

NON-INTEREST INCOME & EXPENSES (\$000)	mm/dd/yyyy	mm/dd/yyyy	mm/dd/yyyy	mm/dd/yyyy	mm/dd/yyyy
Total Non-Interest Income	100,538	98,167	397,136	396,540	261,095
Fiduciary Activities Income	5,128	4,484	18,776	18,406	18,205
Service Charges on Dep Accts - Domestic	30,666	28,062	116,986	99,715	75,880
Trading Revenue	6,230	4,046	24,654	18,521	10,065
Investment Banking Fees and Commissions	4,319	9,946	41,892	33,568	N/A
Venture Capital Revenue	-6,588	622	-18,181	-39,816	N/A
Net Servicing Fees	5,889	5,382	21,913	17,535	N/A
Net Securitization Income	12,791	-3,692	24,299	58,167	N/A
Insurance Activities Revenue	2,316	1,938	6,409	5,724	N/A
Net Gain(Loss) -Sales of Lns, OREO, Oth	7,245	4,475	23,979	19,477	N/A
Other Non-Interest Income	32,542	42,904	136,409	165,243	156,945
Total Overhead Expenses	215,807	213,698	924,978	860,809	722,522
Personnel Expense	124,146	117,365	491,668	441,633	347,157
Net Occupancy Expense	30,067	29,974	121,859	115,362	99,375
Goodwill Impairment Losses	0	0	11,637	N/A	N/A
Amortization Exp & Impairmt Loss (Oth)	3,705	4,571	29,809	N/A	N/A
Other Operating Expenses	57,889	61,788	270,005	303,814	275,990
Fee Income on Mutual Funds & Annuities	2,301	2,398	9,181	8,853	7,105
MEMORANDA:					
Assets Under Mgmt Property Mut Fnds&Annuit	0	0	0	0	N/A
Number of Equivalent Employees	7,914	8,255	8,073	8,124	6,915
Average Personnel Expense Per Employee	16	14	61	54	50
Average Assets Per Employee	3,451	3,115	3,258	2,932	3,141
ANALYSIS RATIOS					
	BHC PEER 01 PCT	BHC PEER 01 PCT	BHC PEER 01 PCT	BHC PEER 01	BHC PEER 01
Mutual Fund Fee Inc / Non-Int Income	2.29 4.90 27	2.44 5.23 20	2.31 5.27 20	2.23 5.11	2.72 5.47
Overhead Exp / NII + Non-Int Income	59.28 60.32 51	60.49 59.37 60	64.79 59.71 67	63.94 64.06	67.00 61.74
PERCENT OF AVERAGE ASSETS:					
Total Overhead Expense	3.16 3.37 47	3.32 3.42 54	3.52 3.45 60	3.61 3.61	3.33 3.60
Personnel Expense	1.82 1.77 61	1.83 1.77 60	1.87 1.75 67	1.85 1.78	1.60 1.77
Net Occupancy Expense	0.44 0.47 54	0.47 0.47 59	0.46 0.48 54	0.48 0.48	0.46 0.49
Other Operating Expenses	0.90 1.10 39	1.03 1.15 45	1.18 1.19 63	1.28 1.31	1.27 1.30
Overhead Less Non-Interest Income	1.69 1.00 92	1.80 1.06 87	2.01 1.12 95	1.95 1.25	2.12 1.05
PERCENT OF ADJ OPER INCOME (TE):					
Total Overhead Expense	58.34 59.76 51	59.63 58.76 59	63.84 59.08 69	63.39 63.39	65.89 61.07
Personnel Expense	33.56 31.74 64	32.75 30.54 70	33.93 30.47 73	32.52 30.93	31.66 30.03
Net Occupancy Expense	8.13 8.27 54	8.36 8.23 59	8.41 8.27 55	8.49 8.64	9.06 8.40
Other Operating Expenses	16.65 19.04 33	18.52 19.51 51	21.50 19.99 70	22.37 23.22	25.17 21.96
Total Non-Interest Income	27.18 40.68 20	27.39 39.69 25	27.41 38.92 23	29.20 40.11	23.81 41.33
Fiduciary Activities Income	1.39 4.10 29	1.25 4.36 21	1.30 4.10 23	1.36 4.66	1.66 5.87
Serv Charges on Deposit Accts - Dom	8.29 8.14 45	7.83 7.90 45	8.07 8.22 45	7.34 7.88	6.92 7.44
Trading Revenue	1.68 1.64 66	1.13 1.44 59	1.70 1.16 72	1.36 2.15	N/A N/A
Investment Banking Fees & Commissions	1.17 4.18 25	2.78 4.61 59	2.89 4.68 61	2.47 5.02	N/A N/A
Venture Capital Revenue	-1.78 -0.08 5	0.17 -0.10 89	-1.25 -0.22 10	-2.93 -0.41	N/A N/A
Net Servicing Fees	1.59 0.47 79	1.50 1.26 67	1.51 0.94 67	1.29 1.09	N/A N/A
Net Securitization Income	3.46 0.44 89	-1.03 0.28 1	1.68 0.47 85	4.28 0.54	N/A N/A
Insurance Activities Revenue	0.63 1.15 44	0.54 1.07 42	0.44 1.15 36	0.42 1.03	N/A N/A
Net Gain(Loss) - Sales Lns,OREO,Oth	1.96 2.75 57	1.25 1.28 60	1.65 1.84 61	1.43 1.22	N/A N/A
Other Non-Interest Income	8.80 11.04 41	11.97 10.76 65	9.41 10.23 54	12.17 10.30	14.31 23.38
Overhead Less Non-Interest Income	31.16 19.04 85	32.24 19.45 78	36.43 21.02 86	34.19 23.60	42.08 19.47
Appl Inc Taxes / Pretax NOI (TE)	33.94 31.72 65	33.20 32.40 56	32.75 31.65 60	34.27 33.17	30.52 33.08
Appl Inc Tax+TE / Pretax NOI+TE	38.14 34.84 86	37.22 35.35 79	37.43 34.73 86	38.67 37.17	37.45 36.38

Non-Interest Income and Expenses

BHCPR page 4 presents the dollar amounts and composition of non-interest income and expense, along with ratios that relate these items to average assets and adjusted operating income on a tax-equivalent basis. This report page also provides information on fee income derived from the mutual fund business, as well as the level of assets under management in proprietary mutual funds and annuities.

Non-Interest Income and Expenses (\$000)

Total Non-Interest Income

The sum of fiduciary activities income; service charges on domestic deposit accounts; trading revenue; investment banking fees and commissions; venture capital revenue; net servicing fees; net securitization income; insurance commissions and fees (including premiums); net gains (losses) on the sales of loans, OREO, and other assets (excluding securities); and other non-interest income.

Fiduciary Activities Income

Income derived from services rendered by trust departments of banking subsidiaries or a subsidiary acting in any fiduciary capacity.

Service Charges on Domestic Deposit Accounts

Service charges on deposit accounts.

Trading Revenue

The net gain or loss recognized from trading cash instruments and derivative contracts (including commodity contracts). It results from revaluation adjustments (as a result of periodic marking to market) to the carrying value of trading assets and liabilities, as well as interest rate, foreign exchange, equity derivative, and commodity and other contracts.

Investment Banking Fees and Commissions

Fees and commissions from underwriting (or participating in the underwriting of) securities, private placements of securities, investment advisory and management services, merger and acquisition services, and other related consulting fees. This item also includes fees and commissions from securities brokerage activities, from the sale and servicing of mutual funds, and from the purchase and sale of securities and money market instruments where the bank holding company is acting as agent for other banking institutions or customers.

Venture Capital Revenue

This item includes market value adjustments, interest, dividends, gains, and losses (including impairment losses) on venture capital investments (loans and securities). It also includes any fee income from venture capital activities not reported in other line items of Schedule HI of the FR Y-9C. In addition, it includes the bank holding company's proportionate share of income or loss in unconsolidated subsidiaries, associated companies, and joint ventures principally engaged in venture capital activities.

Net Servicing Fees

Income from servicing real estate mortgages, credit cards, and other financial assets held by others.

Net Securitization Income

Net gains (losses) on assets sold in securitization transactions.

Insurance Activities Revenue

The amount of insurance and reinsurance underwriting income plus other insurance and reinsurance activities income.

Net gains (losses) on Sales of Loans, OREO, and Other Assets (Excluding Securities)

The amount of net gains and losses on sales and other disposals of loans and leases, other real estate owned, and other assets (excluding securities).

Other Non-Interest Income

All other operating income of the consolidated bank holding company.

Total Overhead Expense

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), amortization expense of intangible assets, and other non-interest expense.

Personnel Expense

Salaries and benefits expenses of all officers and employees of the bank holding company and consolidated subsidiaries.

Net Occupancy Expense

Non-interest expense related to the use of premises, equipment, and furniture and fixtures, net of rental income.

Goodwill Impairment

Impairment losses on Goodwill.

Amortization Expense & Empairment Losses (other)

Impairment losses for other intangible assets.

Other Operating Expenses

All other operating expenses of the consolidated bank holding company.

Fee Income on Mutual Funds and Annuities

Income from the sale and servicing of mutual funds and annuities (in domestic offices.)

Memoranda

Assets Under Management in Proprietary Mutual Funds and Annuities

The amount of assets held by mutual funds and annuities for which the bank holding company or a subsidiary of the bank holding company acts as investment adviser.

Number of Equivalent Employees

The number of full-time equivalent employees on the payroll of the consolidated bank holding company.

Average Personnel Expense Per Employee

Salaries and employee benefits divided by the number of full-time equivalent employees (expressed in thousands of dollars).

Average Assets Per Employee

Average assets divided by the number of full-time equivalent employees, expressed in thousands of dollars. (See the definition of average assets on page 3-13.)

Analysis Ratios

Mutual Fund Fee Income/ Non-interest Income

The amount of fee income from the sale and servicing of mutual funds and annuities in domestic offices divided by total non-interest income.

Overhead Expense/Net Interest Income Plus Non-Interest Income

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), goodwill impairment losses, amortization expense and impairment losses for other intangible assets, and other non-interest expense divided by the sum of net interest income and non-interest income.

Percent of Average Assets

Total Overhead Expense (Percent of Average Assets)

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), goodwill impairment losses, amortization expense and impairment losses for other intangible assets, and other non-interest expense divided by average assets.

Personnel Expense

(Percent of Average Assets)

Salaries and employee benefits divided by average assets.

Net Occupancy Expense (Percent of Average Assets)

Expense on premises and fixed assets divided by average assets.

Other Operating Expenses (Percent of Average Assets)

Other non-interest expense, including goodwill impairment losses, amortization expense and impairment losses for other intangible assets, divided by average assets.

Overhead Less Non-Interest Income (Percent of Average Assets)

The difference between total overhead expense and non-interest income divided by average assets.

Percent of Adjusted Operating Income (TE)

Note: Adjusted operating income (TE) is defined as the sum of net interest income on a taxable equivalent basis and non-interest income.

Total Overhead Expense (Percent of Adjusted Operating Income (TE))

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), goodwill impairment losses, amortization expense and impairment

losses for other intangible assets, and other non-interest expense divided by adjusted operating income on a taxable equivalent basis.

Personnel Expense (Percent of Adjusted Operating Income (TE))

Salaries and employee benefits divided by adjusted operating income on a taxable equivalent basis.

Net Occupancy Expense (Percent of Adjusted Operating Income (TE))

Expense on premises and fixed assets divided by adjusted operating income on a taxable equivalent basis.

Other Operating Expenses (Percent of Adjusted Operating Income (TE))

Other non-interest expense, including goodwill impairment losses, amortization expense and impairment losses for other intangible assets, divided by adjusted operating income on a taxable equivalent basis.

Total Non-Interest Income (Percent of Adjusted Operating Income (TE))

Income derived from fiduciary activities; service charges on domestic deposit accounts; trading revenue; investment banking fees and commissions; venture capital revenue; net servicing fees; net securitization income; insurance commissions and fees (including premiums); net gains (losses) on the sales of loans, OREO, and other assets (excluding securities); and other sources of non-interest revenue divided by adjusted operating income on a taxable equivalent basis.

Fiduciary Activities Income (Percent of Adjusted Operating Income (TE))

Fiduciary activities income divided by adjusted operating income on a taxable equivalent basis.

Service Charges on Domestic Deposit Accounts (Percent of Adjusted Operating Income (TE))

Service charges on domestic deposit accounts divided by adjusted operating income on a taxable equivalent basis.

Trading Revenue (Percent of Adjusted Operating Income (TE))

The net gain or loss recognized from trading cash instruments and derivative contracts (including commodity contracts) divided by adjusted operating income on a taxable equivalent basis.

Investment Banking Fees and Commissions (Percent of Adjusted Operating Income (TE))

Fees and commissions from underwriting (or participating in the underwriting of) securities, private placements of securities, investment advisory and management services, merger and acquisition services, other related consulting fees, securities brokerage activities, the sale and servicing of mutual funds, and the purchase and sale of securities and money market instruments where the bank holding company is acting as agent for other banking institutions or customers divided by adjusted operating income on a taxable equivalent basis.

Venture Capital Revenue (Percent of Adjusted Operating Income (TE))

Market value adjustments, interest, dividends, gains, losses (including

impairment losses) on (and other fees from) venture capital investments (loans and securities) and the bank holding company's proportionate share of income or loss in unconsolidated subsidiaries, associated companies, and joint ventures principally engaged in venture capital activities divided by adjusted operating income on a taxable equivalent basis.

Net Servicing Fees (Percent of Adjusted Operating Income (TE))

Income from servicing real estate mortgages, credit cards, and other financial assets held by others divided by adjusted operating income on a taxable equivalent basis.

Net Securitization Income (Percent of Adjusted Operating Income (TE))

Net gains (losses) on assets sold in securitization transactions divided by adjusted operating income on a taxable equivalent basis.

Insurance Activities Revenue (Percent of Adjusted Operating Income (TE))

The amount of insurance activities revenue divided by adjusted operating income on a taxable equivalent basis.

Net Gains (losses) on Sales of Loans, OREO, and Other Assets (Percent of Adjusted Operating Income (TE))

The amount of net gains and losses on sales and other disposals of loans and leases, other real estate owned, and other assets (excluding securi-

ties) divided by adjusted operating income on a taxable equivalent basis.

Other Non-Interest Income (Percent of Adjusted Operating Income (TE))

All other operating income of the bank holding company divided by adjusted operating income on a taxable equivalent basis.

Overhead Less Non-Interest Income (Percent of Adjusted Operating Income (TE))

The difference between overhead expense and non-interest income divided by adjusted operating income on a taxable equivalent basis.

Applicable Income Taxes/Pretax Net Operating Income (TE)

Applicable income taxes (foreign and domestic) divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis.

Applicable Income Taxes Plus TE/Pretax Net Operating Income Plus TE

Applicable income taxes (foreign and domestic) plus the total tax equivalent adjustment divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis. (See the discussion of tax equivalency on page 2-3.)