## 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

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.)

On April 19, 2000, The Chase Manhattan Corporation ("Chase") reported diluted operating earnings of $\$ 1.59$ per share for the first quarter of $2000,20 \%$ higher than the $\$ 1.32$ per share reported in the first quarter of 1999. Operating earnings and reported net income in the first quarter of 2000 were each $\$ 1.36$ billion, compared with $\$ 1.17$ billion each in the first quarter of 1999 . A copy of the press release announcing Chase's first quarter earnings is attached as an exhibit hereto.

In describing first quarter earnings, Chase management noted:

- It intended to suspend stock repurchases under its buyback program in order to accumulate capital to support Chase's proposed acquisition of Robert Fleming Holdings Ltd. ("Flemings"). Stock repurchases are planned to resume after the Flemings acquisition is completed and Chase's Tier 1 capital ratio returns to management's target range of 8-8.25\%, which is anticipated to occur by year-end 2000.
- During the period from April 1, 2000 through April 18, 2000, the quoted market value of the publicly-traded securities held by Chase Capital Partners ("CCP") had declined by approximately $\$ 930$ million. The carrying value of Chase's interest in these securities (which excludes the interests of investors other than Chase and which reflects the liquidity discounts applied by Chase) had declined by approximately $\$ 480$ million during this period. This decline does not take into account the previously disclosed private sale of CCP's holdings in Triton Cellular Partners L.P., which closed on April 3, 2000, for a net gain to Chase of approximately $\$ 130$ million. Management also noted that approximately $70 \%$ of the carrying value of CCP's portfolio ( or approximately $90 \%$ of the portfolio on a cost basis ) consists of privately-held securities generally carried at cost and that the recent volatility in the prices of public securities had no impact on the carrying value of this portion of the portfolio.
- Chase and Flemings have agreed upon a retention arrangement for key employees in an aggregate amount of approximately $\$ 240$ million (after-tax), which will be expensed over the two years following the Flemings acquisition.
- Results for NCS over the remainder of 2000 are expected to reflect the benefits of expense management, good credit quality and moderating revenue growth. However, after taking into account NCS's operating results for the first quarter of 2000, management currently believes that it is unlikely that NCS will achieve its target of double digit earnings growth for full year 2000.

The above contains statements that are forward looking within the meaning of the Private Securities Litigation Act of 1995. Such statements are subject to risks and uncertainties and Chase's actual result may differ materially from those set forth in the forward-looking statements. Those uncertainties may include, among others, the risk of adverse impacts from an economic downturn; increased competition; unfavorable political or other developments in foreign markets, governmental or regulatory policies; market volatility in securities markets, interest or foreign exchange rates; other factors impacting Chase's operational plans or the adequacy of Chase's allowance for credit losses; the fact that the anticipated cost-savings and revenue synergies from the flemings transaction may not be fully realized or may take longer to realize than expected; or that there may be changes in general economic, financial, monetary or other business indicators that adversely affect Flemings and the markets in which it operates. For a more detailed discussion of those uncertainties, reference is made to Chase's reports filed with the Securities and Exchange Commission, in particular Chase's Annual Report on Form 10-K for the year ended December 31, 1999.

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

## The following exhibit is filed with this report:

Exhibit Number Description

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 19, 2000

by /s/JOSEPH L. SCLAFANI
Joseph L. Sclafani
Executive Vice President and Controller
[Principal Accounting Officer]
Investor Contact: John Borden
$212-270-7318$$\quad$ Press Contact: Jon Diat $\quad 212-270-5089$
\{Chase Letterhead\} News Release

## Chase Earnings Per Share Increased 20 Percent in the First Quarter

New York, April 19, 2000 - The Chase Manhattan Corporation (NYSE:CMB) today reported diluted operating earnings per share of $\$ 1.59$ in the first quarter, 20 percent higher than the $\$ 1.32$ per share reported in the first quarter of 1999. Operating earnings and reported net income in the first quarter of 2000 were each \$1.36 billion, compared with $\$ 1.17$ billion, in the first quarter of 1999 Diluted cash earnings per share increased 20 percent to $\$ 1.69$ in the first quarter, compared with \$1.41 in the first quarter of 1999.

## First Quarter 2000 Highlights

- Global Bank momentum led to 19 percent increase in earnings
- Global Services rebounded with 39 percent earnings growth
- Return on common equity was 24 percent
- Repurchased $\$ 675$ million of common stock, on a net basis, while Tier 1
capital ratio rose to 8.5 percent
-     - Announced three-for-two stock split, subject to shareholder approval
"These results once again demonstrate the strength of the Chase franchise," said William B. Harrison, Jr., Chairman and Chief Executive Officer. "Growth continues to be driven by the power of our leadership positions and the diversity of our businesses within a framework of financial discipline. We continue to position ourselves for growth, especially with opportunities presented by the New Economy and the rapidly changing global economy."

Financial Performance

| THE CHASE MANHATTAN CORP | First Quarter |  |  |
| :---: | :---: | :---: | :---: |
| (dollars in millions) | 2000 | O(U)1Q99 |  |
| Operating Revenues | \$6,179 | \$766 | 14\% |
| Cash Operating Earnings | 1,445 | 199 | 16 |
| Cash Earnings Per Share - Diluted | 1.69 | 0.28 | 20 |
| Shareholder Value Added | 701 | 200 | 40 |
| Cash Return on Common Equity | 25.5\% | 360bp | -- |

Line-Of-Business Results

| GLOBAL BANK |  | First Quarter |  |
| :--- | :---: | :---: | :---: |
| - (dollars in millions) | 2000 | $0(U) 1099$ | $0(U) 4 Q 1999$ |
| Operating Revenues | $\$ 3,018$ | $26 \%$ | $(5) \%$ |
| Cash Operating Earnings | 942 | 19 | (20) |
| Shareholder Value Added | 432 | 21 | (39) |
| Cash Return on Common Equity | $24.2 \%$ | $10 b p$ | (880)bp |

Cash operating earnings in the first quarter of 2000 in the Global Bank were up 19 percent from the first quarter of 1999. Operating revenues and Shareholder Value Added were up 26 percent and 21 percent, respectively, from the first quarter of 1999, reflecting strong results in all businesses. Revenues and income were lower than in the fourth quarter of 1999 due to lower private equity-related investment gains.

- Total trading revenues, including related net interest income, rose 25 percent to $\$ 1.05$ billion, a new record, benefiting from strong results in all business segments, including foreign exchange, international fixed income products, market-making activity in emerging markets, equity derivatives, and equity trading at Chase $H \& Q$.
- Investment banking fees increased to $\$ 648$ million, a 104 percent increase from the first quarter of 1999 and 30 percent higher than the fourth quarter of 1999. Revenues reflect strong underwriting fees at Chase $H \& Q$, a doubling of the amount of merger and acquisition advisory fees compared to the first quarter of 1999, and a 39 percent increase in syndication fees. On a proforma basis, if Chase had owned Hambrecht \& Quist since the beginning of 1999, the growth rate of investment banking fees would have been 69 percent, when compared to the first quarter of 1999.
- Private equity-related investment gains in the first quarter of 2000 were $\$ 500$ million, up 54 percent from $\$ 325$ million in the first quarter of 1999, but down from the record $\$ 1.31$ billion reported in the fourth quarter. First quarter revenues are the result of sales of securities in both the private and public portfolio; from appreciation in market values of public companies; and initial public offerings of portfolio investments. In the first quarter, $\$ 341$ million of total revenues were from gains realized through sales versus $\$ 426$ million in the first quarter of 1999 and $\$ 348$ million in the fourth quarter.

| GLOBAL SERVICES |  | First Quarter |  |
| :---: | :---: | :---: | :---: |
| (dollars in millions) | 2000 | O(U)1099 | O(U)4Q1999 |
| Operating Revenues | \$851 | 17\% | 5\% |
| Cash Operating Earnings | 151 | 39 | 15 |
| Shareholder Value Added | 62 | 377 | 94 |
| Cash Return on Common Equity | 22.1\% | 740bp | 480bp |

In the first quarter of 2000, Global Services' operating revenues were $\$ 851$ million, a 17 percent increase over the prior year quarter, reflecting strong growth in its securities processing businesses. Global Investor Services, Chase's custody business, experienced a 28 percent rise in operating revenues in the first quarter from the same period a year ago. Total assets under custody grew 17 percent during the first quarter, with cross-border assets under custody increasing 33 percent. Operating revenues at Capital Markets Fiduciary Services, Chase's institutional trust business, increased 28 percent for the quarter, reflecting continued growth through expansion into new markets. Cash operating earnings for Global Services increased 39 percent to $\$ 151$ million from the first quarter of 1999. Shareholder value added was $\$ 62$ million, an increase of 377 percent over the prior year quarter.

Chase is the largest global custodian, with $\$ 5.7$ trillion in assets under custody worldwide, and has a leadership franchise in processing and information services for financial and banking markets with a global client base of financial institutions, large and middle market corporations, and governments. Global Services is ranked number one in U.S. dollar funds transfers worldwide, Fedwire, ACH and CHIPS volume, and is number one in trust, agency and other fiduciary products for publicly traded and privately placed debt.

| NATIONAL CONSUMER SERVICES |  | First Quarter |  |
| :---: | :---: | :---: | :---: |
| (dollars in millions) | 2000 | O(U)1Q99 | O(U)4Q1999 |
| Operating Revenues | \$2,396 | 0\% | (5)\% |
| Cash Operating Earnings | 348 | (12) | (19) |
| Shareholder Value Added | 76 | (46) | (52) |
| Cash Return on Common Equity | 16.7\% | (360) bp | (400) bp |

Operating revenues of $\$ 2.4$ billion for National Consumer Services were flat when compared to the first quarter of 1999. Cash operating earnings declined 12 percent from the same period a year ago. Strong results in regional banking, middle market banking, and the retail investment business, plus solid performance in mortgage finance was not enough to offset pressures on credit card margins due to rising interest rates, and a $\$ 100$ million increase in auto lease residual losses, which is accounted for as a reduction in net interest income.

- Cash operating earnings for cardmember services decreased seven percent in the first quarter. Revenues declined four percent reflecting reduced net interest spreads due to rising interest rates, and a lower level of late and overlimit fees, partly offset by higher consumer purchase volume. Credit quality improved driven by lower bankruptcy filings, while expenses were higher due to investments in e-commerce and technology.
- Home finance revenues increased to $\$ 324$ million, a 17 percent increase from first quarter of 1999, and cash operating earnings rose four percent, primarily as a result of growth in mortgage servicing balances and margins, home equity originations, insurance revenue and mortgage portfolio levels. Offsetting these positive factors was the impact of rising interest rates that led to significant declines in mortgage production volumes and secondary marketing sales, and higher reported expenses as a result of a smaller percentage of costs allocated to the loan origination process.
- Revenues from diversified consumer services were $\$ 193$ million in the first quarter, down 24 percent from the same 1999 quarter, due mainly to a \$100 million increase in auto lease residual losses. This increase addressed exposure to potential losses on future lease terminations as a result of a decline in the market value of leased autos. Separately, revenue growth at Brown \& Co., Chase's online trading business, increased 67 percent to $\$ 60$ million, compared with $\$ 36$ million from the first quarter a year ago. Brown \& Co. averaged over 55,000 trades per day during the first quarter of 2000 versus 31,000 trades per day during the same period in 1999. Revenues in the rest of the retail investment business increased 17 percent to $\$ 62$ million, compared to $\$ 53$ million in the same quarter last year.
- Regional banking group revenues were $\$ 626$ million, a 10 percent increase from the first quarter of 1999. Cash operating earnings grew by 24 percent over the same period reflecting significantly higher deposit volumes, particularly in the small business sector, the benefit from higher interest rates, and growth in banking fees.
- Middle Market revenues were $\$ 268$ million, up 10 percent from the first quarter of 1999. Cash operating earnings increased 26 percent over the prior year quarter. The results reflect growth in financing and new business activity, along with disciplined expense management.
million in the first quarter of 2000, down from $\$ 810$ million in the fourth quarter of 1999 and down from $\$ 649$ million from the first quarter of 1999. Consumer net charge-offs, on a managed basis, were $\$ 524$ million, compared with $\$ 523$ million in the fourth quarter of 1999 and $\$ 562$ million in the first quarter of 1999, primarily reflecting a decline in the 2000 first quarter in the credit card net charge-off ratio to 5.41 percent. Commercial net charge-offs in the first quarter of 2000 were $\$ 72$ million, compared with $\$ 287$ million in the fourth quarter of 1999 and $\$ 87$ million in the first quarter of 1999. For the first quarter of 2000, total net charge-offs on a reported basis were $\$ 342$ million and the provision for loan losses was $\$ 342$ million. The allowance for loan losses remained at $\$ 3.46$ billion at the end of the first quarter, unchanged from year-end. Nonperforming assets at March 31, 2000 were $\$ 1.70$ billion compared with $\$ 1.80$ billion at December 31, 1999 and $\$ 1.67$ billion at March 31, 1999.
- Total operating noninterest expenses increased 19 percent to $\$ 3.49$ billion in the first quarter of 2000, reflecting higher incentives related to revenue increases in global banking businesses and to the acquisition of Hambrecht \& Quist in the fourth quarter of 1999. On a proforma basis, if Chase had owned Hambrecht \& Quist for all of 1999, expense growth would have been 14 percent.
- Total assets at March 31, 2000 were $\$ 391$ billion compared with $\$ 406$ billion at December 31, 1999 and $\$ 361$ billion a year ago. While the company repurchased approximately $\$ 675$ million, net, in common stock during the first quarter, the estimated Tier 1 capital ratio increased to 8.5 percent at March 31, 2000, compared with 8.4 percent at December 31, 1999 and 8.4 percent at March 31, 1999.
- Operating results (revenues, expenses and earnings) exclude the impact of credit card securitizations, restructuring costs and special items.
- During the first quarter, Chase announced that its Board of Directors approved a 17 percent increase in the quarterly common stock dividend to \$0.48, or $\$ 1.92$ on an annual basis. The increase will be effective for the dividend payable on April 30, 2000 to stockholders of record at the close of business on April 6, 2000.
- In addition, the Board of Directors also approved a three-for-two stock split, subject to shareholder approval at the corporation's annual meeting on May 16, 2000. If approved by the shareholders, the record date for the split will be May 17, 2000 and the additional shares issued as a result of the split will be distributed on June 9, 2000.
- On April 11, Chase announced that it had agreed to terms for an offer for Robert Fleming Holdings Ltd. After the expected receipt of proceeds of $\$ 780$ million from the sale of Fleming's interest in its joint venture with T. Rowe Price Associates, Inc., Chase's cost for the Fleming acquisition will be approximately $\$ 6.9$ billion, of which approximately $\$ 3.6$ billion will be in Chase common stock. Fleming is a global asset management and investment banking group, based in London, with approximately $\$ 100$ billion in assets under management and research coverage and trading activities in over 40 countries. The transaction, which is recommended by the Board of Flemings, is expected to be completed in three to four months. Following its acquisition, the company will be called Chase Flemings.

The Chase Manhattan Corporation (www.chase.com) is a premier global financial services firm with assets in excess of $\$ 390$ billion. Chase combines the best of commercial and investment banking, offers world-class information and transaction processing services, and has a leading U.S. consumer franchise that serves 32 million customers. Through its newly formed business unit Chase.com, Chase is successfully creating innovative business models for the New Economy. Chase, with offices in more than 45 countries, has a presence in all of the principal financial centers around the world. A live audio webcast of Chase's first quarter analyst presentation will be available in the investor relations site of www.chase.com at 11 a.m. on April 19, 2000.

This press release contains forward-looking statements. Those statements are based on management's current expectations or beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. For a discussion of certain factors that could cause actual results to differ materially from those described in the forward-looking statements, please refer to Chase's filings with the Securities and Exchange Commission, particularly the section entitled "Important Factors that may Affect Future Results" in Chase's Annual Report on Form 10-K for the year ended December 31, 1999.


OPERATING BASIS (a)



## AS REPORTED BASIS

Revenue
Noninterest Expense
Provision for Loan Losses
Net Income

| $\$ 5,925$ | $\$ 5,144$ | $15 \%$ |
| ---: | ---: | ---: |
| 3,490 | 2,945 | $19 \%$ |
| 342 | 381 | $(10 \%)$ |
| $\$ 1,360$ | $\$ 1,173$ | $16 \%$ |
|  |  |  |
| $\$ 1.65$ | $\$ 1.37$ | $20 \%$ |
| 1.59 | 1.32 | $20 \%$ |
| 0.48 | 0.41 | $17 \%$ |
| 87.19 | 81.38 | $7 \%$ |
| 27.96 | 26.32 | $6 \%$ |

Share Price at Period End
Book Value at Period End
27.

Common Shares Outstanding:
Average Common Shares:

> Basic
> Diluted

Common Shares at Period End
813
843.9 ,

Performance Ratios:
Return on Average Total Assets (c)
Return on Average Common Equity (c)
Selected Balance Sheet Items at Period End:
Loans
Total Assets
Deposits
\$ 175,457 \$ 172,849
843.6
(4\%)
871.9
(3\%)

Total Stockholders' Equity
$\begin{array}{ll}391,484 & 361,258 \\ 211,661 & 207,641\end{array}$

Capital Ratios:
Tier I Capital Ratio $8.5 \quad \%(f) \quad 8$
Total Capital Ratio

| 12.2 | $(f)$ | 12.2 |
| ---: | :--- | ---: |
| 6.6 | (f) | 6.6 |

(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 page 11.
(b) Includes provision for loan losses and credit costs related to the securitized credit card portfolio.
(c) Based on annualized amounts.
 special items and costs associated with the REIT).
(e) Excludes the impact of credit card securitizations.
(f) Estimated

Unaudited

THE CHASE MANHATTAN CORPORATION
LINES OF BUSINESS RESULTS
(in millions, except ratios)

| Global Bank |  |  | National Consumer Services |  |  | Global Services |  |  | Total (a) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 | Over/ <br> (Under) | 1999 | 2000 | Over/ <br> (Under) | $1999$ | 2000 | Over/ <br> (Under) | $1999$ | 2000 | Over/ (Under) | 1999 |
| \$ 3,018 | \$ 629 | 26\% | \$ 2,396 | \$ (8) | - \% | \$ 851 | \$ 125 | 17\% | \$ 6,179 | \$ 766 | 14\% |
| 922 | 143 | 18 | 311 | (43) | (12) | 136 | 42 | 45 | 1,360 | 187 | 16 |
| 942 | 153 | 19 | 348 | (48) | (12) | 151 | 42 | 39 | 1,445 | 199 | 16 |
| 15,465 | 2,334 | 18 | 8,279 | 513 | 7 | 2,724 | (217) | (7) | 22,518 | (174) | (1) |
| 248,976 | 15,287 | 7 | 140, 845 | 15,409 | 12 | 15,857 | $(1,097)$ | (6) | 409,368 | 24,452 | 6 |
| A) 432 | 74 | 21 | 76 | (65) | (46) | 62 | 49 | 377 | 701 | 200 | 40 |
| 24.2\% |  | 10bp | 16.7\% |  | (360) bp | 22.1\% |  | 740bp | 25.5\% |  | 360bp |
| 48 |  | 400 | 54 |  | 400 | 72 |  | (400) | 55 |  | 200 |

GLOBAL BANK
KEY FINANCIAL MEASURES

(c) For the 1999 first quarter, Global Investment Banking operating revenues were $\$ 226$ million, cash operating earnings were $\$ 2$ million and the cash overhead ratio was $98 \%$.
national consumer services
KEY FINANCIAL MEASURES

Chase Cardmember Services
Regional Banking Group
Chase Home Finance
Diversified Consumer Services
Middle Markets
Other NCS
Totals

First Quarter 2000

| First Quarter 2000 |  |  | Over/(Under) 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenues | Cash <br> Operating Earnings | Cash Overhead Ratio | Operating Revenues | Cash <br> Operating Earnings | Cash <br> Overhead Ratio |
| \$ 944 | \$ 107 | 36\% | (4)\% | (7)\% | 200bp |
| 626 | 118 | 66 | 10 | 24 | (400) |
| 324 | 70 | 62 | 17 | 4 | 300 |
| 193 | (9) | 80 | (24) | (124) | 2,500 |
| 268 | 63 | 54 | 10 | 26 | (500) |
| 41 | (1) | NM | NM | NM | NM |
| \$ 2,396 | \$ 348 | 54\% | - \% | (12)\% | 400bp |

Note: SVA is Chase's primary measure of business unit performance. SVA represents operating earnings excluding the impact of amortization of goodwill and certain other intangibles (i.e., cash operating earnings), minus preferred dividends and an explicit charge for capital.
(a) Total column includes Support Units (Chase.com, Chase Business Services and Technology Solutions) and the effects remaining at the Corporate level after the implementation of management accounting policies.
(b) Excludes the impact of credit card securitizations.

NM - Not meaningful
bp - basis points
Unaudited

|  | First Quarter |  | $\begin{gathered} \% \\ \text { Over/(Under) } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1999 |
| INTEREST INCOME |  |  |  |
| Loans | \$ 3,480 | \$ 3,209 |  |
| Securities | 933 | 835 |  |
| Trading Assets | 416 | 418 |  |
| Federal Funds Sold and Securities Purchased Under Resale Agreements | 446 | 381 |  |
| Deposits with Banks | 134 | 184 |  |
| Total Interest Income | 5,409 | 5,027 |  |
| INTEREST EXPENSE |  |  |  |
| Deposits | 1,965 | 1,598 |  |
| Short-Term and Other Borrowings | 1,129 | 914 |  |
| Long-Term Debt | 354 | 311 |  |
| Total Interest Expense | 3,448 | 2,823 |  |
| NET INTEREST INCOME | 1,961 | 2,204 | (11\%) |
| Provision for Loan Losses | 342 | 381 | (10\%) |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES | 1,619 | 1,823 | (11\%) |
| NONINTEREST REVENUE |  |  |  |
| Investment Banking Fees | 648 | 317 | 104\% |
| Trust, Custody and Investment Management Fees | 509 | 414 | 23\% |
| Credit Card Revenue | 397 | 379 | 5\% |
| Fees for Other Financial Services | 731 | 553 | 32\% |
| Trading Revenue | 1,021 | 618 | 65\% |
| Securities Gains | 14 | 156 | (91\%) |
| Private Equity Gains | 500 | 325 | 54\% |
| Other Revenue | 144 | 178 | (19\%) |
| Total Noninterest Revenue | 3,964 | 2,940 | 35\% |
| NONINTEREST EXPENSE |  |  |  |
| Salaries | 1,753 | 1,384 | 27\% |
| Employee Benefits | 287 | 255 | 13\% |
| Occupancy Expense | 226 | 218 | 4\% |
| Equipment Expense | 285 | 243 | 17\% |
| Other Expense | 939 | 845 | 11\% |
| Total Noninterest Expense | 3,490 | 2,945 | 19\% |
| INCOME BEFORE INCOME TAX EXPENSE | 2,093 | 1,818 | 15\% |
| Income Tax Expense | 733 | 645 | 14\% |
| NET INCOME | \$ 1,360 | \$ 1,173 | 16\% |
| NET INCOME APPLICABLE TO COMMON STOCK | \$====== | ======== | 16\% |
| NET INCOME PER COMmon Share: |  |  |  |
| Basic <br> Diluted | \$ 1.65 $\$ 1.59$ | \$ 1.37 $\$ 1.32$ | $20 \%$ $20 \%$ |

[^0]

## NONINTEREST EXPENSE

## Other Expense:

| Professional Services | \$ 171 | \$ 162 | 6\% |
| :---: | :---: | :---: | :---: |
| Marketing Expense | 100 | 114 | (12\%) |
| Telecommunications | 105 | 91 | 15\% |
| Amortization of Intangibles | 85 | 73 | 16\% |
| Travel and Entertainment | 62 | 50 | 24\% |
| Minority Interest (b) | 12 | 13 | (8\%) |
| Foreclosed Property Expense | -- | 5 | NM |
| All Other | 404 | 337 | 20\% |
| Total | \$ 939 | \$ 845 | 11\% |

(a) Trading-related revenue includes net interest income attributable to trading activities.
(b) Includes REIT minority interest of $\$ 11$ million in each quarter.

NM - Not meaningful
Unaudited

|  | FIRST QUARTER 2000 |  |  |  |  | FIRST QUARTER 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | REPORTED RESULTS <br> (a) | CREDIT CARD (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS | REPORTED RESULTS (a) | CREDIT <br> CARD <br> (b) | SPECIAL ITEMS <br> (c) | OPERATING BASIS |
| EARNINGS |  |  |  |  |  |  |  |  |  |
| Market-Sensitive Revenue | \$ | 2,207 | \$ - | \$ | \$ 2,207 | \$ 1,635 | \$ - | \$ | \$ 1, 635 |
| Less Market-Sensitive Revenue |  | 3,718 | 254 | - | 3,972 | 3,509 | 269 | - | 3,778 |
| Total Revenue |  | 5,925 | 254 | - | 6,179 | 5,144 | 269 | - | 5,413 |
| Noninterest Expense |  | 3,490 | - | - | 3,490 | 2,945 | - | - | 2,945 |
| Operating Margin |  | 2,435 | 254 | - | 2,689 | 2,199 | 269 | - | 2,468 |
| Credit Costs |  | 342 | 254 | - | 596 | 381 | 269 | - | 650 |
| Income Before Income Tax Expense |  | 2,093 | - | - | 2,093 | 1,818 | - | - | 1,818 |
| Tax Expense |  | 733 | - | - | 733 | 645 | - | - | 645 |
| Net Income |  | 1,360 | \$ - | \$ | \$ 1,360 | \$ 1,173 |  | \$ | \$ 1,173 |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |  |
| Basic |  | \$ 1.65 |  |  | \$ 1.65 | \$ 1.37 |  |  | \$ 1.37 |
| Diluted |  | \$ 1.59 |  |  | \$ 1.59 | \$ 1.32 |  |  | \$ 1.32 |

(a) Represent results as reported in Chase's financial statements. The only exception is that revenues are categorized between market-sensitive and less market-sensitive revenues. Market-sensitive revenue includes investment banking fees, trading-related revenue (including trading-related net interest income), securities gains and private equity gains.
(b) This column excludes the impact of credit card securitizations. For securitized receivables, amounts that previously would have been reported as net interest income and as provision for loan losses are instead reported as components of noninterest revenue. (c) Includes restructuring costs and special items. There were no restructuring costs or special items in either quarter.

| March 31, |  |
| :---: | :---: |
| 2000 | 1999 |


| \$ 16,258 | \$ 18,306 | (11\%) |
| :---: | :---: | :---: |
| 2,992 | 3,437 | (13\%) |
| 28,469 | 24,867 | 14\% |
| 32,352 | 27,572 | 17\% |
| 31,064 | 28,362 | 10\% |
| 63,475 | 56,613 | 12\% |
| 172,000 | 169,297 | 2\% |
| 44,874 | 32,804 | 37\% |
| \$ 391,484 | \$ 361, 258 | 8\% |

## LIABILITIES

Deposits:
Domestic:
Noninterest-Bearing
Interest-Bearing
Foreign:
Noninterest-Bearing
Interest-Bearing
Total Deposits
Federal Funds Purchased and Securities
Sold Under Repurchase Agreements
Commercial Paper
Other Borrowed Funds
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities, Including
the Allowance for Credit Losses of \$170 in 2000 and 1999
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

| 928 |  | 1,028 |
| :---: | :---: | :---: |
| 882 |  | 882 |
| 9,323 |  | 9,542 |
| 18,494 |  | 14,351 |
| $(1,369)$ |  | (99) |
| $(4,285)$ |  | $(2,436)$ |
| 23,973 |  | 23,268 |
| \$ 391,484 | \$ | 361,258 |

Capital Surplus

| $\$ 49,014$ | $\$ 47,380$ |
| ---: | ---: |
| 79,427 | 81,885 |
| 4,920 | 4,221 |
| 78,300 | 74,155 |
| 211,661 | 207,641 |
|  |  |
| 64,879 | 51,116 |
| 6,297 | 4,965 |
| 6,131 | 5,982 |
| 36,855 | 35,675 |
|  |  |
| 17,960 | 13,695 |
| 20,640 | 16,178 |
|  |  |
| 2,538 | 2,188 |
| --------1 |  |

TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY AND STOCKHOLDERS' EQUITY

NM - Not meaningful
Unaudited

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Preferred Stock |  |  |
| Balance at Beginning and End of Period | \$ 928 | \$ 1, 028 |
| Common Stock |  |  |
| Balance at Beginning and End of Period | \$ 882 | \$ 882 |
| Capital Surplus |  |  |
| Balance at Beginning of Year | \$ 9,714 | \$ 9,836 |
| Shares Issued and Commitments to Issue Common Stock for Employee Stock-Based Awards and Related Tax Effects | (391) | (294) |
| Balance at End of Period | \$ 9,323 | \$ 9,542 |
| Retained Earnings |  |  |
| Balance at Beginning of Year | \$ 17,547 | \$ 13,544 |
| Net Income | 1,360 | 1,173 |
| Cash Dividends Declared: |  |  |
| Preferred Stock | (16) | (18) |
| Common Stock | (397) | (348) |
| Balance at End of Period | \$ 18,494 | \$ 14,351 |
| Accumulated Other Comprehensive Loss |  |  |
| Balance at Beginning of Year | \$(1,454) | \$ 392 |
| Other Comprehensive Income (Loss) | 85 | (491) |
| Balance at End of Period | \$(1,369) | \$ (99) |
| Treasury Stock, at Cost |  |  |
| Balance at Beginning of Year | \$(4,000) | \$ $(1,844)$ |
| Purchase of Treasury Stock | $(1,072)$ | $(1,661)$ |
| Reissuance of Treasury Stock | 787 | 1,069 |
| Balance at End of Period | \$ 4,285$)$ | \$ 2,436 ) |
| Total Stockholders' Equity | \$ 23,973 | \$ 23, 268 |
| Comprehensive Income |  |  |
| Net Income | \$ 1,360 | \$ 1,173 |
| Other Comprehensive Income (Loss) | 85 | (491) |
| Comprehensive Income | \$ 1,445 | \$ 682 |



|  | First | Quarter | $\stackrel{\%}{\text { Over/(Under) }}$ |
| :---: | :---: | :---: | :---: |
| Net Charge-Offs | 2000 | 1999 | 1999 |
| CONSUMER LOANS |  |  |  |
| Domestic Consumer: |  |  |  |
| 1-4 Family Residential Mortgages | \$ 9 | \$ 1 | NM |
| Credit Card - Reported | 188 | 216 | (13\%) |
| Credit Card Securitizations (b) | 254 | 269 | (6\%) |
| Credit Card - Managed | 442 | 485 | (9\%) |
| Auto Financings | 21 | 19 | 11\% |
| Other Consumer | 43 | 48 | (10\%) |
| Total Domestic Consumer | 515 | 553 | (7\%) |
| Total Foreign Consumer | 9 | 9 | -- |
| Total Consumer Loans | 524 | 562 | (7\%) |
| COMMERCIAL LOANS |  |  |  |
| Domestic Commercial: |  |  |  |
| Commercial and Industrial | 44 | 45 | (2\%) |
| Commercial Real Estate | (2) | (9) | NM |
| Total Domestic Commercial | 42 | 36 | 17\% |
| Total Foreign Commercial | 30 | 51 | (41\%) |
| Total Commercial Loans | 72 | 87 | (17\%) |
| Total Managed Net Charge-offs | \$ 596 | \$ 649 | (8\%) |

(a) Includes currently performing loans placed on a cash basis because of concerns as to collectibility.
(b) Represents the portion of Chase's credit card receivables that have been securitized.

NM - Not meaningful
Unaudited

```
MANAGED CREDIT CARD PORTFOLIO *
```


## (in millions, except ratios)

| Average Credit Card Receivables | \$33, 290 | \$32, 093 |
| :---: | :---: | :---: |
| Past Due 90 Days or More and Accruing | \$ 585 | \$ 627 |
| As a Percentage of Average Credit Card Receivables | 1.76\% | 1.95\% |
| Net Charge-offs | \$ 450 | \$ 490 |
| As a Percentage of Average Credit Card Receivables | 5.41\% | 6.11\% |

* Includes domestic and international consumer and commercial activity

THE CHASE MANHATTAN CORPORATION
CONDENSED AVERAGE CONSOLIDATED BALANCE SHEET, INTEREST AND RATES
(Taxable-Equivalent Interest and Rates; in millions)

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

|  | March 31, 2000 |  | December 31, 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value | Cost | Carrying Value | Cost |
| Total Public Securities (181 companies) | \$ 2,963 | \$ 725 | \$ 2,735 | \$ 741 |
| Total Private Direct Investments (800 companies) | 5,279 | 5,404 | 4,275 | 4,406 |
| Total Private Fund Investments (357 funds) | 2,190 | 2,192 | 1,881 | 1,899 |
| Total Investment Portfolio | \$ 10, 432 | \$ 8,321 | \$ 8,891 | \$ 7,046 |



*     - Publicly traded positions only.
** - Owned through a limited partnership.


## Policy:

Public securities held by Chase Capital Partners and Chase H\&Q are marked-to-market at the quoted public value less liquidity discounts, with the resulting unrealized gains/losses included in the income statement. Chase's valuation policy for public securities incorporates the use of these liquidity discounts and price averaging methodologies in certain circumstances to take into account the fact that Chase can not immediately realize such public quoted values due to the numerous regulatory, corporate and contractual sales restrictions. Private investments are carried at cost, with the exception of holdings in which a subsequent investment by an unaffiliated party indicates a valuation in excess of cost and holdings for which evidence of an other-than-temporary decline in value exists.


[^0]:    Unaudited

