## 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: April 21, 1998 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)

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

The Chase Manhattan Corporation ("Chase") reported on April 21, 1998 diluted operating earnings per share of $\$ 2.35$ in the first quarter of 1998 compared with $\$ 2.02$ in the 1997 first quarter. Operating earnings increased to $\$ 1.053$ billion from $\$ 949$ million in the first quarter of 1997.

Net income was $\$ 725$ million compared to $\$ 927$ million in the 1997 first quarter, reflecting a previously-announced, one time charge of $\$ 320$ million after tax in connection with initiatives to streamline support functions and realign certain business functions. It is anticipated that annual savings from these actions will amount to approximately $\$ 460$ million, which will be reinvested in Chase's high-growth businesses.

A copy of the Chase's earnings press release is attached as an exhibit hereto. This current report on Form $8-\mathrm{K}$ and the attached press release contain 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, 1997.

## Exhibit Number

99.1

Description Press Release - 1998 First 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 April 21, 1998

by /s/JOSEPH L. SCLAFANI
Joseph L. Sclafani
Controller
[Principal Accounting Officer]

## EXHIBIT INDEX

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Press Release - 1998 First Quarter Earnings
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The Chase Manhattan Corporation
270 Park Avenue
New York, NY 10017-2070
[CHASE LETTERHEAD]
$\qquad$
Chase's 1998 First Quarter Operating EPS Rises by 16 Percent
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New York, April 21, 1998 -- The Chase Manhattan Corporation (NYSE:CMB) today reported diluted operating earnings per share of $\$ 2.35$ in the first quarter of 1998 compared with $\$ 2.02$ in the 1997 first quarter. Operating earnings increased to $\$ 1.053$ billion from $\$ 949$ million in the first quarter of 1997 . Total managed revenues rose to $\$ 4.909$ billion in the 1998 first quarter from $\$ 4.320$ billion.

Net income was $\$ 725$ million compared to $\$ 927$ million in the 1997 first quarter, reflecting a previously-announced, one time charge of $\$ 320$ million after tax taken in connection with initiatives to streamline support functions and realign certain business functions. It is anticipated that annual savings from these actions will amount to approximately $\$ 460$ million, which will be reinvested in Chase's high-growth businesses.

First Quarter 1998 Financial Highlights

- Operating earnings per share rose 16 percent.
- Total managed revenues increased 14 percent to $\$ 4.9$ billion.
- Return on common stockholders' equity rose to 20.3 percent from 19.6 percent.
"It was another strong quarter for Chase, led by growing trading, investment banking, equity-related and global services revenues, as well as solid performance across the national consumer platform," said Walter V. Shipley, chairman and chief executive officer. "These results demonstrate the fundamental strength of the Chase franchise which, combined with management's commitment to financial discipline, is creating exceptional long-term value for shareholders."

| Investor contact: | John Borden | $212-270-7318$ |
| :--- | :--- | :--- |
| Press contact: | Kathleen Baum | $212-270-5089$ |
|  | John Meyers | $212-270-7454$ |

As of January 1, 1998, Chase has adopted Shareholder Value Added (SVA) as its 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. The methodology for the allocation of capital to businesses has also changed. The new method has resulted in an attribution of capital to the lines of business in excess of Chase's actual amount of common equity, as compared with an under-attribution of capital using the previous method. Business unit results in this press release and in the tables that follow it have been restated to reflect the new capital allocation methodology.

| THE CHASE MANHATTAN CORP. | First Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| - - |  |  |  |
| In millions of dollars | 1998 | 1997 |  |
| Managed Revenues | \$4,909 | \$4,320 | 14\% |
| Cash Operating Earnings | 1,091 | 976 | 12\% |
| Shareholder Value Added | 404 | 329 | 23\% |
| Cash Return on Common Equity | 21.1\% | 20.2\% |  |

Managed revenues rose 14 percent in the first quarter of 1998, with cash operating earnings up 12 percent from the prior-year quarter. Shareholder value added increased 23 percent to $\$ 404$ million.

Line-Of-Business Results

| GLOBAL BANKING | First Quarter |
| :--- | :--- |

Global Banking revenues rose 16 percent in the first quarter, with cash operating earnings rising 18 percent. Shareholder value added increased by 42 percent to $\$ 317$ million.

Total trading revenues were $\$ 713$ million, a quarterly record, rebounding from fourth quarter levels and 23 percent higher than the prior-year period. Improved conditions in capital markets worldwide enabled Chase to take advantage of an attractive foreign exchange environment, as well as fixed income opportunities, particularly within non-Asian emerging markets.

Investment banking activity produced $\$ 361$ million in corporate finance and loan syndication fees, more than double the fees earned in the prior-year period. Results reflect significant activity in loan syndications, as well as the growing contribution of newer businesses such as high yield and investment grade underwriting and mergers and acquisitions. During the first quarter, Chase moved into the top ten in worldwide mergers and acquisitions advisory. Corporate lending revenues were lower in the quarter.

Equity-related investment revenues rose to a record $\$ 287$ million, 75 percent higher than in the 1997 first quarter, marking a continuation of favorable private and public equity markets and Chase Capital Partner's accelerated pace of investment activities over the last several years.

Revenues from global asset management and private banking rose nine percent, with fees from personal trust rising 11 percent from the prior-year level.

Chase Bank of Texas revenues increased by 14 percent in the 1998 first quarter, with fee-based activities continuing to grow.

Middle market banking revenues declined slightly.


Revenues for Global Services within Chase Technology Solutions rose 13 percent in the first quarter. Cash operating earnings increased by 23 percent. Shareholder value added rose by 52 percent.

Revenue growth continued across the three business lines -- Chase Treasury Solutions, global investor services and global trust -- reflecting increased assets under trust and custody, as well as higher balance levels.

Cash operating earnings for Global Services benefited from both higher revenues and ongoing productivity initiatives.

| NATIONAL CONSUMER SERVICES | First Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| In millions of dollars | 1998 | 1997 |  |
| Managed Revenues | \$1,941 | \$1,786 | 9\% |
| Cash Operating Earnings | 287 | 270 | 6\% |
| Shareholder Value Added | 54 | 81 | (33\%) |
| Cash Return on Common Equity | 16.1\% | 19.1\% |  |

National Consumer Services revenues grew by nine percent in the 1998 first quarter. Cash operating earnings rose to $\$ 287$ million. Shareholder value added declined to $\$ 54$ million from $\$ 81$ million in the first quarter of 1997, reflecting increased capital allocation within National Consumer Services as a result of recent acquisitions.

Credit card revenues rose 17 percent to $\$ 931$ million in the first quarter, driven by 20 percent revenue growth in the domestic portfolio, which benefited from acquisitions and increased co-branded activities. These results were partially offset by the effect of the economic environment in Asia on Chase's international consumer businesses. Cash operating earnings increased 39 percent from prior-year levels.

Regional consumer banking revenues rose two percent in the quarter. Cash operating earnings fell nine percent reflecting higher expenses related to systems integration and enhancements, particularly within Chase Bank of Texas' retail businesses.

Home finance revenues in the quarter increased slightly from 1997 levels, excluding the impact of discontinued operations, as continued growth in mortgage originations was offset by the impact of greater refinancing activity. Cash operating earnings, on the same basis, rose by 14 percent.

Revenues from diversified consumer services rose 11 percent in the first quarter. Cash operating earnings declined seven percent, reflecting higher expenses and provisioning associated with increased business volume.

Additional Financial Information
The provision for credit losses was $\$ 344$ million, compared with $\$ 220$ million in the first quarter of 1997.

Nonperforming assets at March 31, 1998 were $\$ 1.335$ billion, compared with $\$ 1.018$ billion on December 31, 1997 and $\$ 1.126$ billion on March 31, 1997.

Total nonperforming assets in Asia, including derivatives, increased by $\$ 161$ million from year-end levels to $\$ 243$ million at March 31, 1998. Asian commercial net charge-offs for the quarter were $\$ 92$ million. Total exposure to Indonesia, Korea and Thailand was reduced by 26 percent to $\$ 7.5$ billion at March 31, 1998 from $\$ 10.1$ billion at December 31, 1997

Total managed consumer net charge-offs were $\$ 536$ million in the 1998 first quarter, with $\$ 256$ million related to assets retained on the balance sheet, compared with $\$ 420$ million in the prior-year quarter, with $\$ 212$ million related to assets retained on the balance sheet. First quarter 1998 figures reflect the effects of recent credit card portfolio acquisitions.

Managed domestic credit card net charge-offs were 5.77 percent of average managed receivables, compared with 5.66 percent in the same 1997 period.

Total commercial net charge-offs were $\$ 88$ million, compared with net charge offs of \$8 million in the first quarter of 1997.

Total noninterest operating expenses were $\$ 2.610$ billion in the 1998 first quarter, a ten percent increase from the prior-year quarter reflecting increased incentives related to higher Global Banking revenues.

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

| As of or for the period ended |  |  | Over/(Under) |
| :---: | :---: | :---: | :---: |
|  | 1QTR98 | 1QTR97 | 1QTR97 - \% |
| MANAGED OPERATING BASIS (a) |  |  |  |
| Managed Operating Revenue | \$4,909 | \$4,320 | 14\% |
| Operating Noninterest Expenses | 2,610 | 2,364 | 10\% |
| Credit Costs (b) | 628 | 437 | 44\% |
| Operating Net Income | \$1, 053 | \$ 949 | 11\% |
| Cash Operating Earnings | \$1, 091 | \$ 976 | 12\% |
| Shareholder Value Added (SVA) | 404 | 329 | 23\% |
| Cash Return on Common Equity | 21.1\% | 20.2\% |  |
| Operating Net Income Per Common Share:(c) |  |  |  |
| Diluted | 2.35 | 2.02 | 16\% |
| Performance Ratios - (d) |  |  |  |
| Return on Average Common Equity | 20.3\% | 19.6\% |  |
| Common Dividend Payout Ratio | 30 | 30 |  |
| Efficiency Ratio | 53 | 55 |  |
| Selected Balance Sheet Items |  |  |  |
| Loans- Managed | \$186, 067 | \$170,060 | 9\% |
| Total Assets - Managed | 383,838 | 354,516 | 8\% |
| AS REPORTED BASIS |  |  |  |
| Revenues | \$4,629 | \$4,150 | 12\% |
| Noninterest Expense (Excluding Restructuring Costs) | ) 2,614 | 2,417 | 8\% |
| Restructuring Costs | 521 | 30 | NM |
| Provision for Credit Losses | 344 | 220 | 56\% |
| Net Income | \$ 725 | \$ 927 | (22\%) |
| Net Income Per Common Share: (c) |  |  |  |
| Diluted | 1.59 | 1.97 | (19\%) |
| Cash Dividends Declared | 0.72 | 0.62 | 16\% |
| Book Value at Period End | 48.55 | 42.59 | 14\% |
| Market Value at Period End | 134.88 | 93.88 | 44\% |
| Basic Average Common Shares | 422.4 | 430.4 |  |
| Average Common Shares Assuming Dilution | 433.7 | 442.0 |  |
| Common Shares at Period End | 425.8 | 428.3 |  |
| Selected Balance Sheet Items |  |  |  |
| Loans | \$167,944 | \$155, 882 | 8\% |
| Total Assets | 365,715 | 340,338 | 7\% |
| Deposits | 196, 096 | 176,030 | 11\% |
| Total Stockholders' Equity | 22,041 | 20,742 | 6\% |
| Capital Ratios - (e) |  |  |  |
| Tier I Risk- Based Capital Ratio | 8.0\%(f) | 8.4\% |  |
| Total Risk-Based Capital Ratio | 11.8 (f) | 12.0 |  |
| Tier I Leverage | 6.0 | 6.9 |  |
| Full-Time Equivalent Employees | 70,259 | 67,877 |  |

(a) Excludes the impact of credit card securitizations, restructuring costs and special items.
(b)Includes provision for credit losses, foreclosed property expenses and charge-offs related to the securitized credit card portfolio.
(c) Effective December 31, 1997, Chase adopted SFAS 128 relating to the computation of earnings per share ("EPS"), which replaced primary EPS with basic EPS and fully-diluted EPS with diluted EPS. Prior period amounts have been restated.
(d) Performance ratios are based on annualized amounts.
(e) In the third quarter of 1997, Chase adopted the Federal Reserve Board's new guidelines for calculating market risk-adjusted capital. Prior period ratios have not been restated.
(f) Estimated

NM - Not meaningful
Unaudited

| Three Months Ended | Global | ing (a) | National ConsumerServices (a) |  |
| :---: | :---: | :---: | :---: | :---: |
| March 31, | 1998 | 1997 | 1998 | 1997 |
| Managed Revenues | \$2,464 | \$2,129 | \$1,941 | \$1,786 |
| Cash Operating Earnings | 770 | 654 | 287 | 270 |
| Average Common Equity | 13,486 | 12,332 | 6,969 | 5,415 |
| Average Assets (Managed) | 278,140 | 249,581 | 104,928 | 91,009 |
| Shareholder Value Added(SVA) | 317 | 223 | 54 | 81 |
| Cash Return on Common Equity(ROCE) | 22.5\% | 20.4\% | 16.1\% | 19.1\% |
| Efficiency Ratio (Managed) | 46\% | 47\% | 50\% | 53\% |

KEY FINANCIAL MEASURES

Three Months Ended

| March 31, | 1998 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Man |  |  | ash <br> rating <br> rnings | ```Efficiency``` |
| Corporate Finance | \$ |  | \$ | 97 | 53\% |
| Corporate Lending |  | 365 |  | 120 | 29 |
| Total (c) | \$ |  | \$ | 217 | 40 |
| Global Markets |  | 955 |  | 325 | 46 |
| Chase Capital Partners |  | 269 |  | 149 | 11 |
| Global Asset Management and Private Banking |  | 191 |  | 34 | 69 |
| Middle Market |  | 199 |  | 46 | 53 |
| Chase Bank of Texas N.A. (Consolidated) |  | 376 |  | 94 | 59 |

Chase Bank of Texas N.A. (Consolidated)

Global Services

| (Within CTS) |  | (a) | Total (b) |  |
| ---: | ---: | ---: | ---: | :---: |
| 1998 | 1997 | 1998 | 1997 |  |
|  |  |  |  |  |
| $\$ 635$ | $\$$ | 560 | $\$ 4,909$ |  |
| 119 | 977 | 1,091 | $\$ 4,320$ |  |
| 1,369 | 1,421 | 20,349 | 18,494 |  |
| 9,526 | 9,123 | 394,302 | 352,382 |  |
| 73 | 48 | 404 | 329 |  |
| $34.5 \%$ | $26.6 \%$ | $21.1 \%$ | $20.2 \%$ |  |
| $71 \%$ | $73 \%$ | $53 \%$ | $55 \%$ |  |

Three Months Ended March 31,

Cardmember Services
Regional Consumer Banking(a)
Chase Home Finance
Diversified Consumer Services (d)

| 1998 |  |  |
| :---: | :---: | :---: |
|  | Cash |  |
| Managed | Operating | Efficiency |
| Revenue | Earnings | Ratio |


| $\$$ | 931 | $\$$ | 111 |
| :--- | ---: | :--- | :--- |
| 567 |  | 84 | 72 |
| 246 |  | 66 | 52 |
| 183 |  | 25 | 57 |

Notes: As of January 1, 1998, Chase has adopted Shareholder Value Added (SVA) as its 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. The methodology for the allocation of capital to businesses has also changed. The new method has resulted in an attribution of capital to the lines of business in excess of Chase's actual amount of common equity, as compared with an under- attribution of capital using the previous method. Prior periods have been restated to reflect the new capital allocation methodology.
(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 CTS lines of business results, respectively.
(b)Total column includes Corporate results
(c)Represents Total Global Investment Banking and Corporate Lending.
(d)Insurance products managed within Diversified Consumer Services, but included for reporting purposes in Cardmember Services, Regional Consumer Banking, and Chase Home Finance, generated revenues of $\$ 29$ million and $\$ 24$ million in 1998 and 1997, respectively.
Unaudited

THE CHASE MANHATTAN CORPORATION and Subsidiaries MANAGED OPERATING INCOME RECONCILIATION (in millions, except per share data)

|  | FIRST QUARTER 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | REPORTED | CREDIT <br> CARD | SPECIAL | MANAGED OPERATING |
| EARNINGS | RESULTS | SECURITIZATIONS | ITEMS | BASIS |
| Total Revenue | \$4,629 | \$ 280 |  | \$4,909 |
| Noninterest Expense | 2,610 | - | - | 2,610 |
| Operating Margin | 2,019 | 280 | - | 2,299 |
| Credit Costs | 348 | 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 | \$ 1.64 |  |  | \$ 2.41 |
| Diluted | \$ 1.59 |  |  | \$ 2.35 |


|  | FIRST QUARTER 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | CREDIT |  |  | MANAGED |
|  | REPORTED | CARD | SPECIAL | OPERATING |
|  | RESULTS | SECURITIZATIONS | ITEMS | BASIS |
| EARNINGS |  |  |  |  |
| Total Revenue | \$4,150 | \$ 214 | \$ (44) | \$4,320 |
| Noninterest Expense | 2,414 | - | (50) | 2,364 |
| Operating Margin | 1,736 | 214 | 6 | 1,956 |
| Credit Costs | 223 | 214 | - | 437 |
| Income Before Restructuring Costs | 1,513 | - | 6 | 1,519 |
| Restructuring Costs | 30 | - | (30) | - |
| Income Before Taxes | 1,483 | - | 36 | 1,519 |
| Tax Expense | 556 | - | 14 | 570 |
| Net Income | \$ 927 | \$ - | \$ 22 | \$ 949 |
| NET INCOME PER COMMON Share |  |  |  |  |
| Basic | \$2.02 |  |  | \$2.08 |
| Diluted | \$1.97 |  |  | \$2.02 |

NOTES:
Reported results represent Chases's financial statements, except restructuring costs have been separately displayed and foreclosed property expense is included in credit costs.
Credit Card Securitizations column excludes the impact of credit card securitizations.
1998 special items include the $\$ 510$ million pre-tax charge ( $\$ 320$ million after-tax) taken in connection with initiatives to streamline support functions and realign certain business functions, and residual costs of $\$ 11$ million pre-tax; ( $\$ 8$ million after-tax) related to the merger restructuring charge. 1997 special items include a $\$ 44$ million pre-tax gain from the sale of a partially-owned foreign investment and $\$ 50$ million pre-tax charge for the accelerated vesting of stock-based awards.
Unaudited

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

|  |  |  | Over/(Under) |
| :---: | :---: | :---: | :---: |
|  | 1Qtr98 | 1Qtr97 | QTR97 - \% |
| INTEREST INCOME |  |  |  |
| Loans | \$3,405 | \$3,129 | 9\% |
| Securities | 889 | 722 | 23\% |
| Trading Assets | 676 | 626 | 8\% |
| Federal Funds Sold and Securities |  |  |  |
| Purchased Under Resale Agreements | 671 | 559 | 20\% |
| Deposits with Banks | 152 | 106 | 43\% |
| Total Interest Income | 5,793 | 5,142 | 13\% |
| INTEREST EXPENSE |  |  |  |
| Deposits | 1,815 | 1,515 | 20\% |
| Short-Term and Other Borrowings | 1,509 | 1,302 | 16\% |
| Long-Term Debt | 305 | 257 | 19\% |
| Total Interest Expense | 3,629 | 3,074 | 18\% |
| NET INTEREST INCOME | 2,164 | 2,068 | 5\% |
| Provision for Credit Losses | 344 | 220 | 56\% |
| NET INTEREST INCOME |  |  |  |
| AFTER PROVISION FOR CREDIT LOSSES | 1,820 | 1,848 | (2\%) |
| NONINTEREST REVENUE |  |  |  |
| Investment Banking Fees | 361 | 176 | 105\% |
| Trust, Custody and Investment Management Fees | 348 | 310 | 12\% |
| Credit Card Revenue | 300 | 261 | 15\% |
| Service Charges on Deposit Accounts | 91 | 91 | -- |
| Fees for Other Financial Services | 419 | 383 | 9\% |
| Trading Revenue | 480 | 405 | 19\% |
| Securities Gains | 83 | 101 | (18\%) |
| Revenue from Equity-Related Investments | 287 | 164 | 75\% |
| Other Revenue | 96 | 191 | (50\%) |
| Total Noninterest Revenue | 2,465 | 2,082 | 18\% |
| NONINTEREST EXPENSE |  |  |  |
| Salaries | 1,254 | 1,124 | 12\% |
| Employee Benefits | 224 | 222 | 1\% |
| Occupancy Expense | 189 | 187 | 1\% |
| Equipment Expense | 209 | 190 | 10\% |
| Other Expense | 738 | 694 | 6\% |
| Total Noninterest Expense Before Restructuring Costs | 2,614 | 2,417 | 8\% |
| Restructuring Costs | 521 | 30 | NM |
| Total Noninterest Expense | 3,135 | 2,447 | 28\% |
| INCOME BEFORE INCOME TAX EXPENSE | 1,150 | 1,483 | (22\%) |
| Income Tax Expense | 425 | 556 | (24\%) |
| NET INCOME | \$ 725 | \$ 927 | (22\%) |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 691 | \$ 872 | (21\%) |
| NET INCOME PER COMMON SHARE: |  |  |  |
| Basic | \$ 1.64 | \$ 2.02 | (19\%) |
| Diluted | \$ 1.59 | \$ 1.97 | (19\%) |

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

THE CHASE MANHATTAN CORPORATION and Subsidiaries NONINTEREST REVENUE AND NONINTEREST EXPENSE DETAIL
(in millions)

|  | 1QTR98 | 1QTR97 | Over(Under 1QTR97 - \% |
| :---: | :---: | :---: | :---: |
| NONINTEREST REVENUE |  |  |  |
| Fees for Other Financial Services: |  |  |  |
| Fees in Lieu of Compensating Balances | \$ 80 | \$ 81 | (1\%) |
| Commissions on Letters of Credit and Acceptances | 74 | 72 | 3\% |
| Mortgage Servicing Fees | 57 | 56 | 2\% |
| Loan Commitment Fees | 38 | 27 | 41\% |
| Other Fees | 170 | 147 | 16\% |
| Total | \$ 419 | \$ 383 | 9\% |
| Trading-Related Revenue: (a) |  |  |  |
| Interest Rate Contracts | \$ 146 | \$ 183 | (20\%) |
| Foreign Exchange Revenue | 288 | 169 | 70\% |
| Debt Instruments and Other | 279 | 226 | 23\% |
| Total | \$ 713 | \$ 578 | 23\% |
| Other Revenue: |  |  |  |
| Residential Mortgage Origination/Sales Activities | \$ 52 | \$ 31 | 68\% |
| Gains on Sale of Partially-Owned Investments | - | 44 | NM |
| All Other Revenue | 44 | 116 | (62\%) |
| Total | \$ 96 | \$ 191 | (50\%) |
| NONINTEREST EXPENSE |  |  |  |
| Other Expense: |  |  |  |
| Professional Services | \$ 142 | \$ 133 | 7\% |
| Marketing Expense | 90 | 103 | (13\%) |
| Telecommunications | 77 | 75 | 3\% |
| Travel and Entertainment | 52 | 51 | 2\% |
| Amortization of Intangibles | 61 | 41 | 49\% |
| Minority Interest (b) | 12 | 19 | (37\%) |
| Foreclosed Property Expense | 4 | 3 | 33\% |
| All Other | 300 | 269 | 12\% |
| Total | \$ 738 | \$ 694 | 6\% |

(a)Includes net interest income attributable to trading activities.
(b)Includes minority interest related to the REIT of $\$ 11$ million in each quarter.
NM - Not meaningful
Certain amounts have been reclassified to conform to current presentation. Unaudited

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ | Over(Under <br> March 31, $1997 \text { - \% }$ |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and Due from Banks | \$ | 14,906 | \$ 14,349 | 4\% |
| Deposits with Banks |  | 3,465 | 3,298 | 5\% |
| Federal Funds Sold and Securities |  |  |  |  |
| Purchased Under Resale Agreements |  | 23,739 | 34,554 | (31\%) |
| Trading Assets: |  |  |  |  |
| Debt and Equity Instruments |  | 36,658 | 34,753 | 5\% |
| Risk Management Instruments |  | 34,587 | 32,725 | 6\% |
| Securities: |  |  |  |  |
| Available-for-Sale |  | 57,108 | 40,372 | 41\% |
| Held-to-Maturity |  | 2,711 | 3,603 | (25\%) |
| Loans |  | 167,944 | 155,882 | 8\% |
| Allowance for Credit Losses |  | $(3,622)$ | $(3,550)$ | 2\% |
| Net Loans |  | 164,322 | 152,332 | 8\% |
| Premises and Equipment |  | 3,841 | 3,640 | 6\% |
| Due from Customers on Acceptances |  | 1,398 | 2,280 | (39\%) |
| Accrued Interest Receivable |  | 2,873 | 3,215 | (11\%) |
| Other Assets |  | 20,107 | 15,217 | 32\% |
| TOTAL ASSETS |  | 365,715 | \$340, 338 | 7\% |
| LIABILITIES |  |  |  |  |
| Deposits: |  |  |  |  |
| Domestic: |  |  |  |  |
| Noninterest-Bearing | \$ | 45,091 | \$ 39,932 | 13\% |
| Interest-Bearing |  | 77,373 | 66,685 | 16\% |
| Foreign: |  |  |  |  |
| Noninterest-Bearing |  | 3,289 | 4,066 | (19\%) |
| Interest-Bearing |  | 70,343 | 65,347 | 8\% |
| Total Deposits |  | 196,096 | 176,030 | 11\% |
| Federal Funds Purchased and Securities |  |  |  |  |
| Sold Under Repurchase Agreements |  | 55,715 | 55,939 | -- |
| Commercial Paper |  | 5,125 | 3,780 | 36\% |
| Other Borrowed Funds |  | 6,503 | 7,819 | (17\%) |
| Acceptances Outstanding |  | 1,398 | 2,280 | (39\%) |
| Trading Liabilities |  | 48,411 | 46,147 | 5\% |
| Accounts Payable, Accrued Expenses and Other Liabilities |  | 13,581 | 13,242 | 3\% |
| Long-Term Debt |  | 14,355 | 12,419 | 16\% |
| Guaranteed Preferred Beneficial Interests in Corporation's |  |  |  |  |
| Junior Subordinated Deferrable Interest Debentures |  | 1,940 | 1,390 | 40\% |
| TOTAL LIABILITIES |  | 343,124 | 319,046 | 8\% |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 | 550 | -- |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Preferred Stock |  | 1,368 | 2,500 | (45\%) |
| Common Stock |  | 441 | 441 | ) |
| Capital Surplus |  | 10,141 | 10,299 | (2\%) |
| Retained Earnings |  | 11,471 | 9,217 | 24\% |
| Accumulated Other Comprehensive Income |  | 134 | (541) | NM |
| Treasury Stock, at Cost |  | $(1,514)$ | $(1,174)$ | 29\% |
| TOTAL STOCKHOLDERS' EQUITY |  | 22,041 | 20,742 | 6\% |
| TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY |  |  |  |  |
| AND STOCKHOLDERS' EQUITY |  | 365,715 | \$ 340, 338 | 7\% |

NM - Not meaningful
Certain amounts have been reclassified to conform to current presentation. See
Statement of Changes in Stockholders' Equity on the following page.
Unaudited

THE CHASE MANHATTAN CORPORATION and Subsidiaries CONSOLIDATED STATEMENT OF CHANGES

IN STOCKHOLDERS' EQUITY
(in millions)

|  | 1QTR98 |  | 1QTR97 |  |
| :---: | :---: | :---: | :---: | :---: |
| Preferred Stock: |  |  |  |  |
| Balance at Beginning of Year |  | 1,740 | \$ | 2,650 |
| Redemption of Stock |  | (372) |  | (150) |
| Balance at End of Period |  | 1,368 | \$ | 2,500 |
| Common Stock: |  |  |  |  |
| Balance at Beginning and End of Period | \$ | 441 | \$ | 441 |
| Capital Surplus: |  |  |  |  |
| Balance at Beginning of Year |  | 10,360 |  | 10,459 |
| Shares Issued and Commitments to Issue Common Stock |  |  |  |  |
| for Employee Stock-Based Awards and Related Tax Effects |  | (219) |  | (160) |
| Balance at End of Period |  | 10,141 |  | 10,299 |
| Retained Earnings: |  |  |  |  |
| Balance at Beginning of Year | \$11 | 1, 086 | \$ | 8,610 |
| Net Income |  | 725 |  | 927 |
| Cash Dividends Declared: |  |  |  |  |
| Preferred Stock |  | (34) |  | (55) |
| Common Stock |  | (306) |  | (265) |
| Balance at End of Period |  | 1,471 |  | 9,217 |
| Accumulated Other Comprehensive Income:(a) |  |  |  |  |
| Balance at Beginning of Year | \$ | 112 |  | (271) |
| Other Comprehensive Income |  | 22 |  | (270) |
| Balance at End of Period | \$ | 134 |  | (541) |
| Common Stock in Treasury, at Cost: |  |  |  |  |
| Balance at Beginning of Year |  | 1,997) |  | (895) |
| Purchase of Treasury Stock |  | (73) |  | (609) |
| Reissuance of Treasury Stock |  | 556 |  | 330 |
| Balance at End of Period |  | 1, 514) |  | 1,174) |
| Total Stockholders' Equity |  | 2,041 |  | 0,742 |
| Comprehensive Income: (a) |  |  |  |  |
| Net Income | \$ | 725 | \$ | 927 |
| Other Comprehensive Income |  | 22 |  | (270) |
| Comprehensive Income | \$ | 747 | \$ | 657 |

(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

(a) Includes net charge-offs related to derivative and foreign exchange contracts of $\$ 12$ million
NM - Not meaningful
Unaudited


|  | SELECTED ASIAN COUNTRY EXPOSURE (in billions) |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  | Total |
|  | Lending- | Foreign | Cross- |
|  | Related | Exchange and | Border |
| At March 31, 1998 (a) | and Other (b) | Derivatives (c) | Exposure |
| Korea | \$ 2.9 | \$ 0.9 | \$ 3.8 |
| Hong Kong | 2.5 | 0.4 | 2.9 |
| Indonesia | 1.5 | 0.5 | 2.0 |
| Thailand | 1.3 | 0.4 | 1.7 |
| Singapore | 1.2 | 0.4 | 1.6 |
| Philippines | 1.1 | - | 1.1 |
| Other (d) | 2.3 | 0.3 | 2.6 |
| Total Selected Countries | \$12.8 | \$ 2.9 | \$15.7 |
|  |  |  | Total |
|  | Lending- | Foreign | Cross- |
|  | Related | Exchange and | Border |
| At December 31, 1997 | and Other (b) | Derivatives (c) | Exposure |
| Korea | \$ 3.4 | \$ 2.0 | \$ 5.4 |
| Hong Kong | 3.1 | 0.5 | 3.6 |
| Indonesia | 1.8 | 0.8 | 2.6 |
| Thailand | 1.5 | 0.6 | 2.1 |
| Singapore | 1.2 | 0.6 | 1.8 |
| Philippines | 1.1 | - | 1.1 |
| Other (d) | 2.6 | 0.3 | 2.9 |
| Total Selected Countries | \$14.7 | \$ 4.8 | \$19.5 |

(a) Estimated
(b) Includes loans and accrued interest, interest-bearing deposits with banks, trading assets, acceptances, other monetary assets, issued letters of credit undrawn commitments to extend credit and local currency assets net of local currency liabilities.
(c) Foreign exchange largely represents the mark-to-market exposure of spot and forward contracts. Derivatives largely represent the mark-to-market 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 $\$ 0.9$ billion.
(d) Includes Malaysia, China, Taiwan and India.

Unaudited

THE CHASE MANHATTAN CORPORATION and Subsidiaries Condensed Average Consolidated Balance Sheet, Interest and Rates (Taxable-Equivalent Interest and Rates; in millions)

|  | Three Months Ended March 31, 1998 |  |  | Three Months Ended March 31, 1997 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest | Rate <br> (Annualized) | Average Balance | Interest | Rate <br> (Annualized) |
| ASSETS |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$75,372 | \$1,499 | 8.07\% | \$ 72,778 | \$1,291 | 7.19\% |
| Securities | 55,587 | 894 | 6.52\% | 43,547 | 726 | 6.76\% |
| Loans | 170,491 | 3,405 | 8.10\% | 153,030 | 3,131 | 8.30\% |
| Total Interest-Earning Assets | 301, 450 | 5,798 | 7.80\% | 269,355 | 5,148 | 7.75\% |
| Noninterest-Earning Assets | 76,142 |  |  | 69,914 |  |  |
| Total Assets | \$377,592 |  |  | \$339, 269 |  |  |
| LIABILITIES |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$151,310 | 1,815 | 4.86\% | \$132,121 | 1,515 | 4.65\% |
| Short-Term and Long-Term Debt | 105,582 | 1,814 | 6.97\% | 94,658 | 1,559 | 6.68\% |
| Total Interest-Bearing Liabilities | 256,892 | 3,629 | 5.73\% | 226,779 | 3,074 | 5.50\% |
| Noninterest-Bearing Deposits | 44,566 |  |  | 40, 897 |  |  |
| Other Noninterest-Bearing Liabilities | 53,555 |  |  | 49,901 |  |  |
| Total Liabilities | 355,013 |  |  | 317,577 |  |  |
| PREFERRED STOCK OF SUBSIDIARY | 550 |  |  | 550 |  |  |
| STOCKHOLDERS' EQUITY | ------- |  |  | ------- |  |  |
| Preferred Stock | 1,680 |  |  | 2,648 |  |  |
| Common Stockholders' Equity | 20,349 |  |  | 18,494 |  |  |
| Total Stockholders' Equity | 22,029 |  |  | 21,142 |  |  |
| Total Liabilities, Preferred Stock of | ------- |  |  | ------ |  |  |
| Subsidiary and Stockholders' Equity | \$377,592 |  |  | \$339, 269 |  |  |
| INTEREST RATE SPREAD |  |  | 2.07\% |  |  | 2.25\% |
| NET INTEREST INCOME AND NET YIELD |  |  | ----- |  |  | ----- |
| ON INTEREST-EARNING ASSETS |  | \$2,169 | 2.92\% |  | \$2,074 | 3.12\% |
| NET INTEREST INCOME AND NET YIELD |  | ----- | ----- |  | ------ | ----- |
| ON INTEREST-EARNING ASSETS- |  |  |  |  |  |  |
| MANAGED BASIS (a) |  | \$2,517 | 3.20\% |  | \$2,372 | 3.40\% |

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

