## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## Form 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
Date of Report: January 19, 1999 Commission file number 1-5805
(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)

## Item 5. Other Events

On January 19, 1999, The Chase Manhattan Corporation ("Chase") reported fourth quarter 1998 diluted operating earnings per share of $\$ 1.31$, compared with $\$ .94$ per share in the same 1997 quarter. Operating earnings and reported net income in the fourth quarter of 1998 were $\$ 1.15$ billion. Operating earnings and reported net income were $\$ 850$ million and $\$ 874$ million, respectively, in the 1997 quarter.

A copy of Chase's earnings press release is attached as an exhibit hereto.
Operating results (revenues and earnings) exclude the impact of credit card securitizations, restructuring costs and special items.
Exhibit Number Description
99.1 Press Release - 1998 Fourth Quarter Earnings.

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

THE CHASE MANHATTAN CORPORATION (Registrant)

Dated January 22, 1999

by /s/JOSEPH L. SCLAFANI
Joseph L. Sclafani
Executive Vice President and Controller
[Principal Accounting Officer]

New York, January 19, 1999 -- The Chase Manhattan Corporation (NYSE:CMB) today reported fourth quarter 1998 diluted operating earnings per share of $\$ 1.31$, a 39 percent increase from $\$ .94$ per share in the same 1997 quarter. Operating earnings and reported net income in the fourth quarter of 1998 were $\$ 1.15$ billion. Operating earnings and reported net income were $\$ 850$ million and $\$ 874$ million, respectively, in the 1997 quarter.

Diluted operating earnings per share for the full year 1998 increased to $\$ 4.51$ from $\$ 4.17$ in 1997. Operating earnings rose to $\$ 4.02$ billion from $\$ 3.85$ billion in 1997. Reported net income for the full year was $\$ 3.78$ billion, compared with \$3.71 billion in 1997.

Fourth Quarter 1998 Financial Highlights

-     - Operating revenues increased 25 percent from the same 1997 quarter, and 19 percent from the 1998 third quarter, driven by a sharp recovery in global banking and strong growth in Chase's consumer and global services businesses.
-     - Chase's return on common equity rose to 20.1 percent from 16.5 percent in the fourth quarter of 1997.
-     - Shareholder value added (SVA) was $\$ 470$ million.

Full Year Financial Highlights

-     - Operating revenues rose 12 percent with all three franchises producing double-digit growth.
-     - Chase's Tier 1 capital ratio rose to 8.3 percent
from 7.9 percent last year.
-     - Shareholder value added was \$1.4 billion.
"In one of the most challenging periods that the financial services industry has faced in recent years, Chase's record performance demonstrates how strong and differentiated a competitor it has become," said Walter V. Shipley, chairman and chief executive officer. "Looking ahead, our focus remains unchanged: to realize the full growth potential of Chase's business franchises by maintaining a disciplined approach to risk, capital and expense management."

| Investor contact: | John Borden | $212-270-7318$ |
| :--- | :--- | :--- |
| Press contact: | Kathleen Baum | $212-270-5089$ |


| THE CHASE MANHATTAN CORP |  | Fourth Quarter |  |
| :---: | :---: | :---: | :---: |
| Dollars, in millions | 1998 | O(U) 4Q97 | O(U) 3Q98 |
| Operating Revenues | \$5,350 | \$1,055 | \$842 |
| Cash Operating Earnings | 1,219 | 320 | 418 |
| Shareholder Value Added | 470 | 247 | 402 |
| Cash Return on Common Equity | 21.4\% | -- | -- |

Line-Of-Business Results

| GLOBAL BANK | Fourth Quarter |  |  |
| :---: | :---: | :---: | :---: |
| Dollars, in millions | 1998 | O(U) 4Q97 | O(U) 3Q98 |
| Operating Revenues | \$2,495 | \$675 | \$653 |
| Cash Operating Earnings | 819 | 360 | 365 |
| Shareholder Value Added | 335 | 333 | 345 |
| Cash Return on Common Equity | 22.2\% | -- | -- |

Chase's Global Bank had a very strong fourth quarter, with operating revenues up 37 percent from fourth quarter 1997 levels, and 35 percent from this year's third quarter; both prior periods were negatively affected by global market turmoil. For the year, operating revenues and cash operating earnings rose 10 and 11 percent, respectively, from 1997 levels.

Trading revenues and related net interest income rose to $\$ 692$ million in the fourth quarter, matching the record set in the first quarter of this year, and benefiting from strong performance across traditional products, including foreign exchange, and newer businesses, such as credit and equity derivatives, and high grade securities. Securities gains realized in the quarter were $\$ 167$ million, higher than in the year-ago quarter but below gains in the third quarter of 1998. For the year, trading revenues and related net interest income totaled $\$ 2.16$ billion, a 12 percent increase from 1997.

Investment banking fees in the 1998 fourth quarter increased to $\$ 381$ million from $\$ 369$ million in the fourth quarter of 1997 . Investment banking fees for the year rose 32 percent to $\$ 1.50$ billion, benefiting from growth in loan syndications, mergers and acquisitions advisory and high grade and high yield underwriting fees.

Fourth quarter private equity-related investment gains were $\$ 244$ million. These results were eight percent higher than in the year-ago quarter and four times above the level of gains recognized in the third quarter 1998, reflecting improved equity markets and increased levels of activity. Private equity-related investment gains rose 16 percent to $\$ 967$ million in 1998.

| 1998 | O(U) 97 \% |
| :---: | :---: |
| \$19,824 | 12\% |
| 4,277 | 6\% |
| 1,406 | 1\% |
| 19.6\% | -- |


| Full Year 1998 |  |  |
| :---: | :---: | :---: |
| 1998 | O (U) | 97 \% |
| \$9,298 |  | 10\% |
| 2,855 |  | 11\% |
| 985 |  | 28\% |
| 20.1\% |  | -- |

Full Year 1998

| GLOBAL SERVICES | Fourth Quarter |  |  | Full Year 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars, in millions | 1998 | O(U) 4Q97 | O(U) 3 Q98 | 1998 | O(U) 97 | \% |
| Operating Revenues | \$724 | \$106 | \$55 | \$2,667 | 14\% |  |
| Cash Operating Earnings | 138 | 24 | 18 | 496 | 17\% |  |
| Shareholder Value Added | 60 | 5 | (1) | 243 | 29\% |  |
| Cash Return on Common Equity | 23.3\% | -- | -- | 26.0\% | -- |  |

In the fourth quarter, Global Services' operating revenues and cash operating earnings rose 17 and 21 percent, respectively, driven by continuing growth across all three businesses, as well as higher operating volumes related to the acquisitions of large global custody and fiduciary services businesses. Expenses reflect ongoing investment spending and costs related to Year 2000 and the launch of the Euro on January 1, 1999. For the full year, Global Services' operating revenues increased 14 percent and cash operating earnings were 17 percent higher than in 1997.

| NATIONAL CONSUMER SERVICES | Fourth Quarter |  |  | Full Year 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars, in millions | 1998 | O(U) 4Q97 | O(U) 3Q98 | 1998 | O(U) 97 | \% |
| Operating Revenues | \$2,217 | \$282 | \$161 | \$8,203 | 12\% |  |
| Cash Operating Earnings | 374 | 72 | 71 | 1,265 | 12\% |  |
| Shareholder Value Added | 161 | 51 | 75 | 409 | 2\% |  |
| Cash Return on Common Equity | 23.1\% | -- | -- | 19.4\% | -- |  |

National Consumer Services' operating revenues increased 15 percent in the 1998 fourth quarter; cash operating earnings increased 24 percent. Cash return on common equity and SVA rose to record levels, reversing the trend earlier in the year, and leading to an overall increase in SVA for 1998. Operating revenues and cash operating earnings for National Consumer Services for the year were 12 percent higher than in 1997.

Operating revenues from cardmember services increased 14 percent in the fourth quarter of 1998, with growth driven by recently acquired portfolios, pricing initiatives and higher levels of consumer card usage. For the year, revenues rose 17 percent to $\$ 3.91$ billion; cash operating earnings were up by 21 percent to $\$ 461$ million. Charge-offs for the year increased, primarily reflecting the impact of acquired portfolios.

Home finance revenues increased 29 percent in the fourth quarter, benefiting from the continued favorable environment for mortgage originations, and higher mortgage sales activities. Home finance revenues were 11 percent higher than in the prior year; cash operating earnings increased by 16 percent.

Regional consumer banking revenues rose six percent in the fourth quarter of 1998, reflecting growth in deposits, increased small business lending and rising fee income, offset in part by the cost of technology-related investments. Revenues and cash operating earnings for the full year increased by three and four percent, respectively, over 1997.

Revenues from diversified consumer services increased 31 percent in the fourth quarter, driven by continued strong growth in Chase's auto finance, investment and insurance businesses. Auto finance originations of $\$ 3.5$ billion in the fourth quarter represent an all-time high. Revenues from diversified consumer services were up 17 percent in 1998 from 1997 levels; cash operating earnings increased 21 percent.

-     - Total operating noninterest expenses were $\$ 10.81$ billion in 1998, and $\$ 2.87$ billion in the fourth quarter, reflecting higher incentives related to revenue increases as well as investment spending and costs related to Year 2000 and EMU conversion.
-     - On a managed basis, the provision for credit losses was $\$ 2.70$ billion for full year 1998 compared with $\$ 1.80$ billion in 1997 , and $\$ 701$ million in the 1998 fourth quarter, compared with $\$ 753$ million in the previous quarter and $\$ 468$ million in the 1997 fourth quarter. The provision for losses related to risk management instruments has been reclassified to the noninterest revenue section of the income statement for all periods presented. Nonperforming assets at December 31, 1998 were $\$ 1.61$ billion compared with $\$ 1.53$ billion at September 30, 1998, and $\$ 1.02$ billion at December 31, 1997. Net commercial charge-offs in the fourth quarter of 1998 were $\$ 122$ million, compared to $\$ 200$ million in the third quarter of 1998 and a net recovery of $\$ 12$ million in the 1997 fourth quarter. Net commercial charge-offs for the full year were $\$ 492$ million compared with a net recovery of $\$ 17$ million in 1997.
-     - Chase's exposure to emerging markets in Latin America and Asia, excluding Japan, Australia and New Zealand, declined 34 percent in 1998, as detailed in the attached tables. In addition, at December 31, 1998, Chase had approximately $\$ 190$ million in lending, trading-related and resale agreement exposure to Russia, a decline of $\$ 460$ million from September 30, 1998.
-     - Total assets at December 31, 1998 were $\$ 366$ billion, unchanged from a year ago. With equity capital increasing by 10 percent from year-end 1997 levels, Chase's Tier 1 capital ratio rose to 8.3 percent from 7.9 percent on December 31, 1997. In the fourth quarter of 1998, Chase announced a new common stock repurchase authorization, effective January 4, 1999, of up to \$3 billion of Chase's common stock.
-     - Operating results (revenues, expenses and earnings) for 1998 exclude the impact of credit card securitizations, restructuring costs and special items. Special items, all after-tax, include a charge of $\$ 320$ million, taken in the first quarter, in connection with initiatives to streamline support functions and realign certain business units; a $\$ 24$ million charge for the accelerated vesting of stock-based awards, taken in the third quarter, and a credit of $\$ 123$ million, related to interest on prior years' tax refunds, also taken in the third quarter of 1998.

All per share results reflect a two-for-one stock split that became effective June 15, 1998

Chase's news releases and quarterly financial results are available on the Internet at www.chase.com.


Note: Share-related data for all periods have been restated to reflect a 2
for 1 common stock split, effective June 15, 1998.
(a) Excludes the impact of credit card securitizations, restructuring costs and special items. For a reconciliation of Reported Results as shown on the Consolidated Statement of Income to results on an Operating Basis see pages 10 and 11 .
(b) Includes provision for loan losses, provision for risk management instrument losses, foreclosed property expense and charge-offs related to the securitized credit card portfolio.
(c) Ratios for the fourth quarter of 1998 and 1997 are based on annualized amounts.
(d) 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 losses,
amortization of goodwill and certain intangibles, special items and costs associated with the REIT).
(e) Excludes the impact of credit card securitizations.
(f) Estimated

NM Not meaningful
Unaudited


GLOBAL BANKING
KEY FINANCIAL MEASURES


NATIONAL CONSUMER SERVICES KEY FINANCIAL MEASURES

|  | Operating Revenue |  |  |  |  | Cash Operating Earnings |  |  |  |  | Efficiency Ratio |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | Over/ (Under) 1997 |  |  |  |  | Over/(Under) 1997 |  |  | Over/(Under) |  |
| Three Months Ended |  |  | \$ |  |  | 1998 |  | \$ |  | \% |  |  |
| December 31, |  |  | \$ | \% | 1998 |  |  | 1997 |  |  |  |
| Cardmember Services | \$ | 1,046 |  | \$ | 126 | 14\% | \$ |  |  | 128 | \$ | 5 | 4\% | 35\% | (100) bp |
| Regional Consumer Banking (a) |  | 610 |  | 35 | 6\% |  | 114 |  | 24 | 27\% | 66 | (500) bp |
| Chase Home Finance |  | 281 |  | 64 | 29\% |  | 76 |  | 29 | 62\% | 50 | (700) bp |
| Diversified Consumer Services (d) |  | 259 |  | 61 | 31\% |  | 57 |  | 22 | 63\% | 47 | (500) bp |

Note: SVA is Chase's primary measure of business unit performance. SVA represents operating earnings excluding the amortization of goodwill and certain intangibles (i.e., cash operating earnings), less an explicit charge for allocated capital. Additional refinements were made to the methodology for the allocation of capital to businesses. Prior periods have been restated to reflect these changes.
(a) Only the global banking portion of Chase Bank of Texas, N.A. is reported in the total Global Banking line of business results. The consumer- and global services-related results for Chase Texas are reported as part of NCS and Global Services lines of business results, respectively.
(b) Total column includes Corporate results.
(c) Excludes the impact of credit card securitizations.
(d) Insurance products are managed within Diversified Consumer Services, but included for reporting purposes in Cardmember Services, Chase Home Finance and Regional Consumer Banking.

NM - Not meaningful
bp - basis points
Unaudited

| For The Year Ended December 31, | Global Banking (a) |  |  | National Consumer Services (a) |  |  | Global Services (a) |  |  | Total (b) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Over/(U | (Under) 1997 | Over/(Under) 1997 |  |  | Over/ (Under) 1997 |  |  | Over/ (Under) 1997 |  |  |
|  | 1998 | \$ | \% or bp | 1998 | \$ | \% or bp | 1998 | \$ | \% or bp | 1998 | \$ | \% or bp |
| Operating Revenues \$ | \$ 9,298 | \$ 826 | 10\% | \$ 8,203 | \$ 862 | 12\% | \$2,667 | \$ 326 | 14\% | \$ 19,824 | \$ 2,125 | 12\% |
| Cash Operating Earnings | 2,855 | 283 | 11\% | 1,265 | 137 | 12\% | 496 | 73 | 17\% | 4,277 | 256 | 6\% |
| Average Common Equity | 13,924 | 935 | 7\% | 6,381 | 1,121 | 21\% | 1,879 | 192 | 11\% | 21,328 | 2,500 | 13\% |
| Average Assets (c) 2 | 267,227 | 6,418 | $2 \%$ | 106,703 | 11,439 | 12\% | 10,386 | 983 | 10\% | 391,222 | 20,323 | 5\% |
| Shareholder Value Added (SVA) | A) 985 | 215 | 28\% | 409 | 9 | 2\% | 243 | 55 | 29\% | 1,406 | 13 | 1\% |
| Cash Return on Common Equity | $y \quad 20.1 \%$ |  | 110 bp | 19.4\% |  | (120) bp | 26.0\% |  | 180 bp | 19.6\% |  | (80) bp |
| Cash Efficiency Ratio (Operating) | 47\% |  | - | 49\% |  | (200) bp | 70\% |  | (100) bp | 53\% |  | (100) bp |

GLOBAL BANKING
KEY FINANCIAL MEASURES

|  | Operating Revenue |  |  |  | Cash Operating Earnings |  |  |  |  | Efficiency Ratio |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Over/(Under) 1997 |  |  |  | Over/(Under) 1997 |  |  |  |  |
| For The Year Ended December 31, |  | 1998 | \$ | \% |  | 1998 |  | \$ | \% | 1998 Ov | /(Under) |
| Global Markets | \$ | 3,621 | \$496 | 16\% | \$ | 1,231 | \$ | 212 | 21\% | 47\% | (100) bp |
| Global Investment Banking |  | 1,258 | 247 | 24\% |  | 321 |  | 51 | 19\% | 57 | 200 bp |
| Corporate Lending |  | 1,421 | 74 | 5\% |  | 503 |  | 25 | 5\% | 26 | - |
| Chase Capital Partners |  | 826 | 75 | 10\% |  | 449 |  | 38 | 9\% | 13 | - |
| Global Private Bank |  | 673 | 39 | 6\% |  | 143 |  | 5 | 4\% | 63 | - |
| Middle Markets |  | 785 | (32) | ( $4 \%$ ) |  | 174 |  | (27) | (13\%) | 55 | 500 bp |
| Chase Bank of Texas N.A. (Consolidated) |  | 1,577 | 215 | 16\% |  | 433 |  | 86 | 25\% | 54 | (400) bp |

NATIONAL CONSUMER SERVICES
KEY FINANCIAL MEASURES


Note: SVA is Chase's primary measure of business unit performance. SVA represents operating earnings excluding the amortization of goodwill and certain intangibles (i.e., cash operating earnings), less an explicit charge for allocated capital. Additional refinements were made to the methodology for the allocation of capital to businesses. Prior periods have been restated to reflect these changes.
(a)Only the global banking portion of Chase Bank of Texas, N.A. is reported in the total Global Banking line of business results. The consumer- and global services-related results for Chase Texas are reported as part of NCS and Global Services lines of business results, respectively.
(b) Total column includes Corporate results.
(c) Excludes the impact of credit card securitizations.
(d) Insurance products are managed within Diversified Consumer Services, but included for reporting purposes in Cardmember Services, Chase Home Finance and Regional Consumer Banking.
bp - basis points
Unaudited

THE CHASE MANHATTAN CORPORATION CONSOLIDATED STATEMENT OF INCOME (in millions, except per share data)

|  | Fourth Quarter |  |  |  |  | For The Year |  |  |  | $\begin{gathered} \circ \\ \text { Over/ (Under) } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 |  | 997 | 4QTR 97 |  | 1998 |  | 1997 |  |
| INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 3,381 | \$ | 3,392 | -- | \$ | 13,389 | \$ | 12,921 | 4\% |
| Securities |  | 964 |  | 851 | 13\% |  | 3,616 |  | 3,028 | 19\% |
|  |  | 435 |  | 707 | (38\%) |  | 2,431 |  | 2,770 | (12\%) |
| Federal Funds Sold and Securities |  |  |  |  |  |  |  |  |  |  |
| Purchased Under Resale Agreements |  | 469 |  | 728 | (36\%) |  | 2,211 |  | 2,607 | (15\%) |
| Deposits with Banks |  | 192 |  | 156 | 23\% |  | 642 |  | 525 | 22\% |
| Total Interest Income |  | 5,441 |  | 5,834 | (7\%) |  | 22,289 |  | 21,851 | 2\% |
| INTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,717 |  | 1,764 | (3\%) |  | 6,840 |  | 6,561 | 4\% |
| Short-Term and Other Borrowings |  | 1,247 |  | 1,640 | (24\%) |  | 5,612 |  | 5,903 | (5\%) |
| Long-Term Debt |  | 317 |  | 320 | (1\%) |  | 1,271 |  | 1,134 | 12\% |
| Total Interest Expense |  | 3,281 |  | 3,724 | (12\%) |  | 13,723 |  | 13,598 | 1\% |
| NET Interest income |  | 2,160 |  | 2,110 | 2\% |  | 8,566 |  | 8,253 | 4\% |
| Provision for Loan Losses |  | 411 |  | 205 | 100\% |  | 1,343 |  | 804 | 67\% |
| NET INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |
| NONINTEREST REVENUE |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees |  | 381 |  | 369 | 3\% |  | 1,502 |  | 1,136 | 32\% |
| Trust, Custody and Investment Management |  | 414 |  | 338 | 22\% |  | 1,543 |  | 1,307 | 18\% |
| Credit Card Revenue |  | 428 |  | 322 | 33\% |  | 1,474 |  | 1,088 | 35\% |
| Fees for Other Financial Services |  | 552 |  | 517 | 7\% |  | 2,093 |  | 1,983 | 6\% |
| Trading Revenue |  | 522 |  | (78) | NM |  | 1,449 |  | 1,323 | 10\% |
| Provision for Risk Management Instrument | sses | s (6) |  | -- | NM |  | (211) |  | -- | NM |
| Securities Gains |  | 167 |  | 123 | 36\% |  | 609 |  | 312 | 95\% |
| Private Equity Gains |  | 244 |  | 226 | 8\% |  | 967 |  | 831 | 16\% |
| Other Revenue |  | 198 |  | 163 | 21\% |  | 664 |  | 575 | 15\% |
| Total Noninterest Revenue |  | 2,900 |  | 1,980 | 46\% |  | 10,090 |  | 8,555 | 18\% |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |
| Salaries |  | 1,296 |  | 1,072 | 21\% |  | 5,025 |  | 4,598 | 9\% |
| Employee Benefits |  | 194 |  | 192 | 1\% |  | 854 |  | 839 | $2 \%$ |
| Occupancy Expense |  | 220 |  | 193 | 14\% |  | 798 |  | 767 | 4\% |
| Equipment Expense |  | 250 |  | 217 | 15\% |  | 890 |  | 792 | 12\% |
| Other Expense |  | 913 |  | 802 | 14\% |  | 3,287 |  | 2,906 | 13\% |
| Total Noninterest Expense Before Restructuring Costs |  | 2,873 |  | 2,476 | 16\% |  | 10,854 |  | 9,902 | 10\% |
| Restructuring Costs |  | -- |  | 20 | NM |  | 529 |  | 192 | 176\% |
| Total Noninterest Expense |  | 2,873 |  | 2,496 | 15\% |  | 11,383 |  | 10,094 | 13\% |
| INCOME BEFORE INCOME TAX EXPENSE |  | 1,776 |  | 1,389 | 28\% |  | 5,930 |  | 5,910 | -- |
| Income Tax Expense |  | 630 |  | 515 | 22\% |  | 2,148 |  | 2,202 | (2\%) |
| NET INCOME |  | 1,146 | \$ | 874 | 31\% | \$ | 3,782 |  | \$ 3,708 | 2\% |
| NET INCOME APPLICABLE TO COMMON Stock | \$ | 1,128 | \$ | 839 | 34\% | \$ | 3,684 |  | \$ 3,526 | 4\% |
| NET INCOME PER COMMON SHARE: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 1.34 | \$ | 1.00 | 34\% | \$ | 4.35 |  | \$ 4.15 | 5\% |
| Diluted |  | 1.31 | \$ | 0.97 | 35\% | \$ | 4.24 |  | \$ 4.01 | 6\% |

NM - Not meaningful
Certain amounts have been reclassified to conform to the current presentation. Unaudited

THE CHASE MANHATTAN CORPORATION
noninterest Revenue and noninterest expense detail
(in millions)


NONINTEREST EXPENSE

Other Expense:
Professional
Marketing Expense

(a) Excludes certain insurance fees related to credit cards and mortgage products, which are included in those revenue captions.
(b) Includes net interest income attributable to trading activities.
(c) Includes minority interest related to the REIT of $\$ 11$ million in each quarter.

NM - Not meaningful
Certain amounts have been reclassified to conform to the current
presentation.
Unaudited

| FOURTH QUARTER 1998 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTED RESULTS |  | $\begin{aligned} & \text { CREDIT } \\ & \text { COSTS } \end{aligned}$ |  | CARD <br> SECURITIZATIONS |  | SPECIAL ITEMS |  | OPERATING BASIS |  |
| EARNINGS |  |  |  |  |  |  |  |  |  |  |
| Total Revenue | \$ | 5,060 | \$ | 6 | \$ | 284 | \$ | - | \$ | 5,350 |
| Noninterest Expense |  | 2,873 |  | (3) |  | - |  | - |  | 2,870 |
| Operating Margin |  | 2,187 |  | 9 |  | 284 |  | - |  | 2,480 |
| Credit Costs |  | 411 |  | 9 |  | 284 |  | - |  | 704 |
| Income Before Restructuring Costs |  | 1,776 |  | - |  | - |  | - |  | 1,776 |
| Restructuring Costs |  | - |  | - |  | - |  | - |  | - |
| Income Before Taxes |  | 1,776 |  | - |  | - |  | - |  | 1,776 |
| Tax Expense |  | 630 |  | - |  | - |  | - |  | 630 |
| Net Income | \$ | 1,146 | \$ | - | \$ | - | \$ | - | \$ | 1,146 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.34 |  |  |  |  |  |  | \$ | 1.34 |
| Diluted | \$ | 1.31 |  |  |  |  |  |  | \$ | 1.31 |



NOTES:
Reported results represent amounts shown in Chase's Consolidated Statement of Income, except restructuring costs have been separately displayed.
Credit Costs reclasses - For purposes of Operating Basis
presentation, the provision for risk management instrument losses is reclassified from noninterest revenue to credit costs and foreclosed property expense is reclassified from noninterest expense to credit costs.
Credit Card Securitizations excludes the impact of credit card
securitizations.
1998 special items - there were no special items in the fourth quarter of 1998.

1997 special items includes a $\$ 58$ million pre-tax gain ( $\$ 37$ million
after-tax) from the sale of Chase's remaining interest in CIT Group
Holdings, Inc. ("CIT") and merger-related restructuring costs.
Unaudited

| FOR THE YEAR 1998 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | PORTED RESULTS | CREDIT <br> COSTS |  |  | ```EDIT ARD URITIZATIONS``` | SPECIAL ITEMS |  | OPERATING <br> BASIS |  |
| EARNINGS |  |  |  |  |  |  |  |  |  |  |
| Total Revenue | \$ | 18,656 | \$ | 211 | \$ | 1,148 | \$ | (191) | \$ | 19,824 |
| Noninterest Expense |  | 10,854 |  | (5) |  | - |  | (37) |  | 10,812 |
| Operating Margin |  | 7,802 |  | 216 |  | 1,148 |  | (154) |  | 9,012 |
| Credit Costs |  | 1,343 |  | 216 |  | 1,148 |  | - |  | 2,707 |
| Income Before Restructuring Costs |  | 6,459 |  | - |  | - |  | (154) |  | 6,305 |
| Restructuring Costs |  | 529 |  | - |  | - |  | (529) |  | - |
| Income Before Taxes |  | 5,930 |  | - |  | - |  | 375 |  | 6,305 |
| Tax Expense |  | 2,148 |  | - |  | - |  | 141 |  | 2,289 |
| Net Income |  | 3,782 | \$ | - | \$ | - | \$ | 234 | \$ | 4,016 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 4.35 |  |  |  |  |  |  | \$ | 4.63 |
| Diluted |  | 4.24 |  |  |  |  |  |  | \$ | 4.51 |

FOR THE YEAR 1997

|  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REPORTEDRESULTS |  | $\begin{gathered} \text { CREDIT } \\ \text { COSTS } \end{gathered}$ |  | CARD <br> SECURITIZATIONS |  | SPECIAL ITEMS |  | OPERATING <br> BASIS |  |
| EARNINGS |  |  |  |  |  |  |  |  |  |  |
| Total Revenue |  | 16,808 | \$ | - | \$ | 993 | \$ | (102) | \$ | 17,699 |
| Noninterest Expense |  | 9,902 |  | (12) |  | - |  | (135) |  | 9,755 |
| Operating Margin |  | 6,906 |  | 12 |  | 993 |  | 33 |  | 7,944 |
| Credit Costs |  | 804 |  | 12 |  | 993 |  | - |  | 1,809 |
| Income Before Restructuring Costs |  | 6,102 |  | - |  | - |  | 33 |  | 6,135 |
| Restructuring Costs |  | 192 |  | - |  | - |  | (192) |  | - |
| Income Before Taxes |  | 5,910 |  | - |  | - |  | 225 |  | 6,135 |
| Tax Expense |  | 2,202 |  | - |  | - |  | 84 |  | 2,286 |
| Net Income | \$ | 3,708 | \$ | - | \$ | - | \$ | 141 | \$ | 3,849 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 4.15 |  |  |  |  |  |  | \$ | 4.32 |
| Diluted |  | 4.01 |  |  |  |  |  |  | \$ | 4.17 |

[^0]
## ASSETS

Cash and Due from Banks
Deposits with Banks
Federal Funds Sold and Securities
Purchased Under Resale Agreements
Trading Assets:
Debt and Equity Instruments
Risk Management Instruments
Securities
Loans
Allowance for Credit Losses
Net Loans
Other Assets
TOTAL ASSETS

| 1998 | 1997 |
| :---: | :---: |


| \$ | 17,068 | \$ | 15,704 |
| :---: | :---: | :---: | :---: |
|  | 7,212 |  | 2,886 |
|  | 18,487 |  | 30,928 |
|  | 24,844 |  | 34,641 |
|  | 32,848 |  | 37,752 |
|  | 64,490 |  | 52,738 |
|  | 172,754 |  | 168,454 |
|  | $(3,552)$ |  | $(3,624)$ |
|  | 169,202 |  | 164,830 |
|  | 31,724 |  | 26,042 |
| \$ | 365,875 | \$ | 365,521 |

LIABILITIES
Deposits:
Domestic:
$\quad$ Noninterest-Bearing
$\quad$ Interest-Bearing
Foreign:
$\quad$ Noninterest-Bearing
Interest-Bearing

Total Deposits
Federal Funds Purchased and Securities
Sold Under Repurchase Agreements
Commercial Paper
Other Borrowed Funds
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities
Long-Term Debt
Guaranteed Preferred Beneficial Interests in Corporation's
Junior Subordinated Deferrable Interest Debentures

TOTAL LIABILITIES
PREFERRED STOCK OF SUBSIDIARY

STOCKHOLDERS' EQUITY
Preferred Stock
Common Stock
Capital Surplus

| \$ | 47,541 | \$ | 46,603 |
| :---: | :---: | :---: | :---: |
|  | 85,886 |  | 71,576 |
|  | 4,082 |  | 3,205 |
|  | 74,928 |  | 72,304 |
|  | 212,437 |  | 193,688 |
|  | 41,632 |  | 56,126 |
|  | 7,788 |  | 4,744 |
|  | 7,239 |  | 6,861 |
|  | 38,502 |  | 52,438 |
|  | 15,514 |  | 14,245 |
|  | 16,187 |  | 13,387 |
|  | 2,188 |  | 1,740 |
|  | 341,487 |  | 343,229 |
|  | 550 |  | 550 |
|  | 1,028 |  | 1,740 |
|  | 882 |  | 441 |
|  | 9,836 |  | 10,360 |
|  | 13,544 |  | 11,086 |
|  | 392 |  | 112 |
|  | $(1,844)$ |  | $(1,997)$ |
|  | 23,838 |  | 21,742 |
| \$ | 365,875 | \$ | 365,521 |

2\%
20\%

Certain amounts have been reclassified to conform to the current presentation.
Unaudited

## Preferred Stock:

Balance at Beginning of Year
Issuance of Stock
Redemption of Stock

Balance at End of Year
For The Year Ended
December 31,
1998

Common Stock:
Balance at Beginning of Year
Issuance of Common Stock for a Two-for-One Stock Split
Balance at End of Year
Capital Surplus:
Balance at Beginning of Year
Issuance of Common Stock for a Two-for-One Stock Split
Shares Issued and Commitments to Issue Common Stock
for Employee Stock-Based Awards and Related Tax Effects
Balance at End of Year
Retained Earnings:
Balance at Beginning of Year
Net Income
Cash Dividends Declared:
Preferred Stock
Common Stock

Balance at End of Year

| \$ | $\begin{array}{r} 1,740 \\ 200 \\ (912) \end{array}$ | \$ | $\begin{array}{r} 2,650 \\ -- \\ (910) \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 1,028 | \$ | 1,740 |
| \$ | $\begin{aligned} & 441 \\ & 441 \end{aligned}$ | \$ | 441 |
| \$ | 882 | \$ | 441 |
| \$ | $\begin{array}{r} 10,360 \\ (441) \end{array}$ | \$ | $10,459$ |
|  | (83) |  | (99) |
| \$ | 9,836 | \$ | 10,360 |
| \$ | $\begin{array}{r} 11,086 \\ 3,782 \end{array}$ | \$ | $\begin{aligned} & 8,610 \\ & 3,708 \end{aligned}$ |
|  | $\begin{array}{r} (98) \\ (1,226) \end{array}$ |  | $\begin{array}{r} (182) \\ (1,050) \end{array}$ |
| \$ | 13,544 | \$ | 11,086 |

Accumulated Other Comprehensive Income: (a)
Balance at Beginning of Year
Other Comprehensive Income
Balance at End of Year

Common Stock in Treasury, at Cost:
Balance at Beginning of Year
Purchase of Treasury Stock
Reissuance of Treasury Stock

| \$ | $\begin{aligned} & 112 \\ & 280 \end{aligned}$ | \$ | $\begin{gathered} (271) \\ 383 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ | 392 | \$ | 112 |
| \$ | $\begin{gathered} (1,997) \\ (1,091) \\ 1,244 \end{gathered}$ | \$ | $\begin{gathered} (895) \\ (2,169) \\ 1,067 \end{gathered}$ |
| \$ | $(1,844)$ | \$ | $(1,997)$ |
| \$ | 23,838 | \$ | 21,742 |

Balance at End of Year

Total Stockholders' Equity

| \$ | $\begin{array}{r} 3,782 \\ 280 \end{array}$ | \$ | $\begin{array}{r} 3,708 \\ 383 \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 4,062 | \$ | 4,091 |

(a) Effective with the first quarter 1998, Chase adopted SFAS 130, which defines and establishes the standards for reporting 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 adjustments.

Prior period amounts have been reclassified to conform to the current
presentation.
Unaudited


|  | Fourth Quarter |  |  |  | $\stackrel{\circ}{\circ}$ | For The Year |  |  |  | $\stackrel{\circ}{\circ}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NET CHARGE-OFFS | 1998 |  | 1997 |  | 4QTR 97 | 1998 |  | 1997 |  | 1997 |
| CONSUMER |  |  |  |  |  |  |  |  |  |  |
| Domestic Consumer: |  |  |  |  |  |  |  |  |  |  |
| 1-4 Family Residential Mortgages | \$ | 9 | \$ | 11 | (18\%) | \$ | 31 | \$ | 32 | (3\%) |
| Credit Card |  | 212 |  | 140 | 51\% |  | 762 |  | 543 | 40\% |
| Other Consumer |  | 63 |  | 61 | 3\% |  | 244 |  | 232 | 5\% |
| Total Domestic Consumer |  | 284 |  | 212 | 34\% |  | 1,037 |  | 807 | 29\% |
| Total Foreign Consumer |  | 11 |  | 5 | 120\% |  | 25 |  | 14 | 79\% |
| Total Consumer |  | 295 |  | 217 | 36\% |  | 1,062 |  | 821 | 29\% |
| COMMERCIAL |  |  |  |  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 9 |  | (10) | NM |  | (68) |  | 22 | NM |
| Commercial Real Estate |  | (5) |  | (14) | NM |  | (14) |  | (37) | NM |
| Total Domestic Commercial |  | 4 |  | (24) | NM |  | (82) |  | (15) | NM |
| Total Foreign Commercial |  | 112 |  | 12 | NM |  | 438 |  | (2) | NM |
| Total Commercial |  | 116 |  | (12) | NM |  | 356 |  | (17) | NM |
| Derivative and Foreign Exchange Contracts |  | 6 |  | -- | NM |  | 136 |  | -- | NM |
| Total Net Charge-offs |  | 417 | \$ | 205 | 103\% | \$ | 1,554 | \$ | 804 | 93\% |

NM - Not meaningful
Unaudited

| CREDIT CARD PORTFOLIO (excluding | As of or For The Three Months Ended December 31, |  |  |  | As of or For The Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions, except ratios) |  | 1998 |  | 997 |  | 1998 |  | 1997 |
| Average Credit Card Receivables | \$ | 31,902 | \$ | 29,958 | \$ | 31,965 | \$ | 27,390 |
| Past Due 90 Days or More and Accruing | \$ | 691 | \$ | 639 | \$ | 691 | \$ | 639 |
| As a Percentage of Average Credit Card Receivables |  | $2.17 \%$ |  | $2.13 \%$ |  | $2.16 \%$ |  | 2.33\% |
| Net Charge-offs | \$ | 500 | \$ | 402 | \$ | 1,925 | \$ | 1,527 |
| As a Percentage of Average Credit Card Receivables |  | 6.27\% |  | 5.37\% |  | 6.02\% |  | 5.58\% |

* Includes domestic and international credit card activity.

SELECTED COUNTRY EXPOSURE (a)
(in billions)

(a) Estimated cross-border disclosure is based on the Federal Financial Institutions Examination Council ("FFIEC")guidelines governing the determination of cross-border risk. The most significant change from the prior methodology is the treatment of local country exposure. Prior period amounts have been reclassified to conform to the current presentation.
(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 local country assets, net of local country liabilities.
(d) Foreign exchange largely represents the mark-to-market exposure of spot and forward contracts. Derivatives largely represent the mark-tomarket exposure of risk management instruments. Mark-to-market exposure is a measure, at a point in time, of the value of a foreign exchange or derivative contract in the open market. The impact of legally enforceable master netting agreements on these foreign exchange and derivative contracts reduced exposure by $\$ 17.7$ billion at December 31, 1998, $\$ 16.7$ billion at September 30,1998 and $\$ 12.7$ billion at December 31, 1997.
(e) Approximately $\$ 1.1$ billion (or $60 \%$ ) of the exposure to Latin America and $\$ 1.3$ billion (or $75 \%$ ) of the exposure to Japan represents resale agreements with investment grade counterparties from G-7 (Group of 7) countries. G-7 countries are the United States, United Kingdom, Germany, Japan, Italy, France, and Canada.
(f) Excludes Bermuda and Cayman Islands.

Unaudited

|  | Three Months Ended December 31, 1998 |  |  |  |  | Three Months Ended December 31, 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest |  | Rate <br> (Annualized) | Average Balance |  | Interest |  | Rate <br> (Annualized) |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ | 62,155 | \$ | 1,096 | $7.00 \%$ | \$ | 82,894 | \$ | 1,592 | $7.62 \%$ |
| Securities |  | 64,340 |  | 967 | $5.96 \%$ |  | 51,130 |  | 855 | 6.64\% |
| Loans |  | 173,119 |  | 3,382 | $7.75 \%$ |  | 168,804 |  | 3,394 | 7.98\% |
| Total Interest-Earning Assets |  | 299,614 |  | 5,445 | $7.21 \%$ |  | 302,828 |  | 5,841 | $7.65 \%$ |
| Noninterest-Earning Assets |  | 78,827 |  |  |  |  | 73,628 |  |  |  |
| Total Assets |  | 378,441 |  |  |  |  | 376,456 |  |  |  |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 160,386 |  | 1,717 | 4.25\% | \$ | 142,326 |  | 1,764 | 4.92\% |
| Short-Term and Long-Term Debt |  | 92,633 |  | 1,564 | 6.70\% |  | 114,840 |  | 1,960 | 6.77\% |
| Total Interest-Bearing Liabilities |  | 253,019 |  | 3,281 | $5.14 \%$ |  | 257,166 |  | 3,724 | $5.74 \%$ |
| Noninterest-Bearing Deposits |  | 48,628 |  | ----- |  |  | 44,338 |  | ----- |  |
| Other Noninterest-Bearing Liabilities |  | 52,914 |  |  |  |  | 53,106 |  |  |  |
| Total Liabilities |  | 354,561 |  |  |  |  | 354,610 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |
| Preferred Stock |  | 1,028 |  |  |  |  | 1,740 |  |  |  |
| Common Stockholders' Equity |  | 22,302 |  |  |  |  | 19,556 |  |  |  |
| Total Stockholders' Equity |  | 23,330 |  |  |  |  | 21,296 |  |  |  |
| Total Liabilities, Preferred Stock of |  |  |  |  |  |  |  |  |  |  |
| Subsidiary and Stockholders' Equity |  | 378,441 |  |  |  |  | 376,456 |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | $2.07 \%$ |  |  |  |  | 1.91\% |
| NET INTEREST INCOME AND NET YIELDON INTEREST-EARNING ASSETS |  |  |  |  | ==== |  |  |  |  | $====$ |
|  |  |  | \$ | 2,164 | $2.87 \%$ |  |  | \$ | 2,117 | $2.77 \%$ |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |  |  |  |  |
| ON INTEREST-EARNING ASSETS (a) |  |  | \$ | 2,531 | $3.16 \%$ |  |  | \$ | 2,457 | $3.06 \%$ |


(a) Excludes the impact of the credit card securitizations.
(b) Includes $\$ 191$ million pre-tax income for prior years' tax refunds. Excluding this amount, the net yield on interest-earning assets would be 3.13\%.

Unaudited


[^0]:    NOTES:
    Reported results represent amounts shown in Chase's Consolidated Statement of Income, except restructuring costs have been separately displayed.
    Credit Costs reclasses - For purposes of Operating Basis
    presentation, the provision for risk management instrument losses is reclassified from noninterest revenue to credit costs and foreclosed property expense is reclassified from noninterest expense to credit costs.
    Credit Card Securitizations excludes the impact of credit card securitizations.
    1998 special items include $\$ 191$ million pre-tax income
    ( $\$ 123$ million after-tax) for prior years' tax refunds, a $\$ 37$ million pre-tax charge ( $\$ 24$ million after-tax) for the accelerated vesting of stock-based awards, the $\$ 510$ million pre-tax charge ( $\$ 320$ million after-tax) in the first quarter, taken in connection with initiatives to streamline support functions and realign certain business units, and merger-related restructuring costs of $\$ 19$ million pre-tax (\$13 million after-tax).
    1997 special items include $\$ 58$ million pre-tax gain ( $\$ 37$ million after-tax) from the sale of Chase's remaining interest in CIT, \$44 million pre-tax gain ( $\$ 28$ million after-tax) from the sale of a partially-owned foreign investment, $\$ 135$ million pre-tax charge (\$85 million after-tax) for the accelerated vesting of stock-based awards, and merger-related restructuring costs.
    Unaudited

