

FINANCIAL HIGHLIGHTS

	1996	1995	1994	1993	1992		
						% increase (decrease) 1996/1995	Five-year growth rate
Results of operations							
<i>(millions of dollars)</i>							
Total revenue (TEB)	\$ 4,352	\$ 3,959	\$ 3,739	\$ 3,324	\$ 3,082	10	8%
Total taxes	829	774	669	423	460	7	12
Net income	914	794	683	275	408	15	13
Per common share							
Net income – basic	\$ 2.95	\$ 2.51	\$ 2.14	\$.82	\$ 1.25	18	14%
– fully diluted	2.89	2.48	2.12	.82	1.25	17	14
Dividends	1.00	.88	.79	.76	.76	14	6
Book value	20.30	18.31	16.74	15.30	15.14	11	7
Market price – close	31.35	23.75	20.50	21.00	18.13	32	11
Total market return	36.2%	20.1%	1.4%	20.1%	2.1%	36	15
Financial ratios							
Productivity ratio (expenses as a % of revenue (TEB))	61.0%	60.2%	59.6%	59.2%	57.6%		
Provision for credit losses as a % of net average loans and bankers' acceptances	.18	.23	.48	.91	.94		
Net common equity as a % of risk-weighted assets	6.2	6.7	6.5	6.3	6.9		
Return on common equity	15.4	14.3	13.3	5.4	8.4		
Return on assets	.80	.76	.72	.34	.58		
Financial position at year end							
<i>(billions of dollars)</i>							
Total assets	\$ 125.6	\$ 109.0	\$ 99.8	\$ 85.0	\$ 74.1	15	13%
Total equity	6.7	6.1	5.4	5.0	5.0	10	7
Common equity	6.1	5.5	5.0	4.6	4.6	11	7
Market capitalization	9.5	7.2	6.2	6.3	5.5	33	11
Ratings of senior debt							
Moody's	Aa2	Aa2	Aa2	Aa2	Aa1		
Standard and Poor's	AA	AA	AA	AA	AA		

