## 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: July 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.)
(Zip Code)

The Chase Manhattan Corporation ("Chase") reported on July 21, 1998 diluted operating earnings per share of $\$ 1.21$ in the second quarter of 1998 compared with $\$ 1.06$ in the 1997 second quarter. For the first six months of 1998, diluted operating earnings per share rose to $\$ 2.38$ from $\$ 2.06$ in the first six months of 1997. Operating earnings increased to $\$ 1.079$ billion from $\$ 969$ million in the second quarter of 1997, and to $\$ 2.132$ billion for the first six months of 1998 from \$1.918 billion in 1997.

Net income in the 1998 second quarter was $\$ 1.074$ billion compared with $\$ 925$ million in the 1997 second quarter; net income for the first half of 1998 was $\$ 1.799$ billion compared with $\$ 1.852$ billion in 1997.

Operating results (revenues and earnings) exclude the impact of credit card securitizations, restructuring costs and special items. All per share results reflect a two-for-one stock split that became effective June 15, 1998.

A copy of Chase's earnings press release is attached as an exhibit hereto.

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

## The following exhibit is filed with this report:

Description
Press Release - 1998 Second Quarter Earnings.

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

THE CHASE MANHATTAN CORPORATION
(Registrant)

## Dated July 24, 1998

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

## EXHIBIT INDEX

## Exhibit Number

Description
Press Release - 1998 Second Quarter Earnings
99.1

Page at Which Located

6

5

The Chase Manhattan Corporation
270 Park Avenue
New York, NY 10017-2070
[CHASE LETTERHEAD]

Chase's 1998 Second Quarter Operating EPS Rises 14 Percent Operating Earnings Exceed \$1 Billion on

Revenue Growth of 14 Percent

New York, July 21, 1998 -- The Chase Manhattan Corporation (NYSE:CMB) today reported diluted operating earnings per share of $\$ 1.21$ in the second quarter of 1998, compared with $\$ 1.06$ in the same 1997 period. For the first six months of 1998, diluted operating earnings per share rose to $\$ 2.38$ from $\$ 2.06$ in the first six months of 1997.

Operating earnings in the 1998 second quarter were $\$ 1.079$ billion compared with $\$ 969$ million in the same 1997 quarter. Total operating revenues were $\$ 5.051$ billion, which compared with $\$ 4.420$ billion in the second quarter of 1997 . For the first six months of 1998, operating earnings and operating revenues rose to $\$ 2.132$ billion and $\$ 9.966$ billion, respectively.

Net income in the 1998 second quarter was $\$ 1.074$ billion compared with $\$ 925$ million in the 1997 second quarter; net income for the first half of 1998 was $\$ 1.799$ billion.

Second Quarter 1998 Financial Highlights

- Total operating revenues increased 14 percent
- Operating earnings rose 11 percent
- Return on common stockholders' equity was 20 percent
- Shareholder Value Added increased by 20 percent to $\$ 441$ million
"These record results continue to demonstrate the revenue growth potential of Chase," said Walter V. Shipley, chairman and chief executive officer. "Our Global Banking, Global Services and Consumer businesses all posted double-digit increases in revenues and earnings, benefiting from their exceptional competitive positions and a corporate-wide focus on financial discipline."

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

## Fiancial Performance

Shareholder Value Added (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 have been made to the methodology for the allocation of capital to businesses during the second quarter. Prior periods have been restated to reflect these changes.

| THE CHASE MANHATTAN CORP. | Second Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| In millions of dollars | 1998 | 1997 |  |
| Operating Revenues | \$5, 051 | \$4,420 | 14\% |
| Operating Earnings | 1,079 | 969 | 11\% |
| Cash Operating Earnings | 1,143 | 1,010 | 13\% |
| Shareholder Value Added | 441 | 369 | 20\% |
| Cash Return on Common Equity | 21.4\% | 21.1\% |  |

Operating revenues rose 14 percent in the second quarter of 1998, with cash operating earnings 13 percent higher than in the prior-year quarter. Shareholder value added increased 20 percent to $\$ 441$ million.

Line-Of-Business Results

| GLOBAL BANKING | Second Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| In millions of dollars | 1998 | 1997 |  |
| Operating Revenues | \$2,531 | \$2,204 | 15\% |
| Cash Operating Earnings | 785 | 707 | 11\% |
| Shareholder Value Added | 315 | 247 | 28\% |
| Cash Return on Common Equity | 22.0\% | 20.5\% |  |

Global Banking operating revenues rose 15 percent in the second quarter of 1998, with cash operating earnings up 11 percent. Shareholder value added rose 28 percent to $\$ 315$ million.

Investment banking fees totaled $\$ 438$ million in the 1998 second quarter, a quarterly record and 55 percent higher than in the prior year. Results reflect the favorable market environment and growth in all business lines, including high yield and investment grade bond underwriting, loan syndications and mergers and acquisition advisory activity.

Total trading revenues were $\$ 517$ million, a decline from second quarter 1997 levels, as strong growth in client-driven business and foreign exchange trading was offset by lower fixed income results, primarily related to emerging markets.

Equity-related investment revenues rose 93 percent to $\$ 370$ million, reflecting the accelerated pace of Chase Capital Partners' investment activities over the last several years, as well as robust market conditions in 1998.

Revenues from global asset management and private banking rose 19 percent, benefiting from increased fee income, particularly related to personal trust, and the accelerating growth of Chase's asset management and mutual fund businesses.

Chase Bank of Texas revenues increased by 19 percent, reflecting increased overall business volume and record corporate finance fees in the quarter.

| CHASE TECHNOLOGY SOLUTIONS | Second Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| In millions of dollars | 1998 | 1997 |  |
| Global Services Operating Revenues | \$642 | \$565 | 14\% |
| Cash Operating Earnings | 116 | 100 | 16\% |
| Shareholder Value Added | 59 | 42 | 40\% |
| Cash Return on Common Equity | 26.6\% | 23.0\% |  |

Operating revenues for Global Services within Chase Technology Solutions rose 14 percent in the second quarter of 1998. Cash operating earnings were 16 percent higher. Shareholder value added rose 40 percent.

Revenue growth continued across the three business lines -- Chase Treasury Solutions, Global Investor Services and Global Trust -- reflecting increased balances, new business initiatives and market appreciation, as well as higher fees resulting from an acquisition in the fourth quarter of 1997.

Cash net income for Global Services benefited from higher revenues and continued productivity gains, tempered by technology investments related to preparations for Year 2000 and European Monetary Union.

| NATIONAL CONSUMER SERVICES | Second Quarter |  | Percent Change |
| :---: | :---: | :---: | :---: |
| - ---------------------- |  |  |  |
| In millions of dollars | 1998 | 1997 |  |
| Operating Revenues | \$2,003 | \$1,790 | 12\% |
| Cash Operating Earnings | 298 | 254 | 17\% |
| Shareholder Value Added | 78 | 77 | 1\% |
| Cash Return on Common Equity | 17.7\% | 19.0\% |  |

National Consumer Services operating revenues rose 12 percent in the second quarter of 1998, with cash operating earnings up 17 percent. Shareholder value added was $\$ 78$ million, as revenue growth was offset by increased capital allocation as a result of recent acquisitions.

Revenues from cardmember services grew 24 percent to $\$ 976$ million. Chase's domestic portfolio continued to benefit from acquisitions and increased co-branding activities, producing a 27 percent revenue rise. Cash operating earnings increased, driven by the quarter's strong revenues and increased efficiencies.

Regional consumer banking revenues rose slightly, reflecting higher fee income and deposit growth in the quarter. Cash operating earnings declined due to increased technology-related expenses, primarily within Chase Bank of Texas' retail businesses.

Home finance revenues were flat versus the same 1997 quarter, which included revenues from certain divested businesses. Revenues in the 1998 second quarter reflect strong mortgage banking activity offset by the impact of lower interest rates and prepayments on Chase's mortgage and home equity portfolios.

Revenues from diversified consumer services rose 13 percent in the second quarter, with continued strong growth in Chase's auto finance and investment businesses.

## Additional Financial Information

The provision for credit losses was $\$ 338$ million, compared with $\$ 189$ million in the second quarter of 1997.

Nonperforming assets at June 30, 1998 were $\$ 1.365$ billion, compared with $\$ 1.335$ billion on March 31, 1998 and $\$ 1.106$ billion on June 30, 1997.

Total nonperforming assets in Asia, including derivatives, increased by $\$ 43$ million from March 31, 1998 levels to $\$ 286$ million at June 30, 1998. Asian commercial net charge-offs for the quarter were $\$ 122$ million. Total exposure to Indonesia, Korea and Thailand was reduced by 17 percent to $\$ 6.2$ billion at June 30, 1998 from $\$ 7.5$ billion at March 31, 1998. Total exposure to these countries has been reduced by 39 percent since December 31, 1997.

Total commercial net charge-offs were $\$ 82$ million, compared with net recoveries of $\$ 4$ million in the second quarter of 1997.

Total managed consumer net charge-offs were $\$ 542$ million in the 1998 second quarter, with $\$ 256$ million related to assets retained on the balance sheet, compared with $\$ 460$ million in the prior-year quarter, with $\$ 193$ million related to assets retained on the balance sheet. Second quarter 1998 figures reflect the effects of recent credit card portfolio acquisitions.

Managed credit card net charge-offs worldwide were 5.94 percent of average managed receivables, compared with 5.92 percent in the same 1997 period, as anticipated higher levels of charge-offs within newly acquired portfolios offset lower charge-offs in the core portfolio.

Total noninterest operating expenses were $\$ 2.712$ billion in the 1998 second quarter, a 12 percent increase from the prior-year quarter reflecting increased incentives related to higher Global Banking revenues.
\# \# \#
Operating results (revenues and earnings) exclude the impact of credit card securitizations, restructuring costs and special items.

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.

|  | 2QT | R 98 | 2QTR 97 |  | Over/(Under) | Six Months |  |  |  | Over/(Under) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of or for the period ended |  |  |  |  | 2QTR 97 - \% |  | 1998 |  | 1997 | YTD 97 - \% |
| OPERATING BASIS (a) |  |  |  |  |  |  |  |  |  |  |
| Operating Revenue | \$ | 5,051 |  | 4,420 | 14\% | \$ | 9,966 |  | 8,740 | 14\% |
| Operating Noninterest Expense |  | 2,712 |  | 2,413 | 12\% |  | 5,328 |  | 4,777 | 12\% |
| Credit Costs (b) |  | 626 |  | 456 | 37\% |  | 1,254 |  | 893 | 40\% |
| Operating Net Income |  | 1,079 | \$ | 969 | 11\% | \$ | 2,132 |  | 1,918 | 11\% |
| Cash Operating Earnings |  | 1,143 |  | 1,010 | 13\% | \$ | 2,257 |  | 2,000 | 13\% |
| Shareholder Value Added (SVA) |  | 441 |  | 369 | 20\% |  | 868 |  | 712 | 22\% |
| Operating Net Income Per Common Share: |  |  |  |  |  |  |  |  |  |  |
| Diluted |  | 1.21 |  | 1.06 | 14\% |  | 2.38 |  | 2.06 | 16\% |
| Performance Ratios: |  |  |  |  |  |  |  |  |  |  |
| Return on Average Total Assets (annualized) |  | 1.16\% |  | 1.11\% |  |  | 1.14\% |  | 1.12\% |  |
| Return on Average Common Equity (annualized) |  | 20.2 |  | 20.2 |  |  | 20.3 |  | 19.9 |  |
| Cash Return on Average Common Equity (annualized) |  | 21.4 |  | 21.1 |  |  | 21.5 |  | 20.8 |  |
| Common Dividend Payout Ratio |  | 29 |  | 29 |  |  | 30 |  | 29 |  |
| Efficiency Ratio (Excluding REIT Minority Interest) |  | 53 |  | 54 |  |  | 53 |  | 54 |  |
| Selected Balance Sheet Items: (c) |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  | 86,924 |  | 73,948 | 7\% |
| Total Assets |  |  |  |  |  |  | 5,214 |  | 66,024 | 5\% |
| AS REPORTED BASIS |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 4,765 |  | 4,153 | 15\% | \$ | 9,400 | \$ | 8,303 | 13\% |
| Noninterest Expense (Excluding Restructuring Costs) |  | 2,714 |  | 2,413 | 12\% |  | 5,334 |  | 4,830 | 10\% |
| Restructuring Costs |  | 8 |  | 71 | (89\%) |  | 529 |  | 101 | 424\% |
| Provision for Credit Losses |  | 338 |  | 189 | 79\% |  | 682 |  | 409 | 67\% |
| Net Income | \$ | 1,074 |  | 925 | 16\% | \$ | 1,799 | \$ | 1,852 | (3\%) |
| Per Common Share: |  |  |  |  |  |  |  |  |  |  |
| Net Income: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.24 |  | 1.03 | 20\% | \$ | 2.06 | \$ | 2.04 | 1\% |
| Diluted |  | 1.20 |  | 1.00 | 20\% |  | 2.00 |  | 1.99 | 1\% |
| Cash Dividends Declared |  | 0.36 |  | 0.31 | 16\% |  | 0.72 |  | 0.62 | 16\% |
| Book Value at Period End |  | 25.14 |  | 22.22 | 13\% |  | 25.14 |  | 22.22 | 13\% |
| Market Value at Period End |  | 75.50 |  | 48.53 | 56\% |  | 75.50 |  | 48.53 | 56\% |
| Common Shares: |  |  |  |  |  |  |  |  |  |  |
| Average Common Shares: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 848.8 |  | 848.6 |  |  | 846.8 |  | 854.8 |  |
| Diluted |  | 875.5 |  | 868.8 |  |  | 871.5 |  | 879.5 |  |
| Common Shares at Period End |  | 852.9 |  | 846.5 |  |  | 852.9 |  | 846.5 |  |
| Performance Ratios: |  |  |  |  |  |  |  |  |  |  |
| Return on Average Total Assets (annualized) |  | 1.15\% |  | 1.06\% |  |  | 0.97\% |  | 1.09\% |  |
| Return on Average Common Equity (annualized) |  | 20.1 |  | 19.2 |  |  | 17.0 |  | 19.2 |  |
| Selected Balance Sheet Items: |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  | 68,705 |  | 59,957 | 5\% |
| Total Assets |  |  |  |  |  |  | 66,995 |  | 52,033 | 4\% |
| Deposits |  |  |  |  |  |  | 7,091 |  | 83, 744 | 13\% |
| Total Stockholders' Equity |  |  |  |  |  |  | 22,610 |  | 20,793 | 9\% |
| Capital Ratios: (d) |  |  |  |  |  |  |  |  |  |  |
| Tier I Risk-Based Capital Ratio |  |  |  |  |  |  | 8. $2 \%$ |  | 7.8\% |  |
| Total Risk-Based Capital Ratio |  |  |  |  |  |  | 11.9 ( |  | 11.4 |  |
| Tier I Leverage |  |  |  |  |  |  | 6.3 |  | 6.6 |  |
| Full-Time Equivalent Employees |  |  |  |  |  |  | 70,693 |  | 68,132 |  |

Note: On May 19, 1998, stockholders of Chase approved a 2 for 1 common stock split, effective June 15, 1998. Share-related data for all periods have been restated.
(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) Excludes the impact of credit card securitizations.
(d) 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.
(e) Estimated

Unaudited

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

| Three Months Ended | Global Banking (a) |  |  |  | National Consumer Services (a) |  |  |  | Global Services <br> (Within CTS) (a) |  |  |  | Total (b) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, |  | 1998 |  | 1997 |  | 1998 |  | 1997 |  | 1998 |  | 1997 |  | 1998 |  | 1997 |
| Operating Revenues | \$ | 2,531 | \$ | 2,204 | \$ | 2,003 | \$ | 1,790 | \$ | 642 | \$ | 565 | \$ | 5,051 | \$ | 4,420 |
| Cash Operating Earnings |  | 785 |  | 707 |  | 298 |  | 254 |  | 116 |  | 100 |  | 1,143 |  | 1, 010 |
| Average Common Equity |  | 14, 034 |  | 13,158 |  | 6,578 |  | 5,094 |  | 1,726 |  | 1,679 |  | 20,954 |  | 18,227 |
| Average Assets (c) |  | 269,679 |  | 261,557 |  | 106,375 |  | 92,846 |  | 9,834 |  | 8,257 |  | 392, 274 |  | 362,974 |
| Shareholder Value Added (SVA) |  | 315 |  | 247 |  | 78 |  | 77 |  | 59 |  | 42 |  | 441 |  | 369 |
| Cash Return on Common Equity |  | 22.0\% |  | 20.5\% |  | 17.7\% |  | 19.0\% |  | 26.6\% |  | 23. $0 \%$ |  | 21.4\% |  | 21.1\% |
| Efficiency Ratio (Operating) |  | 46\% |  | 46\% |  | 52\% |  | 53\% |  | 73\% |  | 72\% |  | 53\% |  | 54\% |

Three Months Ended
June 30,

## NATIONAL CONSUMER SERVICES KEY FINANCIAL MEASURES



Note: Shareholder Value Added (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 have been made to the methodology for the allocation of capital to businesses during the second quarter.
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 CTS lines of business results, respectively.
(b) Total column includes Corporate results.
(c) Excludes the impact of credit card securitizations.
(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 $\$ 26$ million in 1998 and 1997, respectively.
Unaudited

| Six Months Ended June 30, | Global Banking (a) |  |  |  | National Consumer Services (a) |  |  |  | Global Services <br> (Within CTS) (a) |  |  |  | Total (b) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 |  | 1997 |  | 1998 |  | 1997 |  | 1998 |  | 1997 |  | 1998 |  | 1997 |
| Operating Revenues | \$ | 5,012 | \$ | 4,344 | \$ | 3,935 | \$ | 3,561 | \$ | 1,272 | \$ | 1,123 | \$ | 9,966 | \$ | 8,740 |
| Cash Operating Earnings |  | 1,562 |  | 1,352 |  | 593 |  | 525 |  | 235 |  | 197 |  | 2,257 |  | 2,000 |
| Average Common Equity |  | 14,020 |  | 13, 035 |  | 6,522 |  | 5,113 |  | 1,731 |  | 1,682 |  | 20,652 |  | 18,359 |
| Average Assets (c) |  | 272,581 |  | 255, 827 |  | 105,654 |  | 92,104 |  | 9,491 |  | 8,541 |  | 393,560 |  | 357, 872 |
| Shareholder Value Added (SVA) |  | 622 |  | 444 |  | 156 |  | 170 |  | 119 |  | 80 |  | 868 |  | 712 |
| Cash Return on Common Equity |  | 22.0\% |  | 19.9\% |  | 17.8\% |  | 19.7\% |  | 26.9\% |  | 22.6\% |  | 21.5\% |  | 20.8\% |
| Efficiency Ratio (Operating) |  | 46\% |  | 47\% |  | 51\% |  | 53\% |  | 72\% |  | 72\% |  | 53\% |  | 54\% |

Six Months Ended

| 1998 |  |  |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Cash |  |  | Cash |  |
| Operating | Operating | Efficiency | Operating | Operating | Efficiency |
| Revenue | Earnings | Ratio | Revenue | Earnings | Ratio |

Global Investment Banking

| $\$$ | 738 | $\$$ | 203 |
| ---: | ---: | ---: | :--- |
| 753 |  | 236 | $53 \%$ |
| 1,792 |  | 585 | 32 |
| 614 |  | 350 | 10 |
|  |  |  |  |
| 412 |  | 80 | 67 |
| 388 | 86 | 54 |  |
| 776 | 210 | 57 |  |


| $\$ 391$ | $\$$ | 85 |
| ---: | ---: | :--- |
| 768 |  | 251 |
| 1,775 | 628 | 31 |
| 317 |  | 170 |
|  |  | 45 |
| 354 |  | 66 |
| 416 | 106 | 69 |
| 666 | 167 | 48 |
|  |  |  |

NATIONAL CONSUMER SERVICES
KEY FINANCIAL MEASURES
Six Months Ended June 30,

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

|  | 1998 <br> Cash <br> Operating <br> Earnings | Efficiency <br> Revenue <br> Ratio |
| :---: | :---: | :---: |
| - |  |  |
| $\$ 1,907$ | $\$$ | 244 |


| 1997 <br> Cash <br> Operating <br> Revenue |  |  |
| :---: | :---: | :---: |
| Operating <br> Earnings | Efficiency <br> Ratio |  |
| $\$ 1,587$ | $\$ 157$ | $40 \%$ |
| 1,123 | 182 | 71 |
| 486 | 124 | 52 |
| 337 | 50 | 55 |

Note: Shareholder Value Added (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 have been made to the methodology for the allocation of capital to businesses during the second quarter.
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 CTS lines of business results, respectively.
(b)Total column includes Corporate results.
(c) Excludes the impact of credit card securitizations.
(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 $\$ 58$ million and $\$ 51$ million in 1998 and 1997, respectively.
Unaudited


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

|  |  |  | Over/(Under) |  | x Months | Over/(Under) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2QTR 98 | 2QTR 97 | 2QTR 97 - \% | 1998 | 1997 | YTD 97 - \% |
| NONINTEREST REVENUE |  |  |  |  |  |  |


| Fees for Other Financial Services: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service Charges on Deposit Accounts | \$ | 92 | \$ | 95 | (3\%) | \$ | 183 | \$ | 186 | (2\%) |
| Fees in Lieu of Compensating Balances |  | 91 |  | 74 | 23\% |  | 171 |  | 155 | 10\% |
| Commissions on Letters of Credit and Acceptances |  | 72 |  | 74 | (3\%) |  | 146 |  | 146 | -- |
| Mortgage Servicing Fees |  | 49 |  | 62 | (21\%) |  | 106 |  | 118 | (10\%) |
| Loan Commitment Fees |  | 32 |  | 29 | 10\% |  | 70 |  | 56 | 25\% |
| Other Fees |  | 173 |  | 153 | 13\% |  | 343 |  | 300 | 14\% |
| Total | \$ | 509 |  | 487 | 5\% |  | , 019 | \$ | 961 | 6\% |
| Trading-Related Revenue: (a) |  |  |  |  |  |  |  |  |  |  |
| Interest Rate Contracts | \$ | 95 | \$ | 217 | (56\%) | \$ | 236 | \$ | 382 | (38\%) |
| Foreign Exchange Revenue |  | 270 |  | 171 | 58\% |  | 556 |  | 336 | 65\% |
| Debt Instruments and Other |  | 152 |  | 243 | (37\%) |  | 417 |  | 475 | (12\%) |
| Total |  | 517 |  | 631 | (18\%) |  | 209 |  | 193 | 1\% |
| Other Revenue: |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage Origination/Sales Activities | \$ | 84 | \$ | 30 | 180\% | \$ | 136 | \$ | 61 | 123\% |
| Gains on Sale of Partially-Owned Investments |  | -- |  | -- | -- |  | -- |  | 44 | NM |
| All Other Revenue |  | 149 |  | 89 | 67\% |  | 193 |  | 205 | (6\%) |
| Total |  | 233 |  | 119 | 96\% | \$ | 329 | \$ | 310 | 6\% |

NONINTEREST EXPENSE

| Other Expense: |  |  |  |
| :--- | ---: | ---: | ---: |
| Professional Services | 161 | $\$ 136$ |  |
| Marketing Expense | 108 | 107 | $18 \%$ |
| Telecommunications | 91 | 73 | $25 \%$ |
| Travel and Entertainment | 67 | 61 | $10 \%$ |
| Amortization of Intangibles | 64 | 41 | $56 \%$ |
| Minority Interest (b) | 12 | 20 | $(40 \%)$ |
| Foreclosed Property Expense | 2 | -- | NM |
| All Other | 321 | 260 | $23 \%$ |
| Total | ---- | ---- |  |
|  | $\$ 826$ | $\$ 698$ | $18 \%$ |


| $\$$ | 303 | $\$$ |
| ---: | ---: | ---: |
| 198 | 269 |  |
| 168 | 148 |  |
| 119 | 112 |  |
| 125 | 82 |  |
| 24 | 39 |  |
| 6 | 3 |  |
| 627 | 529 |  |
| ----- | ----- |  |
| $\$ 1,570$ | $\$ 1,392$ |  |
| ------ | .---- |  |

$13 \%$
$(6 \%)$
$14 \%$
$6 \%$
$52 \%$
$(38 \%)$
$100 \%$
$19 \%$

$13 \%$
(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 the current presentation.
Unaudited

THE CHASE MANHATTAN CORPORATION and Subsidiaries
OPERATING INCOME RECONCILIATION
(in millions, except per share data)
SECOND QUARTER 1998

|  | REPORTED RESULTS |  | CARD <br> SECURITIZATIONS |  | SPECIAL ITEMS |  | OPERATING BASIS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS |  |  |  |  |  |  |  |  |
| Total Revenue | \$ | 4,765 | \$ | 286 | \$ | - |  | 5,051 |
| Noninterest Expense |  | 2,712 |  | - |  | - |  | 2,712 |
| Operating Margin |  | 2,053 |  | 286 |  | - |  | 2,339 |
| Credit Costs |  | 340 |  | 286 |  | - |  | 626 |
| Income Before Restructuring Costs |  | 1,713 |  | - |  | - |  | 1,713 |
| Restructuring Costs |  | 8 |  | - |  | 8) |  | - |
| Income Before Taxes |  | 1,705 |  | - |  | 8 |  | 1,713 |
| Tax Expense |  | 631 |  | - |  | 3 |  | 634 |
| Net Income | \$ | 1,074 | \$ | - | \$ | 5 |  | 1,079 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.24 |  |  |  |  | \$ | 1.24 |
| Diluted | \$ | 1.20 |  |  |  |  | \$ | 1.21 |

SECOND QUARTER 1997

|  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | REPORTED | CREDIT <br> CARD | SPECIAL <br> RESULTS | SECURITIZATIONS |

NOTES:
Reported results represent Chase'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 and 1997 special items reflect merger-related restructuring costs.
Unaudited

THE CHASE MANHATTAN CORPORATION and Subsidiaries
OPERATING INCOME RECONCILIATION (YEAR-TO-DATE)
(in millions, except per share data)
SIX MONTHS 1998

|  | REPORTED RESULTS | CREDIT <br> CARD <br> SECURITIZATIONS | SPECIAL ITEMS | OPERATING BASIS |
| :---: | :---: | :---: | :---: | :---: |
| EARNINGS |  |  |  |  |
| Total Revenue | \$ 9,400 | \$ 566 | \$ | \$ 9,966 |
| Noninterest Expense | 5,328 | - | - | 5,328 |
| Operating Margin | 4, 072 | 566 | - | 4,638 |
| Credit Costs | 688 | 566 | - | 1,254 |
| Income Before Restructuring Costs | 3,384 | - | - | 3,384 |
| Restructuring Costs | 529 | - | (529) | - |
| Income Before Taxes | 2,855 | - | 529 | 3,384 |
| Tax Expense | 1, 056 | - | 196 | 1,252 |
| Net Income | \$ 1,799 | \$ | \$ 333 | \$ 2,132 |
| NET INCOME PER COMMON SHARE |  |  |  |  |
| Basic | \$ 2.06 |  |  | \$ 2.45 |
| Diluted | \$ 2.00 |  |  | \$ 2.38 |


|  | REPORTED RESULTS | $\begin{gathered} \text { CREDIT } \\ \text { CARD } \\ \text { SECURITIZATIONS } \end{gathered}$ | SPECIAL ITEMS | OPERATING BASIS |
| :---: | :---: | :---: | :---: | :---: |
| EARNINGS |  |  |  |  |
| Total Revenue | \$ 8,303 | \$ 481 | \$ (44) | \$ 8,740 |
| Noninterest Expense | 4,827 | - | (50) | 4,777 |
| Operating Margin | 3,476 | 481 | 6 | 3,963 |
| Credit Costs | 412 | 481 | - | 893 |
| Income Before Restructuring Costs | 3,064 | - | 6 | 3,070 |
| Restructuring Costs | 101 | - | (101) | - |
| Income Before Taxes | 2,963 | - | 107 | 3,070 |
| Tax Expense | 1,111 | - | 41 | 1,152 |
| Net Income | \$ 1,852 | \$ | \$ 66 | \$ 1,918 |
| NET INCOME PER COMMON SHARE |  |  |  |  |
| Basic | \$ 2.04 |  |  | \$ 2.12 |
| Diluted | \$ 1.99 |  |  | \$ 2.06 |

NOTES:
Reported results represent Chase'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) in the first quarter, taken in connection with initiatives to streamline support functions and realign certain business functions, and merger-related restructuring costs of \$19 million pre-tax (\$13 million after-tax).
1997 special items include a $\$ 44$ million pre-tax gain from the sale of a partially-owned foreign investment, $\$ 50$ million pre-tax charge for the accelerated vesting of stock-based awards and merger-related restructuring costs.
Unaudited

| ASSETS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Due from Banks | \$ | 15,691 | \$ | 16,879 | ( 7\%) |
| Deposits with Banks |  | 5,970 |  | 4, 042 | 48\% |
| Federal Funds Sold and Securities |  |  |  |  |  |
| Purchased Under Resale Agreements |  | 25,128 |  | 39,228 | (36\%) |
| Trading Assets: |  |  |  |  |  |
| Debt and Equity Instruments |  | 33,651 |  | 37,567 | (10\%) |
| Risk Management Instruments |  | 33,280 |  | 29,949 | 11\% |
| Securities |  | 54,928 |  | 42,926 | 28\% |
| Loans |  | 168,705 |  | 159,957 | 5\% |
| Allowance for Credit Losses |  | $(3,629)$ |  | $(3,446)$ | 5\% |
| Net Loans |  | 165, 076 |  | 156,511 | 5\% |
| Other Assets |  | 33,271 |  | 24,931 | 33\% |
| TOTAL ASSETS | \$ | 366,995 | \$ | 352, 033 | 4\% |
| LIABILITIES |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Domestic: |  |  |  |  |  |
| Noninterest-Bearing | \$ | 47,966 | \$ | 45,396 | 6\% |
| Interest-Bearing |  | 75,418 |  | 67,565 | 12\% |
| Foreign: |  |  |  |  |  |
| Noninterest-Bearing |  | 4,109 |  | 3,698 | 11\% |
| Interest-Bearing |  | 79,598 |  | 67,085 | 19\% |
| Total Deposits |  | 207, 091 |  | 183,744 | 13\% |
| Federal Funds Purchased and Securities |  |  |  |  |  |
| Sold Under Repurchase Agreements |  | 45,672 |  | 58,262 | (22\%) |
| Commercial Paper |  | 5,299 |  | 4,424 | 20\% |
| Other Borrowed Funds |  | 7,354 |  | 7,874 | (7\%) |
| Trading Liabilities |  | 46,866 |  | 46,706 | ( |
| Accounts Payable, Accrued Expenses and Other Liabilities |  | 15,162 |  | 15,155 | -- |
| Long-Term Debt |  | 14,451 |  | 13,135 | 10\% |
| Guaranteed Preferred Beneficial Interests in Corporation's |  |  |  |  |  |
| Junior Subordinated Deferrable Interest Debentures |  | 1,940 |  | 1,390 | 40\% |
| TOTAL LIABILITIES |  | 343,835 |  | 330,690 | 4\% |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  | 550 | -- |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |
| Preferred Stock |  | 1,168 |  | 1,980 | ( 41\%) |
| Common Stock |  | 882 |  | 441 | 100\% |
| Capital Surplus |  | 9,738 |  | 10,328 | (6\%) |
| Retained Earnings |  | 12, 211 |  | 9,828 | 24\% |
| Accumulated Other Comprehensive Income |  | 113 |  | (137) | NM |
| Treasury Stock, at Cost |  | $(1,502)$ |  | $(1,647)$ | (9\%) |
| TOTAL STOCKHOLDERS' EQUITY |  | 22,610 |  | 20,793 | 9\% |
| TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY |  | ------ |  | ----- |  |
| AND STOCKHOLDERS' EQUITY | \$ | 366,995 | \$ | 352, 033 | 4\% |

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

|  | Six Months Ended June 30, 19981997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Preferred Stock: |  |  |  |  |
| Balance at Beginning of Year | \$ | 1,740 |  | 2,650 |
| Issuance of Stock |  | 200 |  |  |
| Redemption of Stock |  | (772) |  | (670) |
| Balance at End of Period | \$ | 1,168 |  | 1,980 |
| Common Stock: |  |  |  |  |
| Balance at Beginning of Year | \$ | 441 |  | 441 |
| Issuance of Common Stock for a Two-for-One Stock Split |  | 441 |  | - |
| Balance at End of Period | \$ | 882 | \$ | 441 |
| Capital Surplus: |  |  |  |  |
| Balance at Beginning of Year |  | 10,360 |  | 10,459 |
| Issuance of Common Stock for a Two-for-One Stock Split |  | (441) |  | - |
| Shares Issued and Commitments to Issue Common Stock for Employee Stock-Based Awards and Related Tax Effects |  | (181) |  | (131) |
| Balance at End of Period | \$ | 9,738 |  | 10,328 |
| Retained Earnings: |  |  |  |  |
| Balance at Beginning of Year |  | 11,086 |  | 8,610 |
| Net Income |  | 1,799 |  | 1,852 |
| Cash Dividends Declared: 1, 1, 1, |  |  |  |  |
| Preferred Stock |  | (58) |  | (106) |
| Common Stock |  | (616) |  | (528) |
| Balance at End of Period |  | 12,211 |  | 9,828 |
| Accumulated Other Comprehensive Income: (a) |  |  |  |  |
| Balance at Beginning of Year | \$ | 112 | \$ | (271) |
| Other Comprehensive Income |  | 1 |  | 134 |
| Balance at End of Period | \$ | 113 | \$ | (137) |
| Common Stock in Treasury, at Cost: |  |  |  |  |
| Balance at Beginning of Year |  | $(1,997)$ | \$ | (895) |
| Purchase of Treasury Stock |  | (268) |  | $(1,242)$ |
| Reissuance of Treasury Stock |  | 763 |  | 490 |
| Balance at End of Period |  | $(1,502)$ | \$ | $(1,647)$ |
| Total Stockholders' Equity |  | 22,610 | \$ | 20,793 |
| Comprehensive Income: (a) |  |  |  |  |
| Net Income | \$ | 1,799 | \$ | 1,852 |
| Other Comprehensive Income |  | 1 |  | 134 |
| Comprehensive Income | \$ | 1,800 | \$ | 1,986 |

(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

LOANS OUTSTANDING
CONSUMER
Domestic Consumer:
1-4 Family Residential Mortgages
Credit Card

Other Consumer
Total Domestic Consumer
Total Foreign Consumer
Total Consumer
COMMERCIAL
Domestic Commercial:
Commercial and Industrial
Commercial Real Estate
Total Domestic Commercial
Total Foreign Commercial
Total Commercial
Total Loans
NONPERFORMING ASSETS
CONSUMER
Domestic Consumer:
1-4 Family Residential Mortgages
Credit Card
Other Consumer
Total Domestic Consumer
Total Foreign Consumer
Total Consumer
COMMERCIAL
Domestic Commercial:
Commercial and Industrial
Commercial Real Estate
Total Domestic Commercial
Total Foreign Commercial
Total Commercial
Total Nonperforming Loans
Derivative and Foreign Exchange Contracts Assets Acquired as Loan Satisfactions

Total Nonperforming Assets

NET CHARGE-OFFS
CONSUMER
Domestic Consumer:

| 1-4 Family Residential Mortgages | \$ 6 | \$ | 6 | -- | \$ 16 | \$ 13 | 23\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit Card | 184 |  | 121 | 52\% | 363 | 271 | 34\% |
| Other Consumer | 61 |  | 63 | (3\%) | 125 | 115 | 9\% |
| Total Domestic Consumer | 251 |  | 190 | 32\% | 504 | 399 | 26\% |
| Total Foreign Consumer | 5 |  | 3 | 67\% | 8 | 6 | 33\% |
| Total Consumer | 256 |  | 193 | 33\% | 512 | 405 | 26\% |
| COMMERCIAL |  |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |  |
| Commercial and Industrial | (27) |  | 4 | NM | (18) | 18 | NM |
| Commercial Real Estate | (3) |  | (6) | NM | (6) | (10) | NM |
| Total Domestic Commercial | (30) |  | (2) | NM | (24) | 8 | NM |
| Total Foreign Commercial | 102 |  | (2) | NM | 172 | (4) | NM |
| Total Commercial | 72 |  | (4) | NM | 148 | 4 | NM |
| Derivative and Foreign Exchange Contracts | 10 |  | -- | NM | 22 | -- | NM |
| Total Net Charge-offs | \$ 338 | \$ | 189 | 79\% | \$ 682 | \$ 409 | 67\% |

$\qquad$
$\qquad$都 D $\square$ $\square$
 2 $\square$



```
CREDIT CARD PORTFOLIO (excluding
```

        the impact of securitizations):
        (in millions, except ratios)
    Average Credit Card Receivables
Past Due 90 Days \& Over and Accruing
As a Percentage of Average Credit Card Receivables
Net Charge-offs

As a Percentage of Average Credit Card Receivables

| As of or For The |  |  |  |
| :---: | :---: | :---: | :---: |
| Three Months Ended |  |  |  |
| June 30, |  |  |  |
|  | 1998 |  | 1997 |
| \$ | 31,906 | \$ | 26,064 |
| \$ | 658 | \$ | 525 |
|  | $2.06 \%$ |  | 2.01\% |
| \$ | 474 | \$ | 386 |
|  | 5.94\% |  | 5.92\% |

As of or For The Six Months Ended June 30,
19981997

| $\$$ | 32,155 | $\$$ | 25,943 |
| :--- | :---: | :---: | :---: |
| $\$$ | 658 | $\$$ | 525 |
|  | $2.05 \%$ |  | $2.02 \%$ |
| $\$$ | 936 | $\$$ | 746 |
|  | $5.82 \%$ |  | $5.75 \%$ |

* Includes domestic and international credit card activity.

SELECTED ASIAN COUNTRY EXPOSURE (in billions)

|  | Lending- <br> Related | Foreign <br> Exchange and | Total <br> Cross- <br> Border |
| :---: | :---: | :---: | :---: |
| At June 30, 1998 (a) |  |  |  |

(a) Estimated
(b) Includes loans and accrued interest, interest-bearing deposits with banks, trading debt and equity instruments, 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 $\$ 0.7$ billion at both June 30, 1998 and December 31, 1997.
(d) Includes Malaysia, China, Taiwan and India. Unaudited

|  | Three Months Ended June 30,1998 |  |  |  |  | Three Months Ended June 30, 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Average Balance |  | Interest | Rate <br> (Annualized) |  | verage Balance |  | Interest | Rate (Annualized) |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ | 74,462 |  | \$ 1,418 | 7.64\% | \$ | 83,258 |  | \$ 1,516 | 7.30\% |
| Securities |  | 57,033 |  | 895 | 6.29\% |  | 44,385 |  | 739 | 6.68\% |
| Loans |  | 167,807 |  | 3,319 | 7.93\% |  | 156,459 |  | 3,108 | 7.97\% |
| Total Interest-Earning Assets |  | 299,302 |  | 5,632 | 7.55\% |  | 284,102 |  | 5,363 | 7.57\% |
| Noninterest-Earning Assets |  | 74,749 |  |  |  |  | 64,793 |  |  |  |
| Total Assets | \$ | 374,051 |  |  |  | \$ | 348,895 |  |  |  |
| LIABILITIES ------- |  |  |  |  |  |  |  |  |  |  |
| Interest-Bearing Deposits | \$ | 151,628 |  | 1,784 | 4.72\% | \$ | 134,707 |  | 1,568 | 4.67\% |
| Short-Term and Long-Term Debt |  | 104,505 |  | 1,803 | 6.92\% |  | 106,212 |  | 1,783 | 6.73\% |
| Total Interest-Bearing Liabilities |  | 256,133 |  | 3,587 | 5.62\% |  | 240,919 |  | 3,351 | 5.58\% |
| Noninterest-Bearing Deposits |  | 45,757 |  | , |  |  | 41, 064 |  |  |  |
| Other Noninterest-Bearing Liabilities |  | 49,402 |  |  |  |  | 45,641 |  |  |  |
| Total Liabilities |  | 351,292 |  |  |  |  | 327,624 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITY |  | 550 |  |  |  |  | ------ |  |  |  |
| Preferred Stock |  | 1,255 |  |  |  |  | 2,494 |  |  |  |
| Common Stockholders' Equity |  | 20,954 |  |  |  |  | 18,227 |  |  |  |
|  |  | ------ |  |  |  |  | ------- |  |  |  |
| Total Liabilities, Preferred Stock of |  |  |  |  |  |  |  |  |  |  |
| Subsidiary and Stockholders' Equity | \$ | 374,051 |  |  |  |  | 348,895 |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | 1.93\% |  |  |  |  | 1.99\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ 2,045 | 2.74\% |  |  |  | \$ 2,012 | 2.84\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  | -- - | ---- |  |  |  | ---- | ----- |
| ON INTEREST-EARNING ASSETS (a) |  |  |  | \$ 2,416 | 3.05\% |  |  |  | \$ 2,308 | 3.10\% |
|  | Six Months Ended June 30, 1998 |  |  |  |  | Six Months Ended June 30, 1997 |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  | Average |  |  | Rate |  |  |  |  |  | verage |  |  | Rate |
|  |  | Balance |  | Interest | (Annualized) |  | Balance |  | Interest | (Annualized) |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Liquid Interest-Earning Assets | \$ | 74,915 |  | \$ 2,917 | 7.85\% |  | \$ 78,047 |  | \$ 2,807 | 7.25\% |
| Securities |  | 56,313 |  | 1,789 | 6.41\% |  | 43,968 |  | 1,465 | 6.72\% |
| Loans |  | 169,142 |  | 6,724 | 8.02\% |  | 154,754 |  | 6,239 | 8.13\% |
| Total Interest-Earning Assets |  | 300,370 |  | 11,430 | 7.67\% |  | 276,769 |  | 10,511 | 7.66\% |
| Total Noninterest-Earning Assets |  | 75,442 |  |  |  |  | 67,339 |  |  |  |
| Total Assets | \$ | 375,812 |  |  |  |  | 344,108 |  |  |  |
| LIABILITIES ------- |  |  |  |  |  |  | ------ |  |  |  |
| Total Interest-Bearing Deposits | \$ | 151,469 |  | 3,599 | 4.79\% |  | 133,421 |  | 3,083 | 4.66\% |
| Short-Term and Long-Term Debt |  | 105, 041 |  | 3,617 | 6.94\% |  | 100,467 |  | 3,342 | 6.71\% |
| Total Interest-Bearing Liabilities |  | 256,510 |  | 7,216 | 5.67\% |  | 233,888 |  | 6,425 | 5.54\% |
| Noninterest-Bearing Deposits |  | 45,165 |  | , |  |  | 40,981 |  | , |  |
| Other Noninterest-Bearing Liabilities |  | 51,468 |  |  |  |  | 47,759 |  |  |  |
| Total Liabilities |  | 353,143 |  |  |  |  | 322,628 |  |  |  |
| PREFERRED STOCK OF SUBSIDIARY |  | 550 |  |  |  |  | 550 |  |  |  |
| STOCKHOLDERS' EQUITYPreferred Stock |  | ------ |  |  |  |  | ------- |  |  |  |
| Preferred Stock <br> Common Stockholders' Equity |  | 1,467 |  |  |  |  | 2,571 |  |  |  |
|  |  | 20,652 |  |  |  |  | 18,359 |  |  |  |
| Total Stockholders' Equity |  | -----19 |  |  |  |  | ------ |  |  |  |
| Total Liabilities, Preferred Stock of |  | - |  |  |  |  |  |  |  |  |
| Subsidiary and Stockholders' Equity |  | 375,812 |  |  |  |  | 344,108 |  |  |  |
| INTEREST RATE SPREAD |  |  |  |  | 2.00\% |  |  |  |  | 2.12\% |
| NET INTEREST INCOME AND NET YIELDON INTEREST-EARNING ASSETS |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ 4,214 | 2.83\% |  |  |  | \$ 4,086 | 2.98\% |
| NET INTEREST INCOME AND NET YIELD |  |  |  | ---- | ----- |  |  |  | ----- | ----- |
| ON INTEREST-EARNING ASSETS (a) |  |  |  | \$ 4,933 | 3.13\% |  |  |  | \$ 4,680 | 3.25\% |

[^0]
[^0]:    (a) Excludes the impact of the credit card securitizations. Unaudited

