CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

THE CHASE MANHATTAN CORPORATION
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

DELAWARE
(STATE OR OTHER JURISDICTION
OF INCORPORATION)

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

13-2624428
(I.R.S. EMPLOYER IDENTIFICATION NO.)

10017
(ZIP CODE)

The Chase Manhattan Corporation ("Chase") reported on January 20, 1998 diluted operating earnings per share of $\$ 8.35$ for 1997 , compared with $\$ 7.27$ in 1996. Operating earnings for the year increased 9\% to \$3.85 billion from $\$ 3.52$ billion in 1996. Net income, which includes merger-related restructuring costs and special items, rose to $\$ 3.71$ billion in 1997 from $\$ 2.46$ billion in 1996 .

Diluted operating earnings per share in the fourth quarter of 1997 were $\$ 1.89$, compared with $\$ 1.88$ in the comparable 1996 quarter. Operating earnings in the fourth quarter were $\$ 850$ million, $6 \%$ lower than in the comparable 1996 quarter, primarily due to lower trading results. Net income in the fourth quarter was $\$ 874$ million, $5 \%$ higher than in the comparable 1996 quarter.

In connection with reporting its 1997 full year and fourth quarter results, management disclosed its estimates of Chase's cross-border exposures to certain Asian countries as of December 31, 1997. Management also announced new financial performance goals for Chase for over the next several years, as follows: (1) an average return on common equity of $18 \%$ or higher; (2) growth in operating revenues accelerating to $10 \%$ per annum, and (3) growth in operating earnings per share in the double digits.

A copy of the Chase's earnings press release is attached as an exhibit hereto. Also attached as an exhibit hereto is the information relating to Chase's estimates of its cross-border exposures. This Current Report on Form 8-K contains statements that are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to risks and uncertainties and Chase's actual results may differ materially from those set forth in such forward-looking statements. Factors that would affect the prospects of Chase's business are discussed in its Annual Report to Stockholders on Form 10-K for the year ended December 31, 1996.

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

The following exhibits are filed with this Report:
Exhibit Number Description

| 99.1 | Press Release - 1997 Fourth Quarter Earnings. |
| :--- | :--- |
| 99.2 | Information Relating to Estimates of Cross-Border |
|  | Exposures |

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

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

Page at Which Located

The Chase Manhattan Corporation
270 Park Avenue
New York, NY 10017-2070 NEWS RELEASE
Investor Contact: John Borden 212-270-7318

For Immediate Release
Press Contacts: Kathleen Baum 212-270-5089 John Stefans 212-270-7438

CHASE OPERATING EARNINGS PER SHARE RISE 15 PERCENT IN 1997
New York, January 20, 1998 -- The Chase Manhattan Corporation
(NYSE:CMB) today reported diluted operating earnings per share of $\$ 8.35$ for 1997, compared with $\$ 7.27$ in 1996. Operating earnings for the year increased nine percent to $\$ 3.85$ billion from $\$ 3.52$ billion in 1996 . Net income, which includes merger-related restructuring costs and special items, rose to \$3.71 billion in 1997 from \$2.46 billion in 1996.

## 1997 FINANCIAL HIGHLIGHTS

- Operating earnings per share increased 15 percent for the full year.
- Return on common stockholders' equity rose to 19.5 percent from 18.4 percent.
- Total managed revenues increased eight percent to $\$ 17.67$ billion.
- The efficiency ratio improved to 55 percent from 57 percent.
"It was another great year for Chase, underscoring the strength of our balanced mix of businesses," said Walter V. Shipley, chairman and chief executive officer. "Despite difficult market conditions in the fourth quarter, revenue growth continued to accelerate, with eight of Chase's eleven businesses growing at double-digit levels."

Fourth quarter financial summary
Diluted operating earnings per share in the fourth quarter of 1997 were \$1.89, compared with $\$ 1.88$ in the same 1996 quarter. Operating earnings were $\$ 850$ million, six percent lower than in the same 1996 quarter, primarily due to lower trading results. Net income was $\$ 874$ million, five percent higher than in the same 1996 quarter.

Return on common stockholders' equity was 16.5 percent in the fourth quarter of 1997 compared with 18.1 percent in the same 1996 quarter. Total managed revenues rose five percent to $\$ 4.29$ billion, from $\$ 4.10$ billion in the same 1996 quarter. The efficiency ratio was 57 percent in the the fourth quarter of 1997 and 56 percent in the prior year quarter.

LINE-OF-BUSINESS RESULTS
Results have been restated to reflect the corporation's new organizational structure. Chase's Global Services businesses are now reported as Chase Technology Solutions. Middle Market Banking and Chase Bank of Texas, formerly Texas Commerce Bank, are now included in Global Banking although consumer- and global services-related results for Chase Bank of Texas are reported as part of those businesses.

Global Banking
Net income from Global Banking in 1997 rose 11 percent to $\$ 2.47$ billion. Return on common equity was 22 percent. For the full year, Global Banking revenues grew six percent.

Net income from Chase's global markets businesses rose 18 percent in 1997 to $\$ 955$ million. Revenues rose 11 percent for the full year, reflecting higher treasury results and trading revenues. Total trading revenues for the corporation rose four percent to $\$ 2.04$ billion for the full year. Fourth quarter total trading revenues were $\$ 127$ million, as losses in emerging markets securities offset strong foreign exchange revenues.

Net income from global investment banking and corporate lending was $\$ 741$ million in 1997. Investment banking activity accelerated throughout the year, producing record corporate finance and loan syndication fees for the corporation. These fees rose 20 percent to $\$ 1.14$ billion for the full year and by 68 percent in the fourth quarter. Results for 1997 reflect significant market share gains in high yield and investment grade underwriting, and in mergers and acquisitions advisory activities. Revenues from corporate lending declined nine percent to $\$ 1.47$ billion.

Net income from Chase Capital Partners rose three percent to $\$ 409$ million in 1997. Equity-related investment revenues for the corporation were $\$ 806$ million in 1997, including revenues of $\$ 220$ million in the fourth quarter, a 28 percent increase over the prior year.

Net income for Chase Bank of Texas increased by eight percent to \$291 million in 1997, with both fee-based business and loan and deposit volumes rising. Revenues rose by eight percent for the full year and by 10 percent in the fourth quarter.

Net income from middle market banking was $\$ 211$ million in 1997, an 11 percent increase over the previous year, reflecting higher deposit volume, increased corporate finance activity and productivity gains.

Net income from global asset management and private banking rose 24 percent to $\$ 143$ million in 1997. Revenues for the full year rose by 11 percent, driven by growth in assets under management as well as increased investment advisory activities. In the fourth quarter, revenues rose 14 percent.

Chase Technology Solutions
As announced in December 1997, in order to establish a fully integrated transaction processing platform, Chase has combined its global services businesses, information technology and operations and electronic commerce initiatives into a new group called Chase Technology Solutions.

Net income for global services within Chase Technology Solutions rose 37 percent to $\$ 395$ million in 1997 , reflecting an 11 percent rise in revenues as well as productivity gains. Return on common equity for the year was 37 percent. In the fourth quarter, net income rose 46 percent, with revenues rising 17 percent. Expenses related to information technology and operations and electronic commerce initiatives have been allocated to the businesses they support.

National Consumer Services
Net income from National Consumer Services rose nine percent to $\$ 1.04$ billion in 1997. Return on common equity was 21 percent. Revenues increased 10 percent for the full year and 12 percent in the fourth quarter. Fourth quarter net income rose 23 percent.

Net income from credit cards was $\$ 325$ million in 1997, a six percent decline from the prior year reflecting higher charge-offs and marketing investments. Credit card revenues increased 15 percent to $\$ 3.35$ billion in 1997 , reflecting growth throughout the year in both co-branded offerings and core products. Net income was $\$ 104$ million in the fourth quarter, 37 percent higher than the year-ago period. Average managed domestic receivables increased 20 percent to $\$ 29.38$ billion in the 1997 fourth quarter and include chase's acquisition of substantially all of The Bank of New York's credit card portfolio, which closed on November 24, 1997. The credit card charge-off rate continued to decline from second and third quarter 1997 levels.

Net income from mortgage banking was $\$ 180$ million in 1997 , a 70 percent increase from the prior year, reflecting higher revenues and productivity gains from re-engineering initiatives. For the full year, revenues rose 14 percent to $\$ 741$ million. Fourth quarter 1997 revenues rose 10 percent to $\$ 175$ million.

Net income from national consumer finance was $\$ 123$ million, a 10 percent decline from the prior year, reflecting the impact of the joint venture formed with Sallie Mae in the fourth quarter of 1996, which is accounted for on an equity basis. Revenues increased eight percent to $\$ 649$ million in 1997. Revenues in the fourth quarter grew by 11 percent.

Net income from payments and investments was $\$ 395$ million in 1997, a 13 percent increase from 1996, reflecting higher deposit volumes, increased investment sales and greater Chase banking card usage. Results for the year also reflect ongoing productivity initiatives. Revenues rose three percent for the full year and five percent in the fourth quarter.

FINANCIAL INFORMATION
Total noninterest operating expenses were $\$ 9.73$ billion in 1997, a five percent increase from 1996, and reflected $\$ 635$ million of incremental merger savings, offset by higher investment spending and increased incentives related to higher revenues. In the fourth quarter of 1997, total noninterest operating expenses rose seven percent to $\$ 2.47$ billion, reflecting $\$ 115$ million in incremental merger savings.

Asset Quality
The provision for credit losses in 1997 was $\$ 804$ million, compared with $\$ 897$ million in 1996. The provision for credit losses was $\$ 205$ million in 1997 fourth quarter, compared with \$182 million in fourth quarter of 1996.

Total managed consumer net charge-offs for the full year were $\$ 1.783$ billion, of which $\$ 807$ million related to assets retained on the balance sheet, compared with $\$ 1.362$ billion, of which $\$ 824$ million related to assets retained on the balance sheet, in 1996. In the fourth quarter of 1997, total managed consumer net charge-offs were $\$ 472$ million, of which $\$ 212$ million were related to assets retained on the balance sheet.

Managed domestic credit card net charge-offs for the full year were 5.66 percent of average managed receivables, compared with 4.87 percent in 1996 Managed domestic credit card net charge-offs in the fourth quarter were 5.45 percent of average managed receivables, compared with 5.11 percent in the same 1996 quarter.

Total domestic commercial net recoveries were $\$ 15$ million in 1997, compared with net charge-offs of $\$ 100$ million in 1996. In the fourth quarter of 1997, total domestic commercial net recoveries were $\$ 24$ million compared with net recoveries of $\$ 22$ million in the same 1996 quarter.

Nonperforming assets, at December 31, 1997 were $\$ 1.018$ billion, compared with $\$ 1.036$ billion on September 30, 1997 and $\$ 1.151$ billion on December 31, 1996.

Fourth quarter 1997 operating revenues and earnings exclude a \$58 million special gain ( $\$ 37$ million after-tax) resulting from the sale of Chase's remaining 20 percent stake in CIT.

Merger-related restructuring costs of $\$ 192$ million for the full year and $\$ 20$ million for the 1997 fourth quarter are also excluded from operating earnings.

At December 31, 1997, Chase's estimated Tier 1 and total risk-based capital ratios were 7.9 percent and 11.7 percent, respectively, and its leverage ratio was 6.0 percent. CHASE S NEWS RELEASES AND QUA

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

EARNINGS:
Operating Income (a)
Nonrecurring Items (After-Tax) (a)
Restructuring Costs (After-Tax) (a)
Net Income
Net Income Applicable to Common Stock

INCOME PER COMMON SHARE:
Basic:
Operating Income
Net Income
Diluted:
Operating Income
Net Income
PER COMMON SHARE:
Book Value at December 31,
Market Value at December 31,
Common Stock Dividends Declared (b)
COMMON SHARES OUTSTANDING:
Basic Average Common Shares
Average Common Shares Assuming Dilution
Common Shares at Period End

## PERFORMANCE RATIOS: (AVERAGE BALANCES) (c)

 Operating Income:Return on Assets
Return on Common Stockholders' Equity
Return on Total Stockholders' Equity
(a) See Operating Income Reconciliation on the following page.
(b) The Corporation increased its quarterly common stock dividend to $\$ 0.62$ per share, from $\$ 0.56$ per share, in the first quarter of 1997.
(c) Performance ratios for three months ended December 31, 1997 and 1996 are based on annualized amounts.
(d) Excludes restructuring costs, foreclosed property expense and nonrecurring items.
(e) In the third quarter of 1997, the Corporation adopted the Federal Reserve Board's new guidelines for calculating market risk-adjusted capital. The risk-based capital and leverage ratios now include the assets and off-balance sheet financial instruments of the Corporation's securities subsidiary, Chase Securities Inc., as well as the Corporation's investment in this subsidiary. Prior period ratios have not been restated.

Estimated

| THREE MONTHS ENDED |  |
| :---: | :---: |
|  |  |
| 1997 | 1996 |


| \$ | 850 | \$ | 901 |
| :---: | :---: | :---: | :---: |
|  | 37 |  |  |
|  | (13) |  | (65) |
| \$ | 874 | \$ | 836 |
| \$ | 839 | \$ | 781 |


| 1997 | 1996 |  |
| :---: | :---: | :---: |
| \$ 3,849 | \$ | 3,516 |
| (20) |  | 70 |
| (121) |  | $(1,125)$ |
| \$ 3,708 | \$ | 2,461 |
| \$ 3,526 | \$ | 2,242 |


| 1997 | 1996 |  |
| :---: | :---: | :---: |
| \$ 3,849 | \$ | 3,516 |
| (20) |  | 70 |
| (121) |  | $(1,125)$ |
| \$ 3,708 | \$ | 2,461 |
| \$ 3,526 | \$ | 2,242 |

===ニ======

| $0.90 \%$ | $1.08 \%$ |
| ---: | ---: |
| $16.53 \%$ | $18.12 \%$ |
| $15.84 \%$ | $16.89 \%$ |
|  |  |
| $0.92 \%$ | $1.00 \%$ |
| $17.02 \%$ | $16.73 \%$ |
| $16.28 \%$ | $15.67 \%$ |
| $61 \%$ | $59 \%$ |
| $57 \%$ | $56 \%$ |


| $1.08 \%$ | $1.09 \%$ |
| ---: | ---: |
| $19.48 \%$ | $18.35 \%$ |
| $18.29 \%$ | $17.06 \%$ |
|  |  |
| $1.04 \%$ | $0.77 \%$ |
| $18.73 \%$ | $12.48 \%$ |
| $17.62 \%$ | $11.94 \%$ |
| $58 \%$ | $59 \%$ |
| $55 \%$ | $57 \%$ |
|  |  |
| $5.5 \%$ |  |
| $5.9 \%$ | $6.5 \%$ |
| $6.0 \%(e)$ | $6.8 \%$ |
| $7.9 \%(e)$ |  |
| $11.7 \%(e)$ |  |
|  |  |
| 69 | $8.2 \%$ |
| 033 |  |

FOR THE YEAR ENDED DECEMBER 31,

| \$ | 1.93 | \$ | 1.93 | \$ | 8.64 | \$ | 7.55 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1.99 | \$ | 1.78 | \$ | 8.30 | \$ | 5.13 |
| \$ | 1.89 | \$ | 1.88 | \$ | 8.35 | \$ | 7.27 |
| \$ | 1.94 | \$ | 1.74 | \$ | 8.03 | \$ | 4.94 |
| \$ | 47.51 | \$ | 42.58 | \$ | 47.51 | \$ | 42.58 |
| \$ | 109.50 | \$ | 89.38 | \$ | 109.50 | \$ | 89.38 |
| \$ | 0.62 | \$ | 0.56 | \$ | 2.48 | \$ | 2.24 |
|  | 421.3 |  | 438.0 |  | 424.6 |  | 436.8 |
|  | 432.2 |  | 448.8 |  | 439.2 |  | 453.4 |
|  | 421.0 |  | 430.8 |  | 421.0 |  | 430.8 |

67,785

Common Stockholders' Equity to Assets
Total Stockholders' Equity to Assets
Tier 1 Leverage
Risk-Based Capital:
Tier 1 (4.0\% required)
Total (8.0\% required)
FULL-TIME EQUIVALENT EMPLOYEES AT DECEMBER 31,

|  | SUMMARY OF RESULTS FOR THE THREE MONTHS ENDED DECEMBER 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  |  | 1996 |  |  |
|  | RESTRUCTURING |  |  | RESTRUCTURING |  |  |
|  | OPERATING | NONRECURRING | AS | OPERATING | NONRECURRING | AS |
|  | EARNINGS | ITEMS | REPORTED | EARNINGS | ITEMS | REPORTED |
| EARNINGS: |  |  |  |  |  |  |
| Net Interest Income | \$2,079 | \$- - | \$2,079 | \$2, 041 | \$ - | \$2,041 |
| Noninterest Revenue | 1,947 | 58(c) | 2,005 | 1,897 | -- | 1,897 |
| Total Operating Revenue | ----2 | -- | ----- | ----- | ----- | 3,938 |
| Operating Expense | 2,467 | -- | 2,467 | 2,304 | -- | 2,304 |
| Credit Costs (a) | 208 | -- | 208 | 181 | -- | 181 |
| Income Before Restructuring Costs | 1,351 | 58 | 1,409 | 1,453 | -- | 1,453 |
| Restructuring Costs (b) | -- | 20 | 20 | -- | 104 | 104 |
| Income (Loss) After Restructuring Costs | 1,351 | 38 | 1,389 | 1,453 | (104) | 1,349 |
| Tax Expense (Benefit) | 501 | 14 | 515 | 552 | (39) | 513 |
| NET INCOME (LOSS) | \$ 850 | \$24 | \$ 874 | \$ 901 | \$ (65) | \$ 836 |
| INCOME PER COMMON SHARE: |  |  |  |  |  |  |
| Basic | \$ 1.93 |  | \$ 1.99 | \$ 1.93 |  | \$ 1.78 |
| Diluted | \$ 1.89 |  | \$ 1.94 | \$ 1.88 |  | \$ 1.74 |

SUMMARY OF RESULTS FOR THE FULL YEAR ENDED DECEMBER 31,

| 1997 |  |  | 1996 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | RESTRUCTURING |  |
| OPERATING | NONRECURRING | AS | OPERATING | NONRECURRING | AS |
| EARNINGS | ITEMS | REPORTED | EARNINGS | ITEMS | REPORTED |
| \$ 8,158 | \$ | \$ 8,158 | \$ 8,168 | \$ 54(e) | \$ 8,222 |
| 8,523 | 102(c) | 8,625 | 7,690 | (60)(f) | 7,630 |
| 16,681 | 102 | 16,783 | 15,858 | (6) | 15,852 |
| 9,730 | 135(d) | 9,865 | 9,306 | 40(g) | 9,346 |
| 816 |  | 816 | 881 | -- | 881 |
| 6,135 | (33) | 6,102 | 5,671 | (46) | 5,625 |
|  | 192 | 192 |  | 1,814 | 1,814 |
| 6,135 | (225) | 5,910 | 5,671 | $(1,860)$ | 3,811 |
| 2,286 | (84) | 2,202 | 2,155 | (805) (h) | 1,350 |
| \$ 3,849 | \$(141) | \$ 3,708 | \$ 3,516 | \$(1, 055) | \$ 2,461 |
| \$ 8.64 |  | \$ 8.30 | \$ 7.55 |  | \$ 5.13 |
| \$ 8.35 |  | \$ 8.03 | \$ 7.27 |  | \$ 4.94 |

(a) Credit Costs include the Provision for Credit Losses and Foreclosed Property Expense.
(b) Reflects pre-tax merger-related restructuring charge of $\$ 1,650$ million, which was recorded on March 31, 1996. Merger-related expenses that did not qualify for immediate recognition have been recognized as incurred under an existing accounting pronouncement.
(c) Includes $\$ 58$ million gain on the sale of the Corporation's remaining interest in CIT in the fourth quarter and $\$ 44$ million gain on the sale of a partially-owned foreign investment in the first quarter.
(d) Costs incurred for the accelerated vesting of stock-based incentive awards.
(e) Receipt of interest related to Federal and State tax audit settlements.

## (f) Loss on sale of a building in Japan.

(g) Costs incurred in combining the Corporation's foreign retirement plans.
(h) Includes tax benefits related to the restructuring charge as well as aggregate tax benefits and refunds.

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

## Loans

Securities
Trading Assets
Federal Funds Sold and Securities Purchased Under Resale Agreements Deposits with Banks

Total Interest Income

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

NET INTEREST INCOME
Provision for Credit Losses
NET INTEREST INCOME AFTER PROVISION FOR CREDIT LOSSES

NONINTEREST REVENUE
Corporate Finance and Syndication Fees
Trust, Custody and Investment Management Fees
Credit Card Revenue
Service Charges on Deposit Accounts
Fees for Other Financial Services
Trading Revenue
Securities Gains
Revenue from Equity-Related Investments
Other Revenue
Total Noninterest Revenue

## NONINTEREST EXPENSE <br> Salaries <br> Employee Benefits <br> Occupancy Expense <br> Equipment Expense <br> Foreclosed Property Expense <br> Other Expense

Total Noninterest Expense Before Restructuring Charge Restructuring Charge and Expenses

Total Noninterest Expense

INCOME BEFORE INCOME TAX EXPENSE
Income Tax Expense
NET INCOME

NET INCOME APPLICABLE TO COMMON STOCK

NET INCOME PER COMMON SHARE:
Basic
Diluted
\$ 1.99

| $\$ 2.23$ | $\$ 1.78$ |
| :--- | :--- |
| $======$ | ====== |
| $\$ 2.16$ | \$ 1.74 |
| ====== | ======= |

Certain amounts have been reclassified to conform to current presentation.

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


Certain amounts have been reclassified to conform to current presentation.

(a) Includes net interest income attributable to trading activities. Certain amounts have been reclassified to conform to current presentation.

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

(a) Includes minority interest related to the Series A Preferred Shares of \$11 million in each quarter of 1997, and $\$ 13$ million in the fourth quarter of 1996.

## UNAUDITED

THE CHASE MANHATTAN CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET
(IN MILLIONS)

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  |
| ASSETS |  |  |  |  |
| Cash and Due from Banks | \$ | 15,704 | \$ | 14,605 |
| Deposits with Banks |  | 2,886 |  | 8,344 |
| Federal Funds Sold and Securities |  |  |  |  |
| Purchased Under Resale Agreements |  | 30,928 |  | 28,966 |
| Trading Assets: |  |  |  |  |
| Debt and Equity Instruments |  | 34,641 |  | 30,377 |
| Risk Management Instruments |  | 37,752 |  | 29,579 |
| Securities: |  |  |  |  |
| Available-for-Sale |  | 49,755 |  | 44,691 |
| Held-to-Maturity |  | 2,983 |  | 3,855 |
| Loans (Net of Allowance for Loan Losses of \$3,624 in 1997 and \$3,549 in 1996) |  | 164,830 |  | 151,543 |
| Premises and Equipment |  | 3,780 |  | 3,642 |
| Due from Customers on Acceptances |  | 1,719 |  | 2,276 |
| Accrued Interest Receivable |  | 3,359 |  | 3,020 |
| Other Assets |  | 17,184 |  | 15,201 |
| TOTAL ASSETS |  | 365,521 |  | 336,099 |
| LIABILITIES |  |  |  |  |
| Deposits: |  |  |  |  |
| Domestic: |  |  |  |  |
| Noninterest-Bearing | \$ | 46,603 | \$ | 42,726 |
| Interest-Bearing |  | 71,576 |  | 67,186 |
| Foreign: |  |  |  |  |
| Noninterest-Bearing |  | 3,205 |  | 4,331 |
| Interest-Bearing |  | 72,304 |  | 66,678 |
| Total Deposits |  | 193,688 |  | 180,921 |
| Federal Funds Purchased and Securities |  |  |  |  |
| Sold Under Repurchase Agreements |  | 56,126 |  | 53,868 |
| Commercial Paper |  | 4,744 |  | 4,500 |
| Other Borrowed Funds |  | 6,861 |  | 9,231 |
| Acceptances Outstanding |  | 1,719 |  | 2,276 |
| Trading Liabilities |  | 52,438 |  | 38,136 |
| Accounts Payable, Accrued Expenses and Other Liabilities |  | 12,526 |  | 12,309 |
| Long-Term Debt |  | 13,387 |  | 12,714 |
| Guaranteed Preferred Beneficial Interests in Corporation's |  |  |  |  |
| Junior Subordinated Deferrable Interest Debentures |  | 1,740 |  | 600 |
| TOTAL LIABILITIES |  | 343,229 |  | 314,555 |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  | 550 |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Preferred Stock |  | 1,740 |  | 2,650 |
| Common Stock |  | 441 |  | 441 |
| Capital Surplus |  | 10,360 |  | 10,459 |
| Retained Earnings |  | 11,103 |  | 8,627 |
| Net Unrealized Gain (Loss) on Securities Available-for-Sale, Net of Taxes |  | 95 |  | (288) |
| Treasury Stock, at Cost |  | $(1,997)$ |  | (895) |
| TOTAL STOCKHOLDERS' EQUITY |  | 21,742 |  | 20,994 |
| TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY AND STOCKHOLDERS' EQUITY |  | 365,521 |  | 336,099 |

## UNAUDITED

THE CHASE MANHATTAN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF CHANGES

IN STOCKHOLDERS' EQUITY
(IN MILLIONS)

|  | FOR THE YEAR ENDED DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  |
| PREFERRED STOCK: |  |  |  |  |
| Balance at Beginning of Year | \$ | 2,650 | \$ | 2,650 |
| Redemption of Stock |  | (910) |  |  |
| Balance at End of Year | \$ | 1,740 | \$ | 2,650 |
| COMMON STOCK: |  |  |  |  |
| Balance at Beginning of Year | \$ | 441 | \$ | 458 |
| Retirement of Treasury Stock |  | -- |  | (20) |
| Issuance of Common Stock |  | -- |  | 3 |
| Balance at End of Year | \$ | 441 | \$ | 441 |
| CAPITAL SURPLUS: |  |  |  |  |
| Balance at Beginning of Year |  | 10,459 |  | 11,075 |
| Retirement of Treasury Stock |  |  |  | (433) |
| Shares Issued for Employee Stock-Based |  |  |  |  |
| Awards and Certain Related Tax Benefits |  | (99) |  | (183) |
| Balance at End of Year |  | 10,360 |  | 10,459 |
| RETAINED EARNINGS: |  |  |  |  |
| Balance at Beginning of Year | \$ | 8,627 | \$ | 7,997 |
| Net Income |  | 3,708 |  | 2,461 |
| Retirement of Treasury Stock |  | -- |  | (557) |
| Cash Dividends Declared: |  |  |  |  |
| Preferred Stock |  | (182) |  | (219) |
| Common Stock |  | $(1,050)$ |  | $(1,061)$ |
| Accumulated Translation Adjustment |  | -- |  | 6 |
| Balance at End of Year |  | 11,103 | \$ | 8,627 |
| NET UNREALIZED GAIN (LOSS) ON SECURITIES AVAILABLE-FOR-SALE: |  |  |  |  |
| Balance at Beginning of Year | \$ | (288) | \$ | (237) |
| Net Change in Fair Value of Securities Available-for-Sale, Net of Taxes |  | 383 |  | (51) |
| Balance at End of Year | \$ | 95 | \$ | (288) |
| COMMON STOCK IN TREASURY, AT COST: |  |  |  |  |
| Balance at Beginning of Year |  | (895) |  | $(1,107)$ |
| Retirement of Treasury Stock |  | -- |  | 1,010 |
| Purchase of Treasury Stock |  | $(2,169)$ |  | $(2,037)$ |
| Reissuance of Treasury Stock |  | 1,067 |  | 1,239 |
| Balance at End of Year |  | $(1,997)$ | \$ | (895) |
| TOTAL STOCKHOLDERS' EQUITY |  | 21,742 |  | 20,994 |

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

THE CHASE MANHATTAN CORPORATION AND SUBSIDIARIES
CREDIT RELATED INFORMATION
(IN MILLIONS)


| THREE MONTHS ENDED DECEMBER 31, |  | FOR THE YEAR ENDED DECEMBER 31, |  |
| :---: | :---: | :---: | :---: |
| 1997 | 1996 | 1997 | 1996 |
| \$ (14) | \$ (18) | \$ (37) | \$ 14 |
| (10) | (4) | 22 | 86 |
| (24) | (22) | (15) | 100 |
| 11 | 8 | 32 | 30 |
| 140 | 156 | 543 | 618 |
| 61 | 48 | 232 | 176 |
| 212 | 212 | 807 | 824 |
| 188 | 190 | 792 | 924 |
| 17 | (8) | 12 | (27) |
| 205 | 182 | 804 | 897 |
| -- | -- | -- | 102 |
| \$ 205 | \$ 182 | \$ 804 | \$ 999 |

## UNAUDITED

THE CHASE MANHATTAN CORPORATION AND SUBSIDIARIES
CREDIT CARD RELATED INFORMATION (IN MILLIONS, EXCEPT RATIOS)

## MANAGED CREDIT CARD PORTFOLIO

Average Managed Credit Card Receivables
Past Due 90 Days \& Over and Accruing
As a Percentage of Average Credit Card Receivables Net Charge-offs (a)

As a Percentage of Average Credit Card Receivables

| AS OF OR FOR THE |  |
| :---: | :---: |
| THREE MONTHS ENDED |  |
|  |  |
| 1997 | 1996 |


| AS OF OR FOR THE |
| :--- |
| YEAR ENDED |
| DECEMBER 31, |
| --1997 |


| $\$ 29,375$ |  | $\$ 24,382$ | $\$ 26,848$ | $\$ 23,709$ |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $\$$ | 633 | $\$$ | 564 | $\$ 233$ |  |
|  | $2.15 \%$ |  | $2.31 \%$ | $2.36 \%$ |  |
| $\$$ | 400 | $\$$ | 311 | $\$ 1,519$ |  |
|  | $5.45 \%$ |  | $5.11 \%$ |  |  |
|  |  |  |  | $5.66 \%$ |  |

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

FAVORABLE (UNFAVORABLE) IMPACT OF CREDIT CARD SECURITIZATIONS ON REPORTED CONSOLIDATED

STATEMENT OF INCOME LINE ITEMS:

Net Interest Income
Provision for Credit Losses
Credit Card Revenue
Other Revenue
Pre-tax Income Impact of Securitizations

|  | THREE MONTHS ENDED DECEMBER 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 997 |  | 996 |
| \$ | (340) | \$ | (275) |
|  | 263 |  | 161 |
|  | 81 |  | 101 |
|  | (4) |  | 13 |
| \$ | -- | \$ | -- |

FOR THE YEAR ENDED DECEMBER 31,
1997 1996

| $\$(1,253)$ | $\$$ | $(914)$ |
| ---: | ---: | ---: |
| 993 | 570 |  |
| 233 | 318 |  |
| 27 |  | 26 |
| $-\cdots--$ | ---- |  |
| $\$$ | -- | -- |
| ======= | ===== |  |

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

|  | THREE MONTHS ENDED DECEMBER 31, 1997 |  |  |  |  | THREE MONTHS ENDED DECEMBER 31, 1996 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AVERAGE BALANCE |  | INTEREST |  | RATE <br> (ANNUALIZED) | AVERAGE BALANCE |  | INTEREST |  | RATE <br> (ANNUALIZED) |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ | 82,894 | \$ | 1,592 | 7.62\% | \$ | 71,724 | \$ | 1,282 | 7.11\% |
| Securities |  | 51,130 |  | 855 | 6.64\% |  | 47,103 |  | 772 | 6.52\% |
| Loans |  | 168,804 |  | 3,362 | 7.90\% |  | 149,665 |  | 3,053 | 8.11\% |
| Total Interest-Earning Assets |  | 302,828 |  | 5,809 | 7.61\% |  | 268,492 |  | 5,107 | 7.57\% |
| Total Noninterest-Earning Assets |  | 73,628 |  |  |  |  | 62,924 |  |  |  |
| Total Assets |  | 376,456 |  |  |  |  | 331,416 |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |
| Total Interest-Bearing Deposits | \$ | 142,326 |  | 1,764 | 4.92\% | \$ | 130,453 |  | 1,520 | 4.64\% |
| Total Short-Term and Other Borrowings |  | 99, 709 |  | 1,640 | 6.53\% |  | 82, 024 |  | 1,304 | 6.32\% |
| Long-Term Debt |  | 15,131 |  | 320 | 8.40\% |  | 12,901 |  | 233 | 7.16\% |
| Total Interest-Bearing Liabilities |  | 257,166 |  | 3,724 | 5.74\% |  | 225,378 |  | 3,057 | 5.40\% |
| Noninterest-Bearing Deposits |  | 44,338 |  |  |  |  | 40,787 |  |  |  |
| Other Noninterest-Bearing Liabilities |  | 53,106 |  |  |  |  | 43,479 |  |  |  |
| Total Liabilities |  | 354,610 |  |  |  |  | 309,644 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |
| Preferred Stock |  | 1,740 |  |  |  |  | 2,650 |  |  |  |
| Common Stockholders' Equity |  | 19,556 |  |  |  |  | 18,572 |  |  |  |
| Total Stockholders' Equity |  | 21,296 |  |  |  |  | 21,222 |  |  |  |
| Total Liabilities and Stockholders' Equity |  | 376,456 |  |  |  |  | 331,416 |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | 1.87\% |  |  |  |  | 2.17\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS |  |  | \$ | 2,085 | 2.73\% |  |  | \$ | 2,050 | 3.04\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS - |  |  |  |  |  |  |  |  |  |  |
| MANAGED BASIS (a) |  |  | \$ | 2,425 | 3.02\% |  |  | \$ | 2,325 | 3.26\% |

## ASSETS

Liquid Interest-Earning Assets
Securities
Loans
Total Interest-Earning Assets Total Noninterest-Earning Assets

Total Assets

|  | FOR THE YEAR ENDED DECEMBER 31, 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| AVERAGE |  |  |  |  |
|  | ALANCE |  | EREST | RATE |
| \$ | 80,600 | \$ | 5,903 | 7.32\% |
|  | 46,043 |  | 3,045 | 6.61\% |
|  | 159,932 |  | 12,833 | 8.02\% |
| 286,57569,771 |  |  |  |  |
|  |  |  |  |  |
| \$ 356,346 |  |  |  |  |

LIABILITIES
Total Interest-Bearing Deposits
Total Short-Term and Other Borrowings
Long-Term Debt

| $\$$ | 137,095 | 6,561 |
| ---: | ---: | ---: |
| 91,735 | 5,903 | $4.79 \%$ |
|  | 14,315 | 1,134 |

FOR THE YEAR ENDED DECEMBER 31, 1996

AVERAGE
BALANCE INTEREST RATE
\$ 67,230

| Total Interest-Bearing Liabilities | 243,145 | 13,598 | 5.59\% | 219,382 | 11,569 | 5.27\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest-Bearing Deposits | 42,067 |  |  | 39,562 |  |  |
| Other Noninterest-Bearing Liabilities | 49,544 |  |  | 41,523 |  |  |
| Total Liabilities | 334,756 |  |  | 300,467 |  |  |
| PREFERRED STOCK OF SUBSIDIARY | 550 |  |  | 158 |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Preferred Stock | 2,212 |  |  | 2,650 |  |  |
| Common Stockholders' Equity | 18,828 |  |  | 17,965 |  |  |
| Total Stockholders' Equity | 21,040 |  |  | 20,615 |  |  |
| Total Liabilities and Stockholders' Equity | \$ 356,346 |  |  | \$ 321,240 |  |  |
| INTEREST RATE SPREAD |  |  | 2.01\% |  |  | 2.33\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS |  | \$ 8,183 | 2.86\% |  | \$ 8,255 | 3.16\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS - |  |  |  |  |  |  |
| MANAGED BASIS (a) |  | \$ 9,436 | 3.13\% |  | \$ 9,169 | 3.36\% |

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

THE CHASE MANHATTAN CORPORATION and Subsidiaries
Lines of Business Results
(in millions, except ratios)

| Three Months Ended | Global Bank |  | National Consumer Services (a) |  |  | Global Services (a) |  | Total (b) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, | 1997 | 1996 | 1997 |  | 1996 | 1997 | 1996 | 1997 | 1996 |
| Managed Revenues | \$ 1,799 | \$ 1,858 | \$ 1,927 | \$ | 1,715 | \$ 613 | \$ 526 | \$ 4,288 | \$ 4,097 |
| Operating Net Income | 433 | 484 | 274 |  | 222 | 104 | 71 | 850 | 901 |
| Average Common Equity | 11, 020 | 10,508 | 4,962 |  | 4,485 | 987 | 1,104 | 19,556 | 18,572 |
| Average Assets | 269,030 | 236,326 | 105,825 |  | 93,194 | 12,976 | 11,505 | 376,456 | 331,416 |
| Return on Common Equity (ROCE) | 14.9\% | 17.2\% | 21.2\% |  | 18.5\% | 41.2\% | 24.6\% | 16.5\% | 18.1\% |
| Efficiency Ratio (Managed) | 55\% | 54\% | 52\% |  | 58\% | 74\% | 79\% | 57\% | 56\% |

GLOBAL BANK
KEY FINANCIAL MEASURES

Three Months Ended
December 31,

|  | Revenue | Net <br> Income | ROCE | Efficiency Ratio | Revenue | Net <br> Income | ROCE | Efficiency Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate Finance | \$335 | N/A | N/A | N/A | \$ 167 | N/A | N/A | N/A |
| Corporate Lending | 365 | N/A | N/A | N/A | 402 | N/A | N/A | N/A |
| Global Investment Banking and Corporate Lending | \$700 | \$ 226 | 22.1\% | 39\% | \$ 569 | \$ 157 | 15.8\% | 45\% |
| Global Markets | 370 | 60 | 8.6 | 72 | 682 | 210 | 35.5 | 53 |
| Chase Capital Partners | 207 | 117 | 29.8 | 10 | 174 | 97 | 33.5 | 10 |
| Global Asset Management and Private Banking | 200 | 37 | 34.9 | 69 | 175 | 26 | 21.7 | 75 |
| Middle Market | 207 | 49 | 23.1 | 51 | 206 | 48 | 17.8 | 51 |
| Chase Bank of Texas N.A | 335 | 71 | 19.0 | 63 | 305 | 65 | 18.2 | 64 |
| Terminal Businesses (c) | 2 | (13) | NM | NM | (66) | (60) | NM | NM |

Three Months Ended
December 31,
KEY FINANCIAL MEASURES

| December 31, | 1997 |  |  |  | 1996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Revenue | Net Income | ROCE | Efficiency Ratio | Revenue | Net Income | ROCE | Efficiency Ratio |
| Credit Cards (e) | \$922 | \$104 | 20.4\% | 39\% | \$780 | \$76 | 19.0\% | 45\% |
| Retail Payments and |  |  |  |  |  |  |  |  |
| Investments (a,d) | 648 | 99 | 27.3 | 72 | 620 | 83 | 22.9 | 75 |
| Mortgage Banking | 175 | 37 | 13.9 | 62 | 159 | 22 | 6.2 | 70 |
| National Consumer Finance | 168 | 35 | 27.7 | 39 | 152 | 36 | 31.1 | 39 |

(a) Includes product revenue and expenses from Chase Bank of Texas, N.A. which is eliminated at total Global Bank.
(b) Total column includes Corporate results.
(c) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
(d) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 29$ million and $\$ 26$ million in 1997 and 1996, respectively.
(e) Includes business results of International Consumer.

NM - Not meaningful

THE CHASE MANHATTAN CORPORATION and Subsidiaries
Lines of Business Results
(in millions, except ratios)

| For The Year Ended | Global Bank |  | National Consumer Services (a) |  |  | Global Services (a) |  |  |  | Total (b) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, | 1997 | 1996 | 1997 |  | 1996 |  | 1997 |  | 1996 | 1997 | 1996 |
| Managed Revenues | \$ 8,358 | \$ 7,877 | \$ 7,341 | \$ | 6,650 | \$ | 2,308 | \$ | 2,071 | \$ 17,674 | \$ 16,428 |
| Operating Net Income | 2,472 | 2,219 | 1,039 |  | 949 |  | 395 |  | 289 | 3,849 | 3,516 |
| Average Common Equity | 10,592 | 10,511 | 4,761 |  | 4,461 |  | 1,049 |  | 1,105 | 18,828 | 17,965 |
| Average Assets | 256,095 | 230,397 | 100,308 |  | 91,417 |  | 11,889 |  | 9,620 | 356,346 | 321,240 |
| Return on Common Equity (ROCE) | 22.4\% | 19.9\% | 20.9\% |  | 20.1\% |  | 36.7\% |  | 24.9\% | 19.5\% | 18.4\% |
| Efficiency Ratio (Managed) | 48\% | 50\% | 52\% |  | 56\% |  | 73\% |  | 78\% | 55\% | 57\% |

GLOBAL BANK
KEY FINANCIAL MEASURES

For The Year Ended
December 31,
Corporate Finance
Corporate Lending
Global Investment Banking
and Corporate Lending

| Revenue | Net |  |  | Efficiency Ratio |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| \$ 1, 020 |  | N/A | N/A | N/A |
| 1,465 |  | N/A | N/A | N/A |
| \$ 2,485 | \$ | 741 | 18.7\% | 42\% |
| 2,954 |  | 955 | 39.9 | 50 |
| 738 |  | 409 | 31.1 | 12 |
| 751 |  | 143 | 32.4 | 68 |
| 839 |  | 211 | 22.0 | 49 |
| 1,328 |  | 291 | 19.5 | 61 |
| 45 |  | (38) | NM | NM |



NATIONAL CONSUMER SERVICES
KEY FINANCIAL MEASURES

For The Year Ended
December 31,

(a) Includes product revenue and expenses from Chase Bank of Texas, N.A. which is eliminated at total Global Bank.
(b) Total column includes Corporate results.
(c) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
(d) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 102$ million and $\$ 81$ million in 1997 and 1996, respectively.
(e) Includes business results of International Consumer.

NM - Not meaningful

THE CHASE MANHATTAN CORPORATION
KEY ASIAN COUNTRY EXPOSURE

CROSS-BORDER BASIS (DECEMBER 31, 1997 ESTIMATES) (\$ IN BILLIONS)

|  | Trading | Foreign |
| :--- | :--- | :--- |
| Outstandings(*) | Assets | Exchange |$\quad$ Derivatives $\quad$ Total


| Korea | \$3.1 | \$0.3 | \$1.7 | \$0.3 | \$5.4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Indonesia | 1.7 | 0.1 | 0.3 | 0.4 | 2.5 |
| Thailand | 1.2 | 0.1 | 0.3 | 0.3 | 1.9 |
| Hong Kong | 2.8 | 0.1 | 0.2 | 0.3 | 3.4 |
| Singapore | 1.3 | -- | 0.6 | -- | 1.9 |
| Malaysia | 0.8 | -- | 0.1 | -- | 0.9 |
| China | 0.6 | 0.1 | -- | 0.1 | 0.8 |
| Philippines | 0.8 | -- | -- | -- | 0.8 |
| Taiwan | 0.8 | -- | -- | -- | 0.8 |
| India | 0.2 | 0.1 | -- | -- | 0.3 |

* Includes loans and accrued interest, interest-bearing deposits with banks, acceptances, issued L/C's, irrevocable legal commitments and other monetary assets

THE CHASE MANHATTAN CORPORATION
Total Cross-Border Assets vs. Total Managed Assets* December 31, 1997 Estimates

| Total Cross-Bor | Asset | Total Managed Assets |  |
| :---: | :---: | :---: | :---: |
| Asia | 25\% | Cross-Border Assets - Asia | 7\% |
| Europe/Canada | 54 | Cross-Border Assets - Other | 21 |
| Latin America | 14 | Domestic Consumer-Managed | 24 |
| Eastern Europe | 5 | Local Funded \& |  |
| Other | 2 | Other Assets | 48 |
| Total | 100\% |  | 100\% |
|  | === |  | === |

* Balance sheet - related assets

