## 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)

1. The Chase Manhattan Corporation (the "Corporation") reported on October 21, 1997 that fully diluted earnings per share before restructuring costs, rose to $\$ 2.26$ in the 1997 third quarter from \$1.83 in the third quarter of 1996. Net income on the same basis rose to $\$ 1,027$ million for the 1997 third quarter from $\$ 878$ million in the prior year period. Including merger-related restructuring costs, net income was $\$ 982$ million in the third quarter of 1997, versus $\$ 858$ million in the third quarter of 1996.
2. On October 21,1997, the Corporation announced that it agreed to purchase substantially all of The Bank of New York's credit card portfolio, totaling approximately 3.5 million accounts and approximately $\$ 4$ billion in outstandings. The acquisition is expected to be completed by year-end 1997.

Copies of the Corporation's press releases are attached as exhibits hereto. The press releases 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 the Corporation's actual results may differ materially from those set forth in such forward-looking statements. Factors that would affect the prospects of the Corporation's business are discussed in the Annual Report to Stockholders on Form 10-K for the year ended December 31,1996, to which reference is hereby made.

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

The following exhibits are filed with this Report:
Exhibit Number Description
99.1

Press Release - 1997 Third Quarter Earnings.
99.2 Press Release - Chase to Acquire Bank of New York's Credit Card Portfolio.

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

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

## EXHIBIT INDEX



THE CHASE MANHATTAN CORPORATION
270 Park Avenue
New York, NY 10017-2070
NEWS RELEASE

| Investor Contact: John Borden |  |
| ---: | ---: | ---: |
| $212-270-7318$ | Press Contacts: Kathleen Baum |
|  | $212-270-5089$ |
| For Immediate Release | John Stefans |
| $212-270-7438$ |  |

CHASE'S EARNINGS PER SHARE UP 23 PERCENT IN THIRD QUARTER

New York, October 21, 1997 -- The Chase Manhattan Corporation (NYSE:CMB) today reported that fully diluted earnings per share before restructuring costs rose to $\$ 2.26$ from $\$ 1.83$ in the third quarter of 1996 . Net income on the same basis rose to $\$ 1,027$ million from $\$ 878$ million in the prior year quarter. Including merger-related restructuring costs, net income was $\$ 982$ million, versus $\$ 858$ million in the third quarter of 1996.

THIRD QUARTER HIGHLIGHTS

- Revenue on a managed basis rose 15 percent, with double-digit growth in a range of businesses including consumer credit, asset management and private banking, operating services, trading and investment banking.
- Total noninterest expenses, before merger-related restructuring costs, rose 13 percent, including $\$ 85$ million related to the accelerated vesting of stock-based incentive awards.
- Return on average common stockholders' equity rose to 21 percent, from 18 percent in the third quarter of 1996.
- The efficiency ratio improved to 53 percent, on an operating basis excluding the $\$ 85$ million charge mentioned above.
"It was another excellent quarter for Chase with strong revenue and bottom line results validating the power of our franchise across both wholesale and consumer businesses," said Walter V. Shipley, chairman and chief executive officer.

THIRD QUARTER LINE OF BUSINESS RESULTS

## Global Wholesale Banking

Operating net income from Global Wholesale Banking rose 50 percent to $\$ 736$ million, as total revenues increased 23 percent.

Net income from Chase's global markets businesses rose 32 percent, spurred by a second consecutive quarter of record trading results. Total trading revenues were $\$ 678$ million, including $\$ 173$ million of trading related net interest income. Chase's market-making and client-driven activities continued to benefit from increasing demand and a positive trading environment. Revenues from foreign exchange, emerging market activities and derivatives were particularly strong.

Corporate finance and loan syndication fees of $\$ 308$ million surpassed record second quarter 1997 levels and were 30 percent higher than in the third quarter of 1996. Investment banking deal flow continued to be robust, reflecting market share gains in high-yield and investment-grade underwriting and higher levels of corporate finance activities outside the United States.

Net income from global operating services rose 61 percent, as revenues increased by 13 percent and expenses remained flat. Global investor services and global trust saw particularly vibrant revenue growth, reflecting new business and higher levels of assets under trust and custody.

Net income from global asset management and private banking rose 59 percent. Revenues grew 22 percent, reflecting an increased volume of global banking transactions for private banking clients and higher levels of client assets.

Equity-related investment revenues of $\$ 243$ million rose substantially from year-ago levels, reflecting gains in Chase's $\$ 3.2$ billion portfolio, as market conditions continued to favor corporate mergers and small cap stocks.

Regional and Nationwide Consumer Banking
Operating net income from Regional and Nationwide Consumer Banking rose 12 percent to $\$ 387$ million, driven by a nine percent rise in revenues.

Credit card revenues rose 15 percent as average managed receivables increased by 13 percent, reflecting growth in both the core portfolio and from co-branded initiatives. Net income was $\$ 86$ million, significantly higher than 1997 second quarter levels, and up six percent from the third quarter of 1996. Credit card charge-offs declined from second quarter levels, reflecting the improvement in credit card loss ratios and delinquency rates.

Net income from mortgage banking rose 46 percent, reflecting continuing benefits from the reengineering of Chase's mortgage origination business. Both loan origination and mortgage servicing levels increased, boosting revenues by 15 percent.

National consumer finance revenues increased by 13 percent, with solid growth in both Chase auto finance and other consumer credit activities. Average managed auto finance receivables rose 15 percent from 1996 third quarter levels.

Net income for tri-state regional banking, which includes retail payment and investments and middle market banking, increased by 18 percent, reflecting modest revenue growth and the benefits of ongoing productivity and efficiency initiatives.

Texas Commerce Bank's net income rose by 17 percent, with higher loan volumes and fee-based activities contributing to an 11 percent increase in revenues.

THIRD QUARTER FINANCIAL INFORMATION
Asset Quality
The provision for credit losses was $\$ 190$ million, compared with $\$ 220$ million in the third quarter of 1996.

Total managed consumer net charge-offs in the third quarter of 1997 were $\$ 442$ million, of which $\$ 196$ million were related to assets retained on the balance sheet. That compared with net charge-offs of $\$ 354$ million in the third quarter of 1996 , of which $\$ 210$ million were related to retained assets.

Managed credit card net charge-offs were 5.57 percent of average managed receivables, down from their peak of 5.99 percent in the second quarter. Managed credit card net charge-offs in the third quarter of 1996 were 4.95 percent.

Total domestic commercial net charge-offs were $\$ 1$ million in the third quarter of 1997 compared with total net charge-offs of $\$ 2$ million in the third quarter of 1996.

Nonperforming assets, at September 30, 1997, were \$1,036 million, compared with $\$ 1,106$ million on June 30, 1997, and $\$ 1,517$ million on September 30, 1996.

Total noninterest operating expense rose to $\$ 2,488$ in the third quarter of 1997. The quarter included incremental merger savings of $\$ 130$ million, which were offset by investment spending and increased incentives related to higher revenues. The quarter also included $\$ 85$ million of expenses related to the accelerated vesting of stock-based incentive awards, and restructuring expenses of $\$ 71$ million.

During the 1997 third quarter, Chase purchased approximately 7.0 million common shares as part of a stock repurchase plan announced in October of 1996. Chase reissued approximately 4.3 million treasury shares under its employee benefit plans, resulting in a net repurchase of 2.7 million shares (\$348 million) of its common stock.

The Adoption of New Market Risk Capital Guidelines
During the third quarter, Chase elected early adoption of the Federal Reserve Board's new guidelines for incorporating market risk in the calculation of risk adjusted capital. These guidelines incorporate the use of internal models to measure market risk. In addition, the capital and assets of Chase Securities Inc. are included in the calculation of risk-based capital ratios at the holding company level.

At September 30, 1997, Chase's estimated Tier 1 and total risk-based capital ratios were 7.8 percent and 11.6 percent, respectively, and its leverage ratio was 6.1 percent.

CHASE'S NEWS RELEASES AND QUARTERLY FINANCIAL RESULTS ARE AVAILABLE ON THE INTERNET AT www.Chase.com.
(IN MILLIONS, EXCEPT PER SHARE DATA)

## EARNINGS:

Income Before Restructuring Costs Restructuring Costs (After-Tax) (b)

Net Income
Net Income Applicable to Common Stock

## INCOME PER COMMON SHARE

Primary:
Income Before Restructuring Costs
Restructuring Costs (After-Tax) (b)
Net Income

Assuming Full Dilution:
Income Before Restructuring Costs Restructuring Costs (After-Tax) (b)

Net Income

PER COMMON SHARE:
Book Value at September 30,
Market Value at September 30,
Common Stock Dividends Declared (c)
COMMON SHARES OUTSTANDING:
Average Common and Common Equivalent Shares
Average Common Shares Assuming Full Dilution Common Shares at Period End

PERFORMANCE RATIOS: (AVERAGE BALANCES) (d)
Income Before Restructuring Costs:
Return on Assets
Return on Common Stockholders' Equity
Return on Total Stockholders' Equity
Net Income:
Return on Assets
Return on Common Stockholders' Equity
Return on Total Stockholders' Equity
Efficiency Ratio (e)
Efficiency Ratio - Excluding Securitizations (e)

| $20.56 \%$ | $18.35 \%$ |
| ---: | ---: |
| $19.40 \%$ | $17.04 \%$ |
|  |  |
| $1.08 \%$ | $1.06 \%$ |
| $19.63 \%$ | $17.90 \%$ |
| $18.55 \%$ | $16.65 \%$ |
| $57 \%$ | $58 \%$ |
| $53 \%$ | $56 \%$ |


| $1.13 \%$ | $1.13 \%$ |
| ---: | ---: |
| $20.11 \%$ | $18.96 \%$ |
| $18.77 \%$ | $17.57 \%$ |
|  |  |
| $1.08 \%$ | $0.68 \%$ |
| $19.33 \%$ | $10.99 \%$ |
| $18.08 \%$ | $10.63 \%$ |
| $57 \%$ | $59 \%$ |
| $54 \%$ | $57 \%$ |
|  |  |
|  |  |
| $5.3 \%$ | $5.7 \%$ |
| $5.8 \%$ | $6.6 \%$ |
| $6.1 \%$ (f) | $7.0 \%$ |
| $7.8 \%$ (f)* | $8.4 \%$ |
| $11.6 \%$ (f)* | $12.2 \%$ |
|  |  |
| 68,396 |  |
|  |  |
|  |  |
|  |  |

CAPITAL RATIOS AT SEPTEMBER 30
Common Stockholders' Equity to Assets
Total Stockholders' Equity to Assets
Tier 1 Leverage
Risk-Based Capital
Tier 1 (4.0\% required)
Total (8.0\% required)
FULL-TIME EQUIVALENT EMPLOYEES AT SEPTEMBER 30

NINE MONTHS ENDED SEPTEMBER 30

| 1997 | 1996 |
| :---: | :---: |


\$ 5.66 (a)
\$ 3.28


| $\$$ | 46.19 | $\$$ | 42.03 | $\$$ | 46.19 | $\$$ | 42.03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 118.00 | $\$$ | 80.13 | $\$$ | 118.00 | $\$$ | 80.13 |
| $\$$ | 0.62 | $\$$ | 0.56 | $\$$ | 1.86 | $\$$ | 1.68 |
|  |  |  |  |  |  |  |  |
|  | 433.6 |  | 447.2 |  | 436.5 |  | 446.0 |
|  | 436.3 |  | 450.5 |  | 442.2 | 452.3 |  |
|  | 420.6 |  | 439.9 |  | 420.6 | 439.9 |  |


| THREE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: |
| 1997 | 1996 |


| \$ | 1,027 | \$ | 878 |
| :---: | :---: | :---: | :---: |
|  | (45) |  | (20) |
| \$ | 982 | \$ | 858 |
| \$ | 941 | \$ | 803 |


| \$ | $\begin{gathered} 2.27 \\ (0.10) \end{gathered}$ | \$ | $\begin{gathered} 1.85 \\ (0.05) \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ | 2.17 | \$ | 1.80 |
| \$ | 2.26 | \$ | 1.83 |
|  | (0.10) |  | (0.05) |
| \$ | 2.16 | \$ | 1.78 |


| \$ | 6.40 |
| :---: | :---: |
|  | (0.24) |
| \$ | 6.16 |
| \$ | 6.32 |
|  | (0.24) |
| \$ | 6.08 |

452.3 $420.6 \quad 439.9$
(a) Includes nonrecurring items which had a $\$ 70$ million net favorable impact on net income. Excluding these items, net income was $\$ 2,615$ million, primary earnings per share was $\$ 5.50$, fully-diluted earnings per share was $\$ 5.42$ and return on common stockholders' equity was 18.43\%.
(b) Reflects merger-related restructuring charge of $\$ 1,022$ million, after-tax, which was recorded on March 31, 1996. In addition, after-tax merger-related expenses were incurred and recognized under an existing accounting pronouncement ( $\$ 45$ million in the third quarter of 1997 and $\$ 108$ million in the first nine months of 1997 , compared with $\$ 20$ million and $\$ 38$ million, respectively, for the prior year's periods).
(c) The Corporation increased its quarterly common stock dividend to $\$ 0.62$ per share, from \$0.56 per share, in the first quarter of 1997.
(d) Performance ratios are based on annualized amounts.
(e) Excludes restructuring costs, foreclosed property expense, charges for accelerated vesting of stock-based incentive awards and nonrecurring items.
(f) During the third quarter, the Corporation elected early adoption of the Federal Reserve Board's new guidelines for calculating risk-adjusted capital. The guidelines incorporate a measure of market risk and now include the assets and off-balance sheet financial instruments of the Corporation's securities subsidiary, Chase Securities Inc., as well as the Corporation's investment in this subsidiary. Prior period ratios have not been restated.

INTEREST INCOME
Loans

| THREE MONTHS ENDED |  |  |
| :---: | :---: | :---: |
| $\begin{gathered} \text { SEPT. 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { JUNE 30, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { SEPT. 30, } \\ 1996 \end{gathered}$ |
| \$3, 271 | \$3, 082 | \$3, 042 |
| 720 | 735 | 690 |
| 732 | 705 | 482 |
| 623 | 697 | 549 |
| 149 | 114 | 112 |
| 5,495 | 5,333 | 4,875 |
| ----- | ------ | ----- |

INTEREST EXPENSE
Deposits
Short-Term and Other Borrowings
Long-Term Debt

Total Interest Expense

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


NONINTEREST REVENUE
Corporate Finance and Syndication Fee

| 308 | 283 | 237 |
| ---: | ---: | ---: |
| 338 | 321 | 295 |
| 304 | 248 | 277 |
| 94 | 95 | 97 |
| 411 | 392 | 393 |
| 505 | 491 | 343 |
| 58 | 30 | 34 |
| 243 | 179 | 112 |
| 102 | 119 | 111 |
| ----------- |  |  |
| 2,363 | 2,158 | 1,899 |
| ----- | ----- | ----- |

NONINTEREST EXPENSE
Salaries


NET INCOME PER COMMON SHARE:
Primary
Assuming Full Dilution

| $\$ 2.17$ | $\$ 2.00$ | $\$ 1.80$ |
| :--- | :--- | :--- |
| $=====$ | $=====$ | $=====$ |
| $\$ 2.16$ | $\$ 2.00$ | $\$ 1.78$ |
| $======$ | ===== | $=====$ |

(a) Includes $\$ 85$ million of costs for the accelerated vesting of stock-based incentive awards.
(b) Includes minority interest related to the issuance of preferred stock by a subsidiary ("Series A Preferred Shares") of \$11 million in each of the third and second quarters of 1997.

Certain amounts have been reclassified to conform to current presentation.

NINE MONTHS ENDED SEPTEMBER 30,

| SEPTEMBER 30, |  |
| :---: | :---: |
| 1997 | 1996 |

Securities

| \$ 9,465 | \$ 9,311 |
| :---: | :---: |
| 2,177 | 2,095 |
| 2,063 | 1,283 |
| 1,879 | 1,564 |
| 369 | 440 |
| 15,953 | 14,693 |

## INTEREST EXPENSE

Deposits

| 4,797 | 4,518 |
| :---: | :---: |
| 4,263 | 3,326 |
| 814 | 668 |
| 9,874 | 8,512 |
| 6,079 | 6,181 |
| 599 | 715 |
| 5,480 | 5,466 |

## NONINTEREST REVENUE

Corporate Finance and Syndication Fees

| 767 | 731 |
| :---: | :---: |
| 969 | 882 |
| 830 | 743 |
| 280 | 296 |
| 1,186 | 1,152 |
| 1,401 | 1,085 |
| 189 | 110 |
| 586 | 554 |
| 412 (b) | 180 |
| 6,620 | 5,733 |


| NONINTEREST EXPENSE |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries |  | 3,526 |  |  | 3,162 |  |
| Employee Benefits |  | 647 |  |  | 741 | (e) |
| Occupancy Expense |  | 574 |  |  | 632 |  |
| Equipment Expense |  | 575 |  |  | 544 |  |
| Foreclosed Property Expense |  | 9 |  |  | (15) |  |
| Other Expense |  | 2,076 |  |  | 1,963 |  |
| Total Noninterest Expense Before Restructuring Charge |  | 7,407 |  |  | 7,027 |  |
| Restructuring Charge and Expenses |  | 172 |  |  | 1,710 |  |
| Total Noninterest Expense |  | 7,579 |  |  | 8,737 |  |
| INCOME BEFORE INCOME TAX EXPENSE |  | 4,521 |  |  | 2,462 |  |
| Income Tax Expense |  | 1,687 |  |  | 837 | (f) |
| NET INCOME | \$ | 2,834 |  | \$ | 1,625 |  |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ | 2,687 |  | \$ | 1,461 |  |
| NET INCOME PER COMMON SHARE: |  |  |  |  |  |  |
| Primary | \$ | 6.16 |  | \$ | 3.28 |  |
| Assuming Full Dilution | \$ | 6.08 |  | \$ | 3.23 |  |

(a) Includes $\$ 54$ million of interest related to tax audit settlements.
(b) Includes $\$ 44$ million gain on the sale of a partially-owned foreign investment.
(c) Includes $\$ 60$ million loss on the sale of a building in Japan.
(d) Includes $\$ 135$ million of costs for the accelerated vesting of stock-based incentive awards.
(e) Includes $\$ 40$ million charge related to combining the Corporation's foreign retirement plans.
(f) Includes tax benefits related to the restructuring charge as well as aggregate tax benefits and refunds.

Certain amounts have been reclassified to conform to current presentation.

|  | THREE MONTHS ENDED |  |  |  |  |  | NINE MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { SEPT. 30, } \\ 1997 \end{gathered}$ |  | $\begin{aligned} & \text { JUNE 30, } \\ & 1997 \end{aligned}$ |  | $\begin{aligned} & \text { SEPT. 30, } \\ & 1996 \end{aligned}$ |  | $\begin{array}{ll}\text { SEPTEMBER } & 30, \\ 1997 & 1996\end{array}$ |  |  |  |
| FEES FOR OTHER FINANCIAL SERVICES: |  |  |  |  |  |  |  |  |  |  |
| Fees in Lieu of Compensating Balances | \$ | 81 | \$ | 74 | \$ | 75 | \$ | 236 | \$ | 223 |
| Commissions on Letters of Credit and |  |  |  |  |  |  |  |  |  |  |
| Acceptances |  | 78 |  | 74 |  | 81 |  | 224 |  | 252 |
| Mortgage Servicing Fees |  | 59 |  | 62 |  | 55 |  | 177 |  | 159 |
| Loan Commitment Fees |  | 30 |  | 29 |  | 32 |  | 86 |  | 92 |
| Other Fees |  | 163 |  | 153 |  | 150 |  | 463 |  | 426 |
| Total | \$ | 411 | \$ | 392 | \$ | 393 |  | 186 |  | 152 |
| trading-RELATED REVENUE: (a) |  |  |  |  |  |  |  |  |  |  |
| Interest Rate Contracts | \$ | 159 | \$ | 217 | \$ | 124 | \$ | 559 | \$ | 450 |
| Foreign Exchange Revenue |  | 228 |  | 175 |  | 108 |  | 572 |  | 341 |
| Debt Instruments and Other |  | 291 |  | 263 |  | 243 |  | 780 |  | 711 |
| Total | \$ | 678 | \$ | 655 | \$ | 475 |  | 911 |  | 502 |
| OTHER REVENUE: |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgage |  |  |  |  |  |  |  |  |  |  |
| Origination/Sales Activities | \$ | 37 | \$ | 30 | \$ | 15 | \$ | 98 | \$ | 41 |
| Net Losses on Emerging Markets |  |  |  |  |  |  |  |  |  |  |
| Securities Sales |  | -- |  | -- |  | -- |  | -- |  | (65) |
| Gain on Sale of Partially-owned |  |  |  |  |  |  |  |  |  |  |
| Foreign Investment |  | -- |  | -- |  | -- |  | 44 |  | -- |
| Loss on Sale of a Building in Japan |  | -- |  | -- |  | -- |  | -- |  | (60) |
| All Other Revenue |  | 65 |  | 89 |  | 96 |  | 270 |  | 264 |
| Total | \$ | 102 | \$ | 119 | \$ | 111 | \$ | 412 | \$ | 180 |

(a) Includes net interest income attributable to trading activities.

Certain amounts have been reclassified to conform to current presentation.

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

(a) Includes minority interest related to the Series A Preferred Shares of \$11 million in each of the third, second and first quarters of 1997.

ASSETS
Cash and Due from Banks
Deposits with Banks
Federal Funds Sold and Securities Purchased Under Resale Agreements
Trading Assets:
Debt and Equity Instruments
Risk Management Instruments
Securities:
Available-for-Sale
Held-to-Maturity
Loans (Net of Allowance for Loan Losses of \$3,462 in 1997 and $\$ 3,697$ in 1996)
Premises and Equipment
Due from Customers on Acceptances
Accrued Interest Receivable
Other Assets
TOTAL ASSETS

IABILITIES
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
Acceptances Outstanding
Trading Liabilities
Accounts Payable, Accrued Expenses and Other Liabilities
Long-Term Debt
Guaranteed Preferred Beneficial Interests in Corporation's
Junior Subordinated Deferrable Interest Debentures

## TOTAL LIABILITIES

PREFERRED STOCK OF SUBSIDIARY

STOCKHOLDERS' EQUITY
Preferred Stock
Common Stock
Capital Surplus
Retained Earnings
Net Unrealized Gain (Loss) on Securities Available-for-Sale, Net of Taxes
Treasury Stock, at Cost
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES, PREFERRED STOCK OF SUBSIDIARY
AND STOCKHOLDERS' EQUITY
$\$ \quad 39,131$
69,587
\$ 37,382
64,374
$\begin{array}{rr}3,777 & 3,591 \\ 69,293 & 59,695 \\ ---------- \\ 181,788 & 165,042\end{array}$
65,453 57,533
4,584 5,115
7,085 12,509

| 2,226 | 2,776 |
| ---: | ---: |
| 53,498 | 32,972 |

4,935 (a)
$\begin{array}{ll}13,899 & 12,379\end{array}$

| 1,390 (b) |  |
| :---: | :---: |
| 344, 858 | 300, 914 |
| 550 | 550 |


=========
4,433
26,586

26,883

42,477
3, 636
3,636
2,789
2,828
15,699
322,604

37,382
64,374
3,591
59,695
$--\cdots-$
65,042
57,533
5,115
12,509
2,776
32,972
12,588
12,379
--
-----
300,914
-----
550

| 1,740 | 2,650 |
| :---: | :---: |
| 441 | 440 |
| 10,357 | 10,444 |
| 10,526 | 8, 091 |
| 126 | (480) |
| $(2,024)$ | (5) |
| 21,166 | 21,140 |
| \$ 366,574 | \$ 322,604 |

(a) In accordance with a recently issued accounting pronouncement, the allowance for credit losses has been allocated into three components: a $\$ 3,462$ million allowance for loan losses, which is reported net in Loans; an allowance for credit losses on derivative and foreign exchange financial instruments of $\$ 75$ million, which is reported net in Trading Assets Risk Management Instruments; and an allowance for credit losses on letters of credit and guarantees of $\$ 170$ million, which is reported in Other Liabilities. Prior period amounts have not been reclassified due to immateriality.
(b) Reflects issuances, by subsidiaries of the Corporation, in the fourth quarter 1996 and first quarter 1997 of Capital Securities which qualify as Tier 1 Capital for the Corporation.

|  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1997 |  | 1996 |
| PREFERRED STOCK: |  |  |  |  |
| Balance at Beginning of Year |  | 2,650 |  | \$ 2,650 |
| Redemption of Stock |  | (910) |  | -- |
| Balance at End of Period | \$ | 1,740 |  | 2,650 |
| COMMON STOCK: |  |  |  |  |
| Balance at Beginning of Year | \$ | 441 | \$ | 458 |
| Retirement of Treasury Stock |  | -- |  | (20) |
| Issuance of Common Stock |  | -- |  | 2 |
| Balance at End of Period | \$ | 441 |  | 440 |
| CAPITAL SURPLUS: |  |  |  |  |
| Balance at Beginning of Year |  | 10,459 |  | 11,075 |
| Retirement of Treasury Stock |  | -- |  | (433) |
| Shares Issued for Employee Stock-Based |  |  |  |  |
| Awards and Certain Related Tax Benefits |  | (102) |  | (198) |
| Balance at End of Period |  | 10,357 |  | 10,444 |
| RETAINED EARNINGS: |  |  |  |  |
| Balance at Beginning of Year |  | 8,627 |  | \$ 7,997 |
| Net Income |  | 2,834 |  | 1,625 |
| Retirement of Treasury Stock |  | -- |  | (557) |
| Cash Dividends Declared: |  |  |  |  |
| Preferred Stock |  | (147) |  | (164) |
| Common Stock |  | (789) |  | (818) |
| Accumulated Translation Adjustment |  | 1 |  | 8 |
| Balance at End of Period |  | 10,526 |  | 8,091 |
| NET UNREALIZED GAIN (LOSS) ON SECURITIES AVAILABLE-FOR-SALE: |  |  |  |  |
| Balance at Beginning of Year |  | (288) |  | - (237) |
| Net Change in Fair Value of Securities Available-for-Sale, Net of Taxes |  | 414 |  | (243) |
| Balance at End of Period | \$ | 126 |  | - (480) |
| COMMON STOCK IN TREASURY, AT COST: |  |  |  |  |
| Balance at Beginning of Year |  | (895) |  | $(1,107)$ |
| Retirement of Treasury Stock |  | -- |  | 1,010 |
| Purchase of Treasury Stock |  | $(2,036)$ |  | $(1,007)$ |
| Reissuance of Treasury Stock |  | 907 |  | 1,099 |
| Balance at End of Period |  | $(2,024)$ |  | (5) |
| TOTAL STOCKHOLDERS' EQUITY |  | 21,166 |  | 21,140 |

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


(a) Excludes charges related to conforming credit card charge-off policies.
FAVORABLE (UNFAVORABLE) IMPACT OF CREDIT CARD
SECURITIZATIONS ON REPORTED CONSOLIDATED
STATEMENT OF INCOME LINE ITEMS:

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


| Total Interest-Bearing |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities | 238,420 | 9,874 | 5.54\% | 217,369 | 8,512 | 5.23\% |
| Noninterest-Bearing |  |  |  |  |  |  |
| Deposits | 41,302 |  |  | 39,150 |  |  |
| Other Noninterest-Bearing |  |  |  |  |  |  |
| Liabilities | 48,343 |  |  | 40,867 |  |  |
| Total Liabilities | 328,065 |  |  | ------ |  |  |
| PREFERRED STOCK OF |  |  |  |  |  |  |
| SUBSIDIARY | 550 |  |  | 26 |  |  |
|  |  |  |  |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Preferred Stock | 2,371 |  |  | 2,650 |  |  |
| Common Stockholders' |  |  |  |  |  |  |
| Equity | 18,583 |  |  | 17,762 |  |  |
| Total Stockholders' |  |  |  |  |  |  |
| Equity | 20,954 |  |  | 20,412 |  |  |
| Total Liabilities |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | ======== |  |  | ======== |  |  |
| INTEREST RATE SPREAD |  |  | 2.06\% |  |  | 2.38\% |
| NET INTEREST INCOME AND |  |  |  |  |  |  |
| NET YIELD ON INTEREST- |  |  |  |  |  |  |
| EARNING ASSETS |  | \$6,098 | 2.90\% |  | \$6,205 | 3.21\% |
| NET INTEREST INCOME AND |  |  |  |  |  |  |
| NET YIELD ON INTEREST- |  |  |  |  |  |  |
| EARNING ASSETS - MANAGED |  |  |  |  |  |  |
| BASIS (a) |  | \$7,011 | 3.18\% |  | \$6,844 | 3.40\% |
|  |  |  | ===== |  |  | $=$ |

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

|  | GLOBAL |  |  |  | REGIONAL AND NATIONWIDE CONSUMER BANKING |  |  |  | TOTAL (a) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| THREE MONTHS ENDED | WHOLESALE BANKING |  |  |  |  |  |  |  |  |  |  |  |
| SEPTEMBER 30, |  | 1997 |  | 1996 |  |  | 1996 |  | 1997 |  | 1996 |  |
| REVENUES | \$ | 2,495 | \$ | 2,036 | \$ | 2,254 | \$ | 2,069 | \$ | 4,409 | \$ | 3,925 |
| OPERATING NET INCOME |  | 736 |  | 491 |  | 387 |  | 347 |  | 1, 027 |  | 878 |
| AVERAGE COMMON EQUITY |  | 9,884 |  | 9,535 |  | 6,601 |  | 6,483 |  | 19,023 |  | 17,845 |
| AVERAGE ASSETS |  | 248,181 |  | 217,921 |  | 22,241 |  | 114,417 |  | 360, 314 |  | 322,913 |
| RETURN ON COMMON EQUITY (ROCE) |  | 28.7\% |  | 19.3\% |  | 22.4\% |  | 20.0\% |  | 20.6\% |  | 18.4\% |
| EFFICIENCY RATIO |  | 50\% |  | 57\% |  | 51\% |  | 55\% |  | 59\% |  | 58\% |

GLOBAL WHOLESALE BANKING KEY FINANCIAL MEASURES

1997
1996

| THREE MONTHS ENDED SEPTEMBER 30, |  | NET |  | EFFICIENCY |  | NET |  | EFFICIENCY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Revenue | INCOME | ROCE | RATIO | ReVEnue | INCOME | ROCE | RATIO |
| GLOBAL INVESTMENT BANKING |  |  |  |  |  |  |  |  |
| AND CORPORATE LENDING | \$ 577 | \$ 177 | 19.5\% | 40\% | \$ 577 | \$ 181 | 20.2\% | 38\% |
| GLOBAL MARKETS | 869 | 287 | 44.9 | 48 | 684 | 217 | 37.7 | 51 |
| CHASE CAPITAL PARTNERS | 220 | 123 | 35.1 | 12 | 69 | 33 | 10.5 | 24 |
| GLOBAL ASSET MANAGEMENT |  |  |  |  |  |  |  |  |
| AND PRIVATE BANKING | 199 | 43 | 42.5 | 64 | 163 | 27 | 22.1 | 71 |
| GLOBAL SERVICES | 558 | 103 | 42.0 | 70 | 496 | 64 | 22.9 | 79 |
| TERMINAL BUSINESSES (b) | 25 | -- | NM | NM | 1 | (20) | NM | NM |

REGIONAL AND NATIONWIDE CONSUMER BANKING
KEY FINANCIAL MEASURES

|  | 1997 |  |  |  | 1996 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| THREE MONTHS ENDED SEPTEMBER 30, | REVENUE | $\begin{aligned} & \text { NET } \\ & \text { INCOME } \end{aligned}$ | ROCE | $\begin{aligned} & \text { EFFICIENCY } \\ & \text { RATIO } \end{aligned}$ | REVENUE | NET <br> INCOME | ROCE | $\begin{gathered} \text { EFFICIENCY } \\ \text { RATIO } \end{gathered}$ |
| CREDIT CARDS | \$778 | \$ 86 | 18.5\% | 34\% | \$674 | \$ 81 | 21.7\% | 37\% |
| RETAIL PAYMENTS AND |  |  |  |  |  |  |  |  |
| INVESTMENTS (c) | 519 | 82 | 30.0 | 72 | 509 | 68 | 24.5 | 76 |
| MIDDLE MARKET | 209 | 52 | 23.8 | 49 | 204 | 46 | 16.7 | 53 |
| MORTGAGE BANKING | 194 | 51 | 19.2 | 53 | 168 | 35 | 10.6 | 60 |
| NATIONAL CONSUMER FINANCE | 163 | 32 | 27.8 | 40 | 144 | 31 | 26.1 | 43 |
| INTERNATIONAL CONSUMER | 65 | 12 | 61.2 | 67 | 64 | 15 | 77.6 | 58 |
| TEXAS COMMERCE | 348 | 84 | 22.6 | 59 | 314 | 72 | 20.3 | 62 |

(a) Total column includes Corporate results.
(b) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
(c) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 24$ million and $\$ 20$ million in 1997 and 1996, respectively.

NM - Not meaningful

|  | GLOBAL |  |  |  | REGIONAL AND NATIONWIDE CONSUMER BANKING |  |  |  | TOTAL (a) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NINE MONTHS ENDED |  |  |  |  |  |  |  |  |  |  |  |  |
| SEPTEMBER 30, |  | 1997 |  | 1996 |  | 1997 |  | 1996 |  | 1997 |  | 1996 |
| REVENUES | \$ | 7,133 | \$ | 6,388 | \$ | 6,590 | \$ | 6,112 |  | 12,699 |  | 11,920 |
| OPERATING NET INCOME |  | 2,078 |  | 1,656 |  | 1, 054 |  | 1,019 |  | 2,942 |  | 2,615 |
| AVERAGE COMMON EQUITY |  | 9,539 |  | 9,619 |  | 6,582 |  | 6,452 |  | 18,583 |  | 17,762 |
| AVERAGE ASSETS |  | 240,882 |  | 215,931 |  | 119,968 |  | 112,266 |  | 349,569 |  | 317,824 |
| RETURN ON COMMON EQUITY (ROCE) |  | 28.1\% |  | 21.8\% |  | 20.4\% |  | 19.9\% |  | 20.1\% |  | 18.4\% |
| EFFICIENCY RATIO |  | 51\% |  | 55\% |  | 53\% |  | 56\% |  | 58\% |  | 59\% |

GLOBAL WHOLESALE BANKING KEY FINANCIAL MEASURES

|  | 1997 |  |  |  |  | 1996 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NINE MONTHS ENDED SEPTEMBER 30, | REVENUE |  | T | ROCE | EFFICIENCY RATIO | REVENUE | NET |  | ROCE | EFFICIENCY RATIO |
| GLOBAL INVESTMENT BANKING |  |  |  |  |  |  |  |  |  |  |
| AND CORPORATE LENDING | \$1,614 | \$ | 491 | 18.2\% | 39\% | \$1,676 | \$ | 535 | 19.9\% | 37\% |
| GLOBAL MARKETS | 2,590 |  | 898 | 52.5 | 46 | 1,985 |  | 595 | 33.6 | 54 |
| CHASE CAPITAL PARTNERS | 532 |  | 292 | 33.2 | 13 | 529 |  | 300 | 36.6 | 9 |
| GLOBAL ASSET MANAGEMENT |  |  |  |  |  |  |  |  |  |  |
| AND PRIVATE BANKING | 552 |  | 110 | 32.9 | 67 | 499 |  | 87 | 24.1 | 69 |
| GLOBAL SERVICES | 1,593 |  | 262 | 33.0 | 73 | 1,459 |  | 189 | 22.6 | 79 |
| TERMINAL BUSINESSES (b) | 51 |  | (20) | NM | NM | 30 |  | (40) | NM | NM |

REGIONAL AND NATIONWIDE CONSUMER BANKING KEY FINANCIAL MEASURES
NINE MONTHS ENDED
SEPTEMBER 30,
CREDIT CARDS
RETAIL PAYMENTS AND
INVESTMENTS (c)
MIDDLE MARKET
MORTGAGE BANKING
NATIONAL CONSUMER FINANCE
INTERNATIONAL CONSUMER
TEXAS COMMERCE

| 1997 |  |  |  |  | 1996 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NET |  |  | EFFICIENCY |  | NET |  |  | EFFICIENCY RATIO |
| REVENUE |  | COME | ROCE | RATIO | REVENUE |  | INCOME | ROCE |  |
| \$2,228 | \$ | 180 | 14.9\% | 37\% | \$1,949 | \$ | 224 | 19.9\% | 39\% |
| 1,548 |  | 241 | 29.2 | 73 | 1,514 |  | 212 | 25.9 | 75 |
| 632 |  | 162 | 21.6 | 48 | 620 |  | 142 | 17.6 | 52 |
| 566 |  | 143 | 16.1 | 54 | 492 |  | 84 | 8.5 | 66 |
| 480 |  | 87 | 25.2 | 41 | 447 |  | 101 | 29.4 | 42 |
| 195 |  | 41 | 71.4 | 62 | 188 |  | 44 | 76.9 | 59 |
| 993 |  | 222 | 19.9 | 61 | 925 |  | 204 | 19.2 | 63 |

(a) Total column includes Corporate results.
(b) Represents discontinued portfolios, primarily the remaining refinancing country debt and commercial real estate problem asset and nonperforming portfolio.
c) Insurance products managed within Retail Payments and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 74$ million and $\$ 55$ million in 1997 and 1996, respectively.

NM - Not meaningful

THE CHASE MANHATTAN CORPORATION
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New York, NY 10017-2070
NEWS RELEASE

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CHASE TO ACQUIRE BANK OF NEW YORK'S CREDIT CARD PORTFOLIO
New York, October 21, 1997 -- The Chase Manhattan Corporation (NYSE:CMB) said today that it has agreed to purchase substantially all of The Bank of New York's credit card portfolio, totaling approximately 3.5 million accounts and approximately $\$ 4$ billion in outstandings.

The purchase will exclude The Bank of New York's late cycle delinquent and bankrupt accounts. The agreement will afford The Bank of New York the ability to offer credit cards to its customers through an agent program with Chase. Chase said that it expects to offer employment to the majority of The Bank of New York's credit card employees in Newark, Delaware.

The acquisition, expected to be completed by year-end, will increase Chase's portfolio to more than 20 million accounts and more than $\$ 30$ billion in outstandings and expand Chase's consumer banking customer base to nearly 30 million individuals and households coast to coast.
"The purchase demonstrates our commitment to the credit card business," said Donald L. Boudreau, vice chairman for nationwide consumer credit. "It is also consistent with our view that ongoing consolidation within the card industry provides attractive opportunities to grow through economically sound acquisitions that allow us to take advantage of our existing scale and technology platforms."

Chase presently ranks as the fourth largest bank card issuer in the United States. Its joint venture with First Data Corporation is the largest merchant processor in the U.S.

The Chase Manhattan Corporation is the nation's largest banking company, with $\$ 352$ billion in assets, offices in 39 states and a market capitalization of approximately $\$ 50$ billion. All told, Chase's integrated global financial services business encompasses operations in 52 countries and customers in more than 200.

