

NON-INTEREST INCOME & EXPENSES (\$000)	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY	MM/DD/YYYY
Total Non-Interest Income	152,920	136,056	574,980	554,392	443,785
Fiduciary Activities Income	4,889	4,743	20,864	18,380	16,037
Service Charges on Dep Accts - Domestic	50,452	44,484	186,944	163,912	126,075
Trading Revenue	5,298	2,394	18,977	11,756	15,685
Investment Banking Fees and Commissions	9,501	9,662	43,311	32,740	21,947
Insurance Activities Revenue	378	12	1,428	6,573	6,209
Venture Capital Revenue	652	3,191	18,860	20,324	-2,380
Net Servicing Fees	5,155	7,954	28,003	34,726	32,881
Net Securitization Income	4,415	4,939	16,055	39,943	64,835
Net Gain(Loss) -Sales of Lns, OREO, Oth	2,337	2,930	10,276	15,239	14,166
Other Non-Interest Income	69,843	55,747	230,262	210,799	148,330
Total Overhead Expenses	348,390	348,420	1,412,127	1,332,709	1,013,795
Personnel Expense	209,414	205,890	800,501	755,350	573,915
Net Occupancy Expense	47,227	45,776	188,351	172,454	129,526
Goodwill Impairment Losses	0	0	0	0	602
Amortization Exp & Impairmt Loss (Oth)	8,820	11,129	44,895	43,000	16,072
Other Operating Expenses	82,929	85,625	378,380	361,905	293,680
Fee Income on Mutual Funds & Annuities	4,342	3,189	12,625	10,845	4,528
MEMORANDA:					
Assets Under Mgmt Proprrty Mut Fnds&Annuit	0	0	0	0	0
Number of Equivalent Employees	10,946	10,965	10,933	10,618	10,102
Average Personnel Expense Per Employee	19	19	73	71	57
Average Assets Per Employee	4,834	4,330	4,465	4,166	3,325
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	2.84 3.89 40	2.34 3.51 35	2.20 4.25 31	1.96 3.57	1.02 4.00
Overhead Exp / NII + Non-Int Income	54.44 60.31 25	58.78 61.89 42	57.52 63.48 28	57.56 60.93	56.40 60.83
PERCENT OF AVERAGE ASSETS:					
Total Overhead Expense	2.63 2.82 45	2.94 3.01 50	2.89 2.92 46	3.01 2.97	3.02 3.07
Personnel Expense	1.58 1.50 58	1.73 1.65 52	1.64 1.52 58	1.71 1.61	1.71 1.65
Net Occupancy Expense	0.36 0.39 41	0.39 0.41 50	0.39 0.39 56	0.39 0.40	0.39 0.42
Other Operating Expenses	0.69 0.87 30	0.82 0.92 42	0.87 0.99 40	0.92 0.94	0.92 0.99
Overhead Less Non-Interest Income	1.48 1.01 69	1.79 1.05 85	1.72 1.24 76	1.76 1.04	1.70 0.96
PERCENT OF ADJ OPER INCOME (TE):					
Total Overhead Expense	53.93 59.59 26	58.13 61.08 42	56.91 62.77 29	56.96 60.19	55.75 59.98
Personnel Expense	32.41 31.95 50	34.35 33.28 57	32.26 32.34 44	32.28 32.03	31.56 31.93
Net Occupancy Expense	7.31 8.49 35	7.64 8.30 41	7.59 8.54 43	7.37 8.03	7.12 8.01
Other Operating Expenses	14.20 18.94 20	16.14 19.04 27	17.06 21.73 28	17.31 19.46	17.07 19.78
Total Non-Interest Income	23.67 35.55 25	22.70 36.95 17	23.17 33.66 26	23.69 36.13	24.40 38.01
Fiduciary Activities Income	0.76 3.62 31	0.79 4.61 30	0.84 4.52 32	0.79 4.66	0.88 5.19
Serv Charges on Deposit Accts - Dom	7.81 7.26 50	7.42 6.94 47	7.53 7.58 46	7.01 6.77	6.93 7.11
Trading Revenue	0.82 0.38 67	0.40 1.32 51	0.76 0.20 71	0.50 1.15	0.86 1.03
Investment Banking Fees & Commissions	1.47 3.09 34	1.61 3.06 42	1.75 3.27 37	1.40 3.04	1.21 3.71
Insurance Activities Revenue	0.06 1.06 22	0.00 1.26 8	0.06 1.21 17	0.28 1.24	0.34 1.49
Venture Capital Revenue	0.10 0.07 77	0.53 0.18 83	0.76 0.23 83	0.87 0.19	-0.13 0.18
Net Servicing Fees	0.80 0.76 67	1.33 0.72 77	1.13 0.82 76	1.48 0.68	1.81 1.12
Net Securitization Income	0.68 0.07 92	0.82 0.37 86	0.65 0.31 85	1.71 0.37	3.57 0.24
Net Gain(Loss) - Sales Lns, OREO, Oth	0.36 0.72 50	0.49 1.38 32	0.41 1.04 31	0.65 1.36	0.78 1.60
Other Non-Interest Income	10.81 12.87 46	9.30 11.34 51	9.28 11.14 47	9.01 10.74	8.16 10.86
Overhead Less Non-Interest Income	30.26 24.53 63	35.43 23.51 73	33.74 29.22 59	33.27 22.96	31.34 21.29
Appl Inc Taxes / Pretax NOI (TE)	30.96 28.71 50	35.82 30.86 91	30.87 29.08 60	23.43 30.50	34.53 31.62
Appl Inc Tax+TE / Pretax NOI+TE	34.73 33.39 57	38.50 34.27 89	34.29 33.27 55	56.15 34.13	37.28 34.72

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.

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; 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.

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

The amount of insurance activities revenue divided by adjusted operat-

ing 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 securities) 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.)