

NON-INTEREST INCOME & EXPENSES (\$000)	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY
Total Non-Interest Income	238,746	242,065	453,013	393,763	1,205,996
Fiduciary Activities Income	7,377	7,960	14,868	15,574	17,624
Service Charges on Dep Accts - Domestic	85,662	85,873	171,607	197,085	209,993
Trading Revenue	4,568	7,951	19,152	23,448	47,411
Investment Banking Fees and Commissions	14,548	13,467	26,560	29,126	32,383
Insurance Activities Revenue	1,056	867	1,726	2,333	7,233
Venture Capital Revenue	18,251	-1,236	8,977	1,630	-9,870
Net Servicing Fees	4,187	4,900	8,971	9,902	7,199
Net Securitization Income	0	0	0	0	459
Net Gain(Loss) -Sales of Lns, OREO, Oth	6,342	-22,796	-42,030	-90,660	-76,393
Other Non-Interest Income	96,755	145,079	243,182	205,325	969,957
Total Overhead Expenses	786,013	792,718	1,601,487	1,596,580	2,214,660
Personnel Expense	445,497	437,195	874,399	825,595	819,468
Net Occupancy Expense	101,782	98,790	200,893	199,178	198,574
Goodwill Impairment Losses	0	0	0	0	636,216
Amortization Exp & Impairmt Loss (Oth)	8,553	10,556	20,249	25,517	31,674
Other Operating Expenses	230,181	246,177	505,946	546,290	528,728
Fee Income on Mutual Funds & Annuities	2,647	2,940	5,536	6,592	11,705
MEMORANDA:					
Assets Under Mgmt Property Mut Fnds&Annuity	0	0	0	0	0
Number of Equivalent Employees	10,447	10,548	10,606	10,524	10,529
Average Personnel Expense Per Employee	43	41	82	78	78
Average Assets Per Employee	5,099	4,865	4,894	4,949	5,134
ANALYSIS RATIOS	BHC PEER 01 PCT				
Mutual Fund Fee Inc / Non-Int Income	1.11 3.21 34	1.21 3.08 32	1.22 3.12 28	1.67 2.86	0.97 2.66
Overhead Exp / NII + Non-Int Income	70.97 68.46 59	73.31 67.07 73	72.17 68.44 59	75.30 65.92	71.39 73.71
PERCENT OF AVERAGE ASSETS:					
Total Overhead Expense	2.95 3.21 44	3.09 3.18 54	3.09 3.16 50	3.07 3.19	4.10 3.28
Personnel Expense	1.67 1.50 64	1.70 1.56 63	1.68 1.51 70	1.59 1.53	1.52 1.45
Net Occupancy Expense	0.38 0.34 64	0.39 0.37 58	0.39 0.36 61	0.38 0.38	0.37 0.38
Other Operating Expenses	0.90 1.36 32	1.00 1.21 36	1.01 1.23 35	1.10 1.24	2.21 1.40
Overhead Less Non-Interest Income	2.05 1.40 78	2.15 1.43 83	2.21 1.49 87	2.31 1.28	1.87 1.30
PERCENT OF ADJ OPER INCOME (TE):					
Total Overhead Expense	70.37 67.76 58	72.61 66.31 72	71.52 67.63 59	74.53 65.03	70.86 72.69
Personnel Expense	39.88 32.22 85	40.04 32.81 83	39.05 32.51 78	38.54 31.04	26.22 31.47
Net Occupancy Expense	9.11 7.59 75	9.05 7.80 72	8.97 7.92 70	9.30 7.84	6.35 8.42
Other Operating Expenses	21.37 27.67 33	23.51 25.36 48	23.50 26.22 43	26.69 25.37	38.29 32.61
Total Non-Interest Income	21.37 34.88 24	22.17 34.58 20	20.23 33.58 18	18.38 36.35	38.59 36.93
Fiduciary Activities Income	0.66 2.27 41	0.73 3.02 33	0.66 2.81 33	0.73 3.28	0.56 3.21
Serv Charges on Deposit Accts - Dom	7.67 4.70 78	7.87 5.72 72	7.66 5.74 70	9.20 6.22	6.72 7.38
Trading Revenue	0.41 1.43 50	0.73 1.60 59	0.86 1.58 61	1.09 1.80	1.52 1.69
Investment Banking Fees & Commissions	1.30 3.16 37	1.23 3.27 30	1.19 2.84 35	1.36 3.07	1.04 3.00
Insurance Activities Revenue	0.09 1.12 31	0.08 0.94 29	0.08 1.03 26	0.11 1.00	0.23 1.08
Venture Capital Revenue	1.63 0.17 93	-0.11 0.14 5	0.40 0.12 84	0.08 0.12	-0.32 -0.06
Net Servicing Fees	0.37 0.72 60	0.45 0.93 51	0.40 0.67 59	0.46 0.92	0.23 1.75
Net Securitization Income	0.00 0.00 47	0.00 0.01 47	0.00 0.01 47	0.00 0.00	0.01 0.13
Net Gain(Loss) - Sales Lns, OREO, Oth	0.57 1.55 49	-2.09 0.51 11	-1.88 0.42 12	-4.23 0.49	-2.44 -0.18
Other Non-Interest Income	8.66 11.03 44	13.29 12.50 59	10.86 12.03 47	9.59 12.94	31.04 14.89
Overhead Less Non-Interest Income	48.99 32.52 83	50.43 31.59 86	51.29 33.69 87	56.15 28.72	32.27 34.78
Appl Inc Taxes / Pretax NOI (TE)	35.09 29.08 73	40.25 27.52 93	36.67 27.79 90	N/A 21.65	N/A 23.39
Appl Inc Tax+TE / Pretax NOI+TE	38.32 32.93 82	44.84 32.75 92	40.41 32.83 89	N/A 29.75	N/A 30.98

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; fees and commissions from securities brokerage; investment banking, advisory, and underwriting fees and commission; fees and commissions from annuity sales; underwriting income from insurance and reinsurance activities; income from other insurance activities; venture capital revenue; net servicing fees; net securitization income; 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

The sum of fees and commissions from securities brokerage; investment banking, advisory, and underwriting fees and commissions; and fees and commissions from annuity sales.

Insurance Activities Revenue

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

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.

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 & Impairment 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; fees and commissions from securities brokerage; investment banking, advisory, and underwriting fees and commission; fees and commissions from annuity sales; underwriting income from insurance and reinsurance activities; income from other insurance activities; venture capital revenue; net servicing fees; net securitization income; 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 operat-

ing 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))

The sum of fees and commissions from securities brokerage; investment banking, advisory, and underwriting fees and commissions; and fees and commissions from annuity sales 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.

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.

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.)