## CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d) OF

 THE SECURITIES ACT OF 1934Date of Report: April 18, 1997 Commission file number 1-5805

THE CHASE MANHATTAN CORPORATION
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiciton
of incorporation)

13-2624428
(I.R.S. Employer

Indentification No.)

270 Park Avenue, New York, NY
(Address of principal executive offices)

10017
(Zip Code)

Registrant's telephone number, including area code (212) 270-6000
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## Item 5. Other Events

On April 15, 1997, The Chase Manhattan Corporation (the "Corporation") reported net income of $\$ 927$ million, including merger-related restructuring costs, compared with a loss of $\$ 89$ million in the 1996 first quarter (which included the merger-related charge of $\$ 1.026$ billion). On an operating basis, net income in the 1997 first quarter was $\$ 946$ million, compared with $\$ 867$ million in the 1996 first quarter.

In connection with reporting its 1997 first quarter results, management of the corporation reaffirmed its operating performance targets for 1997. These include: (i) annual growth in operating earnings per share of 15\%; (ii) return on average common equity of $19 \%$; (iii) an efficiency ratio of $54 \%-55 \%$; (iv) annual operating revenue growth of 6\%-8\%; (v) annual growth in underlying operating non-interest expense (that is, operating non-interest expense before giving effect to any merger-related cost savings) of 5\%-6\%; (vi) incremental merger savings of approximately $\$ 635-\$ 680$ million; and (vii) substantial completion of its previously announced common stock buy-back program.

With respect to credit quality, management stated that it expected credit card net charge-offs to increase in the second quarter of 1997 and to decline thereafter. Management also indicated that it currently projected credit card net charge-offs, as a percentage of average managed credit card receivables, to be approximately $5.6 \%$ for full year 1997.

With respect to capital policies, management indicated that it intended to redeem certain series of preferred stock which become callable in the second quarter of the year. Finally, management indicated that it had taken actions to reduce the Corporation's interest rate sensitivity, and that as of March 31, 1997, the Corporation's earnings at risk to an immediate 100 basis point rise in interest rates is estimated to be approximately $2 \%$ of the Corporation's projected after-tax net income. An immediate 100 basis point rise in interest rates is an hypothetical rate scenario, used to measure risk, and does not necessarily represent management's current view of future market developments.

A copy of the Corporation's press release is attached as an exhibit hereto. That press release and this Current Report on Form 8-K 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.

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 First Quarter Earnings.

Pursuant to the requirements of the Securities and 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 18, 1997

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

## EXHIBIT INDEX

## Exhibit Number

## Description Page at Which Located

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Press Release - 1997 First Quarter Earnings

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New York, April 15, 1997 - The Chase Manhattan Corporation today reported fully diluted earnings per share of $\$ 2.01$, before merger-related restructuring costs, an eleven percent increase from $\$ 1.81$ in the first quarter of 1996. Primary earnings per share were $\$ 2.02$ compared with $\$ 1.82$ in the same 1996 quarter.

Operating net income in the 1997 first quarter rose nine percent to $\$ 946$ million from $\$ 867$ million in the same 1996 quarter.

First Quarter 1997 Highlights

- Revenue on a managed basis grew five percent, led by strong global markets, credit card and mortgage banking revenues, and higher custody, trust and asset management fees
- Expenses declined two percent, reflecting incremental merger savings of $\$ 205$ million and underlying growth of six percent
- Return on average common stockholders' equity rose to 19.5 percent, compared with 18.0 percent
- The efficiency ratio on a managed basis improved to 54.5 percent from 58.0 percent
- The Corporation repurchased $\$ 609$ million of its common equity during the quarter
"First quarter earnings reflect the benefits of Chase's balanced business portfolio, with key wholesale and retail areas contributing solid results," said Walter V. Shipley, chairman and chief executive officer. "While revenue growth in the quarter was lower than our 1997 target, financial performance continues to be strong, as demonstrated by the significant improvement in the efficiency ratio and a higher return on equity."

Including merger-related restructuring costs, net income in the 1997 first quarter was $\$ 927$ million, compared with a loss of $\$ 89$ million in the prior-year first quarter, which included a merger related charge of $\$ 1,026$ million, net of taxes, and special items totaling $\$ 70$ million, net of taxes.

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LINE OF BUSINESS RESULTS
Global Wholesale Banking

Operating net income for Global Wholesale Banking in the first quarter of 1997 rose five percent from the first quarter of 1996, due primarily to significant revenue growth throughout Chase's global markets businesses. Total trading revenues were $\$ 586$ million, including $\$ 173$ million of trading-related net interest income, reflecting higher foreign exchange, derivatives and securities results worldwide. Global markets also benefited from higher treasury revenues in the 1997 first quarter in keeping with the Corporation's policy of managing this function on a total return basis. Revenues from Chase Capital Partners, while in line with the last eight quarters, declined from extremely strong first quarter 1996 levels.

Net income from global services rose by 21 percent in the 1997 first quarter. Revenues within global investor services and global trust were particularly strong, reflecting active new business pipelines. Net income for global asset management and private banking increased eight percent, due to higher assets under management and increased client activity.

Global investment banking and corporate lending results declined, compared with first quarter 1996 levels. While loan syndication volume increased and Chase maintained its lead position in the market, a change in the mix of business within the quarter led to lower transaction fees than in the prior-year quarter. Revenues from securities underwriting increased, particularly in the high yield area where Chase's market share grew substantially.

Regional and Nationwide Consumer Banking

Regional and Nationwide Consumer Banking operating net income rose four percent in the 1997 first quarter, reflecting a six percent increase in revenues and flat expenses, offset in part by higher loan losses, primarily in the credit card business.

Credit card results were lower in the first quarter of 1997 than the year-ago quarter, reflecting higher credit card charge-offs and increased spending related to the launch of the Wal-Mart co-branded credit card. Credit card revenues grew 15 percent, benefiting from an increase of over $\$ 2$ billion in average managed receivables and the effect of higher fees and risk-based pricing initiatives.

Mortgage banking net income more than doubled in the first quarter of 1997. Revenues increased 13 percent, reflecting higher levels of servicing assets and mortgage loans and sharply lower expenses due to the reengineering of Chase's

Net income for national consumer finance declined 21 percent in the first quarter of 1997, the result of several one-time items. These factors offset solid revenue and income growth in a number of Chase's consumer finance businesses, particularly in auto finance, where managed receivables increased by \$5 billion from 1996 first quarter levels.

Net income for Chase's deposit and investment business increased 25 percent, the result of significant expense reductions from branch consolidations and other initiatives.

Net income for Texas Commerce Bank, Middle Market and International Consumer were relatively stable with last year's levels.

CORPORATE FINANCIAL RESULTS
Asset Quality

- ------------

Total managed consumer net charge-offs in the first quarter of 1997 were $\$ 422$ million, of which $\$ 209$ million were related to assets retained on the balance sheet. That compared with net charge-offs of $\$ 315$ million in the first quarter of 1996 , of which $\$ 210$ million were related to retained assets.

Managed credit card net charge-offs were $\$ 358$ million in the 1997 first quarter or 5.66 percent of average managed receivables. That compared with $\$ 270$ million, and 4.66 percent of average managed receivables in the prior-year first quarter.

Total commercial net charge-offs were $\$ 10$ million in the first quarter of 1997 compared with $\$ 44$ million in the first quarter of 1996.

Nonperforming assets, at March 31, 1997, were \$1,126 million, compared with $\$ 1,151$ million on December 31, 1996, and $\$ 1,686$ million on March 31, 1996.

At March 31, 1997, the aggregate allowances for credit losses were $\$ 3,695$ million and $\$ 3,683$ million on the same date a year ago.

Other Financial Data

Total revenue in the 1997 first quarter was $\$ 4,150$ million, which included a $\$ 44$ million gain on the sale of a non-strategic foreign investment, compared with $\$ 4,035$ million in the first 1996 quarter.

Total noninterest expense of $\$ 2,417$ million in the first quarter of 1997 , included $\$ 50$ million of costs due to the accelerated vesting of stock-based incentive awards.

During the 1997 first quarter, the Corporation purchased approximately 6.1 million common shares as part of a stock repurchase plan announced in October of 1996. The Corporation reissued approximately 3.6 million treasury shares under the Corporation's employee benefit plans, resulting in a net repurchase of 2.5 million shares ( $\$ 279$ million) of its common stock.
\# \# \#

Note: On March 31, 1996, The Chase Manhattan Corporation merged with and into Chemical Banking Corporation. Upon consummation of the merger, Chemical changed its name to The Chase Manhattan Corporation. The merger was accounted for as a pooling-of-interests and, accordingly, the information included in this release reports the combined results of Chase and Chemical as though the merger had been in effect for all periods presented.

# THE CHASE MANHATTAN CORPORATION and Subsidiaries <br> FINANCIAL HIGHLIGHTS <br> (in millions, except per share, ratio and unit data) 

| Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 1997 |  |  | 1996 |
| \$ | 946 | \$ | 937 |
|  | (19) (a) |  | , 026 ) |
| \$ 927 |  | \$ | (89) |
| \$ | 872 | \$ | (143) |

INCOME PER COMMON SHARE:
Primary:
Income Before Restructuring Costs
Restructuring Costs (After-Tax)
Net Income (Loss)
Assuming Full Dilution:
Income Before Restructuring Costs
Restructuring Costs (After-Tax)
Net Income (Loss)

PER COMMON SHARE:
Book Value at March 31,
Market Value at March 31 ,
Common Stock Dividends Declared (b)
COMMON SHARES OUTSTANDING:
Average Common and Common Equivalent Shares
Average Common Shares Assuming Full Dilution
Common Shares at Period End

PERFORMANCE RATIOS: (Average Balances)(c)
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 (d)
Efficiency Ratio - Excluding Securitizations(d)
CAPITAL RATIOS AT MARCH 31:
Common Stockholders' Equity to Assets
Total Stockholders' Equity to Assets
Tier 1 Leverage (e)
Risk-Based Capital: (e)
Tier 1 (4.0\% required)
Total (8.0\% required)


FULL-TIME EQUIVALENT EMPLOYEES AT MARCH 31,
(a) 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 ( $\$ 4$ million in the first quarter of 1996 and $\$ 19$ million in the first quarter of 1997) and recognized under an existing accounting pronouncement.
(b) The Corporation increased its quarterly common stock dividend to \$0.62 per share, from \$0.56 per share, in the first quarter of 1997.
(c) Performance ratios are based on annualized amounts.
(d) Excludes restructuring costs, foreclosed property expense and nonrecurring items.
(e) The 1997 ratios include the impact of the issuance of $\$ 550$ million of preferred stock (the "Series A Preferred Shares")of Chase Preferred Capital Corporation, and the issuance of $\$ 1,390$ million of Guaranteed Preferred Beneficial Interests in Corporation's Junior Subordinated Deferrable Interest Debentures (the "Capital Securities").
*Estimated
NM - As a result of the loss, these ratios are not meaningful.
(in millions, except per share data)

## INTEREST INCOME

## Loans

Securities
Trading Assets
Federal Funds Sold and Securities Purchased Under Resale Agreements Deposits with Banks

Total Interest Income

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 Fees
Trust, Custody, and Investment Management Fees
Credit Card Revenue
Service Charges on Deposit Accounts
Fees for Other Financial Services
Trading Revenue
Securities Gains
Revenue from Equity-Related Investments
Other Revenue

Total Noninterest Revenue

## NONINTEREST EXPENSE

Salaries
Employee Benefits
Occupancy Expense
Equipment Expense
Foreclosed Property Expense
Other Expense

Total Noninterest Expense Before Restructuring Charge Restructuring Charge and Expenses

Total Noninterest Expense

INCOME (LOSS) BEFORE INCOME TAX EXPENSE (BENEFIT)
Income Tax Expense (Benefit)

NET INCOME (LOSS)
NET INCOME (LOSS) APPLICABLE TO COMMON STOCK

NET INCOME (LOSS) PER COMMON SHARE:
Primary
Assuming Full Dilution
(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 $\$ 50$ million of costs for the accelerated vesting of stock-based incentive awards as a result of the improvement in the Corporation's stock price.
(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.

## THE CHASE MANHATTAN CORPORATION and Subsidiaries

NONINTEREST REVENUE DETAIL
(in millions)

FEES FOR OTHER FINANCIAL SERVICES:

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

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

OTHER EXPENSE:

Professional Services
Marketing Expense
Telecommunications
Amortization of Intangibles
Minority Interest
All Other
Total
(a) Includes minority interest related to the Series A Preferred Shares of $\$ 11$ million in the first quarter 1997 and $\$ 13$ million in the fourth quarter 1996.

| Three Months Ended |  |  |
| :---: | :---: | :---: |
| Mar. 31, | Dec. 31, | Mar. 31, |
| 1997 | 1996 | 1996 |


| \$ | 133 | \$ | 133 | \$ | 129 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 103 |  | 110 |  | 90 |
|  | 75 |  | 77 |  | 85 |
|  | 41 |  | 42 |  | 43 |
|  | 19(a) |  | 18(a) |  | 9 |
|  | 320 |  | 297 |  | 304 |
| \$ | 691 | \$ | 677 | \$ | 660 |

## 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 $\$ 3,550$ in 1997 and $\$ 3,683$ in 1996)
Premises and Equipment
Due from Customers on Acceptances
Accrued Interest Receivable
Other Assets
TOTAL ASSETS

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
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 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
March 31, March 31,

| \$ | 14,349 | \$ | 10,846 |
| :---: | :---: | :---: | :---: |
|  | 3,298 |  | 6,257 |
|  | 34,554 |  | 19,292 |
|  | 34,753 |  | 24,804 |
|  | 32,725(a) |  | 23,641 |
|  | 40,372 |  | 38,646 |
|  | 3,603 |  | 4,398 |
|  | 152,332(a) |  | 145,648 |
|  | 3,640 |  | 3,801 |
|  | 2,280 |  | 2,053 |
|  | 3,215 |  | 2,489 |
|  | 15,217 |  | 20,109 |
| \$ | 340,338 |  | 301,984 |
| $===============$ |  |  |  |


| \$ 39,932 | \$ 32,984 |
| :---: | :---: |
| 66,685 | 63,619 |
| 4,066 | 4,100 |
| 65,347 | 68,231 |
| 176,030 | 168,934 |
| 55,939 | 37,369 |
| 3,780 | 4,867 |
| 7,819 | 7,879 |
| 2,280 | 2,060 |
| 46,147 | 33, 025 |
| 13,242(a) | 15,106 |
| 12,419 | 12,977 |
| 1,390(b) | -- |
| 319, 046 | 282,217 |
| 550(c) | - |


| 2,500 | 2,650 |
| :---: | :---: |
| 441 | 438 |
| 10,299 | 10,558 |
| 9,235 | 6,969 |
| (559) | (610) |
| $(1,174)$ | (238) |
| 20,742 | 19,767 |
| \$ 340,338 | \$ 301, 984 |

(a) At March 31, 1997, in accordance with a recently issued accounting pronouncement, the allowance for credit losses has been allocated into three components: a $\$ 3,550$ 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 $\$ 70$ 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.
(c) Reflects the issuance in September 1996 of Series A Preferred Shares, which qualify as Tier I Capital for the Corporation.

# THE CHASE MANHATTAN CORPORATION and Subsidiaries <br> CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY <br> (in millions) 

PREFERRED STOCK:
Balance at Beginning of Year
Redemption of Stock
Balance at End of Period

COMMON STOCK:
Balance at Beginning of Year
Retirement of Treasury Stock
Balance at End of Period

CAPITAL SURPLUS:
Balance at Beginning of Year
Retirement of Treasury Stock
Shares Issued for Employee Stock-Based
Awards and Certain Related Tax Benefits
Balance at End of Period

RETAINED EARNINGS:
Balance at Beginning of Year
Net Income (Loss)
Retirement of Treasury Stock
Cash Dividends Declared:
Preferred Stock
Common Stock
Accumulated Translation Adjustment
Balance at End of Period

NET UNREALIZED LOSS ON SECURITIES AVAILABLE-FOR-SALE:
Balance at Beginning of Year
Net Change in Fair Value of Securities Available-for-Sale, Net of Taxes

Balance at End of Period

COMMON STOCK IN TREASURY, AT COST
Balance at Beginning of Year
Retirement of Treasury Stock
Purchase of Treasury Stock
Reissuance of Treasury Stock
Balance at End of Period

TOTAL STOCKHOLDERS' EQUITY

| Three | Months Ended March 31, |
| :---: | :---: |
| 1997 |  |


| \$ | $\begin{array}{r} 2,650 \\ (150) \end{array}$ | \$ | 2,650 |
| :---: | :---: | :---: | :---: |
| \$ | 2,500 | \$ | 2,650 |
| \$ |  | \$ | $\begin{aligned} & 458 \\ & (20) \end{aligned}$ |
| \$ | 441 | \$ | 438 |


| \$ | $10,459$ | \$ | $\begin{array}{r} 11,075 \\ (433) \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | (160) |  | (84) |
| \$ | 10,299 | \$ | 10,558 |
| \$ | 8,627 | \$ | 7,997 |
|  | 927 |  | (89) |
|  | - - |  | (557) |


|  | (55) |  | (54 |
| :---: | :---: | :---: | :---: |
|  | (265) |  | (328) |
|  | 1 |  | -- |
| \$ | 9,235 | \$ | 6,969 |

\$ (288)

|  | $(271)$ |
| :--- | ---: |
| - |  |$\quad-\quad(559)$


\$ 2,650
.
\$ 2,650

458
\$ 438
$\qquad$

11,075 (433)
(84)

10,558
\$ 7,997
(89)
557)
(54)
(328)(a)
\$ 6,969
\$
\$ (610)
$\qquad$
\$ $(1,107)$
1, 010
(708)

567

| \$------ |
| :--- | :--- |

\$ 19, 767
=========
(a) Includes fourth quarter 1995 common stock dividends of $\$ 80$ million declared and paid by old Chase in the 1996 first quarter.

|  | THE CHASE MANHATTAN CORPORATION and Subsidiaries CREDIT RELATED INFORMATION (in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loans Outstanding |  | Nonperforming Assets |  |  |  |
|  | 1997 March 31, 1996 |  | March 31, |  |  |  |
|  |  |  |  | 97 |  | 996 |
| DOMESTIC COMMERCIAL: |  |  |  |  |  |  |
| Commercial Real Estate \$ | \$ 5,751 | \$ 6,514 | \$ | 206 | \$ | 442 |
| Other Commercial | 42,484 | 38,101 |  | 368 |  | 476 |
| Total Commercial Loans | 48,235 | 44,615 |  | 574 |  | 918 |
| Domestic Consumer: |  |  |  |  |  |  |
| Residential Mortgage | 36,586 | 35,908 |  | 267 |  | 246 |
| Credit Card | 11,145 | 13,704 |  | -- |  | -- |
| Other Consumer | 21,020 | 19,449 |  | 36 |  | 37 |
| Total Consumer Loans | 68,751 | 69,061 |  | 303 |  | 283 |
| Total Domestic Loans | 116,986 | 113,676 |  | 877 |  | 1,201 |
| Foreign | 38,896 | 35,655 |  | 121 |  | 336 |
| Total Loans \$ | \$ 155,882 | \$ 149,331 |  | 998 |  | 1,537 |
| Assets Acquired as Loan Satisfactions |  |  |  | 128 |  | 149 |
| Total Nonperforming Assets |  |  |  | 126 | \$ | 1,686 |
| Assets Held For Accelerated Disposition |  |  | \$ |  | \$ | 212 |
|  |  |  | Three |  | En, |  |
|  |  |  |  | 97 |  | 996 |
| NET CHARGE-OFFS: |  |  |  |  |  |  |
| Domestic Commercial: |  |  |  |  |  |  |
| Commercial Real Estate |  |  | \$ | (4) | \$ | (4) |
| Other Commercial |  |  |  | 14 |  | 48 |
| Total Commercial |  |  |  | 10 |  | 44 |
| Domestic Consumer: |  |  |  |  |  |  |
| Residential Mortgage |  |  |  | 7 |  | 8 |
| Credit Card |  |  |  | 150 |  | 165 |
| Other Consumer |  |  |  | 52 |  | 37 |
| Total Consumer |  |  |  | 209 |  | 210 |
| Total Domestic Net Charge-offs |  |  |  | 219 |  | 254 |
| Foreign |  |  |  | 1 |  | (9) |
| Subtotal Net Charge-offs |  |  |  | 220 |  | 245 |
| Charge Related to Conforming Credit Card Charge-off Policies |  |  |  | -- |  | 102 |
| Total Net Charge-offs |  |  | \$ | 220 | \$ | 347 |

THE CHASE MANHATTAN CORPORATION and Subsidiaries
CREDIT CARD RELATED INFORMATION
(in millions, except ratios)
As of or For The
Three Months Ended
March 31,
1997

## MANAGED CREDIT CARD PORTFOLIO:

Average Managed Credit Card Receivables
Past Due 90 Days \& Over and Accruing
As a Percentage of Average Credit Card Receivables
Net Charge-offs
(a) Excludes a charge 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

| Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 1997 |  | 1996 |  |
| \$ | (298) | \$ | (187) |
|  | 214 |  | 105 |
|  | 68 |  | 75 |
|  | (2) |  | 3 |
| \$ | (18) | \$ | (4) |

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

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

The Chase Manhattan Corporation and Subsidiaries
Lines of Business Results
(in millions, except ratios)
Three Months Ended
March 31,
Revenues
Operating Net Income
Average Common Equity
Average Assets
Return on Common Equity (ROCE)
Efficiency Ratio

| Global <br> sale Banking |  |  |  | Regional and Nationwide Consumer Banking |  |  |  | Total (a) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 |  | 1996 |  | 1997 |  | 1996 |  | 1997 |  | 1996 |
| \$ | 2,329 | \$ | 2,225 | \$ | 2,129 | \$ | 2,005 | \$ | 4,150 | \$ | 4, 041 |
|  | 657 |  | 623 |  | 331 |  | 317 |  | 946 |  | 867 |
|  | 9,527 |  | 9,769 |  | 6,555 |  | 6,353 |  | 18,494 |  | 18,188 |
|  | 233,449 |  | 211,279 |  | 116,766 |  | 109,357 |  | 339, 269 |  | 312, 925 |
|  | 26.8\% |  | 24.4\% |  | 19.3\% |  | 18.9\% |  | 19.5\% |  | 18.0\% |
|  | 51\% |  | 52\% |  | 53\% |  | 57\% |  | 58\% |  | 60\% |

## GLOBAL WHOLESALE BANKING <br> KEY FINANCIAL MEASURES



REGIONAL and NATIONWIDE CONSUMER BANKING KEY FINANCIAL MEASURES
Credit Cards
Deposits and Investments (c)
Middle Market
Mortgage Banking
National Consumer Finance
International Consumer
Texas Commerce

| 1997 |  |  |  |
| :---: | :---: | :---: | :---: |
| Revenue | Net |  |  |
| Income | ROCE | Efficiency |  |
| Ratio |  |  |  |
|  |  |  |  |
| $\$ 730$ | $\$$ | 56 | $14.8 \%$ |
| 477 | 69 | 26.0 | $39 \%$ |
| 230 | 62 | 23.9 | 74 |
| 186 | 46 | 14.6 | 46 |
| 155 | 27 | 23.1 | 56 |
| 65 | 15 | 80.6 | 43 |
| 320 | 66 | 17.5 | 58 |
|  |  |  |  |


(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 Deposits and Investments, but included for reporting purposes in Credit Cards, Mortgage Banking, and National Consumer Finance, generated revenues of $\$ 24$ million and $\$ 19$ million in 1997 and 1996, respectively.

