

# Twenty-Five Largest Banking Companies

An Internal FDIC Report\*

Fourth Quarter 2002

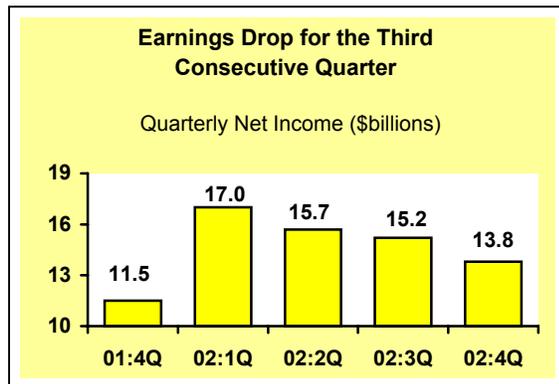


**Net income falls for third consecutive quarter, triggered by charges at a few of the largest companies.**

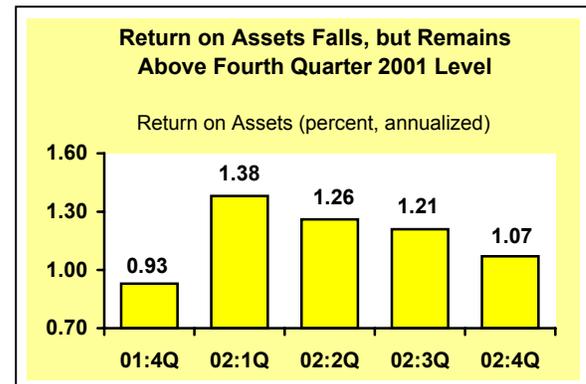
**Nonperforming asset growth subsides after ten consecutive quarters of increases.**

**Balance sheet growth is widespread, as assets, loans and deposits all rise.**

**Thrift companies are now included in this report.**



Source: SNL DataSource



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\* **This document is based on publicly available information provided by the companies it covers. It is intended for internal distribution only. It does not represent official policy or supervisory guidance from the FDIC.**

Although the title of this publication has not been changed, its scope has been expanded to include thrift holding companies.

The FDIC has assembled information from public data releases compiled by SNL DataSource for the 25 largest bank and thrift holding companies, as of **January 29**, to obtain an early look at the performance of these firms. Highlights are summarized in the narrative below. Financial data tables and merger chronologies for each of the *25 Largest* are provided as well. Summary indicators for the group are presented on page 12.

This report only includes organizations primarily involved in providing commercial bank and thrift services for which timely information is available. The bank and thrift subsidiaries of these 25 companies hold approximately 55 percent of the total assets of all FDIC-insured financial institutions (excluding insured branches of foreign banks). Excluded from this report are: foreign-owned companies, some diversified financial service companies and nonbank financial service companies. Further details are presented on page 11.

## **Thrift holding companies are now covered in this publication.**

Unlike prior editions, this report is no longer publicly available. It is in the process of being redesigned to support the large bank analysis efforts of the FDIC's Risk Analysis Center. As such, this may be considered a transition issue of the *25 Largest*.

Also beginning with this edition, this report has been modified to include thrift holding companies that rank among the largest banking companies. Three thrift companies -- Golden West Financial Corporation, Sovereign Bancorp, Inc. and Washington Mutual, Inc. -- have been included in the coverage of fourth quarter 2002 results. The twenty-five companies in this report (*25 Largest*) account for \$5.2 trillion in consolidated assets, including both bank and non-bank subsidiaries. Together these companies own 101 banks with \$4.1 trillion in assets and 12 thrifts with \$415 billion in assets. The combined assets of banks and thrifts held by these companies comprise 55 percent of the industry.<sup>1</sup>

## **Key earnings measures fall, but still compare favorably to the fourth quarter of 2001.**

Large charges for litigation and other expenses at two companies, Citigroup and J.P. Morgan Chase, outweighed the combined earnings gains at most of the other companies, and caused the group's net income to decline for a third consecutive quarter. Aggregate net income for the *25 Largest* for the fourth quarter of 2002 was \$13.8 billion, \$1.3 billion (8.9 percent) lower than the third quarter and 18.8 percent below the record set

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<sup>1</sup> All FDIC-insured financial institutions, excluding insured branches of foreign banks. Bank and thrift subsidiary data is as of September 30, 2002.

in the first quarter. However, net income remained almost 20 percent above the level of the fourth quarter of 2001 (\$11.5 billion), when a few companies booked large loss provisions against Enron and Argentine exposures.

It is often the case that group totals for the *25 Largest* are not reflective of the majority of the underlying companies, as the largest companies heavily influence the aggregate results.<sup>2</sup> This point is illustrated by the fact that 13 companies (including two of the five largest) posted net income increases in the fourth quarter, while the group registered a \$1.3 billion aggregate decline.

Two companies reported a combined earnings decrease of \$1.9 billion. Citigroup's fourth quarter earnings fell by 38 percent (down by \$1.5 billion) primarily due to charges of \$1.3 billion to establish a reserve for Enron-related litigation and anticipated costs to settle an investigation into Wall Street's stock research and IPO practices. J.P. Morgan Chase reported a loss of \$387 million in the quarter, attributed to a \$1.3 billion pre-tax charge for losses resulting from the settlement of Enron surety litigation and other litigation expenses, and for merger and relocation costs of \$393 million. This represented a \$427 million decline from the \$40 million that the company earned in the third quarter.

Profitability measures for the fourth quarter of 2002 for the *25 Largest* compare very favorably to those of fourth quarter 2001. Return on assets (ROA) of 1.07 percent was 14 basis points higher than the fourth quarter of 2001, although it was down 14 basis points from the third quarter. Return on equity (ROE) was 150 basis points higher than in the

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<sup>2</sup> The five largest companies covered herein (Citigroup, J. P. Morgan Chase, Bank of America, Wells Fargo, and Wachovia) account for 61.5 percent of the assets held by the *25 Largest*.

final quarter of the previous year, even as it fell by 154 basis points compared to the third quarter. Earnings improvements were widespread, as 21 of the 25 companies posted higher net income than a year ago.

Core ROA, which excludes securities gains and other nonrecurring items, declined by 8 basis points. Core ROA declined at 15 of the 25 companies covered in this report. Some of the mid-tier companies reported sizable swings in Core ROA during the quarter. The largest decrease was FleetBoston's 67 basis-point drop, while Bank of New York's Core ROA declined by 64 basis points. Conversely, Comerica saw its Core ROA rise by 111 basis points, after experiencing a 110 basis-point drop during the third quarter.

### **The benefits of low interest rates are still evident in bank earnings.**

The falling interest-rate environment continued well into the quarter. On November 6, the Federal Reserve lowered both the federal funds and discount rates by 50 basis points, to 1.25 and 0.75 percent, respectively.

The *25 Largest* benefited from these developments as increases in securities gains in the quarter partially offset the large charges for litigation and credit quality events. In aggregate, the *25 Largest* booked nearly \$2.3 billion in securities gains in the fourth quarter, compared with \$1.5 billion in the previous quarter.

### **Earning assets growth rate matches that of net interest income, leaving the group's margin unchanged.**

Net interest income for the *25 Largest* increased by 3.4 percent (to \$40.3 billion), matching the percentage increase in average

earning assets. As a result, the group's net interest margin (NIM) remained at 3.70 percent.

Average earning assets increased at 23 companies, as loan customers continued to respond to lower interest rates. Excluding Citigroup's acquisition of Golden State Bancorp, average earning assets grew by 2.3 percent during the final quarter of 2002.

Even though the fourth quarter aggregate NIM remained the same as that of the third quarter, margins at 20 companies fell. Interest income declined at 20 companies, while interest expense dropped at all 25.

### **Loan portfolios expand.**

Adjusted for Golden State, loan portfolios of the *25 Largest* grew by 2.4 percent (an annualized rate of 10 percent) during the fourth quarter, to \$2.689 trillion. As a group, the *25 Largest* companies increased their loan portfolios in the quarter by \$101.6 billion, led by Citigroup's merger-driven \$44.2 billion increase. Loans increased at most of the companies (19 of 25). Early public earnings releases often do not provide details on loan categories; however, some of the companies cited strong quarterly performance in consumer businesses, including mortgage lending and credit cards. For example, during the fourth quarter, at Bank of America, mortgage originations increased by \$8 billion (33 percent) to \$32 billion. Citigroup reported net income from its global consumer segment rose by 7 percent to \$2.37 billion. Total consumer loans at Wachovia rose to \$64 billion – a 15 percent increase. Other reports by Bank One and Wells Fargo disclosed card services net income increases of 8 percent (to \$321 million) and 5 percent (to \$255 million), respectively.

U.S. Bancorp noted a three percent increase in net income from its consumer segment (to

\$717 million) while Washington Mutual noted a 43 percent increase in its mortgage loan portfolio (to \$106 billion) amid a 58 percent increase in refinancings and a 25 percent increase in overall mortgage originations. On the other hand, none of the *25 Largest* reported significant increases in commercial loans. C&I loans have declined at commercial banks for seven consecutive quarters, through the third quarter of 2002, according to bank Call Reports.

Apart from the effect of Citigroup's acquisition of Golden State, the *25 Largest* enjoyed widespread growth in assets (up 2.1 percent), equity (up 1.7 percent) and deposits (up 4.2 percent). Moreover, record high totals were achieved in these three balance sheet categories, as well as in total loans. A total of 22 companies experienced growth in assets, 18 in equity and 24 in deposits.

Deposit flows in the last quarter of each calendar year are heavily influenced by seasonal factors. Thus, comparing deposit growth between fourth quarters of consecutive years is more meaningful than calculating it from the end of the third quarter. The 4.2 percent increase in deposits in the fourth quarter was greater than the 3.4 percent increase registered by the *25 Largest* in the fourth quarter of 2001. Data from the Federal Reserve's H.8 statistical release indicate that total deposits increased by 3.5 percent during the fourth quarter, compared to a 3.7 percent increase in the fourth quarter of 2001. As is often the case, much of the increase in deposits in the fourth quarter consisted of transaction accounts, mainly demand deposits.

### **Asset quality shows signs of stabilizing, as nonperforming assets fall at most companies.**

After ten consecutive quarters of growth, nonperforming assets (NPAs) fell (by \$1.6 billion) in the fourth quarter. While J.P. Morgan Chase (down 13.6 percent) accounted for \$757 million of the drop-off, the trend was broad-based, as 16 of the 23 companies reporting NPAs showed dollar declines. These decreases led to a 6 basis point drop in the NPA/assets ratio during the quarter, to 0.80 percent. The largest percentage decreases in NPA volume were registered by Bank of New York (-20.1 percent) and UnionBanCal (-14.9 percent).

The NPA decline was reflected in an improvement in the group's reserve coverage of troubled assets. The loan-loss reserves to NPA ratio improved for only the second time in the last 11 quarters, from 119.3 percent to 126.6 percent. The ratio also benefited from a 2.1 percent rise in loan-loss reserves.

During the fourth quarter, net charge-offs (NCOs) increased at 16 companies and were up for the group by \$279 million (3.6 percent), to \$8.0 billion. Bank of America had an increase of \$361 million<sup>3</sup>, while J.P. Morgan Chase had a decrease of \$218 million. Despite the increase at Bank of America, NCOs for the *25 Largest* were \$777 million lower than the record high of \$8.8 billion, set in the fourth quarter of 2001.

Loans grew at a faster rate than net charge-offs in the fourth quarter. Only six of the 23 firms that reported net charge-offs in both the third and fourth quarters experienced NCO/loan ratio improvements, but these

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<sup>3</sup> Bank of America's charges related to its exit from subprime business lending, its Brazilian credits, the bankruptcy of a major airline, loans to the utility sector and credit card lending.

included three of the five largest institutions. In contrast, net charge-off ratios increased for 14 of the others in the fourth quarter, while three registered no change. These results netted out to an overall decline for the group of one basis point, to 1.21 percent. In the fourth quarter of 2001, this ratio reached a five-year high of 1.40 percent, driven by write-downs of loans to Argentina and Enron.

### **Loan loss reserves do not keep pace with loan growth.**

Aggregate fourth quarter loan-loss provisions exceeded net charge-offs by \$724 million (down from \$1.17 billion last quarter). However, the growth rate of loan-loss reserves failed to keep pace with that of loans. At year end, loan-loss reserves of the *25 Largest* together amounted to 1.97 percent of total loans, down 3 basis points from the end of the third quarter.

On balance, asset quality developments in the fourth quarter were positive. The increase in net charge-offs helped produce the first decrease in nonperforming assets since the first quarter of 2000.

### **Despite widespread declines, capital ratios remain relatively high.**

For the second straight quarter, the unweighted averages of each of the three regulatory capital ratios of the *25 Largest* fell, but still remained at high levels. The Tier 1 Leverage ratio fell the most – by 17 basis points, to 7.44 percent – declining at 14 of the 19 companies reporting. In addition, the Tier 1 RBC (down 14 basis points), and Total RBC ratios (down 10 basis points) fell to 8.54 percent and 12.11 percent, respectively. The latter two ratios declined at 12 and 11 companies, respectively.

Six companies suffered decreases of 10 or more basis points in all three regulatory capital ratios. They were: AmSouth, BB&T, Fifth Third, J.P. Morgan Chase, National City and U.S. Bancorp. Of the 19 companies reporting capital ratios, Comerica was the only firm that posted increases in all three measures during the quarter.

### **Market capitalization rises by 7 percent.**

In contrast to the third quarter, when all 25 companies suffered market capitalization declines, only 11 experienced decreases in the fourth quarter of 2002. Further, only two companies (Bank of New York and Comerica) incurred decreases of 10 percent or more compared to 16 in the previous quarter. Fueled by a 2.1 percent rise in composite price per share, market capitalization rose by 7.4 percent to \$796.4 billion. This increase in market capitalization of the *25 Largest* was only slightly behind the changes in two other market indices. In the fourth quarter, the Dow Jones Industrial Average was up by 9.9 percent and the S&P 500 increased by 7.9 percent.

Earnings-per-share figures for ten of the 25 companies exceeded Wall Street's consensus expectations for the quarter (by a combined 35 cents, with Bank of America up by 16 cents), while three fell short (by a combined 32 cents, with Fleet down by 29 cents) and 12 came in as expected.

### **A major merger is completed.**

On November 11, Citigroup completed its \$5.8 billion acquisition of Golden State Bancorp, Inc., the third-largest thrift holding company in the country at the time of the announcement in May 2002. Golden State, based in California, then held \$54.1 billion of assets. Citigroup stated that it expects to

significantly boost revenue from Golden State's branches by marketing its insurance and investment products through them.

While much smaller in scope, there was one other notable merger finalized during the quarter. On December 12, KeyCorp completed its \$66 million acquisition of Union Bankshares, Ltd. Union Bancshares was a \$454 million bank holding company based in Colorado.

One other merger deal involving the 25 *Largest* was terminated before completion. On October 31, BB&T Corporation called off a pending deal to purchase FloridaFirst Bancorp Inc., an \$812 million dollar thrift holding company, in response to Office of Thrift Supervision comments.

## Index

	<u>Page</u>
<b>Ranking by consolidated company assets</b>	7
<b>Ranking by bank &amp; thrift subsidiary assets</b>	8
<b>Business segments</b>	9
<b>Banks and thrifts excluded</b>	11
<b>Summary report (25 Largest)</b>	12
<b>Company tables (alphabetical)</b>	
AmSouth Bancorporation	13
Bank of America Corporation	14
Bank of New York Company, Inc.	15
Bank One Corporation	16
BB&T Corporation	17
Charter One Financial, Inc.	18
Citigroup, Inc.	19
Comerica Incorporated	20
Fifth Third Bancorp	21
FleetBoston	22
Golden West Financial Corporation	23
J.P. Morgan Chase & Company	24
KeyCorp	25
National City Corporation	26
PNC Financial Services Group, Inc.	27
Regions Financial Corporation	28
SouthTrust Corporation	29
Sovereign Bancorp, Inc.	30
State Street Corporation	31
SunTrust Banks, Inc.	32
U.S. Bancorp	33
UnionBanCal Corporation	34
Wachovia Corporation	35
Washington Mutual, Inc.	36
Wells Fargo & Company	37
<b>Notes to Users</b>	38
<b>Glossary</b>	39

**25 Largest Banking Companies**  
**Ranking by Consolidated Company Assets**  
(Dollar amounts in millions)

Rank	Company Name	12/31/2002 Consolidated Assets	09/30/2002 Consolidated Assets	1-Qtr Change	4th-Qtr 2002 Net Income	3rd-Qtr 2002 Net Income	1-Qtr Change
1	Citigroup, Inc.	1,097,190	1,031,568	65,622	2,429	3,920	(1,491)
2	J.P. Morgan Chase & Co.	758,800	741,759	17,041	(387)	40	(427)
3	Bank of America Corporation	660,458	660,008	450	2,614	2,235	379
4	Wells Fargo & Company	349,259	334,250	15,009	1,466	1,444	22
5	Wachovia Corporation	341,839	333,880	7,959	895	916	(21)
6	Bank One Corporation	277,383	274,187	3,196	842	823	19
7	Washington Mutual, Inc.	268,298	262,605	5,693	969	976	(7)
8	FleetBoston Financial Corporation	190,453	187,188	3,265	261	579	(318)
9	U.S. Bancorp	180,027	174,006	6,021	850	860	(11)
10	National City Corporation	118,258	109,346	8,912	380	374	6
11	SunTrust Banks, Inc.	117,323	112,422	4,900	340	343	(3)
12	State Street Corporation	85,794	77,556	8,238	477	182	295
13	KeyCorp	85,202	83,518	1,684	245	245	0
14	Fifth Third Bancorp	80,894	77,694	3,200	424	417	7
15	BB&T Corporation	80,217	78,187	2,030	337	328	9
16	Bank of New York Company, Inc.	77,170	80,987	(3,817)	100	79	21
17	Golden West Financial Corporation	68,406	65,515	2,891	249	244	5
18	PNC Financial Services Group, Inc.	66,377	67,659	(1,282)	262	285	(23)
19	Comerica Incorporated	53,301	52,597	704	206	24	182
20	SouthTrust Corporation	50,571	49,754	817	167	164	3
21	Regions Financial Corporation	47,939	47,393	545	156	156	(0)
22	Charter One Financial, Inc.	41,896	39,850	2,046	146	144	2
23	AmSouth Bancorporation	40,571	39,611	961	155	156	(1)
24	UnionBanCal Corporation	40,170	37,608	2,562	145	138	7
25	Sovereign Bancorp, Inc.	39,524	39,563	(39)	93	93	(0)
<b>Total</b>		<b>\$5,217,320</b>	<b>\$5,058,711</b>	<b>\$158,609</b>	<b>\$13,822</b>	<b>\$15,166</b>	<b>(\$1,345)</b>

**25 Largest Banking Companies**  
**Ranking by September 30, 2002 Bank and Thrift Subsidiary Assets**  
**(Dollar amounts in millions)**

Rank	Company Name	9/30/02 Bank & Thrift Subsidiary Assets*	3rd Qtr 2002 Bank & Thrift Subsidiary Net Income*
1	Citigroup, Inc.	612,698	2,863
2	J.P. Morgan Chase & Co.	638,771	82
3	Bank of America Corporation	617,885	2,509
4	Wells Fargo & Company	344,694	1,370
5	Wachovia Corporation	318,874	837
6	Bank One Corporation	312,275	1,010
7	Washington Mutual, Inc.	258,477	2,847
8	FleetBoston Financial Corporation	182,838	713
9	U.S. Bancorp	172,480	880
10	National City Corporation	125,441	388
11	SunTrust Banks, Inc.	109,785	335
12	State Street Corporation	72,789	182
13	KeyCorp	82,053	237
14	Fifth Third Bancorp	82,176	406
15	BB&T Corporation	82,821	351
16	Bank of New York Company, Inc.	79,079	209
17	Golden West Financial Corporation	73,411	731
18	PNC Financial Services Group, Inc.	63,598	277
19	Comerica Incorporated	61,824	-64
20	SouthTrust Corporation	49,674	169
21	Regions Financial Corporation	44,156	192
22	Charter One Financial, Inc.	39,991	143
23	AmSouth Bancorporation	39,594	162
24	UnionBanCal Corporation	37,029	396
25	Sovereign Bancorp, Inc.	39,650	337
	<b>Total</b>	<b>\$4,542,062</b>	<b>\$17,563</b>

\* Source: FDIC - Call Reports. Data include intracompany transactions, which are netted out of consolidated totals.

**25 Largest Banking Companies**  
**Business Segments**  
**(Based on each company's internal business segment classifications)**

Company Name and Business Segments	Net Operating Income (\$ in Million)	Percentage	Company Name and Business Segments	Net Operating Income (\$ in Million)	Percentage
<b>1 CitiGroup, Inc.</b>			<b>8 FleetBoston Financial Corporation</b>		
1. Global Consumer	2,372	97%	1. Wholesale Banking	295	99%
2. Global Corporate and Investment Bank	(344)	-14%	2. Personal Financial Services	296	100%
3. Global Investment Management	439	18%	3. Capital Markets	(35)	-12%
4. Propriety Investment Activities	(75)	-3%	3. International Banking	9	3%
5. Private Client Services	153	6%	4. All Others	(268)	-90%
6. Corporate/Other	(105)	-4%		297	100%
	2,440	100%			
<b>2 J.P. Morgan Chase &amp; Co.</b>			<b>9 U.S. Bancorp. **</b>		
1. Investment Bank	361	49%	1. Consumer Banking	717	41%
2. Chase Financial Services	500	68%	2. Wholesale Banking	583	33%
3. Treasury & Securities Services	140	19%	3. Payment Services	452	26%
4. Investment Management & Private Banking	43	6%	4. Private Client, Trust and Asset Management	177	10%
5. JP Morgan Partners	(91)	-12%	5. Capital Markets	(36)	-2%
6. Corporate	(223)	-31%	6. Treasury and Corporate Support	(123)	-7%
	730	100%		1,770	100%
<b>3 Bank of America Corporation</b>			<b>10 National City Corporation</b>		
1. Consumer and Commercial Banking	1,649	63%	1. Consumer and Small Business Fin'cl Services	157	41%
2. Global Corporate and Investment Banking	230	9%	2. Wholesale Banking	46	12%
3. Corporate Other	697	27%	3. Parent and Other	(72)	-19%
4. Asset Management	119	5%	4. National Consumer Finance	216	57%
5. Equity Investment	(81)	-3%	5. Asset Management	20	5%
	2,614	100%	6. National Processing	14	4%
<b>4 Wachovia Corporation</b>				381	100%
1. General Bank	581	59%	<b>11 SunTrust Banks, Inc.</b>		
2. Corporate and Investment Bank	155	16%	NA		
3. Capital Management	92	9%	<b>12 State Street Corporation</b>		
4. Wealth Management	41	4%	NA		
5. Parent	118	12%	<b>13 KeyCorp</b>		
	987	100%	1. Key Corporate Finance	103	43%
<b>5 Wells Fargo &amp; Company</b>			2. Key Consumer Banking	103	43%
1. Community Banking	1,039	71%	3. Key Capital Partners	41	17%
2. Wholesale Banking	320	22%	4. Other Segments	(6)	-2%
3. Wells Fargo Financial	109	7%		241	100%
	1,468	100%	<b>14 Fifth Third Bancorp</b>		
<b>6 Bank One Corporation</b>			NA		
1. Retail	335	40%	<b>15 BB&amp;T Corporation</b>		
2. Credit Cards	321	38%	NA		
3. Commercial Banking	148	18%			
4. Investment Management	81	10%			
5. Corporate/Unallocated	(43)	-5%			
	842	100%			
<b>7 Washington Mutual, Inc.</b>					
NA					

\* Net operating income represents after-tax earnings of banking companies from their main lines of business. Net operating income is defined as net income before extraordinary items and nonrecurring items. Nonrecurring items may be classified and defined differently by different banking companies.

\*\* U.S. Bancorp.'s segment income represents pre-tax income before merger and restructuring-related items, cumulative effect of changes in accounting principles and provisions for credit losses.

**25 Largest Banking Companies  
Business Segments**  
(Based on each company's internal business segment classifications)

Company Name and Business Segments	Net Operating Income (\$ in Million)	Percentage
16 <u>Bank of New York Company, Inc.</u> NA		
17 <u>Golden West Financial Corporation</u> NA		
18 <u>PNC Financial Services Group, Inc.</u>		
1. Banking Businesses	249	90%
2. Asset Management and Processing	42	15%
3. Other	(13)	-5%
	278	100%
19 <u>Comerica Incorporated</u> NA		
20 <u>SouthTrust Corporation</u> NA		
21 <u>Regions Financial Corporation</u> NA		
22 <u>Charter One Financial, Inc.</u> NA		
23 <u>AmSouth Bancorporation</u> NA		
24 <u>Union BanCal Corporation</u> NA		
25 <u>Sovereign Bancorp., Inc.</u> NA		

\* Net operating income represents after-tax earnings of banking companies from their main lines of business. Net operating income is defined as net income before extraordinary items and nonrecurring items. Nonrecurring items may be classified and defined differently by different banking companies.

\*\* U.S. Bancorp.'s segment income represents pre-tax income before merger and restructuring-related items, cumulative effect of changes in accounting principles and provisions for credit losses.

**FDIC-insured Banks and Thrifts Excluded From  
25 Largest Banking Companies  
Ranking by Total Assets  
(dollar amounts in millions)**

<b>Institution Name</b>	<b>9/30/02 Total Assets</b>	<b>Reason(s) Excluded from Report</b>
HSBC Bank USA	86,956	foreign-owned company
Merrill Lynch Bank USA	66,883	diversified financial services company
LaSalle Bank National Association	59,269	foreign-owned company
MBNA America Bank, National Association	47,954	diversified financial services company
Standard Federal Bank, National Association	47,360	foreign-owned company
Deutsche Bank Trust Company Americas	40,447	foreign-owned company
<b>Total</b>	<b>\$348,869</b> <sup>1</sup>	

<sup>1</sup> These banks and thrifts hold 4.2% of the total assets of all FDIC-insured financial institutions (excluding insured branches of foreign banks.)

**Recap:**

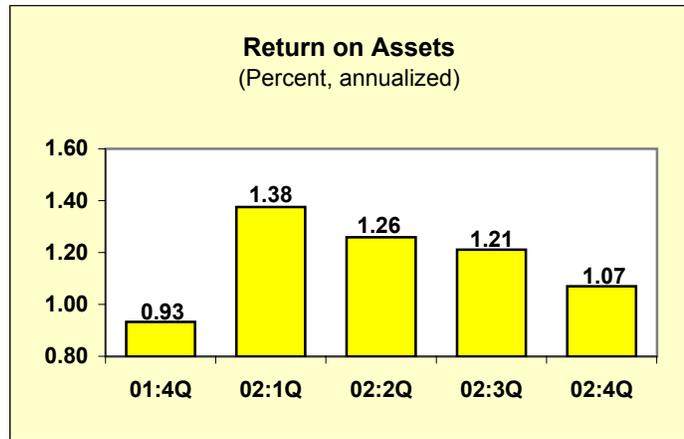
Foreign-owned companies (4)	\$234,032
Diversified financial service companies (2)	114,837
<b>Total</b>	<b>\$348,869</b>

## Summary Report (25 Largest)

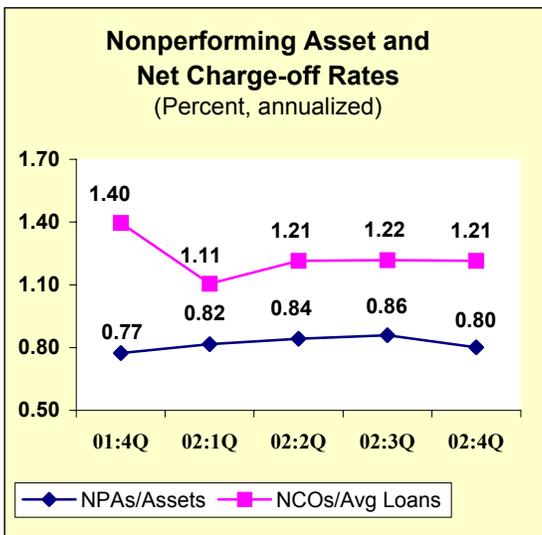
### As of 9/30/02:

Bank subs	101
Thrift subs	<u>12</u>
Total	113
Bank assets (\$ millions)	4,126,702
Thrift assets	<u>415,361</u>
Total	4,542,063

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr # 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr # 2002
Net income	13,822	15,166	Return on assets	1.07	1.21
Net interest income	40,304	38,997	Core ROA	1.04	1.12
Noninterest income	31,510	30,638	Return on equity	13.69	15.23
Noninterest expense	43,975	40,089	Net interest margin	3.70	3.70
Securities gains (losses)	2,280	1,511	Efficiency ratio *	56.67	55.40
Assets	5,217,320	5,058,711	Loan growth rate	15.71	7.81
Loans (Gross)	2,689,132	2,587,494	NPAs/assets	0.80	0.86
Loss reserve	52,904	51,797	NCOs/average loans	1.21	1.22
Deposits	2,804,056	2,666,907	Tier 1 leverage ratio *	7.44	7.61
Equity	408,893	399,129	Tier 1 RBC ratio *	8.54	8.68
Nonperforming assets	41,800	43,418	Total RBC ratio *	12.11	12.21
Loan-loss provisions	8,751	8,914	Market cap. (\$ millions)	796,398	741,213
Net charge-offs	8,027	7,748			



#### Notes:

\*- Unweighted average. Except as noted, ratios are provided on a weighted basis. However, when fewer than 25 companies report early ratio data for the current quarter, unweighted averages are used for comparative purposes.

Also, when companies have not reported early dollar figures for the current quarter, their corresponding data from the prior period is excluded from the prior period's composite dollar total to enable valid comparison.

Data from prior periods reflect the most current largest 25 banking companies.

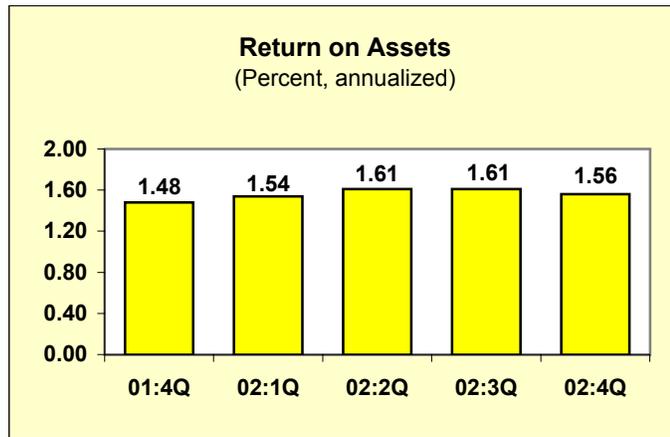
# Citigroup completed the acquisition of Golden State Bancorp using the purchase accounting method in the fourth quarter. As a result, third-quarter financial data were not restated.

## AmSouth Bancorp.

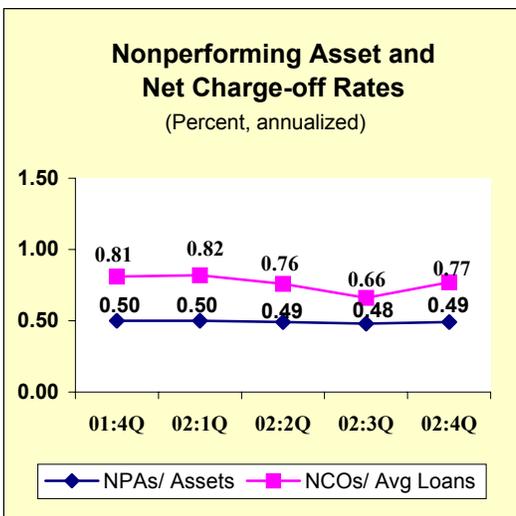
### As of 09/30/02:

Bank subs	1
Thrift subs	0
Total	1
Bank assets (\$ millions)	39,594
Thrift assets	0
Total	39,594

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	155	156	Return on assets	1.56	1.61
Net interest income	372	371	Core ROA	1.53	1.59
Noninterest income	188	185	Return on equity	20.17	20.35
Noninterest expense	288	283	Net interest margin	4.26	4.37
Securities gains (losses)	4	3	Efficiency ratio	50.04	49.35
			Loan growth rate	16.19	9.88
Assets	40,571	39,611			
Loans (Gross)	27,371	26,316	NPAs/assets	0.49	0.48
Loss reserve	382	380	NCOs/average loans	0.77	0.66
Deposits	27,316	26,632			
Equity	3,116	3,123	Tier 1 leverage ratio	6.85	7.08
			Tier 1 RBC ratio	7.80	7.94
Nonperforming assets	197	189	Total RBC ratio	10.61	10.90
Loan-loss provision	53	51			
Net charge-offs	52	43	Stock price (\$)	19.20	20.74



### Significant acquisitions:

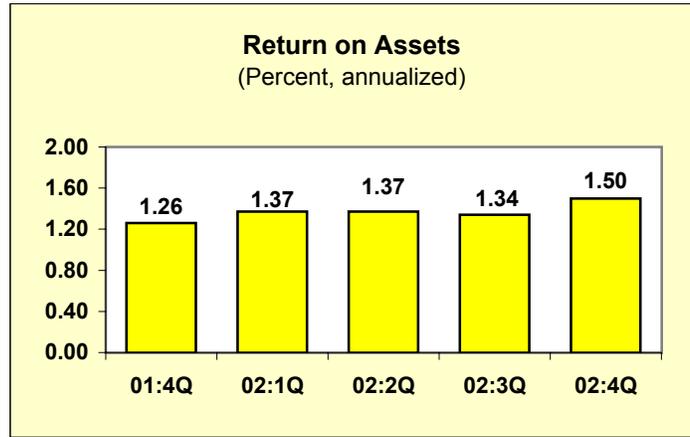
Date	Acquired BHC's	State	Acquired Assets
10/1999	First American Corporation	TN	\$20 billion
06/1994	Fortune Bancorp.	FL	3 billion
1987-1999	12 other acquisitions		5 billion

## Bank of America Corp.

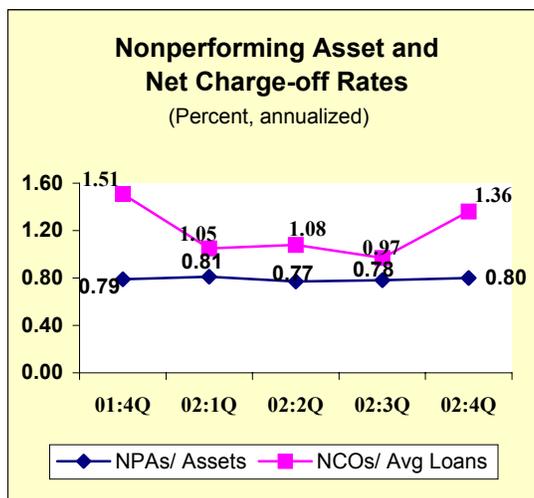
As of 09/30/02:

Bank subs	5
Thrift subs	0
Total	5
Bank assets (\$ millions)	617,885
Thrift assets	0
Total	617,885

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	2,614	2,235	Return on assets	1.50	1.34
Net interest income	5,374	5,302	Core ROA	1.39	1.26
Noninterest income	3,430	3,220	Return on equity	21.75	19.16
Noninterest expense	4,832	4,620	Net interest margin	3.68	3.77
Securities gains (losses)	304	189	Efficiency ratio	53.28	52.57
			Loan growth rate	13.09	(2.62)
Assets	660,458	660,008			
Loans (Gross)	342,755	341,091	NPAs/assets	0.80	0.78
Loss reserve	6,851	6,861	NCOs/average loans	1.36	0.97
Deposits	386,458	377,415			
Equity	50,319	48,239	Tier 1 leverage ratio	6.31	6.35
			Tier 1 RBC ratio	8.22	8.13
Nonperforming assets	5,262	5,131	Total RBC ratio	12.43	12.38
Loan-loss provision	1,165	804			
Net charge-offs	1,165	804	Stock price (\$)	69.57	63.80



### Significant acquisitions:

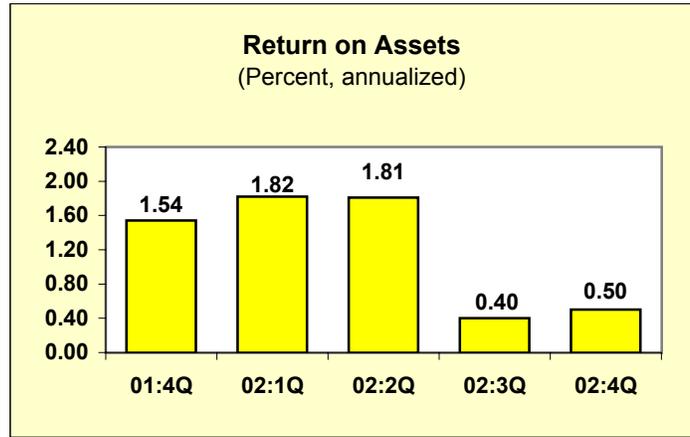
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
09/1998	BankAmerica Corporation	CA	\$260 billion
01/1998	Barnett Banks, Inc.	FL	44 billion
01/1997	Boatmen's Bancshares, Inc.	MO	41 billion
08/1996	TAC Bancshares	FL	3 billion
01/1996	Bank South Corporation	GA	7 billion
01/1996	CFS Holdings, Inc.	FL	5 billion
02/1993	MNC Financial, Inc	MD	16 billion
1988-1998	8 other acquisitions		4 billion

**Bank of New York Co.**

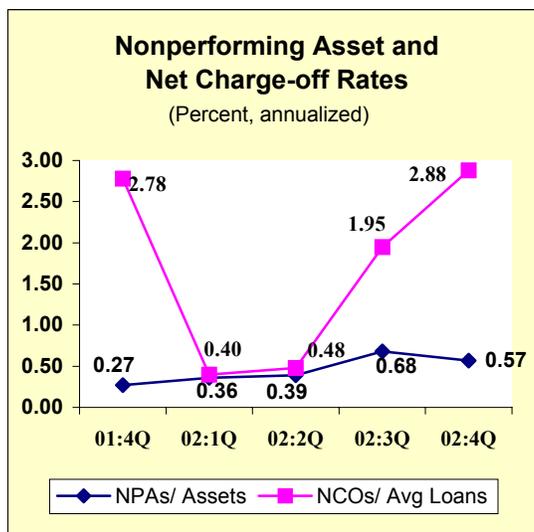
**As of 09/30/02:**

Bank subs	3
Thrift subs	0
Total	3
Bank assets (\$ millions)	79,079
Thrift assets	0
Total	79,079

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	100	79	Return on assets	0.50	0.40
Net interest income	413	418	Core ROA	0.45	1.09
Noninterest income	820	824	Return on equity	6.02	4.78
Noninterest expense	700	684	Net interest margin	2.57	2.68
Securities gains (losses)	13	(188)	Efficiency ratio	56.32	54.56
			Loan growth rate	(24.38)	(18.85)
Assets	77,170	80,987			
Loans (Gross)	31,339	34,242	NPAs/assets	0.57	0.68
Loss reserve	831	681	NCOs/average loans	2.88	1.95
Deposits	55,379	56,969			
Equity	6,684	6,633	Tier 1 leverage ratio	6.48	6.77
			Tier 1 RBC ratio	7.60	7.69
Nonperforming assets	440	551	Total RBC ratio	11.98	11.72
Loan-loss provision	390	225			
Net charge-offs	240	160	Stock price (\$)	23.96	28.74



**Significant acquisitions:**

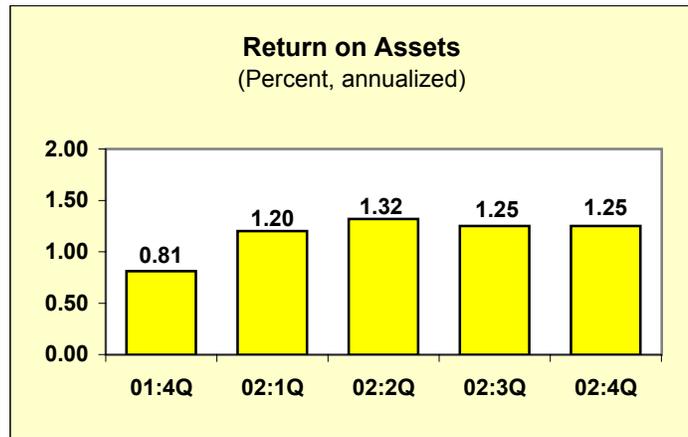
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
03/1995	Putnam Trust Co.	CT	\$ 1 billion
08/1993	National Community Banks	NJ	4 billion
11/1988	Irving Bank Corp.	NY	26 billion

## Bank One Corp.

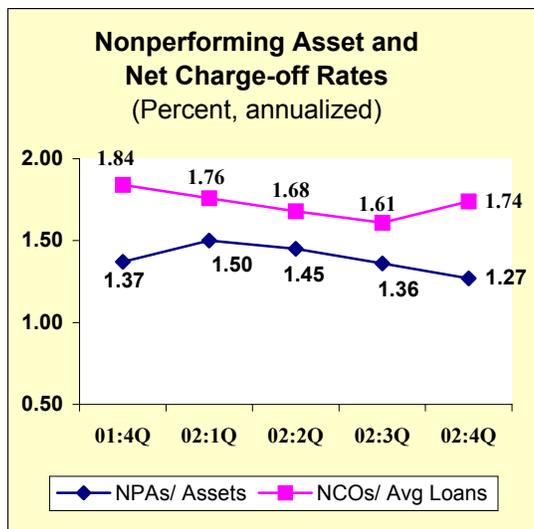
### As of 09/30/02:

Bank subs	11
Thrift subs	0
Total	11
Bank assets (\$ millions)	312,275
Thrift assets	0
Total	312,275

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	842	823	Return on assets	1.25	1.25
Net interest income	2,156	2,197	Core ROA	1.13	1.28
Noninterest income	1,953	2,012	Return on equity	15.14	14.91
Noninterest expense	2,383	2,415	Net interest margin	3.70	3.87
Securities gains (losses)	116	(29)	Efficiency ratio	57.49	56.86
			Loan growth rate	(3.55)	1.58
Assets	277,383	274,187			
Loans (Gross)	148,125	150,389	NPAs/assets	1.27	1.36
Loss reserve	4,525	4,518	NCOs/average loans	1.74	1.61
Deposits	170,008	164,036			
Equity	22,440	21,925	Tier 1 leverage ratio	8.90	9.00
			Tier 1 RBC ratio	9.90	9.50
Nonperforming assets	3,527	3,735	Total RBC ratio	13.70	13.00
Loan-loss provision	628	587			
Net charge-offs	622	573	Stock price (\$)	36.55	37.40



### Significant acquisitions:

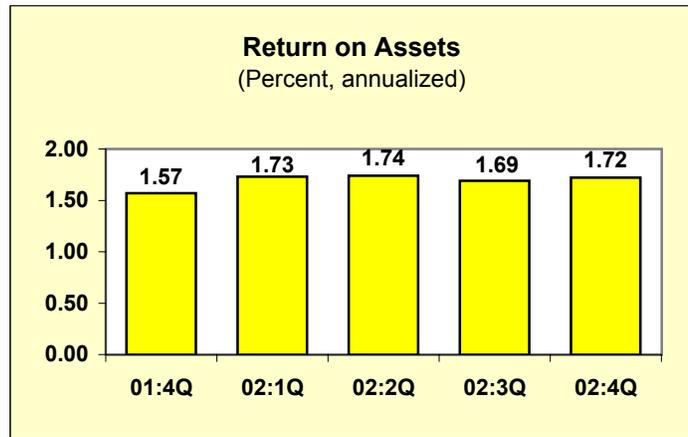
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
04/1998	First Chicago NBD Corp.	IL	\$114 billion
10/1997	First Commerce Corp.	LA	9 billion
12/1996	Liberty Bancorp, Inc.	OK	3 billion
01/1996	Premier Bancorp.	LA	5 billion
08/1994	Liberty National Bancorp	KY	5 billion
05/1993	Key Centurion Bancshares	WV	3 billion
03/1993	Valley National Corp.	AZ	11 billion
11/1992	Team Bancshares, Inc.	TX	5 billion
11/1992	Affiliated Bankshares, Inc	CO	3 billion
1987-1998	22 other acquisitions		14 billion

## BB&T Corp.

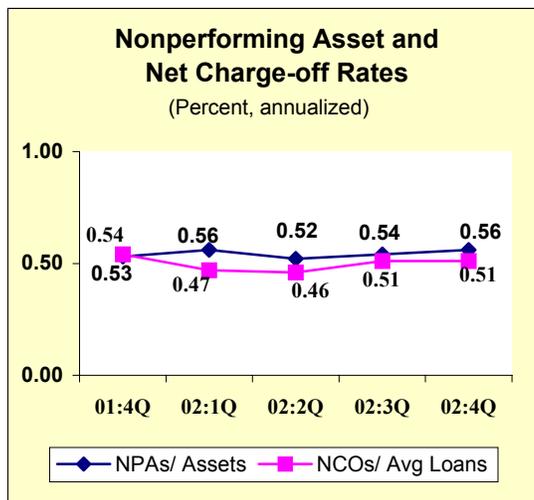
### As of 09/30/02:

Bank subs	4
Thrift subs	1
Total	5
Bank assets (\$ millions)	81,230
Thrift assets	1,591
Total	82,821

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	337	328	Return on assets	1.72	1.69
Net interest income	708	702	Core ROA	1.75	1.28
Noninterest income	490	287	Return on equity	18.12	17.81
Noninterest expense	644	593	Net interest margin	4.23	4.26
Securities gains (losses)	2	136	Efficiency ratio	51.71	56.68
			Loan growth rate	18.88	12.41
Assets	80,217	78,187			
Loans (Gross)	53,518	53,065	NPAs/assets	0.56	0.54
Loss reserve	724	724	NCOs/average loans	0.51	0.51
Deposits	51,280	49,811			
Equity	7,388	7,535	Tier 1 leverage ratio	6.94	7.33
			Tier 1 RBC ratio	9.18	9.69
Nonperforming assets	452	425	Total RBC ratio	13.42	13.54
Loan-loss provision	85	64			
Net charge-offs	69	64	Stock price (\$)	36.99	35.04



### Significant acquisitions:

<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
08/2001	F&M National Corp.	VA	\$ 4 billion
11/2001	AREA Bancshares Corp.	KY	3 billion
07/2000	One Valley Bancorp, Inc.	WV	7 billion
07/1997	United Carolina Bancshares	NC	4 billion
02/1995	BB&T Financial Corp.	NC	10 billion
1989-2002	31 other acquisitions		26 billion

### Pending acquisitions:

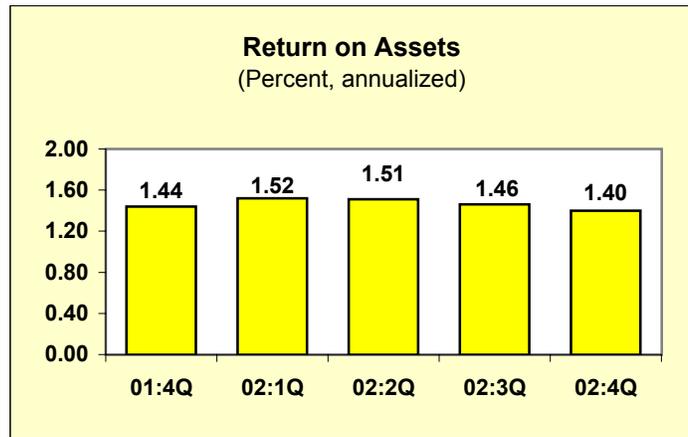
09/2002	Equitable Bank	MD	\$ .5 billion
01/2003	First Virginia Banks, Inc.	VA	\$ 11 billion

## Charter One Financial

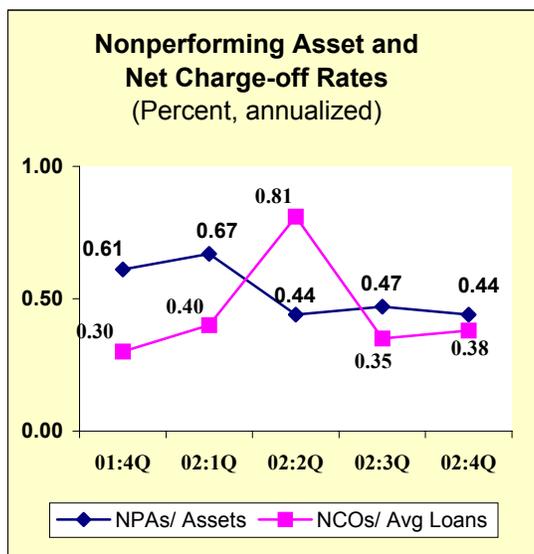
### As of 09/30/02:

Bank subs	1
Thrift subs	0
Total	1
Bank assets (\$ millions)	39,991
Thrift assets	0
Total	39,991

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	146	144	Return on assets	1.40	1.46
Net interest income	299	290	Core ROA	0.88	0.75
Noninterest income	68	31	Return on equity	19.11	18.89
Noninterest expense	177	171	Net interest margin	3.07	3.17
Securities gains (losses)	84	108	Efficiency ratio	48.27	53.28
			Loan growth rate	8.37	16.13
Assets	41,896	39,850			
Loans (Gross)	26,533	25,932	NPAs/assets	0.44	0.47
Loss reserve	328	293	NCOs/average loans	0.38	0.35
Deposits	27,528	27,528			
Equity	3,084	3,016	Tier 1 leverage ratio	NA	6.31
			Tier 1 RBC ratio	NA	9.18
Nonperforming assets	184	188	Total RBC ratio	NA	11.76
Loan-loss provision	60	48			
Net charge-offs	25	22	Stock price (\$)	28.73	29.72



### Significant acquisitions:

<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
01/2001	Alliance Bancorp.	IL	\$ 2 billion
05/1999	St. Paul Bancorp, Inc.	IL	6 billion
06/1998	ALBANK Financial Corp.	NY	4 billion
05/1997	RCSB Financial Inc.	NY	4 billion
05/1995	FirstFed Michigan Corp.	MI	9 billion
1992-2002	5 Other acquisitions		2 billion

### Pending:

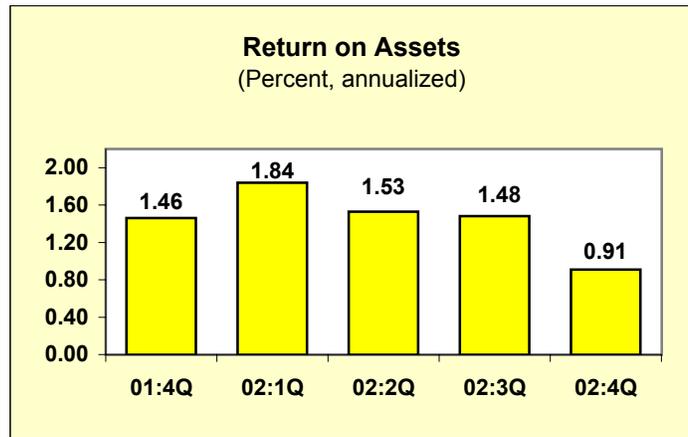
01/2003	Advance Bancorp Inc.	IL	\$623 million
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## Citigroup Inc.

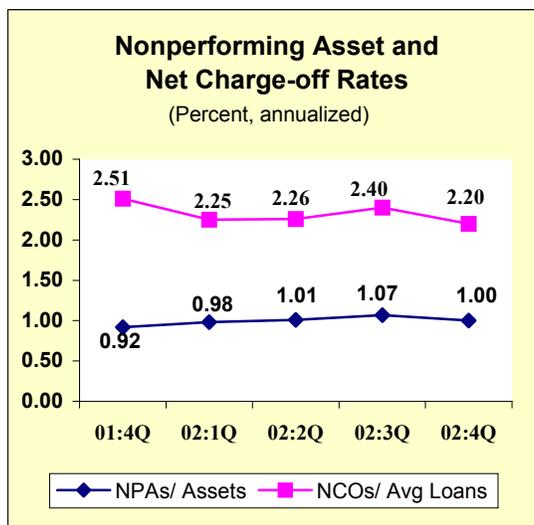
### As of 09/30/02:

Bank subs	9
Thrift subs	2
Total	11
Bank assets (\$ millions)	571,050
Thrift assets	41,648
Total	612,698

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002#</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002#</u>
Net income	2,429	3,920	Return on assets	0.91	1.48
Net interest income	9,829	9,223	Core ROA	0.96	1.30
Noninterest income	8,204	8,059	Return on equity	11.60	18.84
Noninterest expense	11,498	9,368	Net interest margin	4.51	4.26
Securities gains (losses)	(160)	(165)	Efficiency ratio	63.76	53.70
			Loan growth rate	43.79	0.64
Assets	1,097,190	1,031,568			
Loans (Gross)	447,805	403,616	NPAs/assets	1.00	1.07
Loss reserve	11,501	10,720	NCOs/average loans	2.20	2.40
Deposits	430,895	390,827			
Equity	86,718	80,766	Tier 1 leverage ratio	5.60	5.41
			Tier 1 RBC ratio	8.50	9.20
Nonperforming assets	10,931	11,018	Total RBC ratio	11.20	12.02
Loan-loss provision	2,690	2,689			
Net charge-offs	2,345	2,362	Stock price (\$)	35.19	29.65



### Significant acquisitions:

<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
05/2002	Golden State Bancorp Inc.	CA	\$ 54 billion
02/2001	European American Bank	NY	15 billion
04/1998	Citicorp/Travelers Group*	NY	311 billion

\* Travelers Group Inc. and Citicorp were a merger of equals.

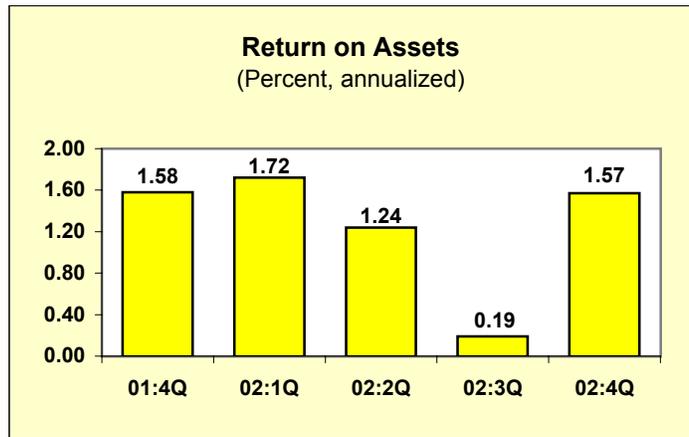
# Citigroup completed the acquisition of Golden State Bancorp, using the purchase accounting method in the fourth quarter. As a result, third-quarter financial data were not restated.

**Comerica Inc.**

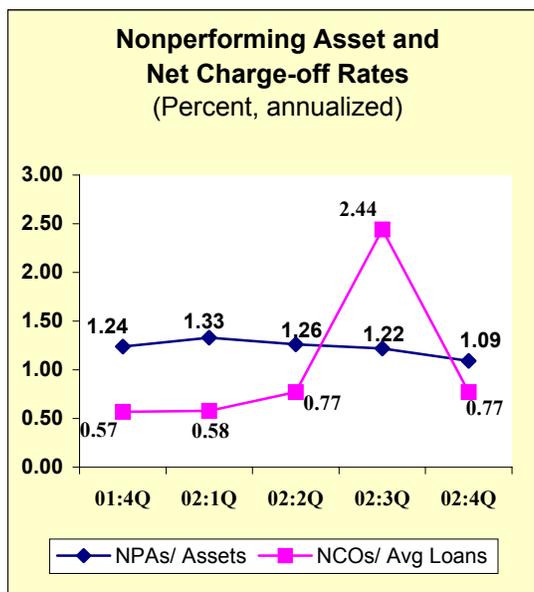
**As of 09/30/02:**

Bank subs	4
Thrift subs	0
Total	4
Bank assets (\$ millions)	61,824
Thrift assets	0
Total	61,824

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	206	24	Return on assets	1.57	0.19
Net interest income	533	528	Core ROA	1.29	0.18
Noninterest income	197	214	Return on equity	16.82	1.94
Noninterest expense	373	442	Net interest margin	4.43	4.49
Securities gains (losses)	57	(6)	Efficiency ratio	50.89	47.91
			Loan growth rate	6.66	4.25
Assets	53,301	52,597			
Loans (Gross)	42,281	41,984	NPAs/assets	1.09	1.22
Loss reserve	791	758	NCOs/average loans	0.77	2.44
Deposits	41,775	40,649			
Equity	4,947	4,870	Tier 1 leverage ratio	9.30	9.25
			Tier 1 RBC ratio	8.08	7.99
Nonperforming assets	579	640	Total RBC ratio	11.76	11.71
Loan-loss provision	115	275			
Net charge-offs	82	258	Stock price (\$)	43.24	48.22



**Significant acquisitions:**

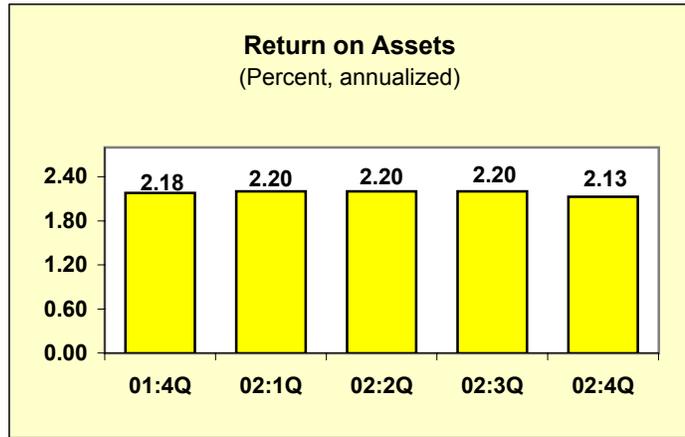
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
01/2001	Imperial Bancorp	CA	\$ 7 billion
10/1991	Manufacturers National Corp	MI	13 billion
1986-2001	13 other acquisitions		7 billion

## Fifth Third Bancorp

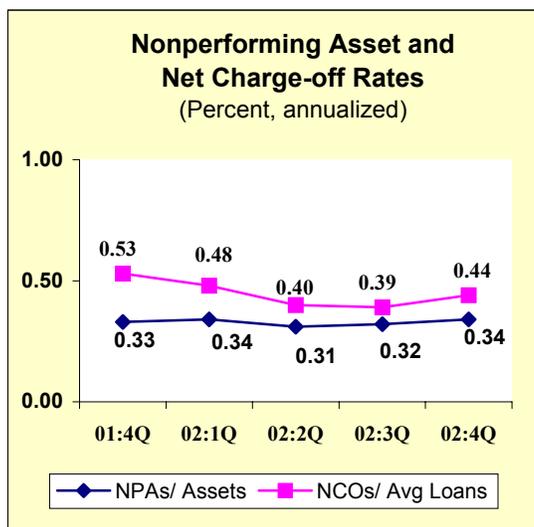
### As of 09/30/02:

Bank subs	6
Thrift subs	1
Total	7
Bank assets (\$ millions)	81,996
Thrift assets	180
Total	82,176

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	424	417	Return on assets	2.13	2.20
Net interest income	698	678	Core ROA	1.99	1.76
Noninterest income	542	478	Return on equity	20.02	19.82
Noninterest expense	569	619	Net interest margin	3.83	3.94
Securities gains (losses)	16	123	Efficiency ratio	44.77	52.34
Assets	80,894	77,694	Loan growth rate	15.59	7.54
Loans (Gross)	49,286	46,870	NPAs/assets	0.34	0.32
Loss reserve	683	661	NCOs/average loans	0.44	0.39
Deposits	52,208	51,446	Tier 1 leverage ratio	9.75	10.21
Equity	8,475	8,376	Tier 1 RBC ratio	11.39	12.10
Nonperforming assets	273	248	Total RBC ratio	13.17	13.96
Loan-loss provision	72	56	Stock price (\$)	58.55	61.23
Net charge-offs	50	44			



### Significant acquisitions:

<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
04/2001	Old Kent Financial Corp	MI	\$ 23 billion
10/1999	CNB Bancshares, Inc.	IN	7 billion
06/1998	CitFed Bancorp, Inc.	OH	3 billion
06/1998	State Savings Company	OH	3 billion
1989-2001	24 other acquisitions		9 billion

### Pending Acquisitions:

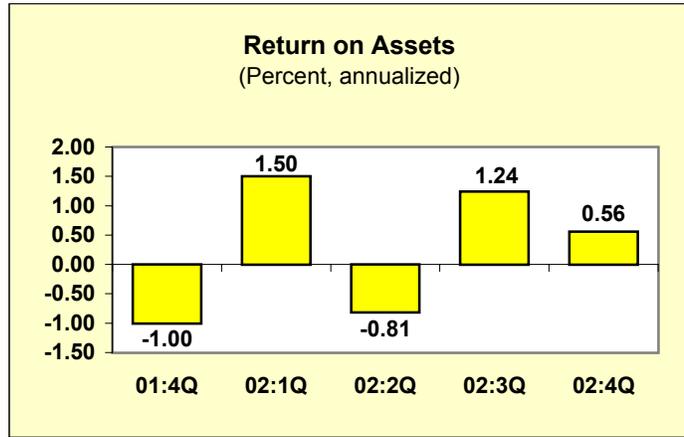
07/2002	Franklin Financial Corp.	TN	\$768 million
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## FleetBoston Financial Corp.

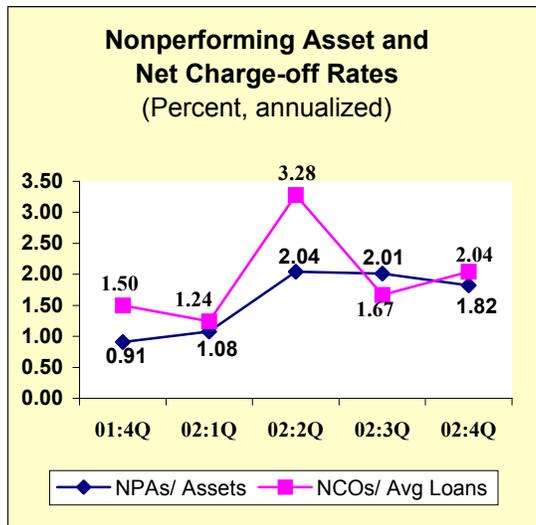
As of 09/30/02:

Bank subs	3
Thrift subs	0
Total	3
Bank assets (\$ millions)	182,838
Thrift assets	0
Total	182,838

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	261	579	Return on assets	0.56	1.24
Net interest income	1,550	1,517	Core ROA	0.55	1.22
Noninterest income	1,163	1,275	Return on equity	6.18	13.80
Noninterest expense	1,582	1,589	Net interest margin	3.90	3.87
Securities gains (losses)	148	51	Efficiency ratio	57.01	55.88
			Loan growth rate	11.37	2.93
Assets	190,453	187,188			
Loans (Gross)	120,380	117,629	NPAs/assets	1.82	2.01
Loss reserve	3,864	3,727	NCOs/average loans	2.04	1.67
Deposits	125,814	121,481			
Equity	16,833	16,866	Tier 1 leverage ratio	8.25	8.34
			Tier 1 RBC ratio	8.23	8.24
Nonperforming assets	3,459	3,759	Total RBC ratio	11.76	11.77
Loan-loss provision	750	352			
Net charge-offs	607	486	Stock price (\$)	24.30	20.33



### Significant acquisitions:

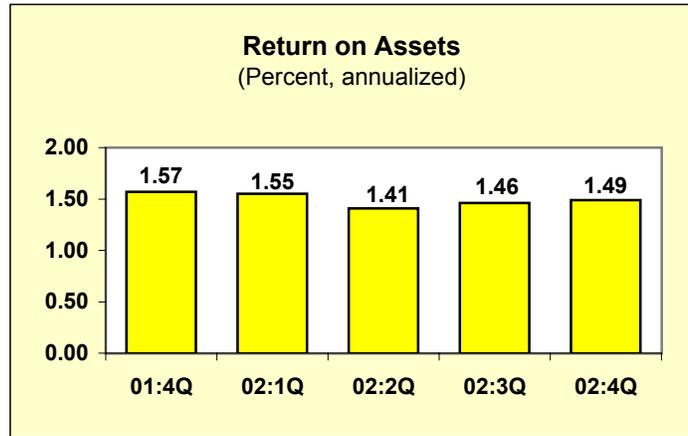
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
03/2001	Summit Bancorp	NJ	\$ 39 billion
09/1999	BankBoston Corporation	MA	74 billion
01/1996	Fleet Banking Group	RI	18 billion
05/1996	National Westminster Bancorp NJ		32 billion
11/1995	Shawmut National Corp.	CT	32 billion
01/1995	NBB Bancorp, Inc.	MA	2 billion
1988-2001	3 other acquisitions		3 billion

## Golden West Financial

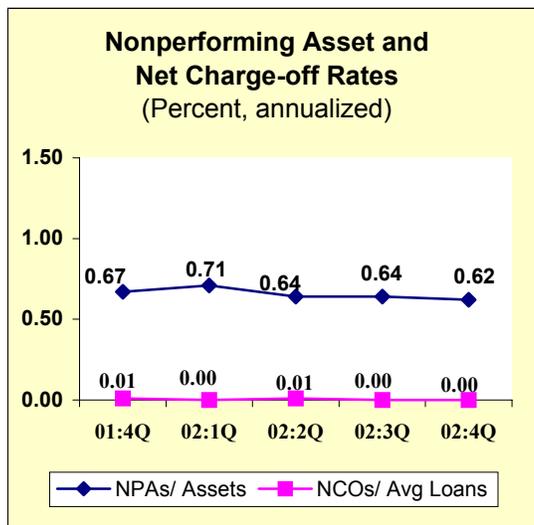
### As of 09/30/02:

Bank subs	0
Thrift subs	2
Total	2
Bank assets (\$ millions)	0
Thrift assets	73,411
Total	73,411

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	249	244	Return on assets	1.49	1.46
Net interest income	503	496	Core ROA	1.42	1.40
Noninterest income	50	52	Return on equity	20.33	20.66
Noninterest expense	164	163	Net interest margin	3.10	3.05
Securities gains (losses)	18	6	Efficiency ratio	29.65	29.79
			Loan growth rate	22.82	26.92
Assets	68,406	65,515			
Loans (Gross)	58,550	55,390	NPAs/assets	0.62	0.64
Loss reserve	281	280	NCOs/average loans	0.00	0.00
Deposits	41,039	38,749			
Equity	5,025	4,794	Tier 1 leverage ratio	NA	NA
			Tier 1 RBC ratio	NA	NA
Nonperforming assets	424	421	Total RBC ratio	NA	NA
Loan-loss provision	1	6			
Net charge-offs	(0)	1	Stock price (\$)	71.81	62.18



### Significant acquisitions:

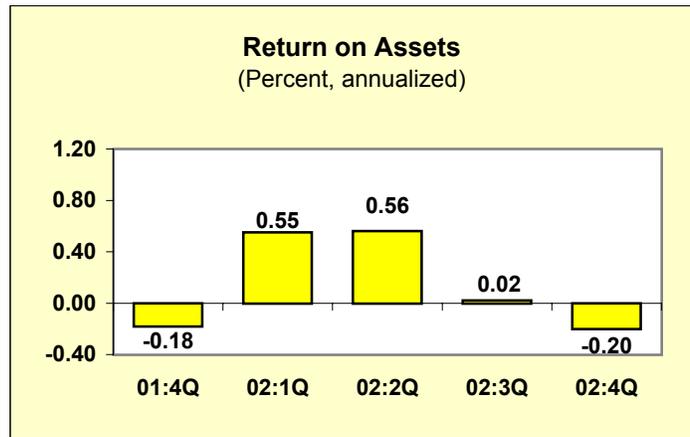
Date	Acquired BHC's	State	Acquired Assets
10/1994	Watchung Hills Bank for	NJ	\$ .07 billion

## J.P. Morgan Chase & Co.

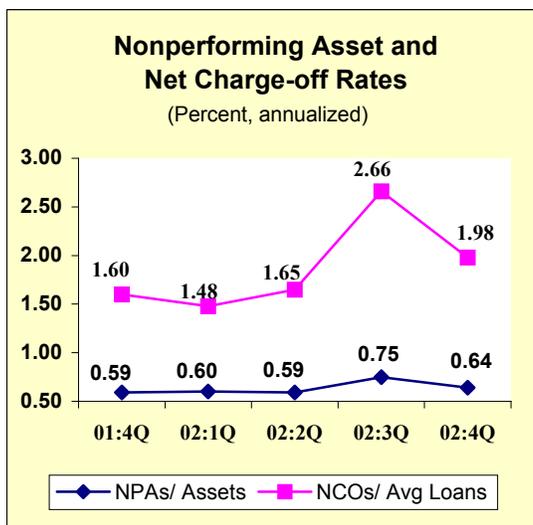
As of 09/30/02:

Bank subs	3
Thrift subs	0
Total	3
Bank assets (\$ millions)	638,771
Thrift assets	0
Total	638,771

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	(387)	40	Return on assets	-0.20	0.02
Net interest income	2,981	2,736	Core ROA	0.12	(0.03)
Noninterest income	3,767	3,633	Return on equity	-3.60	0.37
Noninterest expense	5,468	4,620	Net interest margin	2.04	2.01
Securities gains (losses)	747	578	Efficiency ratio	79.82	71.08
			Loan growth rate	46.05	(12.11)
Assets	758,800	741,759			
Loans (Gross)	216,364	211,478	NPAs/assets	0.64	0.75
Loss reserve	5,350	5,263	NCOs/average loans	1.98	2.66
Deposits	304,753	292,171			
Equity	42,306	43,437	Tier 1 leverage ratio	5.10	5.40
			Tier 1 RBC ratio	8.20	8.69
Nonperforming assets	4,823	5,580	Total RBC ratio	11.90	12.43
Loan-loss provision	921	1,836			
Net charge-offs	1,048	1,266	Stock price (\$)	24.00	18.99



### Significant acquisitions:

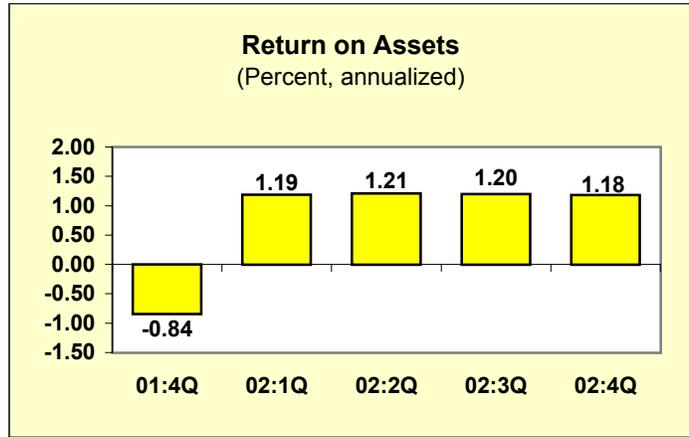
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
12/2000	J.P. Morgan & Company	NY	\$266 billion
04/1996	Chase Manhattan Corp.	NY	119 billion
12/1991	Manufacturers Hanover Corp.	NY	61 billion
05/1987	Texas Commerce Bancshares	TX	19 billion
1986-2000	2 other acquisitions		< 1 billion

## KeyCorp

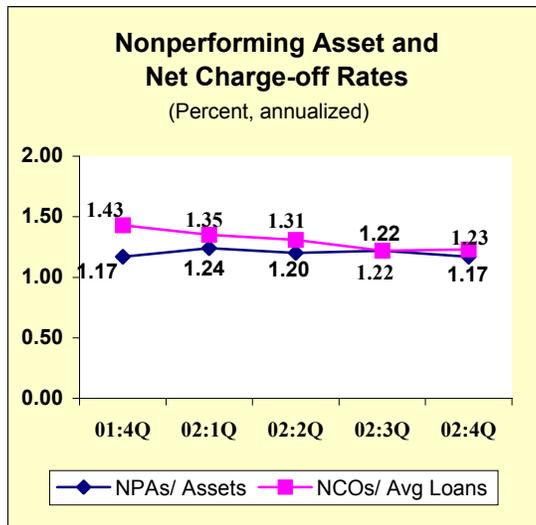
### As of 09/30/02:

Bank subs	2
Thrift subs	0
Total	2
Bank assets (\$ millions)	82,053
Thrift assets	0
Total	82,053

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	245	245	Return on assets	1.18	1.20
Net interest income	712	700	Core ROA	1.17	1.20
Noninterest income	441	432	Return on equity	14.58	14.86
Noninterest expense	668	659	Net interest margin	3.99	4.01
Securities gains (losses)	5	0	Efficiency ratio	57.08	56.76
			Loan growth rate	9.82	(4.19)
Assets	85,202	83,518			
Loans (Gross)	62,457	62,951	NPAs/assets	1.17	1.22
Loss reserve	1,452	1,489	NCOs/average loans	1.23	1.22
Deposits	49,346	44,610			
Equity	6,835	6,654	Tier 1 leverage ratio	8.21	8.15
			Tier 1 RBC ratio	8.33	8.34
Nonperforming assets	993	1,017	Total RBC ratio	12.86	12.69
Loan-loss provision	147	135			
Net charge-offs	186	185	Stock price (\$)	25.14	24.97



### Significant acquisitions:

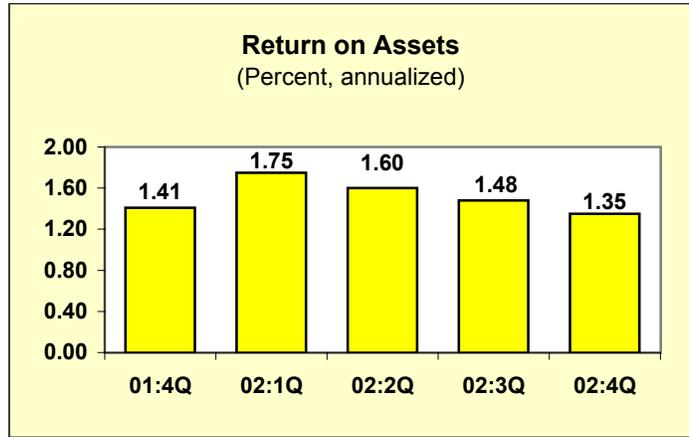
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
02/1995	Casco Northern Corp & BankVermont Corp	VT	\$ 2 billion
03/1994	Society Corporation	OH	26 billion
01/1993	Puget Sound Bancorp.	WV	5 billion
1987-1995	17 other acquisitions		6 billion
Pending:			
09/2002	Union Bankshares	CO	\$454 million

**National City Corp.**

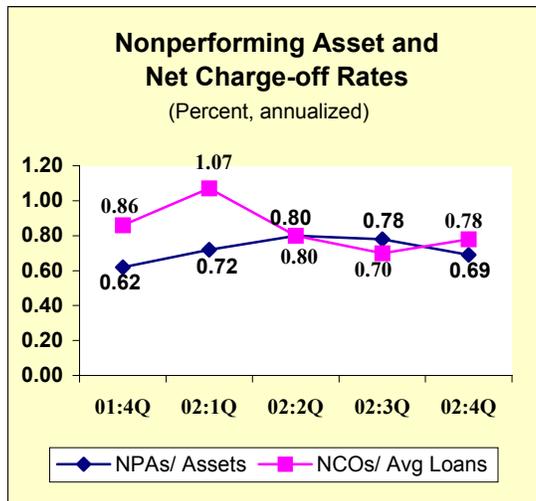
**As of 09/30/02:**

Bank subs	7
Thrift subs	0
Total	7
Bank assets (\$ millions)	125,441
Thrift assets	0
Total	125,441

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	380	374	Return on assets	1.35	1.48
Net interest income	1,074	971	Core ROA	1.39	1.59
Noninterest income	690	621	Return on equity	18.15	18.21
Noninterest expense	1,011	828	Net interest margin	4.27	4.35
Securities gains (losses)	(17)	0	Efficiency ratio	56.58	51.15
			Loan growth rate	6.21	13.73
Assets	118,258	109,346			
Loans (Gross)	96,873	86,918	NPAs/assets	0.69	0.78
Loss reserve	1,099	1,080	NCOs/average loans	0.78	0.70
Deposits	65,119	60,635			
Equity	8,308	8,157	Tier 1 leverage ratio	6.52	7.09
			Tier 1 RBC ratio	7.58	7.78
Nonperforming assets	817	852	Total RBC ratio	11.47	11.87
Loan-loss provision	159	169			
Net charge-offs	140	120	Stock price (\$)	27.32	28.53



**Significant acquisitions:**

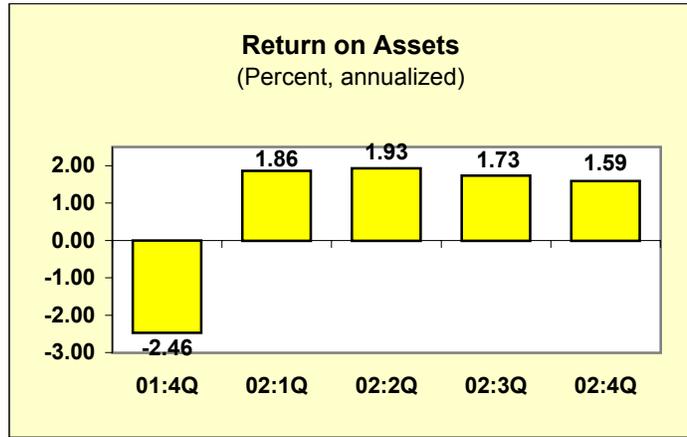
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
03/1998	FortWayne National Corp.	IN	\$ 3 billion
03/1998	First of America Bank Corp.	MI	22 billion
05/1996	Integra Financial Corp.	PA	15 billion
10/1993	Ohio Bancorp.	OH	2 billion
05/1992	Merchants National Corp.	IN	6 billion
07/1988	First Kentucky National Corp	KY	5 billion
1988-1998	3 other acquisitions		2 billion

## PNC Financial Services Group

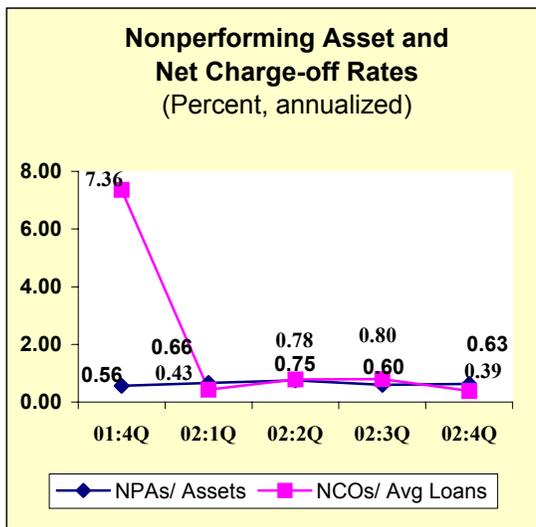
As of 09/30/02:

Bank subs	2
Thrift subs	0
Total	<u>2</u>
Bank assets (\$ millions)	63,598
Thrift assets	0
Total	<u>63,598</u>

(Includes intracompany transactions)



\$ Millions	2002		Percent (annualized)	2002	
	4th Qtr	3rd Qtr		4th Qtr	3rd Qtr
Net income	262	285	Return on assets	1.59	1.73
Net interest income	524	528	Core ROA	1.68	1.46
Noninterest income	752	690	Return on equity	15.70	17.60
Noninterest expense	778	777	Net interest margin	3.91	3.92
Securities gains (losses)	1	68	Efficiency ratio	60.83	63.09
			Loan growth rate	(5.20)	(18.76)
Assets	66,377	67,659			
Loans (Gross)	37,057	37,906	NPAs/assets	0.63	0.60
Loss reserve	673	648	NCOs/average loans	0.39	0.80
Deposits	44,982	44,960			
Equity	6,859	6,717	Tier 1 leverage ratio	8.10	7.80
			Tier 1 RBC ratio	8.80	8.80
Nonperforming assets	418	409	Total RBC ratio	12.40	12.50
Loan-loss provision	65	73			
Net charge-offs	35	73	Stock price (\$)	41.90	42.17



### Significant acquisitions:

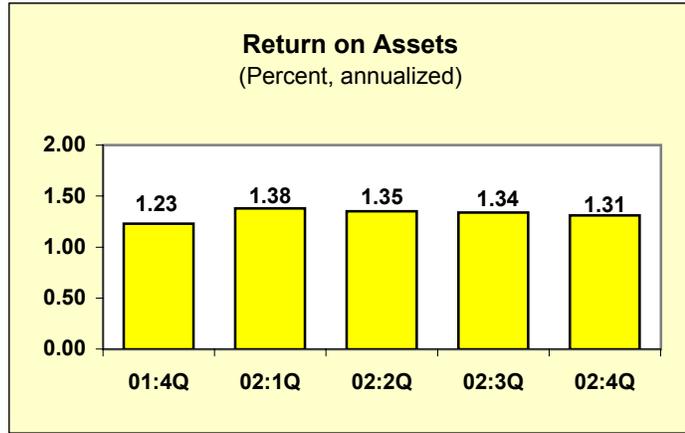
Date	Acquired BHC's	State	Acquired Assets
12/1995	Midlantic Corporation	NJ	\$ 14 billion
10/1995	Chemical New Jersey Holdings, Inc.	NJ	3 billion
06/1994	First Eastern Corp.	PA	2 billion
03/1989	Bank of Delaware Corp.	DE	2 billion
1986-1995	12 other acquisitions		6 billion

## Regions Financial Corp.

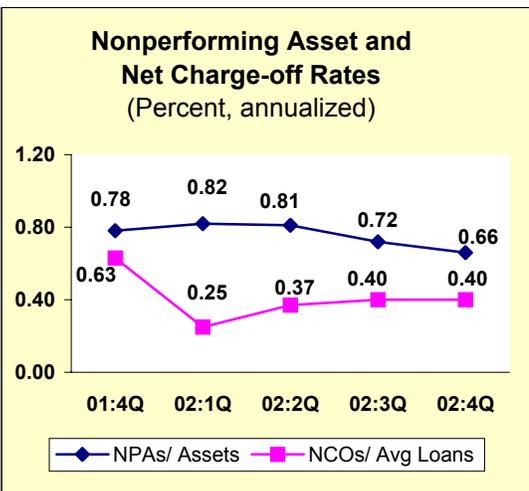
### As of 09/30/02:

Bank subs	1
Thrift subs	1
Total	<u>2</u>
Bank assets (\$ millions)	44,145
Thrift assets	<u>11</u>
Total	44,156

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	156	156	Return on assets	1.31	1.34
Net interest income	373	380	Core ROA	1.17	1.22
Noninterest income	338	304	Return on equity	15.17	15.58
Noninterest expense	484	452	Net interest margin	3.61	3.73
Securities gains (losses)	25	23	Efficiency ratio	66.32	64.06
			Loan growth rate	4.25	(8.45)
Assets	47,939	47,393			
Loans (Gross)	32,916	32,958	NPAs/assets	0.66	0.72
Loss reserve	437	436	NCOs/average loans	0.40	0.40
Deposits	32,926	32,175			
Equity	4,178	4,084	Tier 1 leverage ratio	NA	6.82
			Tier 1 RBC ratio	NA	8.58
Nonperforming assets	318	341	Total RBC ratio	NA	13.36
Loan-loss provision	33	35			
Net charge-offs	31	32	Stock price (\$)	33.36	32.67



### Significant acquisitions:

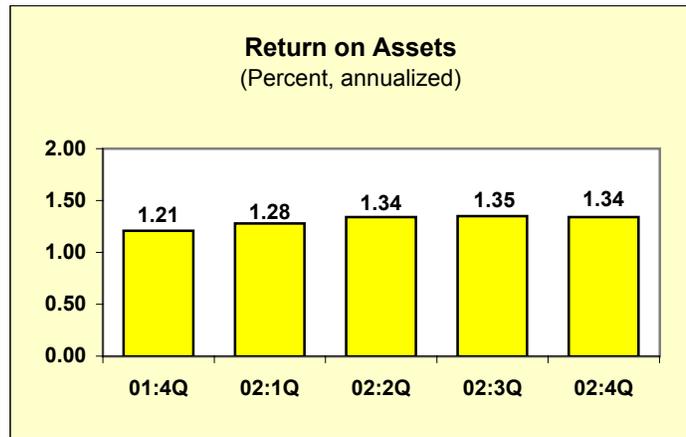
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
07/1998	First Commercial Corp.	AR	\$7 billion
03/1996	First National Bancorp.	GA	2 billion
12/1993	Secor Bank, FSB	AL	2 billion
1991-2002	52 acquisitions		10 billion

## SouthTrust Corp.

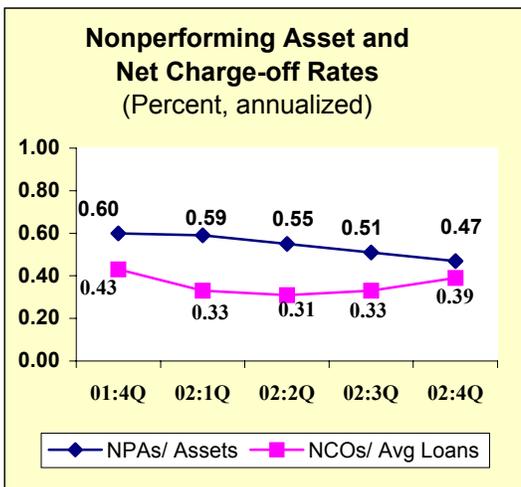
### As of 09/30/02:

Bank subs	1
Thrift subs	0
Total	1
Bank assets (\$ millions)	49,674
Thrift assets	0
Total	49,674

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	167	164	Return on assets	1.34	1.35
Net interest income	428	429	Core ROA	1.34	1.36
Noninterest income	181	167	Return on equity	14.64	14.84
Noninterest expense	328	316	Net interest margin	3.77	3.86
Securities gains (losses)	0	(1)	Efficiency ratio	53.04	50.67
			Loan growth rate	7.59	5.05
Assets	50,571	49,754			
Loans (Gross)	35,372	34,385	NPAs/assets	0.47	0.51
Loss reserve	499	498	NCOs/average loans	0.39	0.33
Deposits	32,945	31,564			
Equity	4,628	4,534	Tier 1 leverage ratio	7.13	7.07
			Tier 1 RBC ratio	8.17	8.13
Nonperforming assets	237	251	Total RBC ratio	11.13	11.16
Loan-loss provision	34	36			
Net charge-offs	33	27	Stock price (\$)	24.85	24.25



### Significant acquisitions:

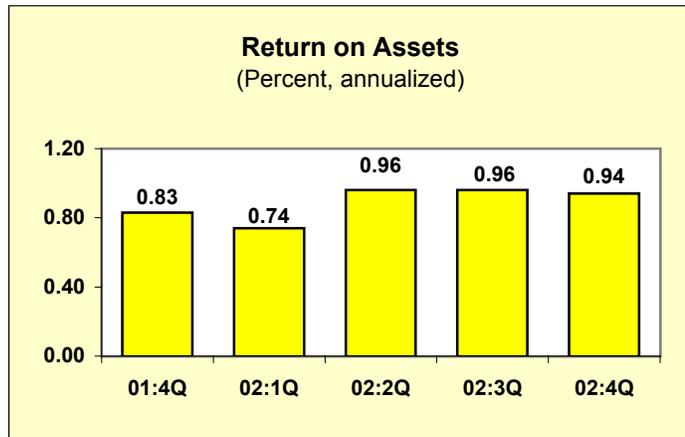
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
1990-2002	54 acquisitions		\$10 billion
<b>Pending</b>			
12/2002	Founders Bancshares	TX	\$115 million

## Sovereign Bancorp Inc.

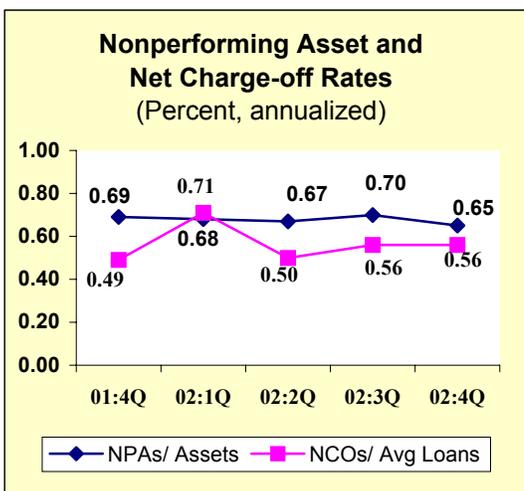
As of 09/30/02:

Bank subs	0
Thrift subs	1
Total	1
Bank assets (\$ millions)	0
Thrift assets	39,650
Total	39,650

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	93	93	Return on assets	0.94	0.96
Net interest income	293	298	Core ROA	0.85	0.88
Noninterest income	104	97	Return on equity	13.61	14.19
Noninterest expense	249	243	Net interest margin	3.40	3.53
Securities gains (losses)	14	13	Efficiency ratio	57.66	56.36
			Loan growth rate	17.31	6.80
Assets	39,524	39,563			
Loans (Gross)	23,127	22,473	NPAs/assets	0.65	0.70
Loss reserve	299	295	NCOs/average loans	0.56	0.56
Deposits	26,785	26,536			
Equity	2,764	2,711	Tier 1 leverage ratio	NA	NA
			Tier 1 RBC ratio	NA	NA
Nonperforming assets	257	277	Total RBC ratio	NA	NA
Loan-loss provision	36	38			
Net charge-offs	33	30	Stock price (\$)	14.05	12.90



### Significant acquisitions:

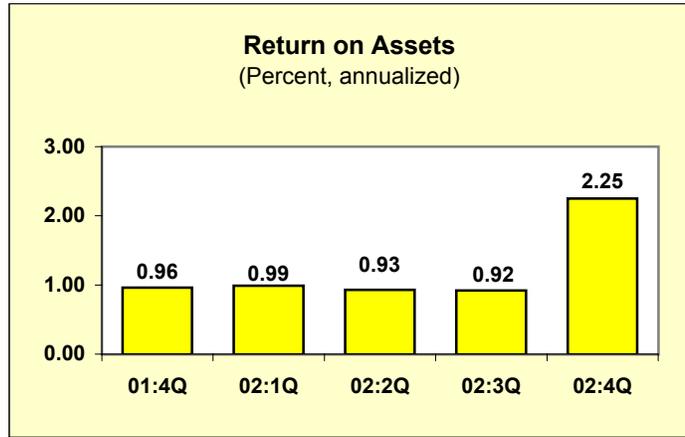
Date	Acquired BHC's	State	Acquired Assets
03/2002	Main Street Bancorp, Inc.	PA	\$2 billion
02/1998	ML Bancorp, Inc.	PA	2 billion
08/1997	Bankers Corp.	NJ	2 billion
1993-1999	10 other acquisitions		5 billion

**State Street Corp.**

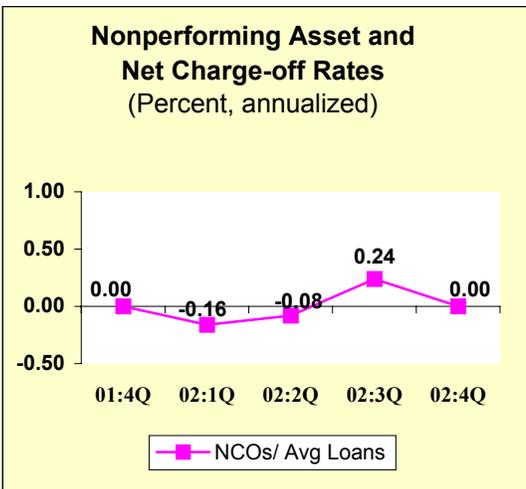
**As of 09/30/02:**

Bank subs	1
Thrift subs	0
Total	1
Bank assets (\$ millions)	72,789
Thrift assets	0
Total	72,789

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	477	182	Return on assets	2.25	0.92
Net interest income	225	224	Core ROA	0.64	0.82
Noninterest income	706	702	Return on equity	42.75	17.00
Noninterest expense	704	684	Net interest margin	1.22	1.37
Securities gains (losses)	31	31	Efficiency ratio	74.42	72.61
			Loan growth rate	(47.69)	(50.97)
Assets	85,794	77,556			
Loans (Gross)	4,174	4,739	NPAs/assets	NA	0.01
Loss reserve	61	61	NCOs/average loans	0.00	0.24
Deposits	45,468	43,184			
Equity	4,787	4,349	Tier 1 leverage ratio	NA	5.60
			Tier 1 RBC ratio	NA	16.80
Nonperforming assets	NA	5	Total RBC ratio	NA	17.80
Loan-loss provision	1	1			
Net charge-offs	0	3	Stock price (\$)	39.00	38.64



**Significant acquisitions:**

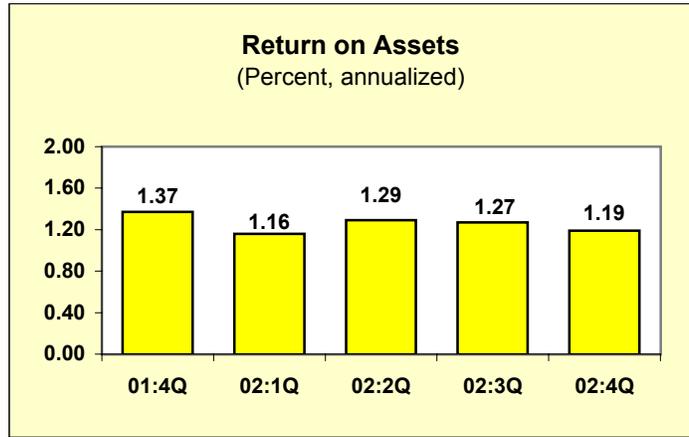
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
None			

**SunTrust Banks Inc.**

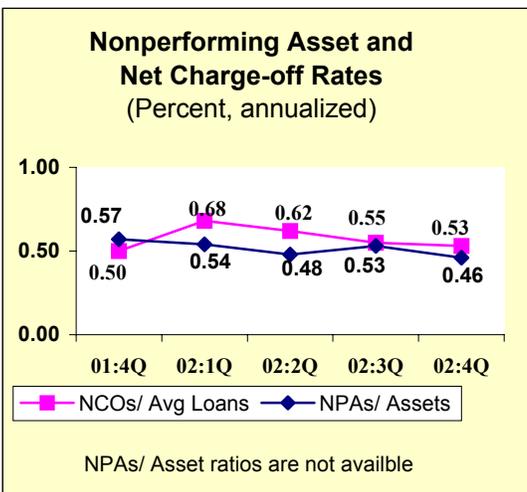
**As of 09/30/02:**

Bank subs	2
Thrift subs	0
Total	2
Bank assets (\$ millions)	109,785
Thrift assets	0
Total	109,785

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	340	343	Return on assets	1.19	1.27
Net interest income	827	805	Core ROA	1.10	1.16
Noninterest income	530	535	Return on equity	15.43	15.34
Noninterest expense	878	808	Net interest margin	3.29	3.41
Securities gains (losses)	40	46	Efficiency ratio	62.96	58.57
			Loan growth rate	3.10	4.36
Assets	117,323	112,422			
Loans (Gross)	80,916	77,351	NPAs/assets	0.46	0.53
Loss reserve	930	929	NCOs/average loans	0.53	0.55
Deposits	79,707	73,808			
Equity	8,769	8,848	Tier 1 leverage ratio	7.29	7.69
			Tier 1 RBC ratio	7.50	7.56
Nonperforming assets	542	595	Total RBC ratio	11.70	11.50
Loan-loss provision	97	99			
Net charge-offs	96	98	Stock price (\$)	56.92	61.48



**Significant acquisitions:**

<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
07/1998	Crestar Financial Corp.	VA	\$26 billion
1991-1998	10 other acquisitions		4 billion

**Pending:**

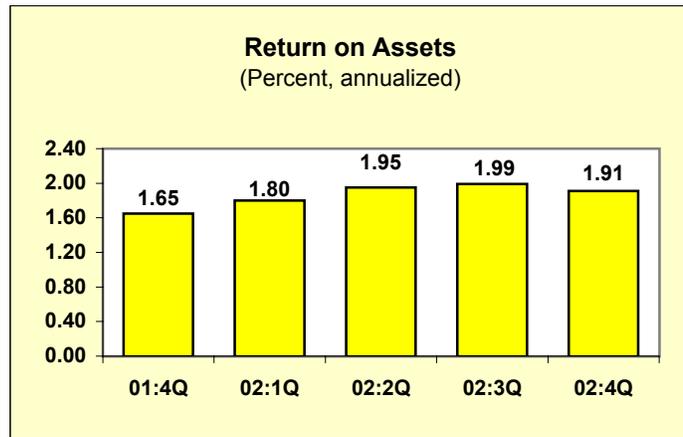
01/2003	Lighthouse Financial Services	SC	\$577 million
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## U.S. Bancorp

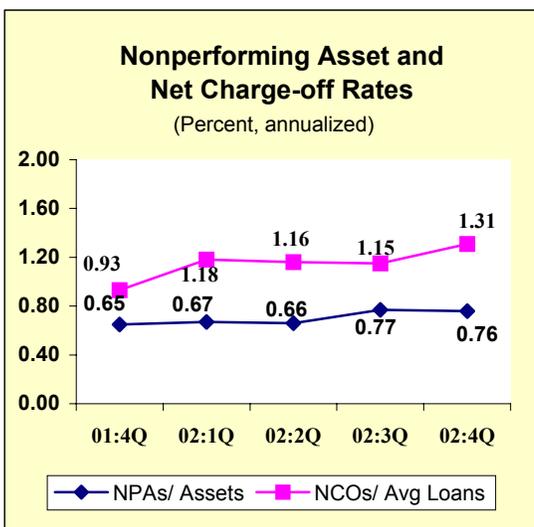
### As of 09/30/02:

Bank subs	2
Thrift subs	0
Total	2
Bank assets (\$ millions)	172,480
Thrift assets	0
Total	172,480

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2002	Percent (annualized)	4th Qtr 2002	3rd Qtr 2002
Net income	850	860	Return on assets	1.91	1.99
Net interest income	1,766	1,732	Core ROA	1.92	1.92
Noninterest income	1,440	1,439	Return on equity	18.97	19.92
Noninterest expense	1,551	1,570	Net interest margin	4.65	4.63
Securities gains (losses)	106	119	Efficiency ratio	47.58	48.75
			Loan growth rate	1.09	4.76
Assets	180,027	174,006			
Loans (Gross)	120,410	118,509	NPAs/assets	0.76	0.77
Loss reserve	2,422	2,461	NCOs/average loans	1.31	1.15
Deposits	115,534	107,426			
Equity	18,101	17,518	Tier 1 leverage ratio	7.50	7.90
			Tier 1 RBC ratio	7.80	8.10
Nonperforming assets	1,374	1,344	Total RBC ratio	12.20	12.60
Loan-loss provision	349	330			
Net charge-offs	379	329	Stock price (\$)	21.22	18.58



### Significant acquisitions:

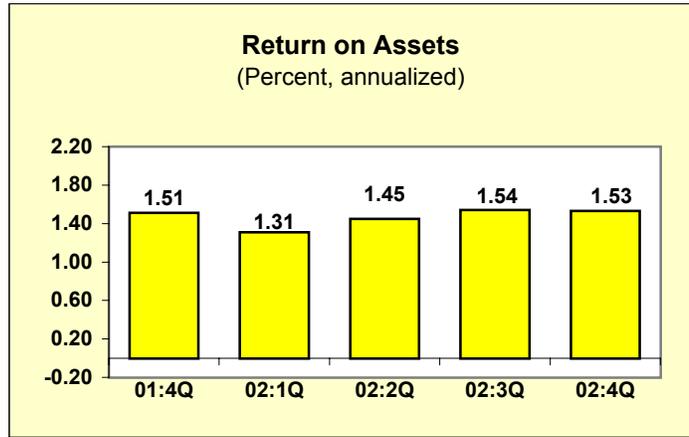
Date	Acquired BHC's	State	Acquired Assets
02/2001	U.S. Bancorp.	MN	\$86 billion
09/1999	Mercantile Bancorp, Inc.	MO	36 billion
11/1998	Firstar Holdings Corp.	WI	20 billion
08/1998	Trans Financial, Inc.	KY	2 billion
02/1998	Great Financial Corp.	KY	3 billion
10/1988	Provident Financial Group	OH	2 billion
1988 -2001	2 other acquisitions		< 1 billion

**UnionBanCal Corp.**

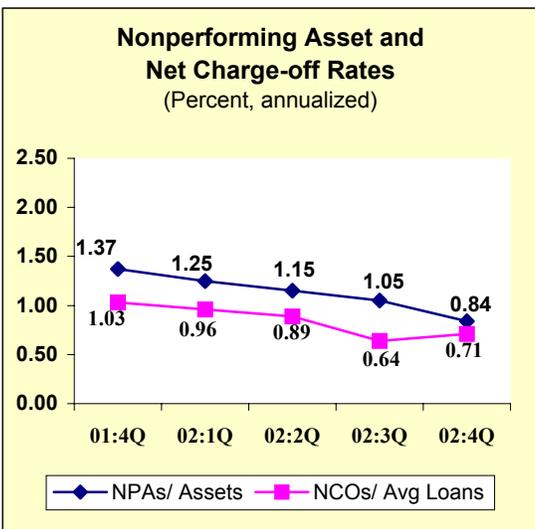
**As of 09/30/02:**

Bank subs	1
Thrift subs	0
Total	1
Bank assets (\$ millions)	37,029
Thrift assets	0
Total	37,029

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	145	138	Return on assets	1.53	1.54
Net interest income	404	392	Core ROA	1.64	1.54
Noninterest income	194	182	Return on equity	15.39	14.49
Noninterest expense	348	331	Net interest margin	4.69	4.79
Securities gains (losses)	(0)	1	Efficiency ratio	57.85	57.37
			Loan growth rate	7.33	5.78
Assets	40,170	37,608			
Loans (Gross)	26,438	25,962	NPAs/assets	0.84	1.05
Loss reserve	609	623	NCOs/average loans	0.71	0.64
Deposits	32,841	30,588			
Equity	3,758	3,638	Tier 1 leverage ratio	9.75	10.13
			Tier 1 RBC ratio	11.19	11.14
Nonperforming assets	337	396	Total RBC ratio	12.94	12.89
Loan-loss provision	30	40			
Net charge-offs	47	42	Stock price (\$)	39.27	42.01



**Significant acquisitions:**

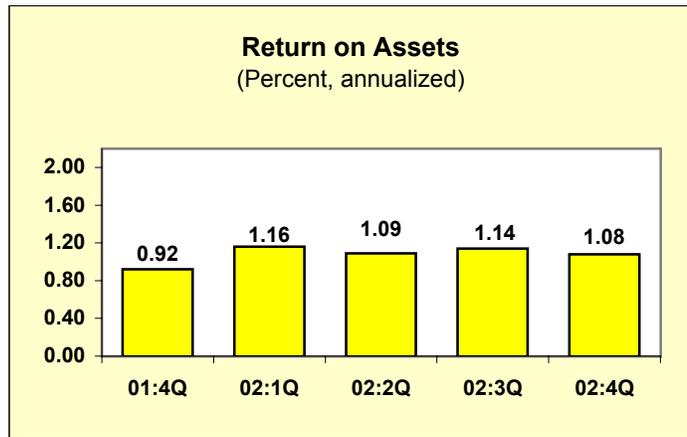
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
12/2001	First Western Bank	CA	\$208 million

## Wachovia Corp.

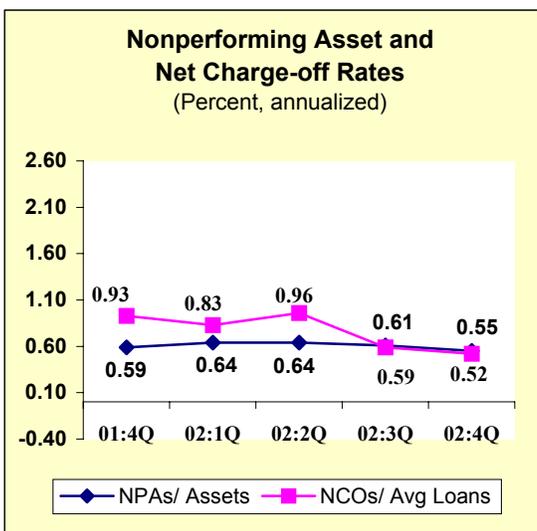
As of 09/30/02:

Bank subs	4
Thrift subs	1
Total	<u>5</u>
Bank assets (\$ millions)	318,481
Thrift assets	<u>393</u>
Total	318,874

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	895	916	Return on assets	1.08	1.14
Net interest income	2,470	2,466	Core ROA	1.16	1.17
Noninterest income	1,932	1,819	Return on equity	11.21	11.78
Noninterest expense	2,897	2,838	Net interest margin	3.88	3.96
Securities gains (losses)	46	71	Efficiency ratio	61.65	61.90
			Loan growth rate	14.10	(3.17)
Assets	341,839	333,880			
Loans (Gross)	169,109	163,799	NPAs/assets	0.55	0.61
Loss reserve	2,798	2,847	NCOs/average loans	0.52	0.59
Deposits	191,518	187,785			
Equity	32,078	32,105	Tier 1 leverage ratio	6.73	6.82
			Tier 1 RBC ratio	8.23	8.11
Nonperforming assets	1,873	2,022	Total RBC ratio	12.04	12.02
Loan-loss provision	308	435			
Net charge-offs	199	224	Stock price (\$)	36.44	32.69



### Significant acquisitions:

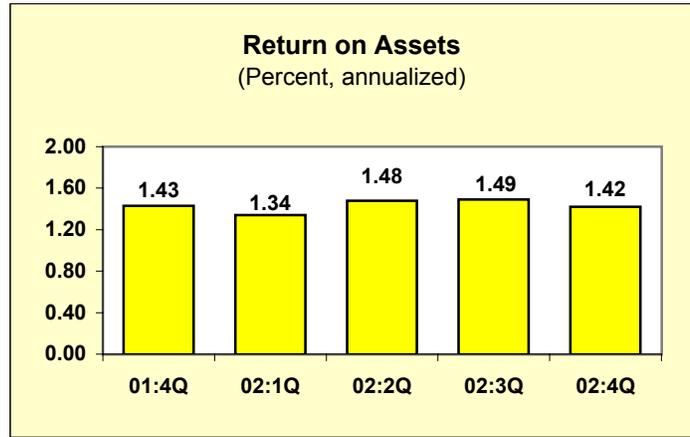
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
09/2001	Wachovia Corporation	NC	\$ 74 billion
04/1998	CoreState Financial Corp.	PA	48 billion
11/1997	Signet Banking Corporation	VA	12 billion
01/1996	First Fidelity Corporation	NJ	35 billion
06/1993	First American Metro Corp.	VA	5 billion
06/1993	Georgia Federal Bank, FSB	GA	5 billion
03/1993	Dominion Bankshares Corp.	VA	9 billion
01/1990	Florida National Banks, Inc.	FL	8 billion
1985-2001	30 other acquisitions		38 billion

**Washington Mutual Inc.**

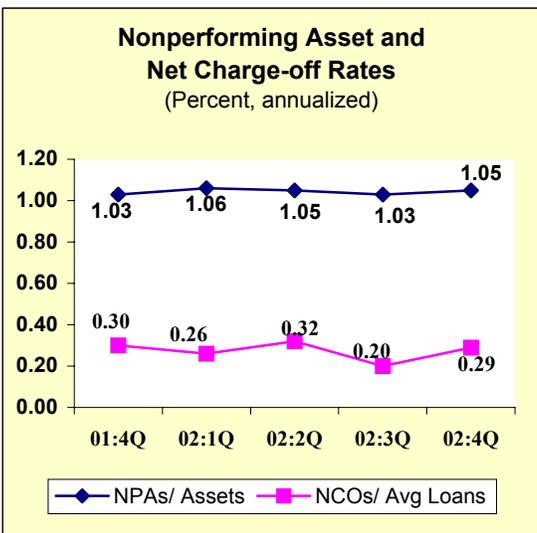
**As of 09/30/02:**

Bank subs	0
Thrift subs	3
Total	3
Bank assets (\$ millions)	0
Thrift assets	258,477
Total	258,477

(Includes intracompany transactions)



<u>\$ Millions</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>	<u>Percent (annualized)</u>	<u>4th Qtr 2002</u>	<u>3rd Qtr 2002</u>
Net income	969	976	Return on assets	1.42	1.49
Net interest income	1,926	1,919	Core ROA	0.86	1.14
Noninterest income	805	1,025	Return on equity	18.35	18.72
Noninterest expense	1,658	1,625	Net interest margin	3.24	3.35
Securities gains (losses)	589	355	Efficiency ratio	60.12	54.35
			Loan growth rate	(0.90)	3.26
Assets	268,298	262,605			
Loans (Gross)	181,524	177,370	NPAs/assets	1.05	1.03
Loss reserve	1,653	1,705	NCOs/average loans	0.29	0.20
Deposits	155,516	140,608			
Equity	20,134	20,161	Tier 1 leverage ratio	NA	NA
			Tier 1 RBC ratio	NA	NA
Nonperforming assets	2,810	2,714	Total RBC ratio	NA	NA
Loan-loss provision	125	135			
Net charge-offs	108	88	Stock price (\$)	34.53	31.47



**Significant acquisitions:**

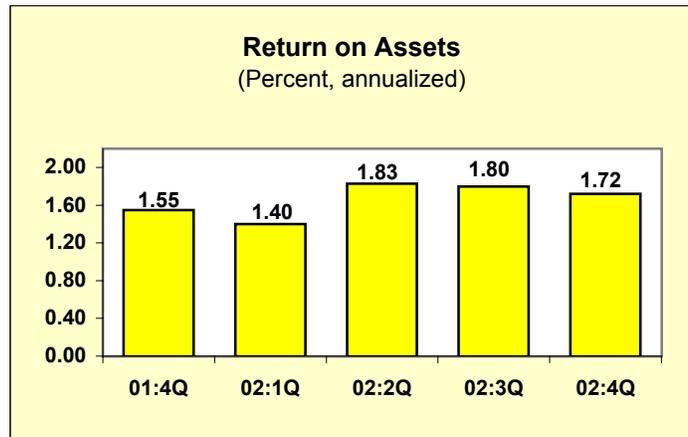
<u>Date</u>	<u>Acquired BHC's</u>	<u>State</u>	<u>Acquired Assets</u>
01/2002	Dime Bancorp, Inc.	NY	\$ 27 billion
09/2001	Bank United Corp.	TX	18 billion
10/1998	Ahmanson & Company	CA	47 billion
07/1997	Great Western Financial Corp	CA	43 billion
12/1996	Keystone Holdings, Inc.	CA	21 billion
04/1993	Pacific First Bank, a FSB	CA	7 billion
1987 - 1998	13 other acquisitions		5 billion

## Wells Fargo & Co.

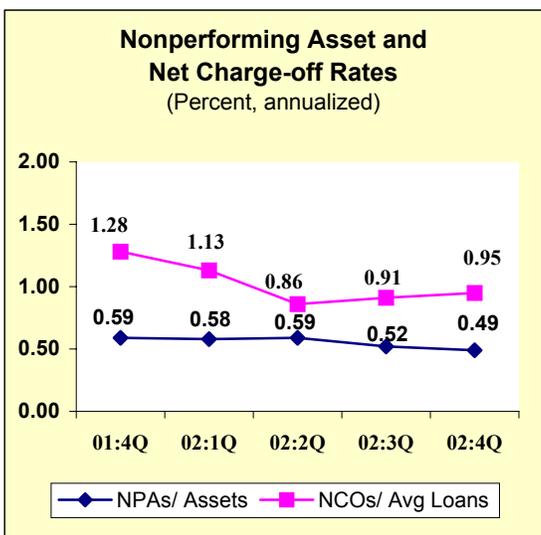
As of 09/30/02:

Bank subs	28
Thrift subs	0
Total	28
Bank assets (\$ millions)	344,694
Thrift assets	0
Total	344,694

(Includes intracompany transactions)



\$ Millions	4th Qtr 2002	3rd Qtr 2001	Percent (annualized)	4th Qtr 2002	3rd Qtr 2001
Net income	1,466	1,444	Return on assets	1.72	1.80
Net interest income	3,867	3,695	Core ROA	1.67	1.82
Noninterest income	2,526	2,355	Return on equity	19.47	19.51
Noninterest expense	3,744	3,389	Net interest margin	5.43	5.52
Securities gains (losses)	91	(20)	Efficiency ratio	57.74	55.33
			Loan growth rate	22.17	2.83
Assets	349,259	334,250			
Loans (Gross)	254,453	234,171	NPAs/assets	0.49	0.52
Loss reserve	3,862	3,861	NCOs/average loans	0.95	0.91
Deposits	216,916	205,756			
Equity	30,358	30,074	Tier 1 leverage ratio	6.58	6.83
			Tier 1 RBC ratio	7.65	7.84
Nonperforming assets	1,697	1,737	Total RBC ratio	11.38	11.39
Loan-loss provision	438	395			
Net charge-offs	438	415	Stock price (\$)	46.87	48.16



### Significant acquisitions:

Date	Acquired BHC's	State	Acquired Assets
10/2000	First Security Corporation	UT	\$ 23 billion
07/2000	National Bancorp of Alaska	AK	3 billion
11/1998	Wells Fargo & Company	CA	95 billion
01/1994	First United Bank Group, Inc.	NM	3 billion
04/1991	United Banks of Colorado, Inc	CO	6 billion
10/2001	Marquette Financial Cos' subsidiaries		6 billion
1989-2001	100 other acquisitions		39 billion

## Notes to Users

### ***Purpose:***

The Division of Insurance and Research prepared this report. In addition to providing data on individual companies, the aggregate results provide an early indication of the financial service industry's overall performance in the most recent quarter.

### ***Sources:***

The report is based on data from SNL Securities' DataSource<sup>1</sup>, as well as information from public sources, including press releases and media accounts. We thank the late Jim McFadyen, originator of the *25 Largest* and Geri Bonebrake, who provided design expertise.

### ***Coverage:***

The report covers the 25 largest bank and thrift companies for which timely quarterly results are available. Some large foreign-owned companies are excluded because comparable information on them generally is not available until later regulatory filings. Large banks or thrifts owned by diversified financial services companies where non-banking business activities predominate are also excluded. For specific institutions not covered, please refer to the table listing the large insured banks and thrifts that are excluded from this report.

### ***Comparison with Regulatory Data:***

This report contains consolidated information published by the largest bank and thrift holding companies. Thus, the *25 Largest* reflects the combined activities of FDIC-insured financial institutions and related subsidiaries, such as insurance companies and securities firms. Regulatory data – primarily Call Reports – does not include information on nonbank subsidiaries, unless they are owned directly by an FDIC-insured financial institution.

### ***Preliminary Data:***

The earnings announcements on which this report is based are preliminary, and companies have some flexibility as to content and format not available to them in later, more detailed regulatory filings with the SEC and the banking agencies.

### ***Prior Period Comparisons:***

Caution should be exercised when comparing results between different periods because acquisitions or accounting changes may distort comparability. Efforts have been made to adjust prior periods appropriately, when possible.

### ***Agency Disclaimers:***

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<sup>1</sup> Data excerpted from SNL DataSource is subject to copyright and trade secret protection and may not be reproduced or redistributed without license from SNL Securities LC.

## Glossary

Financial information appearing in this report was acquired from SNL Securities, Inc., Charlottesville, Virginia. The following definitions are listed in the order in which they appear in the Company Tables of this report.

### *Loans (Gross)*

The sum of loans held for investment and loans held for sale, both net of unearned income. (This is referred to in the text as “loans.”)

### *Nonperforming assets*

The sum of nonaccrual, renegotiated and loans and leases acquired through foreclosure. (Delinquent loans and leases still accruing are excluded.)

### *Net charge-offs*

Total loans and leases removed from the balance sheet due to their uncollectability minus amounts recovered on loans and leases previously charged-off.

### *Return on assets*

Annualized net income (including gains or losses on securities and extraordinary items) expressed as a percentage of average total assets.

### *Core ROA*

Annualized income before income taxes and extraordinary items minus the after-tax portion (the assumed tax rate is 35 percent) of gains on sale of investment securities and nonrecurring income items as a percentage of average total assets.

### *Return on equity*

Annualized net income (including gains or losses on securities and extraordinary items) as a percentage of average total equity capital.

### *Net interest margin*

The annualized difference between interest and dividends earned on interest-bearing assets and interest paid to depositors and other creditors, expressed as a percentage of average interest-bearing assets.

### *Efficiency ratio*

Noninterest expense minus foreclosed property expense minus amortization of intangibles, expressed as a percentage of the sum of net interest income plus noninterest income. This ratio measures the proportion of net operating revenues absorbed by overhead expenses -- the lower the ratio the greater the operating efficiency of the institution.

### *Loan growth rate*

The annualized change in total loans and leases (net of unearned income and gross of reserves) from the previous quarter, expressed as a percentage of total loans and leases at the end of the previous quarter.

### *NPA's / assets*

Nonperforming assets expressed as a percentage of total assets for the current quarter.

### *NCO's / average loans*

Annualized net charge-offs expressed as a percentage of average total loans and leases.

### *Tier 1 capital\**

Common equity capital, plus noncumulative perpetual preferred stock, plus minority interests in consolidated subsidiaries, minus goodwill and other ineligible intangible assets. (The amount of eligible intangible assets included in Tier 1 capital is limited in accordance with supervisory capital regulations.)

### *Tier 1 leverage ratio*

Tier 1 capital expressed as a percentage of average tangible assets (total assets minus intangible assets).

### *Risk-based assets\**

This figure is derived from the amounts of both on-balance and off-balance assets that institutions report in the various risk-weight buckets (0%, 20%, 50%, 100% or 200%) of call report Schedule RC-R. The consolidated amount is the product of the sums in the various categories multiplied by their respective risk weights.

### *Tier 1 RBC ratio*

Tier 1 capital expressed as a percentage of risk-based assets.

### *Tier 2 capital\**

The sum of allowable subordinated debt and limited life instruments (discounted by their years to maturity), plus cumulative preferred stock, plus mandatory convertible debt, plus loan reserves (limited to 1.25% of gross risk-weighted assets). (Tier 2 capital cannot exceed Tier 1 capital.)

### *Tier 3 capital\**

The amount of regulatory capital required to offset market risk of the company.

### *Total RBC ratio*

The sum of Tier 1, Tier 2 and Tier 3 capital expressed as a percentage of risk-based assets.

### *Market cap. (\$ millions)*

The market value of the company's stock, derived by multiplying the stock price by the number of shares outstanding at the end of the period.

\*Denotes items which do not appear in the 25 Largest but are parts of some of the report's ratios.