December 31, <br> 1999 1998 |  | Credi$\begin{gathered} \text { March 31, } \\ 1999 \end{gathered}$ |  | $\begin{aligned} & \text { Exposure } \\ & \text { December } \\ & 1998 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Rate Contracts | \$8,751.6 | \$8,171.9 | \$ | 14.0 | \$ | 13.0 |
| Foreign Exchange Contracts | 1,773.5 | 2,040.6 |  | 10.9 |  | 16.0 |
| Debt, Equity, Commodity and Other Contracts | 152.9 | 140.5 |  | 4.0 |  | 4.3 |
| Total Credit Exposure Recorded on the Balance Sheet |  |  | \$ | 28.9 | \$ | 33.3 |

(a) The notional amounts of exchange-traded interest rate contracts, foreign exchange contracts, and debt, equity, commodity and other contracts were $\$ 981.9$ billion, $\$ 1.5$ billion and $\$ 9.0$ billion, respectively, at March 31, 1999, compared with \$699.3 billion, $\$ 3.3$ billion and $\$ 3.9$ billion, respectively, at December 31,1998. The credit risk for these contracts was minimal as exchange-traded contracts principally settle daily in cash.

NOTE 9 - COMMITMENTS AND CONTINGENCIES
For a discussion of legal proceedings, see Part II, Item 1 of this Form 10-Q.

Part I
Item 1. (continued)

## NOTE 10 - SEGMENT INFORMATION

Effective December 31, 1998, Chase adopted SFAS 131 which defines the criteria by which management determines the number and nature of its "operating segments" and sets forth the financial information that is required to be disclosed about these operating segments.

Chase's businesses are organized into three major franchises (segments): Global Bank, National Consumer Services ("NCS") and Chase Technology Solutions ("CTS"), which includes Global Services. These franchises are based on the nature of the products and services provided, the type or class of customer, and Chase's management organization.

Chase uses 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 Management's Discussion and Analysis ("MD\&A") on page 19 and Note Twenty-three of the 1998 Annual Report. The following table provides Chase's segment results.

| (in millions) | Global Bank |  | National Consumer Services |  | Global Services (within CTS) |  | Corporate/ Reconciling Items (a) |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First Quarter 1999 |  |  |  |  |  |  |  |  |  |  |
| Operating Revenue (b) | \$ | 2,587 | \$ | 2,161 | \$ | 728 | \$ | (63) | \$ | 5,413 |
| Intersegment Revenue (b) |  | (25) |  | (3) |  | 19 |  | 9 |  |  |
| Operating Earnings |  | 834 |  | 309 |  | 99 |  | (69) |  | 1,173 |
| Cash Operating Earnings (c) |  | 844 |  | 350 |  | 114 |  | (62) |  | 1,246 |
| Average Managed Assets |  | 248,813 |  | 112,176 |  | 15,507 |  | 8,400 |  | 384,896 |
| SVA |  | 393 |  | 134 |  | 23 |  | (49) |  | 501 |
| First Quarter 1998 |  |  |  |  |  |  |  |  |  |  |
| Operating Revenue (b) | \$ | 2,385 | \$ | 1,931 | \$ | 670 | \$ | (71) | \$ | 4,915 |
| Intersegment Revenue (b) |  | (26) |  | (1) |  | 19 |  | 8 |  | -- |
| Operating Earnings |  | 751 |  | 247 |  | 114 |  | (59) |  | 1,053 |
| Cash Operating Earnings (c) |  | 761 |  | 287 |  | 119 |  | (53) |  | 1,114 |
| Average Managed Assets |  | 271,779 |  | 105,095 |  | 12,771 |  | 5,214 |  | 394,859 |
| SVA |  | 318 |  | 72 |  | 52 |  | (14) |  | 428 |

(a) Corporate/Reconciling Items includes the non-global services portion of Chase Technology Solutions, Chase's Global Asset Management and Mutual Funds business, corporate staff areas 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 are primarily conducted at fair value.
(c) Cash Operating Earnings excludes the impact of credit card securitizations, restructuring costs, special items, and amortization of goodwill and certain 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 (segments) results, see Lines of Business Results in the MD\&A on pages 12-16.

|  | First Quarter |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| (in millions) |  |  |
| Segments' Cash Operating Earnings | \$ 1,308 | \$ 1,167 |
| Corporate/Reconciling Items | (62) | (53) |
| Consolidated Cash Operating Earnings | 1,246 | 1,114 |
| Amortization of Goodwill and Certain Intangibles | (73) | (61) |
| Consolidated Operating Earnings | 1,173 | 1,053 |
| Special Items and Restructuring Costs | -- | (328) |
| Consolidated Net Income | \$ 1,173 | \$ 725 |

## OVERVIEW

|  | 1999 | 1998 |  |
| :---: | :---: | :---: | :---: |
| (in millions, except per share and ratio data) | First Quarter | First Quarter | $\begin{gathered} \text { Over(Under) } \\ \text { 1Qtr98 } \end{gathered}$ |
| Operating Basis (a) |  |  |  |
| Operating Revenue | \$5,413 | \$4,915 | 10\% |
| Operating Earnings | 1,173 | 1,053 | 11\% |
| Diluted Earnings Per Share | 1.32 | 1.17 | 13\% |
| Return on Average Common Equity | 20.6\% | 20.3\% | 30 bp |
| Efficiency Ratio | 54 | 53 | 100 bp |
| Shareholder Value Added | \$ 501 | \$ 428 | 17\% |

Reported Basis
Net Income
Diluted Net Income Per Share Return on Average Common Equity

| $\$ 1,173$ | $\$ 725$ | $62 \%$ |
| :---: | :---: | ---: |
| 1.32 | 0.80 | $65 \%$ |
| $20.6 \%$ | $13.8 \%$ | 680 bp |

(a) Operating basis excludes the impact of credit card securitizations, restructuring costs and special items. For a further discussion, see page 19 of Chase's 1998 Annual Report.
bp - Denotes basis points; 100 bp equals $1 \%$.

Operating diluted earnings per share were $\$ 1.32$ in the first quarter of 1999, compared to $\$ 1.17$ per share in the first quarter of 1998. Reported diluted earnings per share were $\$ 1.32$ in the 1999 first quarter and $\$ .80$ in the first quarter of 1998. Operating earnings and reported net income were each \$1.17 billion in the first quarter of 1999 , compared with $\$ 1.05$ billion and $\$ 725$ million, respectively, in the first quarter of 1998.

Operating highlights for first quarter of 1999 included:

- $\quad$ Operating revenue increased $10 \%$ to $\$ 5.4$ billion.
- Operating EPS increased by $13 \%$ to $\$ 1.32$.
- Shareholder Value Added ("SVA") increased 17\% to \$501 million.
- Return on common equity was 21\%.

Chase repurchased approximately $\$ 885$ million of common stock, on a net basis, in the quarter. Even so, the Tier 1 capital ratio rose to 8.4\%.

Chase's first quarter results reflected double-digit growth in revenues, earnings per share and shareholder value. Driving these results were the strength and diversity of Chase's businesses and a disciplined approach to risk and capital management. Chase's management continues to reaffirm its belief in the strength and sustainability of earnings from Chase's diverse business mix. Each of Chase's major business franchises is at scale, and maintains leadership positions in its line of business. As a result, Chase's operating revenues increased $10 \%$ in the 1999 first quarter, despite lower investment banking fees and weaker results in Global Services. Trading-related revenue reached a record high of $\$ 837$ million. Credit costs remained stable in the first quarter: credit card net charge-offs improved from the 1998 fourth quarter, and financial conditions in Asia and Latin America have stabilized since the 1998 year-end. At March 31, 1999, total assets on Chase's balance sheet declined by $\$ 4.6$ billion from the 1998 year-end, and Tier 1 capital and Total capital ratios increased to $8.4 \%$ and $12.2 \%$, respectively, reflecting Chase's continued focus on SVA and capital management.

This Management's Discussion and Analysis contains certain forward-looking statements, including without limitation, statements related to credit, market and operating risk. These forward-looking statements are subject to risks and uncertainties and Chase's actual results may differ materially from those included in these statements. Reference is made to Chase's reports filed with the Securities and Exchange Commission, in particular the 1998 Annual Report, for a discussion of factors that may cause such differences to occur. See Glossary of Terms on page 37 for a definition of terms used throughout this Form 10-Q.

Management measures Chase's financial performance and that of its business units based on operating earnings, cash operating earnings, and SVA. For a description of these concepts and the basis of presentation that management uses to measure and evaluate business unit profitability, see page 19 of the 1998 Annual Report

Prior periods may be restated to reflect refinements in management reporting policies or changes to the management organization.

The table below provides summary financial information on an operating basis for Chase's three major business franchises. The discussion that follows the table focuses on business unit performance within these franchises. See Note Ten of this Form 10-Q for a further discussion of Chase's business segments.

(a) Cash Operating Earnings represent operating earnings excluding the amortization of goodwill and certain intangibles.
(b) Total column includes Corporate results. See description of Corporate results on page 16.
bp - Denotes basis points; 100bp equals 1\%.

Global Bank combines the strengths of a leading commercial bank and a leading investment bank to meet the needs of corporations, institutions, governments and wealthy individuals around the world. With operations in approximately 50 countries, including major operations in all key international financial centers, Global Bank integrates a broad range of leading product capabilities, industry knowledge and geographic reach to produce superior customer solutions

Global Bank first quarter 1999 operating revenues rose $\$ 202$ million, an increase of $8 \%$ from first quarter 1998, due to increases in trading-related revenue, securities gains and private equity gains. Cash operating earnings and SVA for the first quarter 1999 increased $\$ 83$ million and $\$ 75$ million, respectively, over the first quarter 1998.

The following table sets forth certain key financial performance measures of the businesses within Global Bank

(a) All product revenues and expenses for Chase Texas have been allocated to the appropriate business units.

NM - Not meaningful
bp - Denotes basis points; 100 bp equals $1 \%$.

Global Markets
Global Markets' activities are diverse, by product and geography, and encompass the trading and sale of foreign exchange, derivatives, fixed income securities and commodities. Chase operates 24 hours a day covering the major international cross-border financial markets, as well as many local markets. Also included within Global Markets are Chase's domestic and international treasury units, which have the primary responsibility for managing Chase's interest rate risk exposures and investment securities activities. Treasury results are managed on a total return basis with one of the primary objectives being the creation of conomic value over time. Total return combines reported revenues (net interest income and securities gains/losses) and the change in the net unrealized appreciation/depreciation of all financial instruments and underlying balance sheet items.

Trading-related revenue for the first quarter of 1999 was a record $\$ 837$ million an increase of $21 \%$ from the 1998 first quarter. Results reflect a strong performance in traditional products, including interest rate derivatives, and newer products, such as equity derivatives. Securities gains realized during the first quarter were $\$ 156$ million, an $88 \%$ increase over first quarter 1998 results. The total return (pretax before expenses) from interest rate risk management activities amounted to $\$ 251$ million for the first quarter of 1999 compared with $\$ 86$ million in the first quarter of 1998.

Global Investment Banking advises corporations, financial institutions, financial sponsors and governments by providing integrated one-stop financial solutions and industry expertise to clients globally. Chase's corporate finance client base is extensive and is managed through global client industry groups. Product offerings encompass syndicated finance, high yield securities, mergers and acquisitions advisory, project finance, real estate advisory and placement, restructuring and private placements. Chase is the largest provider of U.S. corporate debt, with a major presence in both the public and private debt markets, and has built a strong presence in the advisory area by leveraging its debt market leadership.

Global Investment Banking operating revenues for the first three months of 1999 decreased by $\$ 130$ million, or $37 \%$, to $\$ 220$ million when compared with the same quarter in 1998. The revenue decrease reflects lower investment banking fees due to an overall market decline in leveraged financings and lower trading results on high yield securities.

## Corporate Lending

Corporate Lending provides credit and lending services to clients globally within a strategy that emphasizes origination for distribution. An active portfolio management effort is an integral part of corporate lending activities and is focused on managing concentrations by product, borrower, risk grade, industry and geography. The use of SVA for product and customer decisions resulted in higher spreads on retained assets and the disposition of less-SVA-attractive loans. Management expects to continue to manage commercial loans for shareholder value rather than revenue growth. Revenues and cash operating earnings increased $8 \%$ and $24 \%$, respectively, for the 1999 first quarter when compared with the same 1998 period.

Chase Capital Partners
Chase Capital Partners ("CCP") is one of the largest global private equity rganizations with approximately $\$ 7.1$ billion under management, including $\$ 4.3$ billion in direct equity and equity-related investments and $\$ 1.4$ billion in fund investments. CCP provides equity and mezzanine financing for a wide variety of investment opportunities in the United States and, to a lesser extent, abroad. For the first three months of 1999, CCP's direct investments totaled approximately $\$ 312$ million in 15 venture capital, management buyout, recapitalization, growth equity and mezzanine transactions, compared with approximately $\$ 371$ million in 34 direct investments for the first quarter of 1998. Earnings reflected continued strength in the equity markets, a favorable environment for technology initial public offerings (IPOs) and the positive impact of maturing investments within the portfolio, partially offset by higher costs to support a higher level of investments.

Global Private Bank
The Global Private Bank serves a global client base of high net worth individuals and families, offering a full range of private banking services as well as access to the broad product capabilities of the Global Bank. Services include investment management, global capital market products and services, risk management, alternative investments such as private equity funds, trust and estate planning, global custody, mutual funds, credit and banking, and philanthropic advisory services. Revenues increased 4\% from the 1998 first quarter reflecting double digit growth in the U.S., particularly in investment management and trust fees, offset by lower revenues in selected international markets.

## Middle Markets

Chase is the premier provider of financial services to middle-market companies (companies with sales ranging from $\$ 10$ million to $\$ 500$ million) regionally, with a national focus in selected industries. It is the market leader in the New York metropolitan tri-state area. Cash operating earnings decreased slightly in the 1999 first quarter, reflecting lower spreads and an increase in expenses.

National Consumer Services ("NCS") serves more than 30 million customers nationwide offering a wide variety of financial products and services through a diverse array of channels. Characterized by significant scale, and operating under the strong Chase brand, NCS combines nationwide presence with a leading consumer and small business banking franchise in the New York metropolitan tri-state region and key Texas markets. NCS's strategy is driven by information technology, which provides insights into customer behavior, requirements and preferences, and enables the franchise to develop financial solutions that best meet customer needs.
ash operating earnings for the first quarter of 1999 increased $\$ 63$ million, or $22 \%$, over the same period in 1998. Revenue growth of $12 \%$ contributed to the increase in cash operating earnings and reflects higher revenues and volumes across all of NCS's businesses. SVA increased $\$ 62$ million, or $86 \%$, in the first three months of 1999 from the same period in 1998

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

|  | 1999 |  |  |  |  | Over/(Under) 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First Quarter Ended |  |  |  |  | Cash |  | Cash | Cash |
| March 31, |  | rating |  | ing | Efficiency | Operating | Operating | Efficiency |
| (in millions, except ratios) |  | venues |  | ngs | Ratio | Revenues | Earnings | Ratio |
| Chase Cardmember Services | \$ | 1,001 | \$ | 117 | 34\% | 8\% | 3\% | 100 bp |
| Regional Consumer Banking |  | 577 |  | 101 | 70 | 7 | 25 | (400) |
| Chase Home Finance |  | 272 |  | 64 | 58 | 13 | (2) | 900 |
| Diversified Consumer Services |  | 291 |  | 58 | 48 | 41 | 205 | $(1,000)$ |
| Other NCS |  | 20 |  | 10 | NM | NM | NM | NM |
| Totals (a) | \$ | 2,161 | \$ | 350 | 48\% | 12\% | 22\% | (100) bp |

(a) All product revenues and expenses for Chase Texas have been allocated to the appropriate business units.

NM - Not meaningful
bp - Denotes basis points; 100 bp equals $1 \%$.

## Chase Cardmember Services

Chase Cardmember Services ("CCS") ranks as the fourth-largest bank card issuer in the United States. CCS also reflects the results of Chase's international consumer business, which includes Chase Manhattan Card Company Limited, the third largest credit card issuer in Hong Kong, as well as consumer banking activities in Hong Kong, Panama and the Eastern Caribbean. CCS's operating revenues for the three months ended March 31, 1999 were $\$ 1.0$ billion,
representing an $8 \%$ increase from the first quarter 1998, reflecting increased purchase volume and the positive impact of pricing initiatives starting in the 1998 second quarter. Cash operating earnings reflect a higher level of marketing expense.

Regional Consumer Banking
Regional Consumer Banking has a leading share of primary bank relationships among consumers and small businesses in the New York metropolitan tri-state area. It is also a leading retail institution in key Texas markets. Regional Consumer Banking offers customers convenient access to financial services through their choice of distribution channels, including the largest branch and proprietary ATM networks in the New York metropolitan region, plus state-of-the-art telephone, PC and Internet services. For the first quarter 1999, cash operating earnings increased $25 \%$ to $\$ 101$ million, compared with the same period in 1998, benefiting from higher net interest income and increased fee income as a result of strong performance of the Chase debit banking card

Chase Home Finance serves more than 2 million customers nationwide and is the largest originator and third-largest servicer of residential mortgage loans in the U.S. It is also a leading provider of home-equity secured lending and manufactured housing financing. During the first three months of 1999, \$28 billion in residential first-mortgage loans, home-equity and manufactured housing financing were originated, a $73 \%$ increase over the same period last year. Chase Home Finance's servicing portfolio increased 27\% from first quarter 1998 and totaled $\$ 226$ billion at March 31, 1999. Operating revenues rose $13 \%$ in the first quarter of 1999 compared with the first quarter of 1998 due to higher origination volume and servicing balances. Partially offsetting this increase in operating revenue was lower net interest income as a result of higher funding costs associated with the increase in servicing balances. Cash operating earnings decreased $2 \%$ in the first three months of 1999, reflecting higher expenses stemming from greater business volume and technology investments.

## Diversified Consumer Services

Diversified Consumer Services ("DCS") is the largest bank originator of auto loans and leases in the United States and a leading provider of student loans and unsecured consumer lending. In addition to its financing activities, DCS offers brokerage services and investment products nationwide and is one of the most diversified bank insurance providers in the U.S. During the first quarter 1999, auto finance originations were strong, increasing $14 \%$ when compared to the same period in 1998. At March 31, 1999, Chase Auto Finance had $\$ 23$ billion in managed loans and $\$ 18$ billion in balance sheet receivables. Cash operating earnings for DCS in the first quarter of 1999, were driven by the strong growth in auto finance and by higher revenues in Chase's investment and insurance businesses. Also included in revenues was a gain on a sale of a student loan portfolio.

## CHASE TECHNOLOGY SOLUTIONS

Chase Technology Solutions ("CTS") is composed of Chase's Global Services businesses, Information Technology and Operations, and Electronic Commerce initiatives. Global Services is a leading provider of information and transaction services globally and includes custody and other investor services treasury and cash management, trade finance, debt, agency and other fiduciary services. As the world's largest provider of global custody and a leader in trust and agency services, Global Services was custodian for over $\$ 5.0$ trillion in assets and serviced over \$3.0 trillion in outstanding debt at March 31, 1999. Global Services also operates the largest U.S. dollar funds transfer business in the world and is a market leader in FedWire, ACH and CHIPS volume.

For the three months ended March 31, 1999, cash operating earnings and SVA for Global Services decreased $\$ 5$ million and $\$ 29$ million, respectively, when compared with the same period in 1998. Revenue growth increased 9\% in the first quarter 1999, driven by acquisitions and growth in core custody products. Revenue growth was negatively affected by a decline in balance-related revenues, the revaluation and reallocation of investment portfolios from emerging to developed markets, and by a reduction in structured financings. Expenses in the quarter grew more than revenues, reflecting ongoing investment spending and costs related to Year 2000. Management anticipates that over the remainder of 1999, Global Services operating results should improve when compared to the current quarter, primarily as a result of expense discipline and increasing revenues from rebounding financial markets.

## CORPORATE

Corporate includes Chase's Global Asset Management and Mutual Funds business, which provides investment management for institutional investors globally and manages the Chase Global Mutual Funds. Total assets under management amounted to $\$ 208$ billion at March 31, 1999. Corporate also includes Chase Business Services, the shared services company created in 1998, and the effects remaining at the Corporate level after the implementation of management accounting policies such as credit provision and tax expense. For the three months ended March 31, 1999, Corporate had a cash operating loss (including the non-Global Services portion of CTS) of $\$ 62$ million compared with a cash operating loss of $\$ 53$ million in the first quarter of 1998

RESULTS OF OPERATIONS

The following section provides a discussion of Chase's results of operations as reported under generally accepted accounting principles as well as on the operating basis that is used by management in measuring Chase's financial performance.

To further facilitate its analysis of Chase's financial results, management categorizes Chase's revenue components as market-sensitive revenues or as less-market-sensitive revenues. Market-sensitive revenues include trading revenues (including trading-related net interest income), investment banking fees, securities gains and private equity gains. The remaining revenue components of the income statement are categorized as less-market-sensitive revenue.

The following table provides a reconciliation between Chase's results as reported in its Consolidated Financial Statements and as presented on an operating basis.

|  | First Quarter 1999 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions, except per share data) | Reported Results <br> (a) | Credit Costs (b) | Credit Card (c) | Special Items (d) | Operating <br> Basis |
| Market-Sensitive Revenue | \$1,635 | \$ | \$ | \$ | \$1,635 |
| Less-Market-Sensitive Revenue | 3,509 | -- | 269 | -- | 3,778 |
| Total Revenue | 5,144 |  | 269 | -- | 5,413 |
| Noninterest Expense | 2,945 | (5) | -- | -- | 2,940 |
| Operating Margin | 2,199 | 5 | 269 | -- | 2,473 |
| Credit Costs | 381 | 5 | 269 | -- | 655 |
| Income Before Restructuring Costs | 1,818 | -- | -- | -- | 1,818 |
| Restructuring Costs | -- | -- | -- | -- | -- |
| Income Before Taxes | 1,818 | -- | -- | -- | 1,818 |
| Tax Expense | 645 | -- | -- | -- | 645 |
| Net Income | $\begin{aligned} & \$ 1,173 \\ & ====== \end{aligned}$ | $\begin{array}{ll} \text { \$ } \\ ===== \end{array}$ | $\begin{aligned} & \text { \$ } \quad-- \\ & ===== \end{aligned}$ | $\begin{aligned} & \text { \$ }-- \\ & ===== \end{aligned}$ | $\begin{aligned} & \$ 1,173 \\ & ====== \end{aligned}$ |
| NET INCOME PER COMMON SHARE Basic Diluted | $\begin{array}{ll} \$ & 1.37 \\ \$ & 1.32 \end{array}$ |  |  |  | \$ 1.37 $\$ 1.32$ |
|  | First Quarter 1998 |  |  |  |  |
| (in millions, except per share data) | Reported Results <br> (a) | Credit Costs (b) | Credit Card (c) | Special Items (d) | Operating <br> Basis |
| Market-Sensitive Revenue | \$1,417 | \$ 12 | \$ | \$ | \$1,429 |
| Less-Market-Sensitive Revenue | 3,206 | -- | 280 | -- | 3,486 |
| Total Revenue | 4,623 | 12 | 280 | -- | 4,915 |
| Noninterest Expense | 2,620 | (4) | -- | -- | 2,616 |
| Operating Margin | 2,003 | 16 | 280 | -- | 2,299 |
| Credit Costs | 332 | 16 | 280 | -- | 628 |
| Income Before Restructuring Costs | 1,671 | -- | -- | -- | 1,671 |
| Restructuring Costs | 521 | -- | -- | (521) | -- |
| Income Before Taxes | 1,150 | -- | -- | 521 | 1,671 |
| Tax Expense | 425 | -- | -- | 193 | 618 |
| Net Income | \$ 725 | \$ -- | \$ -- | \$ 328 | \$1, 053 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |
| Basic | \$ 0.82 |  |  |  | \$ 1.21 |
| Diluted | \$ 0.80 |  |  |  | \$ 1.17 |

(a) Represents results as reported in Chase's financial statements, except that revenues are categorized between market-sensitive revenues and less-market-sensitive revenues and restructuring costs have been separately displayed.
(b) For purposes of operating basis presentation, the provision for risk management instrument credit losses is reclassified from noninterest revenue to credit costs and foreclosed property expense is reclassified from noninterest expense to credit costs.
(c) This column excludes the impact of credit card securitizations. For securitized receivables, amounts that would previously have been reported as net interest income and as provision for loan losses are instead reported as components of noninterest revenue (credit card revenue and other revenue)
(d) Includes restructuring costs and special items. For a description of special items, see Glossary of Terms on page 37.

Market-sensitive revenues are, in management's view, typically more sensitive to changes in general market conditions than those revenue components management considers as less-market-sensitive. While components of market-sensitive revenues experience volatility (particularly on a quarter-to-quarter basis), over the past ten years total market-sensitive revenue has increased at a compound annual growth rate ("CAGR") of $14 \%$ and has exhibited limited annual volatility around the regression trendline.

For the first quarter, market-sensitive revenues in 1999 increased 14\% over 1998, reflecting increases in trading-related revenues and securities gains. A discussion of the components within market-sensitive revenue is presented below.

## Investment Banking Fees

Investment banking fees were $\$ 317$ million, 12 percent lower than in the same 1998 quarter, reflecting the overall market decline in leveraged financings, offset in part by stronger fees in mergers and acquisitions advisory activity and investment grade bond underwriting. Chase continues to be a leading provider of corporate debt, ranking first in global loan syndications, while improving its market share in public debt underwriting. Management anticipates that revenues from Investment Banking should rebound next quarter, as a result of increased leveraged financing activities.

## Trading-Related Revenue

Trading revenues and related net interest income rose 21 percent to $\$ 837$ million, a new record, benefiting from strong performance in traditional products, including interest rate derivatives, and newer products, such as equity derivatives.

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in millions) | 1999 | 1998 |
| Trading Revenue - Reported | \$618 | \$480 |
| Net Interest Income Impact (a) | 219 | 212 |
| Total Trading-Related Revenue | \$837 | \$692 |
| Product Diversification: |  |  |
| Interest Rate Contracts (b) | \$322 | \$141 |
| Foreign Exchange Spot and Option Contracts (c) | 199 | 286 |
| Debt Instruments, Equities and Commodities (d) | 316 | 265 |
| Total Trading-Related Revenue | \$837 | \$692 |

(a) Trading-related net interest income includes interest recognized on interest-earning and interest-bearing trading-related positions as well as management allocations reflecting the funding cost or benefit associated with trading positions. This amount is included in net interest income on the Consolidated Statement of Income.
(b) Includes interest rate swaps, cross-currency interest rate swaps, foreign exchange forward contracts, interest rate futures and options, forward rate agreements and related hedges.
(c) Includes foreign exchange spot and option contracts.
(d) Includes U.S. and foreign government and government agency securities, corporate debt instruments, emerging markets debt instruments, debt-related derivatives, equity securities, equity derivatives and commodity derivatives.

Interest rate contract revenues increased as a result of Chase having successfully positioned itself for the commencement of the euro and from interest rate movements in the European markets in the 1999 first quarter. Foreign exchange spot and option revenue declined this quarter, due to reduced volume because of lower liquidity in the Asian markets.

The increase in debt instruments, equities and commodities revenue resulted from continued improvement in emerging markets activities and high-grade bonds as well as from increased revenues from Chase's equity derivative products as a result of favorable market conditions in the 1999 first quarter. Equities and commodities revenue was $\$ 115$ million in the 1999 first quarter compared with $\$ 74$ million in the prior year quarter.

## Securities Gains

Securities gains realized for the 1999 first quarter were $\$ 156$ million compared with $\$ 83$ million in the prior year's first quarter. These gains were largely from sales of U.S. Government and agency securities. Unrealized net losses in Chase's available-for-sale securities portfolio were approximately $\$ 226$ million, before taxes, at March 31, 1999, a decrease from a net unrealized gain of
approximately $\$ 600$ million, before taxes, at year-end 1998, reflecting a rise in interest rates during the current quarter

Private Equity Gains
Private equity gains include income from a wide variety of investments in the United States and, to a lesser extent, abroad. Private equity gains in the 1999 first quarter were $\$ 325$ million, 11 percent higher than in the first quarter of 1998, reflecting continued strength in the equity markets and a more favorable environment for technology IPOs, as well as the positive impact of maturing investments within the portfolio.

The less-market-sensitive revenue captions are generally subject to less market volatility than market-sensitive revenues. However, certain components within less-market-sensitive revenue are subject to market volatility, particularly assets that are held-for-sale and are accounted for on either a mark-to-market basis or lower-of-cost-or-market basis

Less-market-sensitive revenues increased by $8 \%$ in the 1999 first quarter reflecting increases across all categories. A discussion of the components within less-market-sensitive revenue is presented below.

Net Interest Income
Reported net interest income for the 1999 first quarter was $\$ 2.20$ billion, an increase of $2 \%$ from the 1998 first quarter. Reported results include
trading-related net interest income of $\$ 219$ million, an increase of $3 \%$ from the prior year. For purposes of internal analysis, management combines trading-related net interest income with trading revenue, as discussed under the Trading-Related Revenue caption in the Market-Sensitive Revenue section.

The following table provides a reconciliation between reported net interest income as presented on the Consolidated Statement of Income and operating net interest income, which excludes trading-related net interest income and the impact of credit card securitizations.

|  | First Quarter |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income (in millions) | 1999 |  | 1998 |  | Change |
| Reported Net Interest Income | \$ | 2,204 | \$ | 2,164 | 2\% |
| Less Trading-Related Net Interest Income |  | (219) |  | (212) |  |
| Subtotal |  | 1,985 |  | 1,952 | 2\% |
| Add Impact of Credit Card Securitizations |  | 327 |  | 348 |  |
| Operating Net Interest Income | \$ | 2,312 | \$ | 2,300 | 1\% |
| Average Interest-Earning Assets (in billions) |  |  |  |  |  |
| Reported | \$ | 290.8 | \$ | 301.5 | (4)\% |
| Add Credit Card Securitizations |  | 18.0 |  | 17.3 |  |
| Less Trading-Related Assets |  | (49.0) |  | (69.6) |  |
| Managed | \$ | 259.8 | \$ | 249.2 | 4\% |
| Net Yield on Interest-Earning Assets (a) |  |  |  |  |  |
| Reported |  | 3.08\% |  | 2.92\% | 16 bp |
| Add Impact of Securitizations |  | 0.25 |  | 0.28 | (3) |
| Impact of Trading-Related NII |  | 0.29 |  | 0.55 | (26) |
| Managed |  | 3.62\% |  | 3.75\% | (13) bp |

(a) Disclosed on a taxable equivalent basis.
bp - Denotes basis points; 100 bp equals 1\%.

Operating net interest income was $\$ 2.31$ billion in the 1999 first quarter, an increase of $1 \%$ from 1998. The increase was primarily due to higher average managed interest earning assets, particularly securities, domestic consumer loans (auto financings and residential mortgages), and domestic commercial loans. This increase was partially offset by a decline in the foreign commercial loan portfolio, as Chase significantly reduced its exposure to emerging markets during 1998. The growth in managed interest-earning assets in 1999 was funded by interest-bearing deposits.

The net yield on a managed basis was $3.62 \%$, a decrease of 13 basis points in comparison with 1998. As a result of decreases in both the volume and rate earned on interest-free funds, interest-free funds contributed 62 basis points to the net yield in the first quarter of 1999, compared to 85 basis points in the first quarter of 1998.

Trust, custody and investment management fees continued their strong performance by increasing $19 \%$ to $\$ 414$ million in the 1999 first quarter. These favorable results were largely attributable to portfolio acquisitions of custody and corporate trust businesses in late 1998 and growth in core custody products.

## Credit Card Revenue

Credit card revenue on a reported basis rose $\$ 79$ million, or $26 \%$, in the 1999 first quarter as a result of increased purchase volume and the implementation of pricing initiatives starting in the 1998 second quarter.

The following table provides a reconciliation between reported credit card revenue as presented on the Consolidated Statement of Income and operating credit card revenue, which excludes the impact of credit card securitizations.

|  | First Quarter |  |  |
| :---: | :---: | :---: | :---: |
| (in millions) | 1999 |  | 1998 |
| Reported Credit Card Revenue | \$ 379 |  |  |
| Less Impact of Credit Card Securitizations | (51) |  | (66) |
| Operating Credit Card Revenue | \$ 328 |  |  |

Fees for Other Financial Services

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in millions) | 1999 | 1998 |
| Service Charges on Deposit Accounts | \$ 89 | \$ 91 |
| Fees in Lieu of Compensating Balances | 87 | 80 |
| Commissions on Letters of Credit and Acceptances | 69 | 74 |
| Mortgage Servicing Fees | 65 | 57 |
| Brokerage and Investment Services | 43 | 32 |
| Insurance Fees (a) | 39 | 31 |
| Loan Commitment Fees | 31 | 38 |
| Other Fees | 130 | 107 |
| Total | \$553 | \$510 |

(a) Insurance amount excludes certain insurance fees related to credit cards and mortgage products, which are included in those revenue captions.

The rise in fees in lieu of compensating balances reflects, in part, higher fees for services paid by customers, rather than the customer maintaining a higher level of compensating balances. Mortgage servicing fees increased in the 1999 first quarter largely due to a larger servicing balance. The servicing portfolio approximated $\$ 226$ billion at March 31, 1999, a $27 \%$ increase from prior year levels. Brokerage and investment services rose $\$ 11$ million due to a significant increase in transaction volume as a result of favorable market conditions, as well as a price reduction implemented late in the first quarter of 1998. Higher fees related to insurance products reflected increased volume. Other fees rose 21\% for the first quarter 1999, when compared to the same period in 1998, mainly due to increased business volume, ATM fees for non-Chase customers and new cash management products.

Other Revenue

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in millions) | 1999 | 1998 |
| Residential Mortgage Origination/Sales Activities | \$ 92 | \$ 52 |
| All Other Revenue | 79 | 42 |
| Operating Other Revenue | 171 | 94 |
| Other Revenue - Credit Card Securitizations | 7 | 2 |
| Reported Other Revenue | \$178 | \$ 96 |

The 1999 first quarter operating and reported results included higher revenue from residential mortgage originations and sales activities, a reflection of the continued favorable interest-rate environment. All other operating revenue increased by $\$ 37$ million in the 1999 first quarter as a result of a $\$ 25$ million gain from the sale of a student loan portfolio. Also contributing to the increase was higher revenues from a portfolio of assets that had been previously transferred into a trust, the shares of which are being sold to institutional investors. This trust was established late in the 1998 first quarter.

## NONINTEREST EXPENSE

Total reported noninterest expense was $\$ 2.95$ billion in the 1999 first quarter, a decrease of $6 \%$ from the prior year's first quarter. Operating noninterest expense was $\$ 2.94$ billion in the first quarter of $1999,12 \%$ above the comparable 1998 quarter, reflecting technology-related costs, incentive costs tied to higher market-sensitive revenues and the impact of a change in the components of the long-term compensation program of the Global Bank. This change in the compensation program (replacing options with restricted stock) contributed $2 \%$ to the growth rate of salaries and employee benefits. Management of Chase expects moderating expense growth for the remainder of the year.

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in millions, except ratios) | 1999 | 1998 |
| Salaries | \$1,384 | \$1, 254 |
| Employee Benefits | 255 | 224 |
| Occupancy Expense | 218 | 189 |
| Equipment Expense | 243 | 209 |
| Other Expense | 840 | 740 |
| Operating Noninterest Expense | 2,940 | 2,616 |
| Restructuring Costs | - - | 521 |
| Foreclosed Property Expense (a) | 5 | 4 |
| Reported Noninterest Expense | \$2,945 | \$3,141 |
| Efficiency Ratio (b) | 57\% | 56\% |
| Operating Efficiency Ratio (b) (c) | 54 | 53 |

(a) Included within Other Expense on the Consolidated Statement of Income. For purposes of reviewing the results on an operating basis, these expenses are reflected in Credit Costs.
(b) Excludes restructuring costs, foreclosed property expense, provision for risk management instrument credit losses, costs associated with the REIT and special items.
(c) Excludes the impact of credit card securitizations.

The increase in salaries and employee benefits for the first quarter 1999 was due to higher incentive costs, mainly driven by higher market-sensitive revenues and the aforementioned change in the long-term compensation program of the Global Bank. Also contributing to the increase was the net addition of 3,063 full-time equivalent employees as a result of growth in select businesses and acquisitions (particularly in the mortgage, credit card, and custody and fiduciary services businesses).

| Full-Time Equivalent Employees | $\begin{array}{r} \text { March 31, } \\ 1999 \end{array}$ | $\begin{array}{r} \text { March } 31, \\ 1998 \end{array}$ |
| :---: | :---: | :---: |
| Domestic Offices | 62,163 | 59,738 |
| Foreign Offices | 11,159 | 10,521 |
| Total Full-Time Equivalent Employees | 73,322 | 70,259 |

## Occupancy and Equipment Expense

Occupancy expense increased $\$ 29$ million in the 1999 first quarter, primarily due to increased amortization of leasehold improvements from renovations resulting from business expansions and acquisitions. The higher level of equipment expense during the 1999 first quarter was due to an increase in depreciation expense from the capitalization of costs relating to more advanced hardware systems across all business units. Also contributing to the increase was higher software expenses associated with Year 2000 efforts. For a further discussion of Year 2000 efforts, see Operating Risk Management Section on page 32.

Other Expense

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in millions) | 1999 | 1998 |
| Professional Services | \$162 | \$142 |
| Marketing Expense | 114 | 90 |
| Telecommunications | 91 | 77 |
| Amortization of Intangibles | 73 | 61 |
| Travel and Entertainment | 50 | 52 |
| Minority Interest (a) | 13 | 12 |
| Foreclosed Property Expense | 5 | 4 |
| All Other | 337 | 306 |
| Total | \$845 | \$744 |

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

Other expense for the 1999 first quarter increased $\$ 101$ million when compared with the first quarter of 1998. Professional services costs for the first quarter of 1999 reflects a higher level of contract computer professionals associated with Year 2000 efforts. The $\$ 24$ million increase in marketing expense in the first three months of 1999 is primarily due to higher marketing costs at Chase Cardmember Services. The $\$ 14$ million rise in telecommunications costs in the 1999 first quarter covers both installation and usage and reflects the growth in business volume at all of Chase's major business franchises. The purchase of a global custody business during the fourth quarter 1998 contributed to the increase in amortization of intangibles expense. All other expenses increased $\$ 31$ million, reflecting a growth in business volume at Chase Cardmember Services and the global custody acquisition.

## Restructuring Costs

For a discussion of Chase's restructuring costs, see Note Four on page 8 of this Form 10-Q. It is anticipated that savings from the one-time charge of $\$ 510$ million, taken in the first quarter of 1998 in connection with initiatives to streamline support functions and realign certain business functions, will amount to approximately $\$ 460$ million annually. Depending on its view of revenue opportunities, Chase may or may not reinvest all or a portion of these savings into its revenue-generating activities

Credit costs include provisions for loan losses and for risk management instrument credit losses, foreclosed property expense and credit costs associated with credit card securitizations.

The following table shows the components of credit costs.

(a) Included in Noninterest Revenue on the Consolidated Statement of Income.
(b) Included in Other Expense on the Consolidated Statement of Income.
================

Credit costs in the 1999 first quarter were $\$ 655$ million, an increase of $\$ 27$ million from the 1998 level, primarily due to higher credit losses in the domestic commercial portfolio and the credit card portfolio. For a discussion of Chase's net charge-offs, see page 25.

INCOME TAXES

Chase recognized income tax expense of $\$ 645$ million in the first quarter of 1999 compared with $\$ 425$ million in the first quarter of 1998. The effective tax rates were $35.5 \%$ and $37.0 \%$, respectively.

The following discussion of Chase's credit risk management focuses primarily on developments since December 31, 1998 and should be read in conjunction with pages 29-35 and 50-51 of Chase's 1998 Annual Report.

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

| (in millions) | Credit-Related March 31, 1999 | Assets Dec 31, 1998 | $\begin{aligned} & \text { Nonperforming Assets } \\ & \text { March 31, Dec 31, } \\ & 1999 \end{aligned}$ |  |  |  | Past Due 90 and Still March 31, 1999 |  | Days \& Over Accruing Dec 31, 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Domestic Consumer: |  |  |  |  |  |  |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ 41, 822 | \$ 41, 831 |  | 314 | \$ | 313 | \$ | 2 | \$ |  |
| Credit Card - Reported | 13,013 | 14,229 |  | -- |  | -- |  | 253 |  | 302 |
| Credit Card Securitizations (a) | 18,382 | 18,033 |  | -- |  | -- |  | 363 |  | 379 |
| Credit Card - Managed | 31,395 | 32,262 |  | -- |  | -- |  | 616 |  | 681 |
| Auto Financings | 17,575 | 16,456 |  | 51 |  | 50 |  | 17 |  | 20 |
| Other Consumer | 7,911 | 8,375 |  | 8 |  | 6 |  | 50 |  | 97 |
| Total Domestic Consumer | 98,703 | 98,924 |  | 373 |  | 369 |  | 685 |  | 801 |
| Foreign Consumer | 3,933 | 3,807 |  | 26 |  | 23 |  | 13 |  | 10 |
| Total Consumer | 102,636 | 102,731 |  | 399 |  | 392 |  | 698 |  | 811 |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 43,736 | 43,123 |  | 344 |  | 331 |  | 22 |  | 42 |
| Commercial Real Estate | 4,019 | 3,984 |  | 59 |  | 41 |  | 18 |  |  |
| Financial Institutions | 6,667 | 6,583 |  | 39 |  | 1 |  | -- |  | - |
| Total Domestic Commercial | 54,422 | 53,690 |  | 442 |  | 373 |  | 40 |  | 43 |
| Foreign Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial | 24,331 | 24,664 |  | 601 |  | 603 |  | 3 |  |  |
| Commercial Real Estate | 353 | 367 |  | -- |  | -- |  | -- |  |  |
| Financial Institutions | 5,015 | 4,537 |  | 31 |  | 22 |  | 20 |  | 24 |
| Foreign Governments | 4,474 | 4,798 |  | 44 |  | 50 |  | -- |  | - |
| Total Foreign Commercial | 34,173 | 34,366 |  | 676 |  | 675 |  | 23 |  | 31 |
| Derivative and FX Contracts | 28,850 | 33,255 |  | 32 |  | 50 |  | -- |  | - |
| Total Commercial Credit-Related | 117,445 | 121,311 |  | 1,150 |  | 1,098 |  | 63 |  | 74 |
| Total Managed Credit-Related | \$220, 081 | \$224, 042 |  | 1,549 | \$ | 1,490 | \$ | 761 | \$ | 885 |
| Assets Acquired as Loan Satisfactions |  |  |  | 125 |  | 116 |  |  |  |  |
| Total Nonperforming Assets |  |  |  | 1,674 | \$ | 1,606 |  |  |  |  |


| (in millions, except ratios) | Net Charge-offs |  | Average Annual Net Charge-off Rate |  |
| :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  | First Quarter |  |
|  | 1999 | 1998 | 1999 | 1998 |
| Consumer: |  |  |  |  |
| Domestic Consumer: |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ 1 | \$ 10 | . $01 \%$ | .10\% |
| Credit Card - Reported | 216 | 179 | 6.44 | 4.93 |
| Credit Card Securitizations (a) | 269 | 280 | 5.99 | 6.49 |
| Credit Card-Managed | 485 | 459 | 6.18 | 5.77 |
| Auto Financings | 19 | 23 | . 45 | . 69 |
| Other Consumer | 48 | 41 | 2.23 | 1.80 |
| Total Domestic Consumer | 553 | 533 | 2.24 | 2.23 |
| Foreign Consumer | 9 | 3 | . 99 | . 30 |
| Total Consumer | 562 | 536 | 2.20 | 2.15 |
| Commercial: |  |  |  |  |
| Domestic Commercial: |  |  |  |  |
| Commercial and Industrial | 20 | 9 | . 19 | . 09 |
| Commercial Real Estate | (9) | (3) | NM | NM |
| Financial Institutions | 25 | -- | 1.46 | -- |
| Total Domestic Commercial | 36 | 6 | . 27 | . 05 |
| Foreign Commercial: |  |  |  |  |
| Commercial and Industrial | 52 | 56 | . 84 | . 81 |
| Commercial Real Estate | -- | -- | -- | -- |


| Financial Institutions | $(1)$ | 15 | NM | .95 |
| :--- | ---: | :--- | :---: | :---: |
| Foreign Governments | -- | $(1)$ | -- | NM |
| Total Foreign Commercial | ----- | ------ | .58 | .71 |
| Derivative and FX Contracts | 51 | 70 | -- | .12 |
|  | -- | 12 | .29 | .27 |
| Total Commercial Credit-Related | ----- | ------ | 88 | $1.09 \%$ |
| Total Managed Credit-Related | ---- | ------ | $1.17 \%$ |  |

(a) Represents the portion of Chase's credit card receivables that have been securitized.

Chase's managed credit-related assets totaled $\$ 220$ billion at March 31, 1999, a decrease of $\$ 4$ billion, or $2 \%$, compared with year-end 1998. The decrease was primarily due to lower derivative and foreign exchange receivables, while loan balances remained relatively stable.

Chase's nonperforming assets at March 31, 1999 increased $\$ 68$ million, or 4\%, from the 1998 year-end level primarily due to an increase in the nonperforming domestic commercial loan portfolio. The foreign commercial loan portfolio remained stable during the 1999 first quarter.

Total net charge-offs on a retained basis increased by $\$ 36$ million during the 1999 first quarter. Total net charge-offs on a managed basis were $\$ 649$ million in the 1999 first quarter, compared with $\$ 624$ million in the first quarter of 1998. The increases in net charge-offs on both a managed and retained basis are due to increased charge-off levels in the retained credit card portfolio and lower recoveries in the domestic commercial and industrial loan portfolio. These increases were partially offset by lower levels of securitized credit card and foreign commercial net charge-offs.

Management expects that credit costs in 1999, on a managed basis, will remain relatively stable over the remainder of 1999 and will be of a similar magnitude to total credit costs incurred in 1998. For the consumer portfolio, management expects net charge-off rates will be approximately the same as in 1998; however, reported net charge-offs will vary depending on the level of credit card securitizations completed during the year. The commercial charge-off rate varies more than the consumer charge-off rate, and over time Chase expects annual commercial net charge-offs to be in a range of 30-50 bp.

Consumer Loan Portfolio
Residential Mortgage Loans: Residential mortgage loans outstanding remained stable at March 31, 1999, when compared with year-end balances, as did the level of nonperforming domestic residential mortgage loans. The loss rate of . $01 \%$ for the 1999 first quarter was unusually low due to exceptionally high recoveries. This portfolio's asset quality continues to be strong.

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.

Average managed credit card receivables for the three months ended March 31, 1999 decreased $1 \%$ when compared with the same period in 1998. The increase in the net charge-off percentage rate for the first quarter of 1999 was due to slower growth in credit card outstandings, driven by increased consumer liquidity. While credit costs increased from first quarter 1998, the charge-off rate declined from 1998 fourth quarter level, as a result of lower bankruptcy levels, higher recoveries and improvement in the credit quality of a portfolio acquired in 1998.

Managed Credit Card Portfolio (a)

(a) Includes domestic and international credit card activity.

Auto Financings: Auto financings outstanding increased 7\%, reflecting continued strong consumer demand due to favorable pricing programs. Total originations were $\$ 3.4$ billion in the first three months of 1999, an increase of $14 \%$ when compared with the same 1998 period. The 1999 charge-off rate of .45\% is indicative of the selective approach to asset origination.

The domestic commercial portfolio had net charge-offs of $\$ 36$ million during the 1999 first quarter, compared with $\$ 6$ million in the prior year period. While the net charge-off amount did increase during the 1999 first quarter, the net charge-off rate of . $27 \%$ for the portfolio remained at a low level, indicative of the portfolio's diversification and strong credit quality.

The foreign commercial portfolio totaled $\$ 34.2$ billion at March 31, 1999 and remained relatively stable when compared with the 1998 year-end. Nonperforming loan levels at March 31, 1999 also remained stable. Net charge-off levels for the 1999 first quarter decreased in comparison with the prior year by $\$ 19$ million, or $27 \%$, due to stabilizing financial conditions in Asia

## Country Exposure

The following table presents Chase's country exposure to Asia and Latin America Country disclosure is based on the Federal Financial Institutions Examination Council ("FFIEC") guidelines governing the determination of cross-border risk. For a further discussion of Chase's country exposure, see pages 33-34 of Chase's 1998 Annual Report
Selected Country Exposure (a)

a) Country exposure is based on the 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, 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
mosen

At March 31, 1999, Chase had approximately $\$ 97$ million in lending and trading related exposure to Russia. Chase also had approximately $\$ 83$ million in resale agreements with non-Russian counterparties collateralized by non-ruble denominated Russian debt.

Chase significantly reduced its exposure to emerging markets in Asia and Latin America from a year ago (by $35 \%$ and $20 \%$, respectively) and further lowered its exposure to Asia from year-end (by 6\%). Total nonperforming assets in Asia increased by $\$ 27$ million from 1998 year-end to $\$ 528$ million at March 31, 1999. Asian commercial net charge-offs for the 1999 first quarter were $\$ 59$ million, compared with $\$ 92$ million, including derivatives, in 1998. There were no charge-offs for Latin American commercial loans during the 1999 first quarter. Chase's management has recently completed a strategic review of its cross-border activities. As a result of that review, management believes that Chase's current levels of cross-border exposure reflect appropriate levels of business, market, credit and capital risk in light of Chase's cross-border business activities and, accordingly, management currently does not expect there will be significant changes in Chase's cross-border exposures over the balance of 1999.

Derivative and Foreign Exchange Contracts
For a discussion of the derivative and foreign exchange contracts utilized in connection with Chase's trading and ALM activities, see pages $34-35$ and Notes One and Nineteen of Chase's 1998 Annual Report. Chase's counterparties in derivatives and foreign exchange are primarily investment grade financial institutions, most of which are dealers in these products. The following table provides the remaining maturities of derivative and foreign exchange contracts outstanding at March 31, 1999 and December 31, 1998. The lengthening of the maturity profile since year-end is the result of the improved creditworthiness of Chase over the last several years (as evidenced by credit rating upgrades) and the maturation of the derivatives market where longer maturities are becoming more commonplace.

|  | At March 31, 1999 |  |  |  | At December 31, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ```Interest Rate Contracts``` | Foreign Exchange Contracts | ```Equity, Commodity and Other Contracts``` | Total | ```Interest Rate Contracts``` | Foreign Exchange Contracts | ```Equity, Commodity and Other Contracts``` | Total |
| Less than 1 year | 15\% | 92\% | 27\% | 32\% | 15\% | 93\% | 38\% | 37\% |
| 1 to 5 years | 51 | 5 | 70 | 42 | 48 | 5 | 59 | 37 |
| Over 5 years | 34 | 3 | 3 | 26 | 37 | 2 | 3 | 26 |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |

Chase had no net charge-offs arising from derivative and foreign exchange
transactions in the 1999 first quarter compared with $\$ 12$ million for the same 1998 period. At March 31, 1999, nonperforming derivative contracts were \$32 million, compared with $\$ 50$ million at December 31, 1998. The decreases in both net charge-offs and nonperforming derivative contracts were due to the stabilizing of financial conditions in Asia since the 1998 fourth quarter.

The following discussion of Chase's allowance for credit losses focuses primarily on developments since December 31, 1998 and should be read in conjunction with page 35 and Notes One and Five of Chase's 1998 Annual Report.

| (in millions, except ratios) | First Quarter |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| Allowance for Loan Losses at Beginning of Period | \$ 3,552 | \$ 3,624 |
| Provision for Loan Losses | 381 | 332 |
| Charge-Offs | (452) | (407) |
| Recoveries | 72 | 75 |
| Net Charge-Offs | (380) | (332) |
| Other | (1) | (2) |
| Allowance for Loan Losses at End of Period | \$ 3,552 | \$ 3,622 |


| Allowance for Credit Losses: | $\begin{array}{r} \text { March 31, } \\ 1999 \end{array}$ | $\begin{array}{r} \text { March } 31 \\ 1998 \end{array}$ |
| :---: | :---: | :---: |
| Loans | \$ 3,552 | \$ 3,622 |
| Risk Management Instruments | 150(a) | 75 |
| Lending-Related Commitments | 170 | 170 |
| Aggregate Allowance | \$ 3,872 | \$ 3,867 |


| Allowance for Loan Losses to: |  |  |
| :--- | :---: | :---: |
| Nonperforming Loans | $234 \%$ | $311 \%$ |
| Loans at Period-End | 2.05 | 2.16 |
| Average Loans | 2.05 | 2.12 |

Aggregate Allowance for Loan Losses and
Risk Management Instrument Credit Losses to:

| Nonperforming Credit-Related Assets | $239 \%$ | $307 \%$ |
| :--- | ---: | ---: |
| Credit-Related Assets at Period-End | 1.84 | 1.82 |
| Average Credit-Related Assets | 1.82 | 1.75 |

(a) During the third quarter of 1998, as part of the trading valuation process, the allowance for risk management instrument credit losses was increased by $\$ 75$ million through the provision for credit losses, in response to the adverse market conditions in Asia and Russia.

Chase deems its allowance for credit losses at March 31, 1999 to be adequate (i.e., sufficient to absorb losses that may currently exist for all credit activities, but are not yet identifiable). Estimating losses is inherently uncertain and depends on many factors, including general macroeconomic and political conditions, rating migration, structural changes within industries which alter competitive positions, event risk, unexpected correlations within the portfolio, and other external factors such as legal and regulatory requirements. Chase periodically reviews such factors and reassesses the adequacy of the allowance for credit losses.

## MARKET RISK MANAGEMENT

The following discussion of Chase's market risk management focuses primarily on developments since December 31, 1998 and should be read in conjunction with pages 36-39 and Notes One and Nineteen of Chase's 1998 Annual Report.

The total VAR for Chase's trading portfolio, market risk-related ALM portfolio and aggregate portfolio as of and for the twelve-month period ended March 31, 1999 were as follows:

| (in millions) | Marked-to-Market Trading Portfolio |  |  |  | Market Risk-Related ALM Activities |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Twelve-Month Period Ended March 31, 1999 |  |  |  | Twelve-Month Period Ended March 31, 1999 |  |  |  |
|  | Average VAR | Minimum VAR | Maximum VAR | $\begin{gathered} \text { At } \\ \text { March 31, } \\ 1999 \\ \text { VAR } \end{gathered}$ | Average VAR | Minimum VAR | Maximum VAR | $\begin{gathered} \text { At } \\ \text { March 31, } \\ 1999 \\ \text { VAR } \end{gathered}$ |
| Interest Rate VAR | \$21.9 | \$10.7 | \$36.8 | \$15.5 | \$61.1 | \$37.3 | \$94.0 | \$74.3 |
| Foreign Exchange VAR | 8.4 | 2.2 | 21.6 | 9.6 | -- | -- | -- | -- |
| Commodities VAR | 3.4 | 1.9 | 5.0 | 3.8 | -- | -- | -- | -- |
| Equities VAR | 4.3 | 1.9 | 10.1 | 8.8 | -- | -- | -- | -- |
| Less: <br> Portfolio Diversification | (13.2) | NM | NM | (18.9) | -- | -- | -- | -- |
| Total VAR | \$24.8 | \$12.3 | \$44.9 | \$18.8 | \$61.1 | \$37.3 | \$94.0 | \$74.3 |


| Aggregate Portfolio |  |  |  |
| :---: | :---: | :---: | :---: |
| Average VAR |  |  |  |
| March 31, 1999 | March 31, 1998 | March 31, 1999 | March 31, 1998 |
| \$24.8 | \$23.1 | \$18.8 | \$20.5 |
| 61.1 | 50.6 | 74.3 | 46.2 |
| (21.9) | (17.4) | (16.6) | (18.1) |
| \$64.0 | \$56.3 | \$76.5 | \$48.6 |
| ===== | ===== | ===== | ===== |

Marked-to-Market Trading Portfolio Market Risk-Related ALM Activities Less: Portfolio Diversification

Aggregate VAR

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

Chase's average aggregate VAR (VAR for both trading and ALM activities) for the twelve-month period ended March 31, 1999 was $\$ 64.0$ million and at March 31, 1999 was $\$ 76.5$ million. Chase's aggregate average and period-end VARs are less than the sum of the respective trading and ALM VARs shown in the above table (by $\$ 21.9$ million and $\$ 16.6$ million, respectively) due to risk offsets, resulting from portfolio diversification which occurs across the trading and ALM portfolios.

Chase conducts daily VAR backtesting for both regulatory compliance with the Basle Committee on Banking Supervision market risk capital rules and for internal evaluation of VAR against trading revenues. For mark-to-market activities, there were 2 days during the twelve months ended March 31, 1999 in which a daily trading loss exceeded that day's VAR. These losses occurred during the third quarter of 1998 and resulted from the adverse market conditions in effect at that time.

The following chart contains a histogram of Chase's daily market risk-related revenue, which is defined as the daily change in value of mark-to-market trading portfolios plus any trading-related net interest income or other revenue. Based on actual trading results for the twelve months ended March 31, 1999, Chase posted positive daily market risk-related revenue for 226 out of 259 business trading days, with 56 business days exceeding positive $\$ 20$ million. Chase incurred six daily trading losses in excess of negative $\$ 20$ million over the past twelve months. Five of the six daily trading losses occurred in the 1998 third quarter and resulted from the adverse global market conditions of that period.

Measuring Interest Rate Sensitivity: As noted in the 1998 Annual Report, oversight of Chase's ALM interest rate risk and Market Risk Management functions was consolidated under the Market Risk Committee at the beginning of 1999. At that time, Chase began to extend the market risk procedures and measurements utilized for its trading and investment portfolios to its ALM activities.

Chase, as part of its ALM process, employs a variety of instruments, including securities and derivatives in managing its exposure to fluctuations in interest rates. In the past, Chase has presented its market risk exposure in the form of an aggregate net gap position. In net gap analysis, assets, liabilities and derivative instruments are placed in gap intervals based on their repricing dates. For a more complete discussion of gap analysis, see page 38 of the 1998 Annual Report. Although gap analysis is a widely used representation of interest rate risk, it is limited in that it does not include the impact of factors such as basis risk. Basis risk results from the fact that assets may be repriced on a different interest rate index than liabilities (for instance, LIBOR vs. prime rate repricing). In addition, the position risk presented in gap analysis cannot reveal the impact of other factors, such as pricing strategies on consumer and business deposits or changes in balance sheet mix, on Chase's earnings or economic value.

In order to improve its management of interest rate exposure and as part of the convergence of the ALM and market risk management processes, Chase implemented during the first quarter of 1999 a new measure to estimate the potential change in value to Chase's ALM portfolio as a result of changes in interest rates. This new measure is used in conjunction with existing earnings simulation measures. The new measure, which is called "Basis Point Value" (BPV), quantifies the change in the value of Chase's non-trading on- and off- balance sheet positions that would result from a 1 basis point change in interest rates. This same measure is also used to quantify the economic value sensitivity of the non-trading on- and off- balance sheet positions to basis risk.

At March 31, 1999, Chase had a BPV value of $\$ 4.0$ million (pre-tax), indicating that the economic value of Chase's non-trading on- and off- balance sheet positions would decline $\$ 4.0$ million for every 1 basis point increase in interest rates, assuming all rates moved in parallel together. This compares with a BPV of $\$ 6.4$ million at December 31, 1998. The BPV measure is generally "symmetrical"; that is, a 1 basis point decrease in interest rates at March 31, 1999 would result in a $\$ 4.0$ million (pre-tax) increase in Chase's economic value. The BPV measure includes exposure to U.S. dollar interest rates as well as exposure to non-U.S. dollar interest rates in currency markets in which Chase does business. Since U.S. dollar interest rates and non-U.S. dollar interest rates may not move in tandem, the reported BPV value may not represent the actual change in economic value of Chases' ALM portfolio.

At March 31, 1999, based on Chase's simulation models and applying immediate increases to various market interest rates, earnings at risk over the next twelve months are estimated to be approximately $3 \%$ of projected 1999 net income. Chase's earnings at risk to an immediate rise in interest rates was on average less than $4 \%$ of projected net income for 1998. The hypothetical rate shocks are used to calculate risk that Chase believes to be reasonably possible of occurring in the near term, but these scenarios do not necessarily represent management's current view of future market interest rate developments.

Impact of ALM Derivative Activity:
The following table reflects the deferred gains/losses on closed derivative contracts and unrecognized gains/losses on open derivative contracts utilized in Chase's ALM activities at March 31, 1999 and December 31, 1998.

| (in millions) | $\begin{gathered} \text { March 31, } \\ 1999 \end{gathered}$ | $\begin{array}{r} \text { December 31, } \\ 1998 \end{array}$ | Change |
| :---: | :---: | :---: | :---: |
| ALM Derivative Contracts: |  |  |  |
| Net Deferred Gains | \$431 | \$402 | \$ 29 |
| Net Unrecognized Gains (a) | 11 | 110 | (99) |
| Net ALM Derivative Gains | \$442 | \$512 | \$(70) |
|  | $=$ | == | === |

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


## LIQUIDITY RISK MANAGEMENT

The following liquidity and capital discussion should be read in conjunction with the Liquidity Risk Management section on pages 40-41 and Note Eighteen of Chase's 1998 Annual Report.

Liquidity
During the first quarter of 1999, Chase issued $\$ 1.1$ billion of long-term debt, offsetting $\$ 950$ million of long-term debt that matured and $\$ 127$ million that was redeemed.

## Capital

Chase's capital levels at March 31, 1999 remained strong, with capital ratios well in excess of regulatory guidelines. At March 31, 1999, the Tier 1 and Total Capital ratios were $8.4 \%$ and $12.2 \%$, respectively, and the Tier 1 leverage ratio was 6.6\%.

Management believes a reasonable long-term growth rate for balance sheet assets is approximately $6 \%-7 \%$. However, management anticipates that growth in balance sheet assets in the near term will be below these levels as a result of continued focus on removing non-positive SVA assets from the balance sheet. In the 1999 first quarter, the Tier 1 capital ratio increased from year-end 1998, notwithstanding net equity purchases during the quarter of approximately $\$ 885$ million. Management intends to continue Chase's disciplined approach to asset growth utilizing SVA. Management's current intention is to target a Tier 1 ratio in the range of $8 \%$ to $8.25 \%$ over the long term, recognizing that the Tier 1 ratio may be outside that range from time to time, as it was at the end of the first quarter of 1999. Capital generated in excess of this target ratio will be used to purchase Chase common stock or for future reinvestment and acquisition opportunities.

The following table shows the sources and uses of Chase's free cash flow.

|  | First Quarter |  |
| :---: | :---: | :---: |
| (in billions) | 1999 | 1998 |
| Sources of Free Cash Flow |  |  |
| Reported Earnings | \$1.2 | \$0.7 |
| Less: Dividends | (0.4) | (0.3) |
| Capital for Internal Growth | 0.2 | 0.4 |
| Total Sources of Free Cash Flow | \$1.0 | \$0.8 |
| Uses of Free Cash Flow |  |  |
| Increases in Capital Ratios | \$0.1 | \$0.4 |
| Acquisitions |  | 0.3 |
| Net Repurchases (Issuances) | 0.9 | (0.3) |
| Preferred Stock Redemption | -- | 0.4 |
| Total Uses of Free Cash Flow | \$1.0 | \$0.8 |
|  | = | === |

In the first quarter of 1999, Chase raised the cash dividend on its common stock to $\$ .41$ per share from $\$ .36$ per share. Chase has over the past several years been paying a common stock dividend that has generally been equal to
approximately $25 \%$ to $35 \%$ of Chase's operating net income, less preferred stock
dividends. Chase's future dividend policies will be determined by its Board of Directors taking into consideration Chase's earnings and financial condition and applicable governmental regulation and policies.

Under a new repurchase program, effective January 4, 1999, Chase may repurchase up to $\$ 3$ billion of its common stock in the open market or through negotiated transactions, in addition to any amounts that may need to be purchased to provide for issuances under Chase's dividend reinvestment plan and its various stock-based employee benefit plans. As of March 31, 1999, Chase repurchased net $\$ 885$ million.

At March 31, 1999, the total capitalization of Chase (the sum of Tier 1 and Tier 2 capital) was $\$ 34.9$ billion, an increase of $\$ 114$ million from December 31, 1998. This increase reflects retained earnings (net income less common and preferred dividends) generated during the period and new debt issuances qualifying as Tier 2 capital, partially offset by common stock repurchases.

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OPERATING RISK MANAGEMENT
```

The following discussion of Chase's operating risk management focuses primarily on developments since December 31, 1998.

Year 2000: Chase's Year 2000 efforts, including a description of each of the items listed in the table below, are discussed on pages 41-42 of Chase's 1998 Annual Report. The information below updates Chase's Year 2000 disclosures.

During the 1999 first quarter, Chase continued to make progress on its Year 2000 remediated and testing efforts. The following table sets forth Chase's progress in the first quarter, as compared with its forecast as reported in the 1998 Annual Report, and its forecast of progress for June 30, 1999

Type of System
Technical Infrastructure

| $100 \%$ | $100 \%$ (a) | $100 \%$ (b) |
| ---: | ---: | ---: |
| $98 \%$ | $99 \%$ (c) | $100 \%$ (b) |
| $92 \%$ | $93 \%$ | $100 \%$ (b) |
| $69 \%$ | $80 \%$ | $100 \%$ (b) |

(a) The actual percent remediated is 99.7\%.
(b) While activities are scheduled to be completed by the dates indicated, efforts will continue around external testing and certification throughout the year.
(c) For Business Software Applications, of the $99 \%$ of the systems remediated, $95 \%$ have also been tested to be Year 2000 compliant. For the remaining types of systems listed in the table, the percent remediated also indicates the percent tested to be Year 2000 compliant.

As remediation of systems is completed, attention is being directed to ensuring that those software application systems that have been remediated, tested and certified as Year 2000-compliant remain compliant. This entails continued re-certification of systems throughout the remainder of the year. In addition, Chase is increasing its tracking and risk management of third party providers.

Another major focus of 1999 will be continued customer and "street" (i.e., industry-wide) testing. Chase expects to participate in industry tests as they are scheduled throughout 1999. As just one example, in the second weekend of June, the Federal Reserve Board, The New York Clearing House and the Society for Worldwide Interbank Financial Telecommunication will conduct a cross-border test of the major global payments systems. Testing with third parties is critical, since a failure of a major external interface could have a material adverse effect on Chase's operations.

Chase's Year 2000 testing methods include a technique for future date simulation, testing in the isolated environments of time machines, and the selected use of independent validation and verification. Time machines are computer configurations created to allow systems to be tested in an environment where the system clock has been set to a date in the future. These environments allow the operation of all system components together to confirm they will interact and operate properly before, through, and after the century date change. Independent validation and verification is a means of uncovering potential Year 2000 errors in remediated code that may have been missed in testing. Independent systems analysts, utilizing sophisticated Year 2000 code analytic tools, have been contracted by Chase to identify remaining potential Year 2000 errors for a majority of Chase's internal mission-critical software applications. If any are found, the affected programs will be corrected immediately and retested.

Chase's Business Risk Council, established January 1, 1999, has also been active during the 1999 first quarter in identifying potential business risks and coordinating business planning and readiness efforts related to the Year 2000. The Council's focus this quarter has been on: business continuity and contingency planning; procedures for early identification of any operational, credit, liquidity, market or legal risks that may arise as a result of the Year 2000; and communication plans that will enable appropriate business units to coordinate their contingency efforts.

At March 31, 1999, Chase's cost estimate to remediate its Year 2000 issues remains at approximately $\$ 363$ million. This includes costs incurred during 1997 and 1998 as well as costs expected to be incurred during 1999. Chase currently estimates that full year 1999 Year 2000 costs will be approximately $\$ 127$ million. Chase's Year 2000 cost estimate includes remediation, testing, third party assessment, and contingency planning, but do not include approximately \$33 million of depreciation costs for Year 2000-compliant equipment that will be expensed beyond December 31, 1999.

SUPERVISION AND REGULATION

The following discussion should be read in conjunction with the Supervision and Regulation section on pages $1-4$ of Chase's 1998 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 $\$ 2.9$ billion at March 31, 1999.

ACCOUNTING DEVELOPMENTS

## Derivatives

In June 1998, the FASB issued SFAS 133, which establishes accounting and reporting standards for all derivative instruments, including certain derivative instruments embedded in other financial instruments (collectively referred to as derivatives), and for hedging activities. SFAS 133 requires that an entity measure all derivatives at fair value and recognize those derivatives as either assets or liabilities in the balance sheet. The change in a derivative's fair value is generally recognized in current period earnings. However, if certain conditions are met, a derivative may be specifically designated as a hedge of an exposure to changes in fair value, variability of cash flows, or certain foreign currency exposures. Based on the hedge designation, special hedge accounting rules allow the derivative's change in value to be recognized either in current period earnings together with the offsetting change in value of the risk being hedged, or, to the extent the hedge is effective, in comprehensive income and subsequently reclassified into earnings when the hedged item affects earnings.

SFAS 133 is effective for all fiscal years beginning after June 15, 1999 (calendar year 2000), with early adoption permitted. Chase 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. With respect to those other derivatives used as hedges of its assets, liabilities and commitments, Chase is assessing the impact of the adoption of SFAS 133 on its hedging activities and its effect on its financial condition and operating performance.

THE CHASE MANHATTAN CORPORATION
FINANCIAL HIGHLIGHTS
(in millions, except per share data and ratios)

|  | 1999 |  |  | 1998 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter |  | $\begin{gathered} \text { Over(Under) } \\ \text { 1Qtr98 } \end{gathered}$ | Fourth Quarter |  | Third Quarter |  | Second Quarter |  | First Quarter |  |
| AS REPORTED BASIS |  |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 5,144 | 11\% | \$ | 5,060 | \$ | 4,218 | \$ | 4,755 | \$ | 4,623 |
| Noninterest Expense <br> (excluding Restructuring Costs) |  | 2,945 | 12 |  | 2,873 |  | 2,647 |  | 2,714 |  | 2,620 |
| Restructuring Costs |  | - - | NM |  | - - |  | - - |  | 8 |  | 521 |
| Provision for Loan Losses |  | 381 | 15 |  | 411 |  | 272 |  | 328 |  | 332 |
| Net Income | \$ | 1,173 | 62 | \$ | 1,146 | \$ | 837 | \$ | 1,074 | \$ | 725 |
| Net Income Per Common Share: |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.37 | 67 | \$ | 1.34 | \$ | 0.96 | \$ | 1.24 | \$ | 0.82 |
| Diluted |  | 1.32 | 65 |  | 1.31 |  | 0.94 |  | 1.20 |  | 0.80 |
| Cash Dividends Declared |  | 0.41 | 14 |  | 0.36 |  | 0.36 |  | 0.36 |  | 0.36 |
| Book Value at Period End |  | 26.32 | 8 |  | 26.90 |  | 26.24 |  | 25.14 |  | 24.27 |
| Share Price at Period End |  | 81.38 | 21 |  | 71.00 |  | 43.13 |  | 75.50 |  | 67.44 |
| Performance Ratios: |  |  |  |  |  |  |  |  |  |  |  |
| Return on Average Common Equity (a) |  | 20.6\% | 680 bp |  | 20.1\% |  | 14.9\% |  | 20.1\% |  | 13.8\% |
| Return on Average Assets (a) |  | 1.30 | 52 |  | 1.20 |  | 0.92 |  | 1.15 |  | 0.78 |

OPERATING BASIS (b)
Operating Revenue
Operating Noninterest Expense
\$ 5,413
Credit Costs (c)


Operating Earnings
Operating Earnings Per Common Share
Basic
\$ 1.3 Diluted
1.32

Operating Performance Ratios:
Return on Average Common Equity (a)
Return on Average Managed Assets (a)
Common Dividend Payout Ratio
Efficiency Ratio
Cash Operating Basis:
Cash Operating Earnings (d)
Diluted Net Income Per Common Share
Shareholder Value Added (SVA)
Cash Return on Average Common Equity (a)
Selected Balance Sheet Items: (e)
Managed Loans
$\begin{array}{lr}\text { Total Managed Assets } & \begin{array}{l}\text { \$191,23 } \\ 379,640\end{array}\end{array}$
$\$ 1,246$
1.41
501
$21.9 \%$

$\$ 191,231$
379,640
\$ 5, 05
\$ 4,915
2,616
20.6\%
1.24

| $10 \%$ | $\$$ | 5,350 | $\$$ | 4,508 |
| :---: | :---: | :---: | :---: | ---: |
| 12 |  | 2,870 |  | 2,614 |
| 4 |  | 704 |  | 749 |
| 11 | $\$$ | 1,146 | $\$$ | 738 |
|  |  |  |  |  |
| 13 | $\$$ | 1.34 | $\$$ | 0.84 |
| 13 |  | 1.31 |  | 0.82 |
|  |  |  |  |  |
|  |  |  |  |  |
| 30 | bp | $20.1 \%$ |  | $13.1 \%$ |
| 16 |  | 1.15 |  | 0.77 |
| -- | 27 |  | 42 |  |
| 100 |  | 52 |  | 58 |

5

37

## 32

 . 2454
100
$12 \%$
$12 \%$
$\$ \quad 1,219$
1.39
470
$21.4 \%$

| $\$ \quad 801$ |  |
| :---: | :---: |
|  | 0.89 |
|  | 68 |
|  | $14.3 \%$ |

$\$ \quad 1,143$
1.28
440
$\$ 1,114$
1.25
440
\$185, 544

| $\$ 185,544$ | $\$ 186,924$ | $\$ 186,067$ |
| ---: | ---: | ---: |
| 375,422 | 385,214 | 383,838 |

(a) Based on annualized amounts.
(b) Excludes the impact of credit card securitizations, restructuring costs and special items. See Glossary of Terms on page 37.
(c) Includes provision for loan losses, provision for risk management instrument credit losses, foreclosed property expenses and credit costs related to the securitized credit card portfolio.
(d) Cash Operating Earnings represent operating earnings excluding the amortization of goodwill and certain intangibles.
(e) Excludes the impact of credit card securitizations.
bp - Denotes basis points; 100 bp equals 1\%
NM - Not meaningful

(a) Reflects a pro forma adjustment to the net interest income amount included in the Statement of Income to permit comparisons of yields on tax-exempt and taxable assets.
(b) For the three months ended March 31, 1999 and March 31, 1998, the annualized rate for available-for-sale securities based on historical cost was $5.76 \%$ and $6.55 \%$, respectively.
(c) Includes securities sold but not yet purchased and structured notes.
-35-

|  | 1999 | 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter | Fourth Quarter | Third Quarter | Second Quarter | First Quarter |
| Interest Income |  |  |  |  |  |
| Loans | \$ 3,209 | \$ 3,381 | \$ 3,287 | \$ 3,316 | \$ 3,405 |
| Securities | 835 | 964 | 874 | 889 |  |
|  |  |  |  |  | 889 |
| Trading Assets | 418 | 435 | 604 | 716 | 676 |
| Federal Funds Sold and Securities |  |  |  |  |  |
| Purchased Under Resale Agreements | 381 | 469 | 517 | 554 | 671 |
| Deposits with Banks | 184 | 192 | 150 | 148 | 152 |
| Total Interest Income | 5,027 | 5,441 | 5,432 | 5,623 | 5,793 |
| Interest Expense |  |  |  |  |  |
| Deposits | 1,598 | 1,717 | 1,524 | 1,784 | 1,815 |
| Short-Term and Other Borrowings | 914 | 1,247 | 1,378 | 1,478 | 1,509 |
| Long-Term Debt | 311 | 317 | 324 | 325 | 305 |
| Total Interest Expense | 2,823 | 3,281 | 3,226 | 3,587 | 3,629 |
| Net Interest Income | 2,204 | 2,160 | 2,206 | 2,036 | 2,164 |
| Provision for Loan Losses | 381 | 411 | 272 | 328 | 332 |
| Net Interest Income After |  |  |  |  |  |
| Provision For Loan Losses | 1,823 | 1,749 | 1,934 | 1,708 | 1,832 |
| Noninterest Revenue |  |  |  |  |  |
| Investment Banking Fees | 317 | 381 | 322 | 438 | 361 |
| Trust, Custody and Investment Management Fees | 414 | 414 | 398 | 383 | 348 |
| Credit Card Revenue | 379 | 428 | 381 | 365 | 300 |
| Fees for Other Financial Services | 553 | 552 | 522 | 509 | 510 |
| Trading Revenue | 618 | 522 | 114 | 333 | 480 |
| Provision for Risk Management |  |  |  |  |  |
| Securities Gains | 156 | 167 | 261 | 98 | 83 |
| Private Equity Gains | 325 | 244 | 60 | 370 | 293 |
| Other Revenue | 178 | 198 | 137 | 233 | 96 |
| Total Noninterest Revenue | 2,940 | 2,900 | 2,012 | 2,719 | 2,459 |
| Noninterest Expense |  |  |  |  |  |
| Salaries | 1,384 | 1,296 | 1,205 | 1,270 | 1,254 |
| Employee Benefits | 255 | 194 | 221 | 215 | 224 |
| Occupancy Expense | 218 | 220 | 198 | 191 | 189 |
| Equipment Expense | 243 | 250 | 219 | 212 | 209 |
| Restructuring Costs | -- | -- | -- | 8 | 521 |
| Other Expense | 845 | 913 | 804 | 826 | 744 |
| Total Noninterest Expense | 2,945 | 2,873 | 2,647 | 2,722 | 3,141 |
| Income Before Income Tax Expense | 1,818 | 1,776 | 1,299 | 1,705 | 1,150 |
| Income Tax Expense | 645 | 630 | 462 | 631 | 425 |
| Net Income | \$ 1,173 | \$ 1,146 | \$ 837 | \$ 1, 074 | \$ 725 |
| Net Income Applicable To |  |  |  |  |  |
| Common Stock | \$ 1,155 | \$ 1,128 | \$ 815 | \$ 1, 050 | \$ 691 |
| Net Income Per Common Share: |  |  |  |  |  |
| Basic | \$ 1.37 | \$ 1.34 | \$ 0.96 | \$ 1.24 | \$ 0.82 |
| Diluted | \$ 1.32 | \$ 1.31 | \$ 0.94 | \$ 1.20 | \$ 0.80 |

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

1998 Annual Report: Annual Report on Form 10-K for the year ended December 31, 1998. (Pages 7-12, 18, 20, 24, 26-33, 38, 41)

Asset/Liability Management ("ALM"): The management of the sensitivity of Chase's income to changes in market interest rates. (Pages 8, 9, 29-31)

BPV: Basis Point Value. This measurement quantifies the change in the value of Chase's non-trading balance sheet positions (interest rate risk) that would result from a 1 basis point change in interest rates. (Page 30)

Cash Operating Earnings: Operating earnings excluding the impact of amortization of goodwill and certain intangibles. (Pages 10, 12-16, 34)

Chase Texas: Chase Bank of Texas, National Association. (Pages 9, 13, 15)
Chase USA: Chase Manhattan Bank USA, National Association. (Page 9)
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 management or trading purposes. The instruments represent contracts with counterparties where payments are made to or from the counterparty based upon specific interest rates, currency levels, other market rates, or on terms predetermined by the contract. (Pages 9, 24-25, 27)

Efficiency Ratio: Noninterest expense as a percentage of the total of net interest income and noninterest revenue (excluding restructuring costs, foreclosed property expense, provision for risk management instrument credit losses, special items and costs associated with the REIT). (Pages 11-13, 15, 21, 34)

FASB: Financial Accounting Standards Board. (Page 33)
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 19, 25, 34)

Net Yield on Interest-Earning Assets: The average rate for interest-earning assets less the average rate paid for all sources of funds. (Pages 19, 35)

Operating Basis or Operating Earnings: Reported results excluding the impact of credit card securitizations, restructuring costs and special items. (Pages 10-12, 16-17, 21, 34)

REIT: A real estate investment trust subsidiary of Chase. (Pages 21, 22)
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 7-9)

SFAS 131: "Disclosure about Segments of an Enterprise and Related Information." (Page 10)

SFAS 133: "Accounting for Derivative Instruments and Hedging Activities." (Page 33)

Shareholder Value Added ("SVA"): Represents operating earnings excluding the amortization of goodwill and certain intangibles (i.e., cash operating earnings) minus preferred dividends and an explicit charge for capital. (Pages 10-16, 31, 34)

Special Items: There were no special items in the 1999 or 1998 first quarter. (Pages 10, 17, 21, 34)

Value-at-Risk ("VAR"): The potential overnight loss from adverse market movements. (Page 29)

Year 2000: The problem of many existing computer programs not being able to recognize properly a year beginning with "20" instead of "19", as these programs only use the last two digits to refer to a year. (Pages 16, 22, 32-33)

Item 1. Legal Proceedings
For a discussion of Legal Proceedings, see Chase's 1998 Annual Report on page 6.

Item 2. Sales of Unregistered Common Stock
During the first quarter of 1999, shares of common stock of Chase were issued in transactions exempt from registration under the Securities Act of 1933 pursuant to Section 4(2) thereof. Shares of common stock were issued to retired executive officers who had deferred receipt of such common stock pursuant to the Corporate Performance Incentive Plan as follows: January 4, 1999-1,136 shares; and January 6, 1999 - 7,109 shares. Shares of common stock were issued to retired directors who had deferred receipt of such common stock pursuant to the Deferred Compensation Plan for Non-Employee Directors as follows: January 4, 1999 - 1,078 shares.

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

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

Chase filed three reports on Form 8-K during the quarter ended March 31, 1999, as follows:

Form 8-K dated January 19, 1999: Chase announced the results of operations for the fourth quarter of 1998.

Form 8-K dated March 16, 1999: Chase announced an increase in its quarterly common stock dividend.

Form 8-K dated March 24, 1999: Chase announced that William B. Harrison Jr., had been elected President and CEO succeeding Walter V. Shipley, 63, who will continue in his capacity as Chairman of the Board, each effective June 1, 1999. Also effective June 1, 1999, Thomas G. Labrecque, 60, President and COO, will retire.

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

THE CHASE MANHATTAN CORPORATION
(Registrant)

## Date May 17, 1999

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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

Computation of earnings 41
per common share
Computation of ratio of earnings to fixed charges

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

Financial Data Schedule 44

PAGE AT WHICH LOCATED -------------

## 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 DESCRIPTION

130
Bar Graph entitled "Histogram of Daily Changes in Market Risk-Related Revenue for the twelve months ended March 31, 1999" presenting the following information:


Number of trading
days revenue was
within the above prescribed positive range

33
47
54
36
29
9

## 30-35 Over 35

8
10

Millions of Dollars

Number of trading
days revenue was within the above prescribed negative range

8
4
3
1
(25-30) Over (30)

For a discussion of the computation of basic and diluted earnings per common share, see Note Ten of Chase's 1998 Annual Report.

| (in millions, except per share amounts) | Three Months Ended |
| :---: | :---: |
| March 31, |  |
| -1999 |  |

Basic Earnings Per Share
Earnings:
Net Income
Less: Preferred Stock Dividends
Net Income Applicable to Common Stock
Shares: (a)
Basic Average Common Shares Outstanding Net Income Per Share

| \$ | 1,173 | \$ | 725 |
| :---: | :---: | :---: | :---: |
|  | 18 |  | 34 |
| \$ | 1,155 | \$ | 691 |
|  | $==$ |  | ==== |
|  | 843.6 |  | 844.8 |
| \$ | 1.37 | \$ | 0.82 |

Diluted Earnings Per Share
Earnings:
Net Income Applicable to Common Stock
Shares: (a)
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
\$
\$ 1,155 \$ 691

(a) Share-related data for the prior period have been restated to reflect a two-for-one common stock split, effective as of close of business on May 20, 1998.

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

|  | Three months Ended March 31, 1999 |
| :---: | :---: |
| EXCLUDING INTEREST ON DEPOSITS |  |
| Income before income taxes | \$ 1,818 |
| Fixed charges: |  |
| Interest expense | 1,225 |
| One third of rents, net of income from subleases (a) | 32 |
| Total fixed charges | 1,257 |
| Less: Equity in undistributed income of affiliates | (29) |
| Earnings before taxes and fixed charges, excluding capitalized interest$\$ 3,046$ |  |
| Fixed charges, as above | \$ 1,257 |
| Ratio of earnings to fixed charges | 2.42 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges, as above | \$ 1,257 |
| Add: Interest on deposits | 1,598 |
| Total fixed charges and interest on deposits | \$ 2,855 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 3,046 |
| Add: Interest on deposits | 1,598 |
| Total earnings before taxes, fixed charges, and interest on deposits | \$ 4,644 |
| Ratio of earnings to fixed charges | 1.63 |

(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)

> Three months Ended March 31, 1999

| EXCLUDING INTEREST ON DEPOSITS |  |
| :---: | :---: |
| Income before income taxes | \$ 1,818 |
| Fixed charges: |  |
| Interest expense | 1,225 |
| One third of rents, net of income from subleases (a) | 32 |
| Total fixed charges | 1,257 |
| Less: Equity in undistributed income of affiliates | (29) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 3, 046 |
| Fixed charges, as above | \$ 1,257 |
| Preferred stock dividends | 18 |
| Fixed charges including preferred stock dividends | \$ 1,275 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 2.39 |
| INCLUDING INTEREST ON DEPOSITS |  |
| Fixed charges including preferred stock dividends, as above | \$ 1,275 |
| Add: Interest on deposits | 1,598 |
| Total fixed charges including preferred stock dividends and interest on deposits | \$ 2,873 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 3,046 |
| Add: Interest on deposits | 1,598 |
| Total earnings before taxes, fixed charges, and interest on deposits | \$ 4,644 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 1.62 |

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

This schedule contains selected summary financial information extracted from the Consolidated Balance Sheet at March 31, 1999 and Consolidated Statement of Income for the 3 months ended March 31, 1999 and is qualified in its entirety by reference to such financial statements.

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


