FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE

SECURITIES EXCHANGE ACT OF 1934, AS AMENDED

Date of Report(Date of Earliest Event Reported): March 20, 1995

## NATIONSBANK CORPORATION

(Exact Name of Registrant as Specified in its Charter)

| North Carolina | $1-6523$ | $56-0906609$ |
| :---: | :---: | :---: |
| (State of Incorporation) | (Commission | (IRS Employer |
|  | File Number) | Identification No.) |

NationsBank Corporate Center, Charlotte, North Carolina 28255
NationsBank Corporate Center, Charlotte, North Carolina 28255
(Address of Principal Executive Offices) (Zip Code)
$\qquad$
(Registrant's Telephone Number, including Area Code)

ITEM 5. OTHER EVENTS.
On March 20, 1995, the Registrant intends to initiate the public offering of senior debt securities pursuant to the Registrant's Registration Statement on Form S-3, Registration No. 33-57533

The financial information included in Item 7 is being filed to facilitate the sale of such securities.

$$
-2-
$$

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS.
(c) Exhibits

The following exhibits are filed herewith:

| EXHIBIT NO. | DESCRIPTION OF EXHIBIT |
| :--- | :--- |
| 12.1 | Computation of Ratio of Earnings to Fixed Charges for <br> each of the years in the five-year period ended December <br> 31,1994 |
| 23 |  |
| 28.1 | Consent of Price Waterhouse LLP <br> of Financial Condition and Results of Operations |
| 28.2 | Six-Year Consolidated Statistical Summary |
| Financial Statements of NationsBank Corporation including |  |

## the following:

Report of Management
Report of Independent Accountants
Consolidated Statement of Income for the three years ended December 31, 1994
Consolidated Balance Sheet at December 31, 1994 and 1993
Consolidated Statement of Cash Flows for the three years ended December 31, 1994
Consolidated Statement of Changes in Shareholders' Equity for the three years ended December 31, 1994
Notes to Consolidated Financial Statements

$$
-3-
$$

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereto duly authorized.

NATIONSBANK CORPORATION
By: /s/ Marc. D. Oken
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Marc D. Oken
Executive Vice President and Chief Accounting Officer

NATIONSBANK CORPORATION

FORM 8-K

EXHIBIT INDEX

| EXHIBIT NO. | DESCRIPTION OF EXHIBIT |
| :---: | :---: |
| 12.1 | Computation of Ratio of Earnings to Fixed Charges for each of the years in the five-year period ended December 31, 1994 |
| 23 | Consent of Price Waterhouse LLP |
| 28.1 | Financial Summary, Management's Discussion and Analysis of Financial Condition and Results of Operations |
|  | Six-Year Consolidated Statistical Summary |
| 28.2 | Financial Statements of NationsBank Corporation including the following: |
|  | ```Report of Management Report of Independent Accountants Consolidated Statement of Income for the three years ended December 31, 1994 Consolidated Balance Sheet at December 31, 1 9 9 4 ~ a n d ~ 1 9 9 3 ~ Consolidated Statement of Cash Flows for the three years ended December 31, }199 Consolidated Statement of Changes in Shareholders' Equity for the three years ended December 31, 1994 Notes to Consolidated Financial Statements``` |

NATIONSBANK CORPORATION
RATIO OF EARNINGS TO FIXED CHARGES

|  | Year Ended <br> December 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1994 | 1993 | 1992 | 1991 | 1990 |
|  | (Dollars in Thousands) |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> | <C> |
| Excluding Interest on Deposits |  |  |  |  |  |
| Income before taxes | \$2,554,778 | \$1,991,103 | \$1,396,213 | \$ 108,524 | \$ 625,467 |
| Equity in undistributed earnings <br> of unconsolidated subsidiaries........... | $(2,604)$ | $(4,756)$ | $(1,426)$ | $(1,114)$ | (668) |
| Fixed charges: |  |  |  |  |  |
| Interest expense (including capitalized interest).... | 2,895,569 | 1,420,800 | 915,880 | 1,290,755 | 1,851,513 |
| Amortization of debt discount and appropriate issuance costs.......... | 8,194 | 6,377 | 3,000 | 2,093 | 2,872 |
| $1 / 3$ of net rent expense. | 114,414 | 95,786 | 90,667 | 81,909 | 66,195 |
| Total fixed charges. | 3,018,177 | 1,522,963 | 1,009,547 | 1,374,757 | 1,920,580 |
| Earnings (excluding capitalized interest).. | \$5,570,351 | \$3,509,310 | \$2,398,329 | \$1,470,621 | \$2,533,093 |
| Fixed charges. | \$3,018,177 | \$1,522,963 | \$1,009,547 | \$1,374,757 | \$1,920,580 |
| Ratio of Earnings to Fixed Charges........ | 1.85 | 2.30 | 2.38 | 1.07 | 1.32 |

Including Interest on Deposits

- ------------------------------------

Income before taxes............................. $2,554,778$ \$1,991,103 \$1,396,213 \$ 108,524 \$ 625,467
Equity in undistributed earnings
of unconsolidated subsidiaries......... (2,604) (4,756) (1,426) (1,114) (668)

Fixed charges:
Interest expense (including
capitalized interest)..................5,310,419 3,570,079 3,687,650 5,611,057 6,683,262
Amortization of debt discount and
appropriate issuance costs......... 8, 6, 6, 3,000 2,093 2,872
$1 / 3$ of net rent expense.................. $114,414 \quad 95,786 \quad 90,667 \quad$ 81,909 $\quad 66,195$
Total fixed charges..............................433,027 3,672,242 3,781,317 5,695,059 6,752,329
Earnings (excluding capitalized interest). $\$ 7,985,201$ \$5,658,589 \$5,170,099 \$5,790,923 \$7,364, 842
$================================================$

</TABLE>

We hereby consent to the incorporation by reference in the Prospectuses constituting part of the Registration Statements on Form S-3 (Nos. 33-44826, 33-49881 and 33-57533); the Prospectuses constituting part of the Registration Statements on Form S-4 (Nos. 33-43125 and Post-Effective Amendment No. 1 thereto, and 33-55145 and Post-Effective Amendment No. 1 thereto); and the Prospectuses constituting part of the Registration Statements on Form S-8 (Nos. 2-91958; 2-73761; 2-80406 and Post-Effective Amendments No. 1, 2, 3 and 4 thereto; No. 33-43125 and Post-Effective Amendment No. 1 thereto, originally filed on Form S-4 (No. 33-43125); No. 33-55145 and Post-Effective Amendment No. 1 thereto, originally filed on Form S-4 (No. 33-55145); No. 33-45279 and No. 33-48883) of NationsBank Corporation of our report dated January 13, 1995, which appears in Exhibit 28.2 to the Current Report on Form 8-K dated March 20, 1995.

PRICE WATERHOUSE LLP
Charlotte, North Carolina
March 20, 1995

NationsBank Corporation and Subsidiaries
Financial Summary


## </TABLE>

Management's Discussion And Analysis

1994 Compared To 1993
Overview

NationsBank Corporation (NationsBank or the Corporation) is a bank holding company headquartered in Charlotte, North Carolina, which provides financial products and services, both domestically and internationally. With $\$ 170$ billion of total assets on December 31, 1994, NationsBank is the fourth largest banking company in the United States.

Results for 1994 demonstrated the power and breadth of the Corporation's franchise and the diversity of its business activities. Despite the pressures of steadily rising interest rates and difficult financial markets in 1994, the Corporation's net income of $\$ 1.7$ billion represented an increase of $\$ 389$ million, or 30 percent, over 1993. Earnings in 1993 were $\$ 1.3$ billion, excluding the impact of adopting a new income tax accounting standard. Earnings per common share were $\$ 6.12$ and $\$ 5.00$ for 1994 and 1993, respectively. Including the $\$ 200-\mathrm{million}$, or $\$ .78$-per-share impact of the new accounting standard, net income for 1993 was $\$ 1.5$ billion, or $\$ 5.78$ per common share.

| 1 FIVE-YEAR SUMMARY OF SELECTED FINANCIAL DATA <br> (Dollars in Millions Except Per-Share Information) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <TABLE> |  |  |  |  |
| <CAPTION> |  |  |  |  |
|  | 1994 | 1993 | 1992 | 1991 |
| 1990 |  |  |  |  |
| -_------ |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> |
| <C> |  |  |  |  |
| Income statement |  |  |  |  |
| Income from earning assets. | \$10,529 | \$8,327 | \$7,780 | \$9,398 |
| \$10,278 |  |  |  |  |
| Interest expense. | 5,318 | 3,690 | 3,682 | 5,599 |
| 6,670 cell |  |  |  |  |
| Net interest income (taxable-equivalent). | 5,305 | 4,723 | 4,190 | 3,940 |
| 3,771 |  |  |  |  |
| Net interest income. | 5,211 | 4,637 | 4,098 | 3,799 |
| 3,608 ( |  |  |  |  |
| Provision for credit losses............ | 310 | 430 | 715 | 1,582 |
| 1,025 Gains (losses) on sales of securities. | (13) | 84 | 249 | 454 |


</TABLE>
(1) Average common shareholders' equity does not include the effect of market value adjustments to securities available for sale and marketable equity securities.

In 1993, return on average assets and return on average common shareholders' equity after the tax benefit from the impact of adopting the new income tax accounting standard was $1.12 \%$ and $17.33 \%$, respectively.

Management's Discussion and Analysis
KEY PERFORMANCE HIGHLIGHTS FOR 1994 WERE:

Return on average common shareholders' equity increased to 16.10 percent from 15.00 percent in 1993.

Taxable-equivalent net interest income increased $\$ 582$ million, or 12 percent, compared to 1993, resulting from a 24 -percent increase in average earning assets. Average loans and leases rose 20 percent in 1994.
Adjusting for acquisitions, internal loan growth was 12 percent.
Provision for credit losses decreased 28 percent to $\$ 310$ million, compared to 1993, and OREO expense declined from $\$ 78$ million in 1993 to a net recovery of $\$ 12$ million in 1994 . Nonperforming asset levels declined 36 percent and net charge-offs declined 23 percent.

Noninterest income increased to \$2.6 billion, or 24 percent, over 1993 levels. After adjusting for acquisitions, noninterest income increased 11 percent reflecting higher trading account profits, investment banking income, service charges on deposit accounts and trust fees.

Noninterest expense increased 15 percent to $\$ 4.9$ billion in 1994.
Adjusting for acquisitions, expense growth was held to approximately two and one-half percent in 1994, reflecting the results of corporate-wide efforts to contain expense levels. The Corporation's efficiency ratio improved to 62.54 percent in 1994 from 62.91 percent in 1993.

HIGHLIGHTS FROM A CUSTOMER GROUP PERSPECTIVE WERE:

```
The General Bank's 1994 earnings of $932 million increased $192 million,
```

or 26 percent, from 1993. Return on average

<TABLE>

(1) Institutional Group's net interest yield excludes the impact of the primary government securities dealer. Including the primary government securities dealer, the net interest yield was 1.98 percent in 1994 and 2.66 percent in 1993.
(2) The sums of balance sheet amounts will differ from consolidated amounts due to intercompany balances.

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[PIE CHART APPEARS HERE
1994 EARNINGS CONTRIBUTION BY CUSTOMER GROUP
<TABLE>
<CAPTION>
\begin{tabular}{ccc} 
General & Institutional & Financial \\
Bank & Group & Services \\
------- & ------ & -------- \\
<C \(>\) & \(<C>\) & \(<\) C \(>\)
\end{tabular}

Percent of
. common shareholders' equity increased to 17 percent in 1994 from 16 percent in 1993.
. Earnings for the Institutional Group grew 28 percent to \(\$ 631\) million, compared to 1993 earnings of \(\$ 492\) million. Return on average common shareholders' equity was 16 percent in both 1994 and 1993.
. Financial Services earnings were \(\$ 103\) million in 1994 compared to \(\$ 35\) million in the prior year, primarily reflecting the full-year impact of the 1993 acquisition of \(U\) S WEST Financial Services Inc. Return on average common shareholders' equity was 13 percent in both 1994 and 1993 .

The analysis of the results of operations and financial condition of the Corporation is impacted by acquisitions. As more fully discussed in Note 2 to the consolidated financial statements, the more significant acquisitions, all of which were accounted for as purchases, included:
. MNC Financial Inc. (MNC), a bank holding company headquartered in Baltimore, Maryland, with total assets of approximately \(\$ 16.5\) billion. Acquired October 1, 1993.

Approximately \(\$ 2.0\) billion in net receivables and the ongoing business of U S WEST Financial Services Inc., now known as Greyrock Capital Group Inc. Acquired December 1, 1993.

Primarily \(\$ 12\) billion of trading account assets and certain of the liabilities of Chicago Research \& Trading Group Ltd. (CRT), an options market-making and trading firm and a primary government securities dealer. Acquired July 2, 1993.

Approximately \(\$ 3.7\) billion of finance receivables and certain of the liabilities of Chrysler First Inc., the non-automotive finance subsidiary of Chrysler Financial Corporation, which now operates as NationsCredit. Acquired February 1, 1993.

Several smaller banking organizations, including aggregate loans of \(\$ 654\) million and deposits of \(\$ 5.1\) billion. Several mortgage banking operations, including mortgage servicing rights of \(\$ 8.6\) billion.

The remainder of management's discussion and analysis of the consolidated results of operations and financial condition of NationsBank Corporation should be read together with the consolidated financial statements and related notes presented on pages 58 through 77 .

Customer Group Review
The Corporation is segregated into three major internal management units, or Customer Groups. These units, shown in TABLE 2, are managed with a focus on numerous performance objectives including return on equity, operating efficiency and net income.

The net income of the customer groups reflects a funds transfer pricing system which derives net interest income by matching assets and liabilities with similar interest rate sensitivity and maturity characteristics. Equity capital is allocated to each customer group based on an assessment of its inherent risk.

The General Bank includes the Banking Group, which contains the retail banking network and is the service provider for small and medium-size companies; Financial Products, which provides specialized services such as credit cards, residential mortgages, indirect lending and brokerage on a national basis; and Trust and Private Banking.

The General Bank earned \(\$ 932\) million in 1994 , an increase of 26 percent over 1993. Return on equity improved to 17 percent. Groups with the largest contribution toward the higher returns included the Banking Group and Card Services, driven primarily by improvement in operating efficiency and credit quality. Net interest income in the General Bank grew six percent over 1993 reflecting the benefits of deposit cost containment efforts as well as 17-percent loan growth. Approximately two-thirds of this loan growth was internally generated while the remainder resulted from acquisitions. Internally generated loan growth was concentrated in residential mortgages and commercial loans. The increase in net interest income resulting from loan growth and deposit pricing was partially offset by a narrowing of the spread between securities and market-based funds. The General Bank's efficiency ratio continued to improve in 1994 , declining 62 basis points to 67.46 percent, reflecting the benefits of operational consolidation and increases in fee income. The efficiency improvement was realized despite Model Banking development expense totaling \(\$ 80\) million in 1994. Model Banking is a system designed and in the process of being implemented across the Corporation's franchise to enhance retail customer sales and product delivery.

The Banking Group contributed 58 percent of the General Bank's earnings in 1994 with a return on equity of 15 percent. In 1993, the Banking Group's return on equity was 14 percent. During 1994, average loans increased 25 percent, or \(\$ 8.4\) billion, with


(1) Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.
(2) Commercial loan interest income includes net interest rate swap revenues related to asset conversion swaps converting variable-rate commercial loans to fixed rate. Such amounts were \$62 and \$120 in 1994 and 1993, respectively.
(3) The average balance sheet amounts and yields on securities available for sale are based on the average of historical amortized cost balances.
(4) Gross unrealized gains and losses on off-balance sheet trading positions are reported in other assets and liabilities, respectively.
(5) Interest income includes taxable-equivalent adjustments of \(\$ 94, \$ 86\), \(\$ 92\), \(\$ 141, \$ 163\) and \(\$ 217\) for 1994, 1993, 1992, 1991, 1990 and 1989, respectively.
(6) Borrowed funds and trading account liabilities interest expense includes net interest rate swap expense related to liability conversion swaps fixing the cost of certain variable-rate liabilities, primarily market-based borrowed funds. Such amounts were \(\$ 31\) and \(\$ 3\) in 1994 and 1993, respectively.

28 NationsBank Corporation Annual Report 1994
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline 12-MONTH TAXABLE-EQUIVALENT DATA (Dollars in Millions) & & & & & & \\
\hline \multicolumn{7}{|l|}{\multirow[t]{2}{*}{\[
\begin{aligned}
& \text { <TABLE> } \\
& \text { <CAPTION> }
\end{aligned}
\]}} \\
\hline & & & & & & \\
\hline & & \multicolumn{2}{|l|}{1991} & \multicolumn{3}{|c|}{1990} \\
\hline & Average & & & Average & & \\
\hline & Balance Sheet & Income or & Yields/ & Balance Sheet & Income or & Yields/ \\
\hline & Amounts & Expense & Rates & Amounts & Expense & Rates \\
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{7}{|l|}{Earning assets} \\
\hline \multicolumn{7}{|l|}{Loans and leases, net of unearned income (1)} \\
\hline Commercial (2). & \$ 29,731 & \$2,586 & 8.70\% & \$ 29,890 & \$ 3,122 & 10.44\% \\
\hline Real estate commercial. & 6,473 & 591 & 9.13 & 5,931 & 622 & 10.49 \\
\hline Real estate construction. & 5,085 & 449 & 8.82 & 5,289 & 573 & 10.84 \\
\hline Total commercial & 41,289 & 3,626 & 8.78 & 41,110 & 4,317 & 10.50 \\
\hline Residential mortgage.. & 7,713 & 807 & 10.47 & 9,079 & 867 & 9.55 \\
\hline
\end{tabular}

Other consumer........................................
Total consumer.......................................
Foreign.
Lease financing
Total loans and leases, net..................
Securities
Held for investment................................

Total securities...................................
Loans held for sale............................
Federal funds sold and securities
purchased under agreements to resell......
Time deposits placed and other
short-term investments.
Trading account securities (4)
Total earning assets (5)....................
Cash and cash equivalents.................................
Factored accounts receivable...............................
Other assets, less allowance for credit losses
and excluding Special Asset Division...........
Total assets, excluding Special
Asset Division...................................
Interest-bearing liabilities
Savings.
........................................
Consumer CDs and TRAs .....
Negotiated CDs, public funds
and other time deposits..........................
Foreign time deposits...............................
Borrowed funds and trading
account liabilities (4) (6)
Long-term debt and obligations under
capital leases............
Special Asset Division net
funding allocation..............................
Total interest-bearing liabilities........
Noninterest-bearing sources
Noninterest-bearing deposits.................... . .
Other liabilities.....................................
FDIC interest in NationsBank of Texas.........
Shareholders' equity..................................
Total liabilities and shareholders'
equity.
Net interest spread.

Net interest income/yield on earning assets....
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline 1,883 & 179 & 9.53 & 1,625 & 182 & 11.18 \\
\hline 3,411 & 519 & 15.22 & 3,018 & 476 & 15.78 \\
\hline 13,045 & 1,483 & 11.37 & 11,215 & 1,419 & 12.66 \\
\hline 26,052 & 2,988 & 11.47 & 24,937 & 2,944 & 11.81 \\
\hline 734 & 62 & 8.47 & 838 & 112 & 13.28 \\
\hline 1,292 & 141 & 10.89 & 1,240 & 118 & 9.53 \\
\hline 69,367 & 6,817 & 9.83 & 68,125 & 7,491 & 11.00 \\
\hline 25,412 & 2,189 & 8.61 & 25,984 & 2,377 & 9.15 \\
\hline 25,412 & 2,189 & 8.61 & 25,984 & 2,377 & 9.15 \\
\hline 425 & 37 & 8.74 & 379 & 44 & 11.49 \\
\hline 4,904 & 289 & 5.89 & 2,148 & 175 & 8.16 \\
\hline 1,661 & 115 & 6.89 & 2,810 & 251 & 8.95 \\
\hline 1,321 & 92 & 6.99 & 1,211 & 103 & 8.43 \\
\hline 103,090 & 9,539 & 9.25 & 100,657 & 10,441 & 10.37 \\
\hline 6,387 & & & 6,622 & & \\
\hline 829 & & & 845 & & \\
\hline 5,486 & & & 5,568 & & \\
\hline \$115,792 & & & \$113, 692 & & \\
\hline \$ 4,732 & 216 & 4.55 & \$ 5,003 & 258 & 5.15 \\
\hline 26,854 & 1,331 & 4.96 & 24,536 & 1,477 & 6.02 \\
\hline 27,261 & 1,912 & 7.01 & 24,713 & 1,962 & 7.94 \\
\hline 11,684 & 827 & 7.08 & 13,738 & 1,116 & 8.13 \\
\hline 2,548 & 171 & 6.70 & 2,603 & 231 & 8.89 \\
\hline 18,948 & 1,068 & 5.64 & 21,256 & 1,685 & 7.93 \\
\hline 2,816 & 250 & 8.88 & 2,669 & 245 & 9.18 \\
\hline \((2,845)\) & (176) & (6.20) & \((4,057)\) & (304) & (7.49) \\
\hline 91,998 & 5,599 & 6.09 & 90,461 & 6,670 & 7.37 \\
\hline 14,491 & & & 14,067 & & \\
\hline 2,698 & & & 2,942 & & \\
\hline - & & & - & & \\
\hline 6,605 & & & 6,222 & & \\
\hline \multirow[t]{2}{*}{\$115,792} & \multicolumn{5}{|c|}{\$113,692} \\
\hline & & \[
\begin{array}{r}
3.16 \\
.66
\end{array}
\] & & & \[
\begin{array}{r}
3.00 \\
.75
\end{array}
\] \\
\hline & \$3,940 & 3.82\% & & \$3,771 & \(3.75 \%\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & Average & 1989 & & \multicolumn{2}{|l|}{Five-Year Compounded Growth Rate 1989/94} \\
\hline & Sheet Amounts & or Expense & Yields/ Rates & Average Balances & Income or Expense \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{6}{|l|}{Earning assets} \\
\hline \multicolumn{6}{|l|}{Loans and leases, net of unearned income (1)} \\
\hline Commercial (2)............. & \$ 28,060 & \$3,299 & 11.76\% & 8\% & (1) \% \\
\hline Real estate commercial. & 5,173 & 573 & 11.08 & 9 & 2 \\
\hline Real estate construction. & 4,848 & 580 & 11.96 & (8) & (14) \\
\hline Total commercial. & 38,081 & 4,452 & 11.69 & 7 & (2) \\
\hline Residential mortgage. & 7,003 & 774 & 11.06 & 16 & 8 \\
\hline Home equity. & 1,506 & 178 & 11.80 & 11 & 3 \\
\hline Credit card. & 2,513 & 413 & 16.45 & 9 & 4 \\
\hline Other consumer. & 11,636 & 1,354 & 11.64 & 8 & 4 \\
\hline Total consumer. & 22,658 & 2,719 & 12.00 & 11 & 5 \\
\hline Foreign. & 954 & 109 & 11.38 & 8 & (5) \\
\hline Lease financing. & 1,178 & 107 & 9.08 & 15 & 10 \\
\hline
\end{tabular}


Held for investment.............................

Total securities..............................

Loans held for sale.
Federal funds sold and securities purchased under agreements to resell.
Time deposits placed and other
short-term investments......................
Trading account securities (4)................
Total earning assets (5).....................


Other assets, less allowance for credit losses
and excluding Special Asset Division..........
Total assets, excluding Special
Asset Division................................
Interest-bearing liabilities
Savings. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
Consumer CDs and IRAs..........................
Negotiated CDs, public funds
and other time deposits.......................

Borrowed funds and trading
account liabilities (4) (6)
Long-term debt and obligations under
capital leases...................................
Special Asset Division net
funding allocation.........................
Total interest-bearing liabilities.......
Noninterest-bearing sources
Noninterest-bearing deposits................. . . .
Other liabilities.
FDIC interest in NationsBank of Texas.........

Total liabilities and shareholders'
equity...................................... . . . . .
Net interest spread.
Impact of noninterest-bearing sources.

Net interest income/yield on earning assets....
</TABLE>
\[
\text { Management's Disussion and Analysis } 29
\]

MNC accounting for approximately 40 percent of the increase. The \(\$ 4.9\) billion increase in average deposits reflected the full-year impact of MNC and four inmarket acquisitions in Texas, Florida and South Carolina. The Financial Products group contributed 31 percent of the General Bank's earnings with a return on equity of 28 percent. Card Services accounted for over 50 percent of Financial Products' earnings and generated a return on equity of 46 percent. In 1993, the Card Services' return on equity was 27 percent. Dealer Finance is the next largest component of Financial Products and produced a return on equity of 17 percent in 1994 . The 1993 return was 15 percent.

The Institutional Group includes Corporate and Investment Banking activities, the Real Estate Banking Group, Specialized Lending and the Capital Markets Group, which includes customer-related derivatives, foreign exchange, securities trading and securities underwriting activities. Housed in this unit are NationsBanc-CRT and NationsBanc Capital Markets, Inc., which with its Section \(20 /\) Tier II powers, underwrites and deals in various types of corporate debt and has the power to underwrite and deal in equity securities.

The Institutional Group earned \(\$ 631\) million in 1994 , representing a return on equity of 16 percent. Continued asset quality improvements in the Real Estate Banking Group drove the increased return on equity for the Institutional Group overall. The increase in net interest income resulting from loan growth of 16 percent over 1993 was constrained by a narrowing of the spread between securities and market-based funds. Noninterest income for the Institutional Group rose \(\$ 208\) million, or 33 percent, reflecting higher trading gains (due to the full-year impact of CRT) and growth in investment banking and deposit fees. Investments committed to expand capital markets activities and the full-year impact of CRT largely drove the \(\$ 289\) million increase in operating expense and the change in the efficiency ratio. Real Estate Banking Group asset quality improvement contributed to the negative provision for credit losses and OREO recoveries for 1994. Combined, these two categories accounted for \(\$ 147\) million of the Institutional Group's \(\$ 206\) million growth in pretax earnings over 1993.

Financial Services consists of NationsCredit and Greyrock Capital Group.

In 1994, Financial Services contributed \(\$ 103\) million, or six percent, of consolidated earnings reflecting their first full year of NationsBank operations as well as strong growth throughout the year. On a year-end basis, loan growth of 24 percent included strength in consumer lending and inventory financing. The 13 -percent return on equity was impacted by a higher equity-to-asset ratio of 13 percent in 1994, necessary to posture this unit for raising funds in the financial markets.

The Other category in TABLE 2 includes gains and losses on sales of securities and earnings on unallocated equity.

\section*{Results Of Operations}

\section*{NET INTEREST INCOME}

TABLE 3 presents an analysis of the Corporation's taxable-equivalent net interest income and average balance sheet levels for the last six years. TABLE 4 analyzes changes in net interest income from year to year.

Taxable-equivalent net interest income increased \(\$ 582\) million to \(\$ 5.3\) billion in 1994, compared to \(\$ 4.7\) billion in 1993. The increase was due to higher earning asset levels, primarily loans and leases which increased \$16.0 billion, or 20 percent. Loan growth in the General Bank approximated \(\$ 9.0\) billion, centered in commercial, residential mortgage and other consumer loans. The Institutional Group experienced loan growth of approximately \(\$ 4.0\) billion, reflecting primarily an increase in commercial loans. The \$3.0-billion increase in average loans in Financial Services primarily reflects the full-year impact of Greyrock Capital Group. On a consolidated basis, after adjusting for acquisitions and the securitization of credit card receivables, loan levels increased by \(\$ 9.1\) billion, or 12 percent. The aggregate of average federal funds sold, securities purchased under agreements to resell and trading account assets increased \(\$ 12.3\) billion, primarily due to the 1993 acquisition and higher trading asset levels of the Corporation's primary government securities dealer. The increase in net interest income resulting from higher loan levels and deposit cost containment efforts was partially offset by a narrowing of the spread between fixed-rate investment securities and market-based funds. As more fully discussed in the Interest Rate Risk Management section, actions taken in the second half of 1994 to reposition the balance sheet in light of rising interest rates had a slight negative impact on net interest income.
[PIE CHART APPEARS HERE
1994 CUSTOMER GROUP DISTRIBUTION OF LOANS AND REVENUES
<TABLE>
\begin{tabular}{|c|c|c|c|}
\hline & \[
\begin{aligned}
& \text { General } \\
& \text { Bank }
\end{aligned}
\] & Institutional Group & \begin{tabular}{l}
Financial \\
Services
\end{tabular} \\
\hline <S> & <C> & <C> & <C> \\
\hline Percent of net loans and leases........ & 62\% & 32\% & 6\% \\
\hline Percent of revenues. & 68\% & 26\% & 6\%] \\
\hline
\end{tabular}
</TABLE>

\section*{30 NationsBank Corporation Annual Report 1994}

\section*{The net interest yield declined 38 basis points to 3.58 percent in} 1994, compared to 3.96 percent in 1993. Excluding the impact of the Corporation's primary government securities dealer, for which revenues are recorded in noninterest income, the net interest yield declined 14 basis points to 4.04 percent, compared to 4.18 percent in 1993. The decline in the yield reflected the decreased spread between fixed-rate investment securities and market-based funds, partially offset by increased net interest yields resulting from loan growth and deposit cost containment efforts.

The yield on average earning assets increased 10 basis points to 7.16 percent in 1994 from 7.06 percent in 1993. Excluding the impact of the trading assets of the Corporation's primary government securities dealer, the yield on average earning assets increased 16 basis points to 7.33 percent in 1994, compared to 7.17 percent in 1993. The yield on total loans and leases increased 14 basis points to 8.20 percent in 1994, reflecting loan growth in a rising interest rate environment. The Corporation's prime interest rate rose from an average of 6.00 percent in 1993 to 7.14 percent in 1994 .
4 CHANGES IN TAXABLE-EQUIVALENT NET INTEREST INCOME
    (Dollars in Millions)

This table presents an analysis of the year-to-year changes in net interest income on a fully taxable-equivalent basis for the years shown. The changes for each category of income and expense are divided between the portion of change attributable to the variance in average levels or yields/rates for that category. The amount of change that cannot be separated is allocated to each variance proportionately.
\begin{tabular}{cc} 
Increase (Decrease) & Increase (Decrease) \\
in Income/Expense & in Income/Expense \\
Due to Change in & Due to Change in \\
\hline
\end{tabular}

</TABLE>
$\mathrm{n} / \mathrm{m}$ - not meaningful.

The Corporation did not fully reinvest proceeds from the 1994 maturities and sales of certain higher yielding securities during 1994. As a result, the yield on the securities portfolio declined 39 basis points to 5.12 percent in 1994. The average yield of the remaining securities portfolio on December 31, 1994 was 5.37 percent.

Average interest-bearing liabilities increased $\$ 25.4$ billion in 1994 compared to 1993. Borrowed funds and trading liabilities increased \$15.0 billion, to $\$ 48.3$ billion, resulting primarily from the acquisition and funding of the Corporation's primary government securities dealer and increased trading activities. Long-term debt increased $\$ 2.8$ billion due to debt acquired in the MNC acquisition and debt securities issued in connection with financing Financial Services. Interest-bearing deposits increased $\$ 7.6$ billion, principally due to acquisitions. Excluding deposits acquired from MNC in 1993 and California Federal Savings Bank in 1994, average interest-bearing deposit levels remained relatively flat. Consumer CDs and money market savings accounts declined, offset by increases in foreign time deposits. The increase in foreign time deposits resulted from wholesale funding initiatives.

The rate on average interest-bearing liabilities increased 56 basis points to 4.09 percent in 1994, from 3.53 percent in 1993. Excluding the impact of the trading liabilities of the Corporation's primary government securities dealer, the rate on average interest-bearing liabilities increased 39 basis points to 3.83 percent in 1994, compared to 3.44 percent in 1993. This rate increase resulted from the Corporation's efforts to extend liability maturities through its use of longer-term bank notes and foreign time deposits in lieu of utilizing overnight funding.

Net interest income in 1994 was impacted by the fourth quarter 1993 securitization of credit card receivables. The Corporation periodically securitizes credit card receivables which changes the Corporation's role from that of a lender to that of a loan servicer. During 1994, the Corporation managed an average credit card portfolio of $\$ 5.4$ billion, including $\$ 1.4$ billion which had been securitized. For the securitized portion of the credit card portfolio, residual net interest income after paying certificate holders and after credit losses is reported as servicing fees in noninterest income.

## PROVISION FOR CREDIT LOSSES

The provision for credit losses was $\$ 310$ million in 1994 , compared to $\$ 430$ million in the prior year. A strengthening economy, coupled with the Corporation's continued loan workout activities, resulted in an overall improvement in credit quality trends which led to lower credit costs. Excluding the fourth quarter 1993 impact of MNC, nonperforming asset levels declined every quarter of 1994 and 1993. Net charge-offs declined $\$ 96$ million to $\$ 316$ million in 1994.

On December 31, 1994, the allowance for credit losses was $\$ 2.2$ billion, or 2.11 percent of loans, leases and factored accounts receivable, compared to an allowance of $\$ 2.2$ billion, or 2.36 percent, at the end of 1993 . The allowance for credit losses was 273 percent of nonperforming loans on December 31, 1994, compared to 193 percent on December 31, 1993.

TABLE 12 provides an analysis of the activity in the Corporation's allowance for credit losses for each of the last five years. Allowance levels, net charge-offs and nonperforming assets are discussed in the Asset Quality Review and Credit Risk Management section.

SECURITIES GAINS AND LOSSES
Losses from the sales of securities were $\$ 13$ million in 1994, as securities were sold in the last quarter of 1994 as a part of interest rate repositioning efforts. Gains in 1993 were $\$ 84$ million.

## NONINTEREST INCOME

TABLE 5 compares the major categories of noninterest income for 1994 and 1993.

Noninterest income totaled $\$ 2.6$ billion in 1994, an increase of $\$ 496$ million, or 24 percent, from $\$ 2.1$ billion in 1993. Adjusted for acquisitions, growth in noninterest income was 11 percent in 1994.

Trading account profits and fees, including foreign exchange income, increased $\$ 121$ million, or 80 percent, in 1994 compared to 1993. This increase, resulting primarily from the acquisition of CRT, is concentrated in interest rate derivatives trading and is consistent with the expansion efforts in capital markets activities.

An analysis of trading account profits
[GRAPH APPEARS HERE
Net Interest Income
(Dollars in Billions)

<TABLE>
<CAPTION>


32 NationsBank Corporation Annual Report 1994
and fees by major business activity is as follows (dollars in millions):
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1994 & 1993 \\
\hline <S> & <C> & <C> \\
\hline Securities trading. & \$ 82 & \$ 73 \\
\hline Interest rate contracts. & 119 & 21 \\
\hline Foreign exchange contracts & 27 & 27 \\
\hline Other & 45 & 31 \\
\hline Total trading account & -- & ---- \\
\hline profits and fees.... & \$273 & \$152 \\
\hline </TABLE> & & \\
\hline
\end{tabular}
</TABLE>
Growth, excluding acquisitions, occurred in most major categories of noninterest income as described below:

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline fees. & 86 & 1.6 & 77 & 1.6 & & 9 & 11.7 \\
\hline Fees on factored accounts receivable. & 74 & 1.4 & 74 & 1.6 & & - & - \\
\hline Investment banking income. & 138 & 2.6 & 94 & 2.0 & & 44 & 46.8 \\
\hline Other service fees... & 111 & 2.1 & 93 & 2.0 & & 18 & 19.4 \\
\hline Total nondeposit-related service fees \(\qquad\) & 436 & 8.2 & 363 & 7.7 & & 73 & 20.1 \\
\hline Credit card income & & & & & & & \\
\hline Merchant discount fees. & 27 & . 5 & 30 & . 6 & & (3) & (10.0) \\
\hline Annual credit card fees & 21 & . 4 & 24 & . 5 & & (3) & (12.5) \\
\hline Other credit card fees. & 232 & 4.4 & 144 & 3.1 & & 88 & 61.1 \\
\hline Total credit card income. & 280 & 5.3 & 198 & 4.2 & & 82 & 41.4 \\
\hline Other income & & & & & & & \\
\hline Brokerage income. & 44 & . 8 & 41 & . 9 & & 3 & 7.3 \\
\hline Trading account profits and fees. & 273 & 5.1 & 152 & 3.2 & & 121 & 79.6 \\
\hline Bankers' acceptances and letters of credit. & 67 & 1.3 & 65 & 1.4 & & 2 & 3.1 \\
\hline \begin{tabular}{l}
Insurance commissions and \\

\end{tabular} & 49 & . 9 & 39 & . 8 & & 10 & 25.6 \\
\hline Miscellaneous. & 216 & 4.2 & 191 & 4.0 & & 25 & 13.1 \\
\hline Total other income.............. & 649 & 12.3 & 488 & 10.3 & & 161 & 33.0 \\
\hline & \$2,597 & 49.0\% & \$2,101 & 44.5\% & \$ & 496 & 23.6 \\
\hline
\end{tabular}
</TABLE>
Management's Discussion and Analysis 33
A large portion of the increase in other credit card fees is
related to the securitization of certain credit card loans during the fourth quarter of 1993. While this transaction served to increase this component of noninterest income, it also served to decrease net interest income and net charge-offs for 1994 compared to 1993. The overall effect on net income from the securitization of this portfolio was approximately neutral. The remainder of the increase relates to other new credit card initiatives including an increase in co-branding card income.

OTHER REAL ESTATE OWNED EXPENSE
OREO expense declined $\$ 90$ million to a net recovery of $\$ 12$ million in 1994 compared to expense of $\$ 78$ million in 1993, consistent with the improvement in asset quality. Improved real estate markets resulted in lower OREO write-downs and increased gains on sales of these properties.

## NONINTEREST EXPENSE

The Corporation's noninterest expense, as shown in TABLE 6, increased \$649 million, or 15 percent, in 1994 compared to 1993. Most categories of noninterest expense were significantly influenced by acquisitions.

Adjusting for the impact of acquisitions, noninterest expense in the current year increased approximately two and one-half percent, primarily in the categories described below:

Personnel expense increased $\$ 143$ million, or eight percent, primarily due to increased incentives as well as salaries and wages. Additionally, within the Capital Markets Group, investments in personnel to expand the Corporation's capital markets and trading activities and growth in the business activities of the Institutional Bank and Financial Services resulted in increases in the number of associates in these customer groups. Also, contributing to the increase were higher pension costs and other employee benefits.

Equipment expense increased $\$ 20$ million, or seven percent, in 1994 compared to 1993. This increase is primarily due to enhancements to computer resources, including higher rental expense for upgraded mainframe equipment and increased costs relating to product delivery systems.

Marketing expense increased $\$ 14$ million, or 10 percent, in 1994 compared to 1993, due to the continuation of a "brand image" campaign that began in 1993 focusing on the NationsBank name and the Corporation's range of financial products and services. Increased credit card solicitations were also a primary factor.

Professional fees decreased $\$ 14$ million, or nine percent, compared to 1993. The decline was largely the result of focused expense management efforts in this area.

The Corporation's FDIC insurance expense for 1994 decreased $\$ 13$ million, or six percent, as a result of higher capital levels of certain of the Corporation's subsidiary banks as well as upgrades in supervisory risk

</TABLE>
34 NationsBank Corporation Annual Report 1994
classifications due to improved asset quality. These factors decreased assessment rates under the risk-based assessment system mandated by the Federal Deposit Insurance Corporation.

The Corporation's combined general operating and general administrative and miscellaneous expenses decreased $\$ 9$ million due to focused expense management efforts resulting in reduced expenses for postage, relocation and supplies, partially offset by increased expenses for telecommunications.

INCOME TAXES
The Corporation's income tax expense for 1994 was $\$ 865$ million, for an effective tax rate of 33.9 percent of pretax income. Tax expense for 1993 was $\$ 690$ million, for an effective tax rate of 34.7 percent.

Note 13 to the consolidated financial statements includes a reconciliation of federal income tax expense computed using the federal statutory rate of 35 percent, to the actual income tax expense reported for 1994 and 1993.

See Notes 1 and 13 to the consolidated financial statements for additional information on income taxes.

Risk Management
In conducting its business activities, the Corporation is exposed to interest rate, liquidity and credit risk. The successful management of risk is integral to the continued growth and profitability of the Corporation. The following sections address the Corporation's approach to managing risk. The first section presents a review of the Corporation's balance sheet and liquidity risk management practices. The Corporation's asset quality results for 1994 combined with a discussion of credit risk management policies and procedures are presented in the second section. The third section discusses the tools used to manage interest rate risk and outlines certain balance sheet repositioning efforts undertaken by the Corporation during 1994. The Corporation's capital resources and the management practices surrounding capital are discussed in the final section.

Balance Sheet Review And
Liquidity Risk Management
Liquidity, a measure of the Corporation's ability to fulfill its cash requirements, is managed by the corporation through its asset and liability management process. This entails measuring and managing the relative balance between asset, liability and off-balance sheet positions. This process, coupled with the Corporation's ability to raise capital and debt financing, ensures the maintenance of sufficient funds to meet the liquidity needs of the Corporation.

TABLE 7 presents an analysis of the major

```
7 SOURCES AND USES OF FUNDS
    (Average Dollars in Millions)
<TABLE>
<CAPTION>
```



</TABLE>
sources and uses of funds for 1994 and 1993 based on average levels.
The composition of sources of funds reflected a 49-percent increase in market-based funds to $\$ 57.9$ billion in 1994 from $\$ 38.8$ billion in the prior year. These funds represented 35 percent of total sources of funds in 1994 compared to 29 percent in 1993. Excluding the impact of trading account liabilities associated with the Corporation's primary government securities dealer, market-based funds increased 25 percent in 1994 from the prior year, primarily attributable to the extension of liability maturities through the use of bank notes and foreign time deposits. Customer-based funds increased to $\$ 84.2$ billion from $\$ 77.9$ billion in 1993 and represented 51 percent of total sources of funds in 1994, compared to 58 percent in 1993.

The Corporation's primary use of funds, loans and leases, increased $\$ 16.0$ billion, or 20 percent, to $\$ 95.0$ billion in 1994 , compared to $\$ 79.0$ billion in 1993. This increase reflects both internal loan growth as well as acquisitions. Loans represent 57 percent of the Corporation's uses of funds. The Corporation's ratio of average loans and leases to customer-based funds was 113 percent in 1994, compared to 101 percent in the prior year. The change in this ratio is primarily due to loan growth of 20 percent, coupled with industry-wide disintermediation.

Average other earning assets rose $\$ 12.3$ billion, or 107 percent, to $\$ 23.8$ billion in 1994 from $\$ 11.5$ billion in 1993. Approximately $\$ 10.9$ billion of this increase resulted from higher levels of trading account assets associated with the Corporation's primary government securities dealer.

Cash and cash equivalents increased $\$ 1.9$ billion from December 31, 1993 to December 31, 1994, due to net cash provided by operating activities of $\$ 9.1$ billion, and $\$ 1.8$ billion in cash provided by financing activities, offset by $\$ 9.0$ billion in cash used in investing activities.

The net increase in cash provided by operating activities of $\$ 7.0$ billion from December 31, 1993 to December 31, 1994, was primarily attributable to the net change in trading instruments of $\$ 3.8$ billion during 1994 as compared to $\$ 707$ million during 1993. Cash used in investing activities decreased $\$ 1.6$ billion in 1994 compared to 1993, as proceeds from the sales and maturities of securities available for sale exceeded the purchases of those securities. This increase in cash was offset by a decrease in the proceeds from the sales and securitizations of loans of $\$ 4.6$ billion from year to year.

```
8 DISTRIBUTION OF LOANS, LEASES AND FACTORED ACCOUNTS RECEIVABLE
December 31
(Dollars in Millions)
```

<TABLE>
<CAPTION>
1994199319921991

</TABLE>

## 36 NationsBank Corporation Annual Report 1994

The net cash provided by financing activities decreased $\$ 6.5$ billion from December 31, 1993 to December 31, 1994. During 1994, proceeds from the issuances of long-term debt and subordinated capital notes exceeded principal payments and retirements by $\$ 181$ miliion, as compared to net proceeds in 1993 of $\$ 3.7$
billion. Also, in 1994, cash provided by the net increase in deposits, federal funds purchased and securities sold under agreements to repurchase was $\$ 1.7$ billion as compared to a net increase of $\$ 2.9$ billion in 1993.

SECURITIES
The securities portfolio on December 31, 1994, consisted of securities held for investment totaling $\$ 17.8$ billion and securities available for sale totaling $\$ 8.0$ billion compared to $\$ 13.6$ billion and $\$ 15.5$ billion, respectively, on December 31, 1993.

On December 31, 1994, the Corporation's portfolio of securities held for investment reflected unrealized net depreciation of $\$ 699$ million compared to unrealized net appreciation of $\$ 20$ million on December 31, 1993.

The valuation reserve for securities available for sale and marketable equity securities reduced shareholders' equity by $\$ 136$ million on December 31 , 1994, reflecting $\$ 264$ million of pretax depreciation on securities available for sale, offset by $\$ 48$ million of pretax appreciation on marketable equity securities. The valuation amount increased shareholders' equity by $\$ 104$ million on December 31, 1993. The changes in depreciation for both the securities held for investment and the securities available for sale portfolios were primarily due to the rise in interest rates. Further increases in interest rates would cause further depreciation due to the fixed-rate nature of the portfolios.

The estimated average maturity was 2.48 years and 2.73 years for securities held for investment and securities available for sale on December 31 , 1994, respectively, compared to 1.83 years and 1.44 years on December $31,1993$. The estimated average maturity of the combined securities portfolio was 2.56 years on December 31, 1994, compared to 1.63 years on December 31, 1993. The increase in the estimated average maturity was primarily attributable to 1994 maturities and sales which served to decrease the aggregate period-end securities portfolio balance 11 percent and shift the composition of the remaining portfolio to a longer maturity.

The securities portfolio serves a primary role in the overall context of balance sheet management by the Corporation. The decision to purchase or sell securities is based upon the current assessment of economic and financial conditions, including the interest rate environment and other onor off-balance sheet positions. The portfolio's scheduled maturities and the liquid nature of securities, in general, represent a significant source of liquidity. Approximately $\$ 8.0$ billion, or 31 percent, of the securities portfolio matures in 1995. No liquidations other than scheduled maturities are currently anticipated. As such, no significant securities losses are expected to result from the unrealized depreciation in the

9 SELECTED LOAN MATURITY DATA
December 31, 1994
(Dollars in Millions)
This table presents the maturity distribution and interest sensitivity of selected loan categories (excluding residential mortgage, home equity, credit card, other consumer loans, lease financing and factored accounts receivable). Maturities are presented on a contractual basis.

| $\begin{aligned} & \text { <TABLE> } \\ & \text { <CAPTION> } \end{aligned}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```Due in 1 year or less``` | Due after <br> 1 year <br> through <br> 5 years | Due after 5 years | Total |
| -- |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> |
| Commercial | \$18,713 | \$18,443 | \$7,509 | \$44,665 |
| Real estate commercial | 1,852 | 4,438 | 1,059 | 7,349 |
| Real estate construction | 1,624 | 1,248 | 109 | 2,981 |
| Foreign....... | 1,653 | 247 | 84 | 1,984 |
| Total selected loans, net of unearned income.. | \$23,842 | \$24,376 | \$8,761 | \$56,979 |
| Percent of total. | 41.8\% | 42.8\% | 15.4\% | 100.0\% |
| Cumulative percent of total | 41.8 | 84.6 | 100.0 |  |
| Sensitivity of loans to changes in interest rates--loans due after one year |  |  |  |  |
| Predetermined interest rate........ |  | \$ 6,823 | \$3,320 | \$10,143 |
| Floating or adjustable interest rate |  | 17,553 | 5,441 | 22,994 |
|  |  | \$24,376 | \$8,761 | \$33,137 |

</TABLE>
securities portfolio on December 31, 1994. For additional information on securities see Note 3 to the consolidated financial statements.

LOANS AND LEASES
Total loans and leases increased $\$ 11.4$ billion to $\$ 102.4$ billion on December 31, 1994, compared to $\$ 91.0$ billion on December 31, 1993. Average loans and leases increased $\$ 16.0$ billion to $\$ 95.0$ billion in 1994 compared to $\$ 79.0$ billion one year earlier. Approximately $\$ 9.1$ billion, or 57 percent, of the increase in average loans and leases reflects internal loan growth, while the remainder of the increase is the result of acquisitions.

Average loan growth in the commercial loan category increased $\$ 6.5$ billion, or 19 percent, to $\$ 41.6$ billion in 1994 from $\$ 35.1$ billion in 1993. Internal loan growth, primarily in the General Bank and Institutional Bank, contributed $\$ 3.1$ billion of the increase.

Real estate commercial and construction loans averaged $\$ 10.9$ billion, a $\$ 1.4$ billion increase in average levels from the prior year. Excluding acquisitions, average levels decreased $\$ 595$ million.

Residential mortgage loans increased $\$ 4.1$ billion, or 37 percent, to an average of $\$ 15.0$ billion in 1994 . The majority of this growth was due to increased origination of residential mortgages through the General Bank's vast banking center network coupled with a higher retention level of adjustable-rate mortgages generated through the Corporation's mortgage company.

The scheduled repayments and maturities of loans also represent a substantial source of liquidity for the Corporation. TABLE 9 shows selected loan maturity data on December 31, 1994. Approximately 42 percent of the selected loans presented had maturities of one year or less.

Other sources of liquidity, such as the securitization and sale of certain loans or portfolios, are also available to the Corporation.

OTHER EARNING ASSETS
As presented in TABLE 3, average other earning assets, including federal funds sold, securities purchased under agreements to resell and trading account securities, increased $\$ 12.3$ billion to $\$ 23.8$ billion in 1994, compared to 1993. Other earning assets represented 14 percent of total uses of funds in 1994 , compared to 9 percent in 1993. Increases in trading account securities primarily reflected the acquisition and higher trading asset levels of the Corporation's primary government securities dealer.

DEPOSITS

TABLE 3 provides information on the average amounts of deposits and the rates paid by deposit category. Deposits are the Corporation's primary source of funds. Through its diverse retail banking network, the Corporation has access to customers who provide a highly stable source of funds. Average deposits increased $\$ 10.3$ billion in 1994, compared to 1993, primarily due to acquisitions. TABLE 10 provides information on the maturity distribution of domestic certificates of deposit and other time deposits in amounts of $\$ 100$ thousand or more for 1994. Domestic certificates of deposit and other time deposits in denominations of $\$ 100$ thousand or more amounted to $\$ 6.2$ billion on December 31, 1994, compared to $\$ 6.5$ billion on December 31, 1993. Certificates of deposit and other time deposits of $\$ 100$ thousand or more of foreign offices amounted to $\$ 12.6$ billion and $\$ 3.8$ billion on December 31, 1994 and 1993, respectively.

SHORT-TERM BORROWINGS

The Corporation uses short-term borrowings as a funding source and in its management of interest rate risk. TABLE 11 presents

<TABLE>
<CAPTION>

</TABLE>
[BAR GRAPH APPEARS HERE

Average Loans and Leases
(Dollars in Billions)

<TABLE>
\begin{tabular}{|c|c|c|c|c|c|}
\hline & 1990 & 1991 & 1992 & 1993 & 1994 \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Average loans and leases. & \$68.125 & \$69.367 & \$68.187 & \$78.984 & \$95.006] \\
\hline
\end{tabular}
</TABLE>
38 NationsBank Corporation Annual Report 1994
the categories of short-term borrowings. The increase in commercial paper outstanding in 1994 and 1993 primarily reflects the use of this funding source to finance Financial Services, a nonbank subsidiary of the parent company.

The Corporation diversified its funding sources in 1993 by implementing a short-term bank note program. In 1994, the banking subsidiaries increased the maximum available issuance under this program by $\$ 3.0$ billion to $\$ 6.0$ billion. Outstandings on December 31, 1994, which are included in other short-term borrowings, were $\$ 4.5$ billion under this program.

Trading activities are primarily financed with funds from short sales. During 1994, average short sales approximated $\$ 10.5$ billion.

LONG-TERM DEBT
On December 31, 1994 and 1993, long-term debt was $\$ 8.5$ billion and $\$ 8.3$
billion, respectively. During 1994, the Corporation issued approximately $\$ 1.2$
billion in long-term senior and subordinated debt. This new debt was used for
general corporate purposes including replacing debt repurchased due to its
higher cost and funding for the internal loan growth of Financial Services.
As a source of term liquidity, the Corporation has a medium-term note
program which provides for issuance from time to time of medium-term notes with
maturities of nine months or longer. See Note 7 to the consolidated financial
statements for further details on long-term debt.
OTHER

On September 30, 1994, the Corporation renegotiated its commercial paper back-up lines establishing a single committed, $\$ 1.5$ billion, three-year credit facility. No borrowings have been made under this credit facility.

## The Corporation's principal debt ratings on December 31, 1994 were as

follows:
<TABLE>
<CAPTION>

|  |  | Commercial <br> Paper | Senior Debt |
| :---: | :---: | :---: | :---: |
|  | <S> | <C> | <C> |
|  | Moody's Investors Service. | P-1 | A2 |
|  | Standard \& Poor's Corporation | A-1 | A |
|  | Duff and Phelps, Inc. | Duff 1+ | A+ |
|  | Fitch Investors Service, Inc. | F-1 | A+ |
|  | Thomson BankWatch | TBW-1 | A+ |
|  | TABLE> |  |  |

In managing liquidity, the Corporation takes into account the ability of the subsidiary banks to pay dividends to the parent corporation. See Note 10 to the consolidated financial statements for further details on dividends.

<TABLE>
<CAPTION>

11 SHORT-TERM BORROWINGS
(Dollars in Millions)
Federal funds purchased generally represent overnight borrowings and
repurchase agreements represent borrowings which generally range from one
day to three months in maturity. Commercial paper is issued in maturities
not to exceed nine months. Other short-term borrowings principally consist
of bank notes and U.S. Treasury note balances.


In conducting business activities, the Corporation is exposed to the possibility that borrowers or counterparties may default on their obligations to the Corporation. Credit risk arises through the extension of loans, leases, factored accounts receivable and certain securities, financial guarantees, and through counterparty risk on trading and capital markets transactions. To manage this risk, the Credit Policy group establishes policies and procedures to manage both on- and off-balance sheet risk and communicates and monitors the application of these policies and procedures throughout the Corporation.
\(==================================\)
12 ALLOWANCE FOR CREDIT LOSSES
(Dollars in Millions)
<TABLE>


NationsBank of Texas charge-offs reimbursed by the FDIC.
13
-----

\(\qquad\)

----- Total recoveries of loans, leases and
79
-----

Net charge-offs (607)

Provision for credit losses. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
1,025
Allowance applicable to loans of purchased companies. . . . . . . . . . . . . . . . . . . . . .
26

Allowance applicable to loans of purchased companies. 26
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{\multirow[t]{3}{*}{1,322}} \\
\hline & & \\
\hline & & \\
\hline
\end{tabular}

\section*{1,322}

Loans, leases and factored accounts receivable,
net of unearned income, outstanding on December 31
\$70, 891
Allowance for credit losses as a percentage of
loans, leases and factored accounts receivable,
net of unearned income, outstanding on December 31 1.86\%

Average loans, leases and factored accounts receivable,
net of unearned income, outstanding during the year..........................
\$68,970
Net charge-offs as a percentage of average loans,
leases and factored accounts receivable,
net of unearned income, outstanding during the year........................... .88\%
Ratio of the allowance for credit losses
on December 31 to net charge-offs.....................................................
2.18

Allowance for credit losses as a percentage of nonperforming loans.........
100.46\%
</TABLE>
40 NationsBank Corporation Annual Report 1994
[BAR GRAPH APPEARS HERE
Net Charge-offs As A Percentage of Average Net Loans
<TABLE>
<CAPTION>
<S>
Net charge-offs as a
percentage of
average net loans....... \(0.88 \% \quad 1.86 \% \quad 1.25 \% \quad 0.51 \% \quad 0.33 \%\) ]
</TABLE>
Loan and Lease Portfolio -- The Corporation's credit risk is centered
in its loan and lease portfolio which on December 31, 1994 totaled \$102.4 billion, or 67 percent, of total earning assets. The Corporation's overall objective in managing loan portfolio risk is to minimize the adverse impact of any single event or set of occurrences. To achieve this objective, the Corporation strives to maintain a loan portfolio that is diverse in terms of loan type, industry concentration, geographic distribution and borrower concentration.

The Credit Policy group works with lending officers and is involved with the implementation, refinement and monitoring of credit policies and procedures.

For commercial loans, loan officers prepare proposals supporting the extension of credit. These proposals contain an analysis of the borrower and an evaluation of the ability of the borrower to repay the potential credit. The proposals are subject to varying levels of approval by senior line and credit policy management prior to extension of credit. Commercial loans receive an initial risk rating by the originating loan officer. This rating is based on the amount of credit risk inherent in the loan and is reviewed for appropriateness by senior line and credit policy management. Credits are
\begin{tabular}{|c|c|c|c|}
\hline 91 & 87 & 65 & 59 \\
\hline - & 1 & 1 & 1 \\
\hline 3 & 2 & 2 & 2 \\
\hline 11 & 7 & 9 & 3 \\
\hline 217 & 197 & 160 & 109 \\
\hline (316) & (412) & (866) & \((1,308)\) \\
\hline 310 & 430 & 715 & 1,582 \\
\hline 23 & 697 & - & 9 \\
\hline \$ 2,186 & \$ 2,169 & \$ 1,454 & \$ 1,605 \\
\hline \$103,371 & \$92,007 & \$72,714 & \$69,108 \\
\hline 2.11\% & \(2.36 \%\) & 2.00\% & 2.32\% \\
\hline \$96,258 & \$80,058 & \$69,136 & \$70,196 \\
\hline . \(33 \%\) & . \(51 \%\) & 1.25\% & \(1.86 \%\) \\
\hline 6.93 & 5.27 & 1.68 & 1.23 \\
\hline 273.07\% & 193.38\% & 103.11\% & 81.82\% \\
\hline
\end{tabular}
monitored by line and credit policy personnel for deterioration in a
borrower's financial condition which would impact the borrower's ability to repay the credit. Risk ratings are adjusted as necessary.

For consumer loans, approval and funding is conducted in centralized locations. Generally, credit scoring systems are utilized to provide standards for extension of credit. Consumer portfolio credit risk is monitored primarily using statistical models to predict portfolio behavior. Additionally, product and geographic concentrations are monitored.

An independent credit review group conducts ongoing reviews of the loan and lease portfolio, reexamining on a regular basis risk assessments for loans and leases and overall compliance with policy.

To limit credit exposure, the Corporation obtains collateral to support credit extensions and commitments when deemed necessary. The most significant categories of collateral are real and personal property, cash on deposit and marketable securities. The Corporation obtains real property as security for some loans that are made on the basis of the general creditworthiness of the borrower and whose proceeds were not used for real estate-related purposes.

The Corporation also manages exposure to a single borrower, industry, loan-type or other concentration through syndications of credits, participations, loan sales and securitizations. Through the Corporation's Capital Markets Group, the Corporation is a major participant in the syndications market. In a syndicated facility, each participating lender funds only their portion of the syndicated facility, therefore limiting their exposure to the borrower. The Corporation also identifies and reduces its exposure to funded borrower or industry concentrations through loan sales. Generally, these sales are without recourse to the Corporation.

13 ALLOCATION OF THE ALLOWANCE FOR CREDIT LOSSES
December 31
(Dollars in Millions)
<TABLE>
<CAPTION>

</TABLE>
Management's Discussion and Analysis 41
Allowance for Credit Losses -- The Corporation's allowance for credit
losses was \(\$ 2.2\) billion on December 31, 1994 and 1993. Continued improvements in credit quality during 1994, as evidenced by a 36 -percent decline in nonperforming asset levels and a 23-percent decline in net charge-offs, resulted in a lower provision for credit losses in 1994. The allowance coverage of nonperforming loans increased to 273 percent on December 31, 1994, up from 193 percent at the end of 1993. Although credit quality has improved steadily, management continues to carefully monitor asset quality trends and reserve levels.

Based on the risk rating process described above, an amount is allocated within the allowance for credit losses to cover the amount of loss estimated to be inherent in particular risk categories of loans. The allocation of the allowance for credit losses is presented in TABLE 13 and
reflects a refinement in methodology of allocating the allowance for credit losses. The amount allocated is based upon the Corporation's loss experience within risk categories of loans over a period of years and is adjusted for existing economic conditions as well as performance trends within specific industries.

In addition to the allocation by risk category, the Corporation reviews significant individual credits and concentrations of credits and makes additional allocations to the allowance when deemed necessary. The nature of the process by which the Corporation determines the appropriate allowance for credit losses requires the exercise of considerable judgment. Management believes that the allowance for credit losses is appropriate given inherent credit losses on December 31, 1994.

As presented in TABLE 12, net charge-offs for 1994 were \(\$ 316\) million, or . 33 percent of average loans, leases and factored accounts receivable, versus \(\$ 412\) million, or .51 per-
\(========================\)
14 NONPERFORMING ASSETS
December 31

> (Dollars in Millions)

\section*{<TABLE>}
<CAPTION>



15 REAL ESTATE COMMERCIAL AND CONSTRUCTION LOANS AND
OTHER REAL ESTATE OWNED BY GEOGRAPHIC REGION
December 31, 1994
(Dollars in Millions)
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{Loans} & OREO \\
\hline & Outstanding & Percent & Nonperforming & Percent & Amount \\
\hline \multicolumn{6}{|l|}{Percent} \\
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{6}{|l|}{<C>} \\
\hline Maryland, District of Columbia and Virginia 46.4\% & \$ 3,005 & 29.1\% & \$134 & 50.2\% & \$122 \\
\hline North Carolina and South Carolina.. & 1,951 & 18.9 & 27 & 10.1 & 33 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline 12.5 & & & & & \\
\hline Florida. & 1,899 & 18.4 & 55 & 20.6 & 87 \\
\hline 33.1 & & & & & \\
\hline Other states. & 3,475 & 33.6 & 51 & 19.1 & 21 \\
\hline 8.0 & & & & & \\
\hline & \$10,330 & 100.0\% & \$267 & 100.0\% & \$263 \\
\hline 100.0\% & & & & & \\
\hline
\end{tabular}
</TABLE>
Distribution based on geographic location of collateral.

\(===================================================================1\)
</TABLE>
represents real estate acquired through foreclosure and in-substance
foreclosures, decreased $\$ 324$ million, or 49 percent, to $\$ 337$ million at the end of 1994 from $\$ 661$ million at the end of 1993.

Internal loan workout units are devoted to the management and/or collection of certain nonperforming assets as well as certain performing loans. Aggressive collection strategies and a proactive approach to managing overall credit risk has expedited the Corporation's disposition, collection and renegotiation of nonperforming and other lower-quality assets and allowed loan officers to concentrate on generating new business.

The Corporation continues its efforts to expedite disposition, collection and renegotiation of nonperforming and other lower-quality assets. As a part of this process, the Corporation routinely evaluates all reasonable alternatives, including the sale of assets individually or in groups. The final decision to proceed with any alternative is evaluated in the context of the overall credit-risk profile of the Corporation.

Concentrations of Credit Risk -- As previously discussed, the
Corporation strives to maintain a diverse credit portfolio in an effort to minimize the adverse impact of any single event or set of occurrences.
Summarized below are areas of credit risk with exposures in excess of 25 percent of shareholders' equity and a discussion of foreign outstandings.

Real Estate -- Total nonresidential real estate commercial and
construction loans declined to $\$ 10.3$ billion, or 10 percent of total loans,
leases and factored accounts receivable on December 31, 1994, from \$11.5
billion, or 12 percent, at year-end 1993. TABLES 15 and 16 summarize the geographic and property-type distribution of these loans. During 1994, the Corporation recorded real estate net charge-offs of $\$ 16$ million, or .15 percent of average real estate loans compared to net charge-offs of $\$ 68$ million, or .71 percent in 1993. Nonperforming real estate loans totaled \$267 million and $\$ 460$ million on December 31, 1994 and 1993, respectively.

Commercial -- Commercial loan outstandings totaled $\$ 44.7$ billion, or 43 percent, of total loans, leases and factored accounts receivable on December 31, 1994, compared to $\$ 40.8$ billion, or 44 percent, at year-end 1993. TABLE 17 presents selected commercial loans by industry. Net charge-offs of commercial loans totaled $\$ 44$ million, or .11 percent of average commercial loans in 1994 versus $\$ 40$ million, or .11 percent, in 1993. Nonperforming commercial loans were $\$ 362$ million and $\$ 474$ million on December 31, 1994 and 1993, respectively.

Consumer -- On December 31, 1994, consumer loan outstandings totaled $\$ 42.5$ billion, representing 41 percent of total loans, leases and factored accounts receivable. This compares to outstandings of $\$ 35.7$ billion, or 39 percent, on December 31 , 1993. TABLE 8 shows the components of the Corporation's consumer loan portfolio. Net charge-offs in the consumer portfolio were $\$ 234$ million in 1994 compared to $\$ 279$ million in 1993. Net charge-offs as a percentage of average loans in 1994 were 2.63 percent for credit card, . 03 percent for residential mortgage, . 04 percent for home equity and . 72 percent for other consumer loans. This compares to net charge-off ratios of 3.77 percent, . 06 percent, .09 percent and .73 percent, respectively, in 1993.

Foreign -- Foreign outstandings, which exclude contingencies and the local currency transactions of each country, include loans and

```
17 SELECTED COMMERCIAL LOANS
    December 31, 1994
    (Dollars in Millions)
```

<TABLE>
<CAPTION>

</TABLE>

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leases, interest-bearing deposits with foreign banks, bankers' acceptances and other investments. The Corporation has no significant medium- or long-term outstandings to restructuring countries. The Corporation's foreign outstandings totaled $\$ 4.6$ billion on December 31, 1994, compared to $\$ 2.1$ billion on December 31, 1993.

## Interest Rate Risk Management

The Corporation's asset and liability management process is utilized to manage the Corporation's interest rate risk through structuring the balance sheet and off-balance sheet portfolios to maximize net interest income while maintaining acceptable levels of risk to changes in market interest rates. While achievement of this goal requires a balance between profitability, liquidity and interest rate risk, there are opportunities to enhance revenues through controlled risk.

Interest rate risk is managed by the Corporation's Finance Committee which formulates strategies based on a desirable level of interest rate risk. In setting desirable levels of interest rate risk, the Finance Committee considers the impact on earnings and capital of the current outlook on interest rates, potential changes in the outlook on interest rates, world and regional economies, liquidity, business strategies and other factors.

To effectively measure and manage interest rate risk, the Corporation uses computer simulations which determine the impact on net interest income of various interest rate scenarios, balance sheet trends and strategies. These simulations incorporate assumptions about balance sheet dynamics, such as loan and deposit growth, loan and deposit pricing, changes in funding mix and asset and liability repricing and maturity characteristics. Simulations based on numerous assumptions are run under various interest rate scenarios to determine the impact on net interest income and capital. From these
scenarios, interest rate risk is quantified and appropriate strategies are developed and implemented. The overall interest rate risk position and strategies are reviewed on an ongoing basis by executive management.

Additionally, duration and market value sensitivity measures are selectively utilized where they provide added value to the overall interest rate risk management process.

In implementing strategies to manage interest rate risk, the primary tools used by the Corporation are the discretionary portfolio, which is comprised of the securities portfolio and interest rate swaps, and management of the mix, rates and maturities of the wholesale and retail funding sources of the Corporation.

The investment securities portfolio serves a primary role in positioning the Corporation based on the long-term interest rate outlook. Securities available for sale serve as a key tool for near-term interest rate risk management and can be utilized to take advantage of market opportunities that are medium-term in nature. Interest rate swaps allow the Corporation to adjust its interest rate risk position without exposure to risk of loss of principal and funding requirements, as swaps do not involve the exchange of notional amounts, only net interest payments. The interest payments can be based on a fixed rate or a variable index.

The Corporation uses non-leveraged generic swaps, index amortizing swaps and collateralized mortgage obligation (CMO) swaps. Generic swaps involve the exchange of fixed and variable interest rates based on the contractual underlying notional amounts. Index amortizing and CMO swaps also involve the exchange of fixed and variable interest rates, however, their notional amounts decline and their maturities vary based on certain interest rate indices in the case of index amortizing swaps, or mortgage prepayment rates in the case of CMO swaps. Such instruments are subjected to the same credit risk


Management's Discussion and Analysis 45
management policies and procedures as trading instruments as described on page 49.

In light of the economic momentum in the U.S. economy, and the associated tightening of credit by the Federal Reserve Bank through increases in interest rates, the Corporation shifted, in the latter half of 1994, its interest rate risk position from one postured to benefit modestly from stable to declining rates to a more neutral position. The actions taken by the Corporation to shift its position included reduction of the net swap position, reduction of fixed-rate assets, and extension of maturities of fixed-rate deposits and borrowings.

In the third quarter of 1994 , in order to reduce the net swap position, the Corporation entered into two-year maturity, pay fixed, interest rate swaps with a notional amount of $\$ 8.0$ billion. As a result, the Corporation's net receive fixed position on December 31, 1994 was $\$ 8.9$ billion, compared to $\$ 13.5$ billion on December 31, 1993. TABLE 18 summarizes the notional contracts and the activity for the
$=========================================================$
19 ASSET AND LIABILITY MANAGEMENT INTEREST RATE SWAPS
December 31,1994
(Dollars in Millions, Average Maturity in Years)

<TABLE>
<CAPTION>


Floating rates represent the last repricing and will change in the future based on movements in one, three or six month LIBOR rates.

Maturities are based on interest rates implied by the forward curve on December 31, 1994, and may differ from actual maturities, depending on future interest rate movements and resultant prepayment patterns.

In addition to the above asset and liability management interest rate swaps, on December 31, 1994, the Corporation had approximately \(\$ 1.2\) billion notional of net receive fixed generic interest rate swaps associated primarily with the credit card securitization. On December 31, 1994, these positions had an unrealized market value of negative \(\$ 115\) million. The weighted average receive rate is 5.19 percent and the pay rate on December 31, 1994 was 6.94 percent.

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year ended December 31, 1994 of asset and liability management interest rate swaps (ALM swaps). The interest rate swap transactions entered into during 1994 increased the gross notional amount of the Corporation's ALM swaps program on December 31, 1994, to \(\$ 26.0\) billion with the Corporation receiving fixed on \$17.5 billion, converting variable-rate commercial loans to fixed rate and receiving variable on \(\$ 8.5\) billion, fixing the cost of certain variable-rate liabilities, primarily market-based borrowed funds.
the fourth quarter, approximately \(\$ 1.5\) billion of securities were sold, without reinvestment of those proceeds. These actions give the corporation the flexibility to reinvest as deemed appropriate.

The third action taken to adjust the interest rate risk position was extension of the maturities of market-based funds, primarily bank notes and foreign time deposits.

In addition to these efforts, the acquisition of approximately \(\$ 3.9\) billion of customer-based deposits from California Federal Savings Bank in 1994 helped adjust the interest rate risk sensitivity of the Corporation's liabilities, as approximately one-half of these deposits are not rate sensitive and are longer-term.

The above actions shifted the Corporation's interest rate position from one postured to benefit modestly from stable to declining interest rates to a more neutral position. On December 31, 1994, the impact of a gradual 100-basis point rise in interest rates over the next 12 months was estimated to have an insignificant impact on net income when compared to stable rates.

TABLE 19 summarizes the maturities, average pay and receive rates and the market value on December 31, 1994, of the Corporation's ALM swaps. The weighted average interest receive rate was 4.98 percent and pay rate was 6.10 percent as of


</TABLE>
Management's Discussion and Analysis 47
December 31, 1994. Net interest receipts and payments have been included in interest income and expense on the underlying instruments. Deferred gains and losses relating to any terminated contracts are insignificant.

The unrealized depreciation in the estimated value of the ALM swap portfolio should be viewed in the context of the overall balance sheet. The value of any single component of the balance sheet or off-balance sheet position should not be viewed in isolation. For example, the value of core deposits and other fixed-rate longer-term liabilities increased as interest rates rose, offsetting the decline in value of swaps and other fixed-rate assets. The overall impact of a 100 -basis point parallel increase in interest rates from December 31, 1994 levels is estimated to have an insignificant impact on the market value of equity.

Table 20 represents the Corporation's interest rate gap position on December 31, 1994. Based on contractual maturities or repricing dates, or anticipated dates where no contractual maturity or repricing date exists, interest sensitive assets and liabilities are placed in maturity categories. The Corporation's negative cumulative interest rate gap position in the near term reflects the strong customer-deposit gathering franchise which provides a relatively stable core deposit base. These available funds have been deployed in longer-term interest-earning assets including certain loans and securities. A gap analysis is limited in its usefulness as it represents a one-day position which is continually changing and not necessarily indicative of the Corporation's position at any other time. Additionally, the gap analysis does not consider the many factors accompanying interest rate movements.

## Capital Resources And Capital Management

Shareholders' equity on December 31, 1994, was $\$ 11.0$ billion, compared to $\$ 10.0$ billion on December 31, 1993.

The Federal Reserve Board, the Office of the Comptroller of the Currency and the FDIC have issued risk-based capital guidelines for U.S. banking organizations. These guidelines provide a capital framework that is sensitive to differences in risk profiles among banking companies.

The guidelines define a two-tier capital framework. Tier 1 Capital consists of common and qualifying preferred shareholders' equity less goodwill and other adjustments. Tier 2 Capital consists of mandatory convertible, subordinated and other qualifying term debt, preferred stock not qualifying as Tier 1 Capital and the allowance for credit losses up to 1.25 percent of risk-weighted assets.

The risk-based capital guidelines are designed to measure Tier 1 and Total Capital in relation to the credit risk of both on- and off-balance sheet items. Under the guidelines, one of four risk weights is applied to the different on-balance sheet assets. Off-balance sheet items, such as loan commitments and derivatives, are also applied a risk weight after conversion to balance sheet equivalent amounts.

On December 31, 1994, the Corporation's Tier 1 ratio was 7.43 percent, compared to 7.41 percent on December 31, 1993. The total risk-based capital ratio was 11.47 percent, compared to 11.73 percent on December 31, 1993. Both of these measures compare favorably with the regulatory minimums of four percent for Tier 1 and eight percent for total risk-based capital.

The leverage ratio consists of Tier 1 Capital divided by total average quarterly assets, excluding goodwill and certain other items. The minimum leverage ratio guideline is three percent, although most banking organizations are expected to maintain ratios of at least 100 to 200 basis points above the three-percent minimum. The Corporation's leverage ratio was 6.18 percent on December 31, 1994, compared to 6.00 percent on December 31, 1993.

The components of Tier 1 and Total Capital and on- and off-balance sheet risk- weighted assets on December 31 were (dollars in millions):
<TABLE>
<CAPTION>

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Common shareholders' |  |  |
| equity. | \$ 10,976 | \$ 9,859 |
| Qualifying preferred |  |  |
| stock | 35 | 120 |
| Less: Deductions |  |  |
| from Tier 1 Capit | $(1,500)$ | $(1,444)$ |


| Tier 1 Capital. | 9,511 | 8,535 |
| :---: | :---: | :---: |
| Allowance for credit |  |  |
| losses. | 2,186 | 2,169 |
| Qualifying debt. | 3,781 | 3,667 |
| Less: Deductions from Tier 2 Capital... | (797) | (865) |
| Tier 2 Capital | 5,170 | 4,971 |
| Total Capital. | \$ 14,681 | \$ 13,506 |
| Balance sheet risk- |  |  |
| Off-balance sheet riskweighted assets.... | 27,252 | 23,237 |
| Less: Deductions from risk-weighted assets. | $(3,691)$ | $(3,208)$ |
| Net risk-weighted assets. | \$127,993 | \$115,113 |

BAR GRAPH APPEARS HERE
Risk-Based Capital
(Dollars in Billions)

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1993 & 1994 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Risk-Based Capital} \\
\hline Tier 1 & 8.535 & 13.506 \\
\hline Total & 9.511 & 14.681] \\
\hline
\end{tabular}

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Trading Activities
The Corporation maintains trading positions in a variety of cash and derivative financial instruments. The Corporation offers a number of products to customers, as well as enters into transactions for its own account. In setting trading strategies, the Corporation manages these activities to maximize trading revenues while at the same time taking controlled risk.

Capital markets activities are managed in the Capital Markets Group and are conducted in two principal divisions, NationsBanc Capital Markets, Inc. (NCMI) and NationsBanc-CRT. Major trading sites include Charlotte, Chicago, New York and London.

NCMI underwrites, trades and distributes debt and equity securities. Its business activities include both customer and proprietary trading activities. Additionally, NCMI is a primary dealer in U.S. Government securities.

NationsBanc-CRT manages the Corporation's derivatives and foreign exchange business activities. Interest rate derivatives are the primary component of NationsBanc-CRT's customer-based and proprietary derivative products. Other derivative products consist primarily of commodity-based transactions.

Note 4 to the consolidated financial statements details the individual components of the Corporation's trading assets and liabilities. Additionally, TABLE 21 provides information on the Corporation's derivative dealer positions.

Credit Risk -- Within the Corporation's Credit Policy organization, a group is dedicated to managing credit risks associated with trading activities. The Corporation maintains trading positions in a number of markets and with a variety of counterparties or obligors (counterparties). To limit credit exposure arising from such transactions, the Corporation evaluates the credit standing of counterparties, establishes limits for the total exposure to any one counterparty, monitors exposure against the established limits and monitors trading portfolio composition to manage concentrations.

The Corporation's exposure to credit risk from derivative financial instruments is represented by the fair value of instruments. Credit risk amounts represent the replacement cost the Corporation could incur should counterparties with contracts in a gain position completely fail to perform under the terms of those contracts and any collateral underlying the contracts proves to be of no value to the Corporation. Counterparties are subject to the credit approval and credit
\(===========================\)
21 DERIVATIVES-DEALER POSITIONS
December 31
(Dollars in Millions)

</TABLE>
(1) Represents the replacement cost the Corporation could incur should counterparties with contracts in a gain position to the Corporation completely fail to perform under the terms of those contracts. Amounts include interest.

## Management's Discussion and Analysis 49

monitoring policies and procedures of the Corporation. Certain instruments require the Corporation or the counterparty to maintain collateral for all or part of the exposure. Generally, such collateral is in the form of cash or other highly liquid instruments. Limits for exposure to any particular counterparty are established and monitored. In certain jurisdictions, counterparty risk is also reduced through the use of legally enforceable master netting arrangements which allow the Corporation to settle positions with the same counterparty on a net basis. The contract or notional amounts associated with the Corporation's dealer derivative positions are reflected in TABLE 21. The notional or contract amounts indicate the total volume of transactions and significantly exceed the amount of the Corporation's credit or market risk associated with these
instruments. The credit risk amount for the instruments reflected in TABLE 21 is measured by the Corporation as the positive replacement cost on December 31, 1994 and 1993. Of the credit risk amount reported in TABLE 21, $\$ 354$ million and $\$ 343$ million relates to exchange-traded
$=========================================$
22 SELECTED QUARTERLY OPERATING RESULTS
(Dollars in Millions Except Per-Share Information)
<TABLE>
<CAPTION>



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instruments for 1994 and 1993, respectively. Because exchange-traded instruments conform to standard terms and are subject to policies set by the exchange involved, including counterparty approval, margin requirements and security deposit requirements, the credit risk to the Corporation is minimal.

Market Risk -- Market risk arises due to fluctuations in interest rates and market prices that may result in changes in the values of trading instruments. The Corporation manages its exposure to market risk resulting from trading activities through a risk management function. Each major trading site is monitored by these risk management units.

Daily earnings at risk limits, which have been approved by the Corporation's Finance Committee, are generally allocated to the business units. In addition to limits placed on these individual business units, limits are imposed on the risks certain individual traders may take. Risk positions are monitored by line, risk management function personnel and senior management on a daily basis.

Daily earnings at risk measures the rate of loss for a one-day, three-standard deviation movement in market prices if traders are unable to rehedge. In addition to these daily earnings at risk simulations, portfolios which have significant option positions are stress tested continually to simulate the potential loss that might occur due to unexpected market movements in each market. Limits are also established by product for losses which could result in these stress scenarios.

## Fourth Quarter Review

The Corporation recorded net income of $\$ 405$ million in the fourth quarter of 1994, compared to $\$ 373$ million in the same period of the previous year. Results for the fourth quarter of 1993 reflected a full-quarter impact of the MNC acquisition. TABLE 22 presents selected quarterly operating results for each quarter of 1994 and 1993.

TABLE 23 presents an analysis of the Corporation's taxable-equivalent net interest income for each of the last five quarters ending December 31, 1994. Taxable-equivalent net interest income was $\$ 1.3$ billion in the fourth quarter of 1994 and 1993. The net interest yield was 3.40 percent in the fourth quarter of 1994, compared to 3.77 percent in the same quarter of 1993. Excluding the impact of the primary government securities dealer, the net interest yield totaled 3.88 percent in the fourth quarter of 1994 and 4.18 percent in the fourth quarter of 1993. The decline in the net interest yield is due to the narrowing of the spread between investment securities and market-based funds and actions taken to reposition the balance sheet in light of rising interest rates.

Provision for credit losses was $\$ 70$ million in the fourth quarter of 1994, compared to $\$ 100$ million in the fourth quarter of 1993. This decline primarily reflected improved credit quality, as evidenced by decreases in net charge-offs and lower nonperforming asset levels. Net charge-offs for the fourth quarter of 1994 were $\$ 98$ million, compared to $\$ 136$ million in the prior year quarter.

Securities losses in the fourth quarter of 1994 were $\$ 28$ million resulting from the previously described interest rate risk repositioning initiatives. There were no securities gains or losses in the fourth quarter of 1993.

Noninterest income, adjusted for the effects of acquisitions, increased $\$ 14$ million in the fourth quarter of 1994 compared to the fourth quarter of 1993. Significant changes in the components of noninterest income included increases of $\$ 27$ million in investment banking income, $\$ 8$ million in deposit account service charges and $\$ 23$ million in credit card income, primarily due to the impact of the December 1993 credit card securitization. These increases were partially offset by decreases of $\$ 30$ million in trading account profits and fees, due to difficult conditions in the financial markets in the fourth quarter of 1994, and $\$ 17$ million in miscellaneous income.

Other real estate owned expense was a recovery of $\$ 8$ million in the fourth quarter of 1994, compared to an expense of $\$ 22$ million in the same period of 1993.

Fourth quarter noninterest expense in 1994, adjusted for the effects of acquisitions, increased $\$ 2$ million. Increases of $\$ 49$ million in personnel expense and $\$ 7$ million in equipment expense were offset by decreases in all other noninterest expense categories totaling approximately $\$ 54$ million.

In the fourth quarter of 1994, the Corporation recorded tax expense of $\$ 183$ million for an effective tax rate of 31.1 percent of pretax income, compared to $\$ 201$ million, or 35.0 percent of pretax income, recorded in the same period of 1993. This decrease is a result of adjustment of the Corporation's effective tax rate for the year, bringing it to 33.9 percent of pretax income on an annual basis. See Note 13 to the consolidated financial statements for a discussion of the Corporation's tax position.

Management's Discussion and Analysis

<TABLE>
<CAPTION>
1994
Fourth Quarter 1994
Third Quarter



## </TABLE>

(1) Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.
(2) Commercial loan interest income includes net interest rate swap revenues related to asset conversion swaps converting variable-rate commercial loans to fixed rate. Such revenue (expense) amounts were $\$(32), \$ 0, \$ 38$ and $\$ 56$ in the fourth, third, second and first quarters of 1994, respectively, and \$42 in the fourth quarter of 1993.
(3) The average balance sheet amounts and yields on securities available for sale are based on the average of historical amortized cost balances.
(4) Gross unrealized gains and losses on off-balance sheet trading positions are reported in other assets and liabilities, respectively.
(5) Interest income includes taxable-equivalent adjustments of $\$ 26, \$ 24, \$ 22$ and \$22 in the fourth, third, second and first quarters of 1994, respectively, and \$23 in the fourth quarter of 1993.
(6) Borrowed funds and trading account liabilities interest expense includes net interest rate swap expense related to liability conversion swaps fixing the cost of certain variable-rate liabilities, primarily market-based borrowed funds. Such expense (revenue) was $\$ 20, \$ 9, \$(1)$ and $\$ 3$ in the fourth, third, second and first quarters of 1994, respectively, and \$2 in the fourth quarter of 1993.

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23 QUARTERLY TAXABLE-EQUIVALENT DATA
(Dollars in Millions)
<TABLE>
<CAPTION>
1994
Second Quarter 1994
First Quarter

| Average |  |  | Average |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance | Income |  | Balance | Income |
| Sheet | or | Yields/ | Sheet | or |


|  | Amounts | Expense | Rates | Amounts | Expense |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> | <C> | <C> |
|  |  |  |  |  |  |  |
| Loans and leases, net of unearned income (1) Commercial <br> (2) | \$ 40,339 | \$ 765 | 7.61\% | \$ 40,421 | \$ 722 |  |
| 7.24\% |  |  |  |  |  |  |
| Real estate commercial. | 7,955 | 157 | 7.92 | 8,419 | 158 | 7.61 |
| Real estate construction | 3,226 | 68 | 8.42 | 3,253 | 62 | 7.73 |
| Total commercial. | 51,520 | 990 | 7.71 | 52,093 | 942 | 7.33 |
| Residential mortgage | 14,329 | 270 | 7.53 | 13,340 | 254 | 7.63 |
| Home equity. | 2,480 | 46 | 7.41 | 2,547 | 45 | 7.11 |
| Credit card. | 3,783 | 115 | 12.27 | 3,673 | 121 | 13.32 |
| Other consumer | 17,060 | 397 | 9.33 | 16,806 | 390 | 9.41 |
| Total consumer. | 37,652 | 828 | 8.82 | 36,366 | 810 | 8.99 |
| Foreign. | 1,287 | 18 | 5.73 | 1,157 | 15 | 5.15 |
| Lease financing. | 2,146 | 38 | 7.08 | 1,992 | 36 | 7.19 |
| Total loans and leases, net. | 92,605 | 1,874 | 8.12 | 91,608 | 1,803 | 7.96 |
| --- |  |  |  |  |  |  |
| Securities |  |  |  |  |  |  |
| Held for investment. | 14,009 | 167 | 4.79 | 12,714 | 152 | 4.82 |
| Available for sale (3) | 14,829 | 191 | 5.16 | 14,545 | 184 | 5.12 |
| Total securities. | 28,838 | 358 | 4.98 | 27,259 | 336 | 4.98 |
| --- |  |  |  |  |  |  |
| Loans held for sale. | 392 | 6 | 6.49 | 681 | 11 | 6.46 |
| Federal funds sold and securities purchased under agreements to resell.................. | 11,780 | 108 | 3.64 | 12,073 | 87 | 2.95 |
| Time deposits placed and other short-term investments | 1,211 | 15 | 4.96 | 1,375 | 14 | 4.12 |
| Trading account securities (4) | 10,265 | 173 | 6.75 | 10,738 | 169 | 6.39 |
| --- |  |  |  |  |  | 6.81 |
| Cash and cash equivalents..... | 8,051 |  |  | 7,976 |  |  |
| Factored accounts receivable. | 1,599 |  |  | 1,016 |  |  |
| Other assets, less allowance for credit losses | 7,248 |  |  | 8,568 |  |  |
| Total assets.. | \$161,989 |  |  | \$161,294 |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |
| Savings........ | \$ 9,181 | 53 | 2.30 | \$ 8,879 | 51 | 2.33 |
| NOW and money market deposit accounts | 29,816 | 166 | 2.24 | 30,140 | 161 | 2.17 |
| Consumer CDs and IRAs..... | 22,855 | 231 | 4.02 | 23,295 | 234 | 4.09 |
| Negotiated CDs, public funds and other time deposit | 3,574 | 33 | 3.80 | 3,664 | 31 | 3.44 |
| Foreign time deposits... | 5,691 | 63 | 4.49 | 4,385 | 42 | 3.86 |
| Borrowed funds and trading account liabilities (4) (6) | 47,122 | 514 | 4.38 | 47,336 | 454 | 3.89 |
| Long-term debt and obligations under capital leases. | 7,952 | 135 | 6.75 | 8,308 | 137 | 6.61 |
| - |  |  |  |  |  |  |
|  Noninterest-bearing sources |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Noninterest-bearing deposits. | 20,241 |  |  | 19,897 |  |  |
| Other liabilities... | 5,285 |  |  | 5,310 |  |  |
| Shareholders' equity. | 10,272 |  |  | 10,080 |  |  |
| --- |  |  |  |  |  |  |
| Total liabilities and shareholders' equity. | \$161,989 |  |  | \$161,294 |  |  |
| Net interest spread. |  |  | 3.20 |  |  |  |
| 3.24 |  |  |  |  |  |  |
| Impact of noninterest-bearing sources. .45 |  |  | . 50 |  |  |  |
| --- |  |  |  |  |  |  |
| Net interest income/yield on earning assets. 3.69\% |  | \$1,339 | 3.70\% |  | \$1,310 |  |
| </TABLE> |  |  |  |  |  |  |
| ```2 3 \text { QUARTERLY TAXABLE-EQUIVALENT DATA} (Dollars in Millions) <TABLE> <CAPTION>``` |  |  |  |  |  |  |


|  |  | th Quart | 993 |
| :---: | :---: | :---: | :---: |
|  | Average <br> Balance <br> Sheet <br> Amounts | Income or Expense | $\begin{gathered} \text { Yields/ } \\ \text { Rates } \end{gathered}$ |
| <S> | <C> | <C> | <C> |
| Earning assets |  |  |  |
| Loans and leases, net of unearned income (1) |  |  |  |
| Commercial (2) | \$ 39,233 | \$ 702 | 7.10\% |
| Real estate commercial. | 7,915 | 150 | 7.51 |
| Real estate construction. | 3,260 | 64 | 7.77 |
| Total commercial. | 50,408 | 916 | 7.21 |
| Residential mortgage | 12,663 | 249 | 7.85 |
| Home equity. | 2,586 | 47 | 7.24 |
| Credit card. | 4,593 | 150 | 12.97 |
| Other consumer. | 16,072 | 378 | 9.33 |
| Total consumer. | 35,914 | 824 | 9.12 |
| Foreign. | 931 | 13 | 5.82 |
| Lease financing. | 1,894 | 35 | 7.47 |
| Total loans and leases, net | 89,147 | 1,788 | 7.97 |
| Securities |  |  |  |
| Held for investment. | 27,273 | 354 | 5.16 |
| Available for sale (3) | 2,211 | 26 | 4.69 |
| Total securities. | 29,484 | 380 | 5.13 |
| Loans held for sale. | 961 | 16 | 6.54 |
| Federal funds sold and securities purchased under agreements to resell........................................... | 8,237 | 64 | 3.08 |
| Time deposits placed and other short-term investments......... | 2,238 | 20 | 3.71 |
| Trading account securities (4)........... | 9,590 | 150 | 6.19 |
| Total earning assets (5) | 139,657 | 2,418 | 6.88 |
| Cash and cash equivalents. | 8,318 |  |  |
| Factored accounts receivable. | 1,207 |  |  |
| Other assets, less allowance for credit losses | 8,608 |  |  |
| Total assets. | \$157,790 |  |  |
| Interest-bearing liabilities |  |  |  |
| Savings... | \$8,542 | 52 | 2.45 |
| NOW and money market deposit accounts | 30,383 | 168 | 2.20 |
| Consumer CDs and IRAs... | 23,813 | 246 | 4.10 |
| Negotiated CDs, public funds and other time deposits. | 3,717 | 32 | 3.36 |
| Foreign time deposits.................... | 4,031 | 39 | 3.80 |
| Borrowed funds and trading account liabilities (4) (6) | 44,188 | 421 | 3.74 |
| Long-term debt and obligations under capital leases............ | 8,233 | 134 | 6.52 |
| Total interest-bearing liabilities.......................... | 122,907 | 1,092 | 3.53 |
| Noninterest-bearing sources |  |  |  |
| Noninterest-bearing deposits. | 19,852 |  |  |
| Other liabilities... | 5,362 |  |  |
| Shareholders' equity. | 9,669 |  |  |
| Total liabilities and shareholders' equity.................. | \$157,790 |  |  |
| Net interest spread. |  |  | 3.35 |
| Impact of noninterest-bearing sources............................... |  |  | . 42 |
| Net interest income/yield on earning assets....................... |  | \$1,326 | 3.77\% |

## </TABLE>

## Management's Discussion and Analysis 53

1993 COMPARED TO 1992
The following discussion and analysis provides a comparison of the Corporation's results of operations for the years ended December 31, 1993 and 1992, and its financial condition as of December 31, 1993 and 1992. This discussion should be read in conjunction with the consolidated financial statements and related notes on pages 58 through 77.

## OVERVIEW

In 1993, earnings totaled $\$ 1.5$ billion, or $\$ 5.78$ per common share, compared to 1992 earnings of $\$ 1.1$ billion, or $\$ 4.60$ per common share. Return on average common equity was 15.00 percent, excluding the impact of adopting a new income tax accounting standard in 1993, compared to 15.83 percent the previous year. The Corporation's results for 1993 reflected strong earnings in most operating units and improved credit quality. See Note 2 regarding information about acquisitions occurring in 1993 that affect comparability to 1992.

The General Bank earned $\$ 740$ million in 1993 compared to $\$ 660$ million in 1992. The return on equity for the General Bank increased from 15 percent in 1992 to 16 percent in 1993. The efficiency ratio decreased from 68.64 percent in 1992 to 68.08 percent in 1993.

The Institutional Group earned $\$ 492$ million, an increase of $\$ 347$ million from the previous year. Return on equity for the Institutional Group rose from 5 percent in 1992 to 16 percent in 1993. The group's efficiency ratio declined to 47.90 percent in 1993, from 52.96 percent in the prior year.

Financial Services, which consists of NationsCredit and Greyrock Capital Group, was formed in 1993. For the year, net income totaled $\$ 35$ million and return on equity was 13 percent. The group had an efficiency ratio of 61.62 percent in 1993.

## NET INTEREST INCOME

Taxable-equivalent net interest income in 1993 was $\$ 4.7$ billion, representing an increase of $\$ 533$ million, or 13 percent, from the $\$ 4.2$ billion reported in 1992. This increase was attributable to higher earning asset levels, particularly loan levels.

The net interest yield declined 14 basis points to 3.96 percent in 1993 from 4.10 percent in 1992. The yield on average earning assets declined 64 basis points between the years, to 7.06 percent in 1993 from 7.70 percent in 1992. Excluding the impact of the Corporation's primary government securities dealer, the yield on average earning assets declined 53 basis points. The replacement at lower yields of a substantial portion of the Corporation's maturing investment securities was the largest contributor to the 53-basis point decline. The cost of interest-bearing liabilities fell 59 basis points, to 3.53 percent in 1993 from 4.12 percent in 1992, contributing significantly to the improvement in net interest income. A lower interest rate environment in 1993, coupled with a change in the mix among deposits, contributed to a decrease in rates paid on customer deposits.

## PROVISION FOR CREDIT LOSSES

The provision for credit losses was $\$ 430$ million in 1993, compared to $\$ 715$ million in the prior year. Net charge-offs declined $\$ 454$ million to $\$ 412$ million in 1993. On December 31, 1993, the allowance for credit losses was $\$ 2.2$ billion, or 2.36 percent of loans, leases and factored accounts receivable, compared to $\$ 1.5$ billion, or 2.00 percent, at the end of 1992 , and covered 193 percent of nonperforming loans, compared to 103 percent the previous year.

## SECURITIES GAINS

Gains from the sales of securities were $\$ 84$ million in 1993, compared to $\$ 249$ million in 1992. The 1992 gains followed balance sheet management strategies to reposition the components and the estimated average maturity of the securities portfolios at a time when the portfolios contained substantial net appreciation.

## NONINTEREST INCOME

Noninterest income totaled $\$ 2.1$ billion in 1993, an increase of $\$ 188$ million, or 10 percent, from $\$ 1.9$ billion in 1992. After adjusting for acquisitions, divestitures and the 1992 gain on the sale of a mortgage servicing unit, noninterest income increased $\$ 185$ million, or 11 percent, in 1993. Growth in most major categories of noninterest income during 1993 was partially offset by declines in mortgage servicing and related fees, brokerage income and asset management fees, all reflecting divestitures.

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OTHER REAL ESTATE OWNED EXPENSE
OREO expense declined $\$ 105$ million to $\$ 78$ million in 1993 from $\$ 183$ million in 1992, consistent with the improvement in asset quality. The decline in 1993 was largely due to lower write-downs associated with real estate values subsequent to foreclosure in the Institutional Group's Real Estate Banking Group and lower net costs associated with management of a reduced level of foreclosed properties compared to the previous year.

## RESTRUCTURING EXPENSE

Restructuring expense of $\$ 30$ million in 1993, associated with the acquisition of MNC Financial Inc., represented the costs of employee severance and real estate dispositions.

## NONINTEREST EXPENSE

Noninterest expense of $\$ 4.3$ billion in 1993 increased eight percent from $\$ 4.0$ billion in 1992. Excluding acquisitions, noninterest expense increased \$132 million or four percent, to \$3.9 billion in 1993.

The Corporation's income tax expense for 1993 was $\$ 690$ million, for an effective tax rate of 34.7 percent of pretax income. Tax expense for 1992 was $\$ 251$ million, or 18.0 percent of pretax income. The lower effective rate in 1992 was primarily attributable to $\$ 265$ million in tax benefits resulting from utilization of financial operating loss carryforwards. As a result of adopting a change in method of accounting for income taxes, the Corporation recorded its remaining unrecognized benefits of $\$ 200$ million in 1993. As such, the 1993 effective rate more closely approximated the statutory rate of 35 percent.

## Management's Discussion and Analysis 55

NationsBank Corporation and Subsidiaries
SIX-YEAR CONSOLIDATED STATISTICAL SUMMARY

<TABLE>
<CAPTION>

</TABLE>
(1) Excludes assets of NationsBank of Texas Special Asset Division in 1991, 1990 and 1989.
(2) Includes FDIC's interest in earnings of NationsBank of Texas in 1989.

78 NationsBank Corporation Annual Report 1994
<TABLE>
<CAPTION>



The management of NationsBank Corporation is responsible for the preparation, integrity and objectivity of the consolidated financial statements of the Corporation. The consolidated financial statements and notes have been prepared by the Corporation in accordance with generally accepted accounting principles and, in the judgment of management, present fairly the Corporation's financial position and results of operations. The financial information contained elsewhere in this report is consistent with that in the financial statements. The financial statements and other financial information in this report include amounts that are based on management's best estimates and judgments and give due consideration to materiality.

The Corporation maintains a system of internal accounting controls to provide reasonable assurance that assets are safeguarded and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles.

The Internal Audit Division of the Corporation reviews, evaluates, monitors and makes recommendations on both administrative and accounting control, which acts as an integral, but independent, part of the system of internal controls.

The Corporation's independent accountants were engaged to perform an audit of the consolidated financial statements. This audit provides an objective review of management's responsibility to report operating results and financial condition. Working with the Corporation's internal auditors, they review and make tests as appropriate of the data included in the financial statements.

The Board of Directors discharges its responsibility for the Corporation's financial statements through its Audit Committee. The Audit Committee meets periodically with the independent accountants, internal auditors and management. Both the independent accountants and internal auditors have direct access to the Audit Committee to discuss the scope and results of their work, the adequacy of internal accounting controls and the quality of financial reporting.
/s/ Hugh L. McColl Jr. /s/ James H. Hance Jr.

| Hugh L. McColl Jr. | James H. Hance Jr. |
| :--- | :--- |
| Chairman | Vice Chairman and |
|  | Chief Financial Officer |

Report of Independent Accountants
To the Board of Directors and
Shareholders of NationsBank Corporation
In our opinion, the accompanying consolidated balance sheet and the related consolidated statements of income, of changes in shareholders' equity and of cash flows present fairly, in all material respects, the financial position of NationsBank Corporation and its subsidiaries at December 31, 1994 and 1993, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1994, in conformity with generally accepted accounting principles. These financial statements are the responsibility of the Corporation's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with generally accepted auditing standards which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for the opinion expressed above.

As discussed in Note 1 to the consolidated financial statements, the Corporation changed its methods of accounting for income taxes, postretirement benefits other than pensions and certain investments in debt securities in 1993.
/s/ Price Waterhouse LLP
Charlotte, North Carolina
January 13, 1995
NationsBank Corporation and Subsidiaries
CONSOLIDATED STATEMENT OF INCOME
(Dollars in Millions Except Per-Share Information)
<TABLE>
<CAPTION>

|  | Year Ended December 31 |  |
| :---: | :---: | :---: |
|  | 1994 | 1993 |
| 1992 |  |  |

Total income from earning assets
7,780

INTEREST EXPENSE

> Deposits.

2,772
Borrowed funds and trading account liabilities
639
Long-term debt and obligations under capital leases
271
---
Total interest expense $\qquad$ 3,682

---

INCOME FROM EARNING ASSETS
Interest and fees on loans
\$5,643

Interest and dividends on securities Held for investment.

Available for sale
Interest and fees on loans held for sale
Time deposits placed and other short-term investments
Federal funds sold.
Securities purchased under agreements to resell
Trading account assets 71 $+$

| $\langle\mathrm{C}\rangle$ | $\langle\mathrm{C}\rangle$ |
| :---: | :---: |
| $\$ 7,577$ | $\$ 6,198$ |
| 150 | 110 |
| 755 | 1,347 |
| 623 | 49 |
| 23 | 53 |
| 90 | 14 |
| 45 | 180 |
| 702 | 297 |
| 764 | 19 |

$10,529 \quad 8,327$


| 2,415 | 2,149 |
| :---: | :---: |
| 2,353 | 1,149 |
| 550 | 392 |
| 5,318 | 3,690 |


| 5,211 | 4,637 |
| ---: | ---: |
| 310 | 430 |


| 4,901 | 4,207 |
| :---: | :---: |
| (13) | 84 |
| 2,597 | 2,101 |
| (12) | 78 |
| - | 30 |
| 4,942 | 4,293 |


| 2,555 | 1,991 |
| :---: | :---: |
| 865 | 690 |


| 1,690 | 1,301 |
| ---: | ---: |
| - | 200 |

$\$ 1,690$
$\$ 1,501$






See accompanying notes to consolidated financial statements.

Consolidated Financial Statements 61
NationsBank Corporation and Subsidiaries
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## NationsBank Corporation (the Corporation) is a multi-bank holding company

 organized under the laws of North Carolina in 1968 and registered under the Bank Holding Company Act of 1956, as amended. The Corporation provides financial products and services, both domestically and internationally.The accounting and reporting policies of NationsBank Corporation and its subsidiaries conform with generally accepted accounting principles. Certain prior year amounts have been reclassified to conform to current year classifications. A description of the significant accounting policies is presented below.

NOTE 1 -- ACCOUNTING POLICIES

## PRINCIPLES OF CONSOLIDATION AND BASIS OF PRESENTATION

The consolidated financial statements include the accounts of NationsBank Corporation and its majority-owned subsidiaries. All significant intercompany accounts and transactions have been eliminated. Results of operations of companies purchased are included from the dates of acquisition. Prior year

## CASH AND CASH EQUIVALENTS

Cash on hand, cash items in the process of collection and amounts due from correspondent banks and the Federal Reserve Bank are included in cash and cash equivalents.

## SECURITIES

Securities are classified based on management's intention at the time of purchase. Securities which management has the intent and ability to hold to maturity are classified as held for investment and reported at amortized cost. All other securities are classified as available for sale and carried at fair value with net unrealized gains and losses included in shareholders' equity on an after-tax basis. In addition, marketable equity securities are carried at fair value with net unrealized gains and losses included in shareholders' equity net of tax.

Realized gains and losses from the sales of securities are determined using the specific identification method.

The Corporation adopted Statement of Financial Accounting Standards No. 115 "Accounting for Certain Investments in Debt and Equity Securities" (SFAS 115), on December 31, 1993 (Note 3).

## LOANS HELD FOR SALE

Loans held for sale include mortgage and other loans and are carried at the lower of aggregate cost or market value.

TRADING INSTRUMENTS
Instruments utilized in trading activities include both securities and derivatives and are stated at market value. Quoted market prices are generally used as a basis to determine the market values of trading instruments. If quoted market prices are not available, market values are estimated on the basis of dealer quotes, pricing models, or quoted prices for instruments with similar characteristics. Realized and unrealized gains and losses are recognized as noninterest income.

## ALLOWANCE FOR CREDIT LOSSES

The allowance for credit losses is available to absorb losses inherent in the credit extension process. The entire allowance is available to absorb losses related to the loan and lease portfolio and other extensions of credit, including off-balance sheet credit exposures. Credit exposures deemed to be uncollectible are charged against the allowance for credit losses. Recoveries of previously charged-off amounts are credited to the allowance for credit losses.

The adequacy of the allowance for credit losses is reviewed regularly by management. Additions to the allowance for credit losses are made by charges to the provision for credit losses. On a quarterly basis, a comprehensive review of the adequacy of the allowance for credit losses is performed. This assessment is made in the context of historical losses, as well as existing economic conditions.

In 1993, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 114, "Accounting by Creditors for Impairment of a Loan" (SFAS 114), which was amended in 1994 by Statement of Financial Accounting Standards No. 118, "Accounting by Creditors for Impairment of a Loan-Income Recognition and Disclosure" (SFAS 118). These standards address the accounting for certain loans when it is probable that all amounts due pursuant to the contractual terms of the loan will not be collected. Individually identified impaired loans are measured based on the present value of payments expected to be received, using the historical effective loan rate as the discount rate. Loans that are to be foreclosed or that are solely dependent on the collateral for repayment may alternatively be measured based on the fair value of the collateral for such loans. Measurement may also be based on observable market prices. If the recorded investment in the loan exceeds the measure of fair value, a valuation allowance is established as a component of the allowance for credit losses. The Corporation adopted SFAS 114 and SFAS 118 effective January 1, 1995. Adoption of the standards did not have a material impact on the Corporation's financial position or results of operations.

LOANS
Loans are reported at their outstanding principal balances net of any charge-offs, unamortized deferred fees and costs on originated loans or premiums or discounts on purchased loans.

Loan origination fees and certain direct origination costs are deferred and recognized as adjustments to income over the lives of the related loans.

Discounts and premiums are amortized to income using methods that approximate the interest method.

Commercial loans and leases that are past due 90 days or more as to principal or interest, or where reasonable doubt exists as to timely collection, are generally classified as nonperforming loans unless well secured and in the process of collection. Loans whose contractual terms have been restructured in a manner which grants a concession to a borrower experiencing financial difficulties, are classified as nonperforming until such time as the loan is expected to be collected in full and the borrower has demonstrated sustained performance in

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accordance with the restructured terms. Generally, loans which are past due 180 days or more as to principal or interest are classified as nonperforming regardless of collateral or collection status. Generally, interest accrued but not collected is reversed when a loan or lease is classified as nonperforming.

Interest collections on nonperforming loans and leases for which the ultimate collectibility of principal is uncertain are applied as principal reductions. Otherwise, such collections are credited to income when received.

Consumer loans, including credit card loans, that are past due 90 days or more are not generally classified as nonperforming assets. Generally, consumer loans are liquidated or charged off soon after becoming 90 days past due or 180 days past due for credit card loans. Income is generally recognized on past-due consumer and credit card loans until the loan is charged off.

OTHER REAL ESTATE OWNED
Other real estate owned includes both formally foreclosed and in-substance foreclosed property and premises no longer used for business operations.

Other real estate owned is carried at the lower of (1) the recorded amount of the loan or lease for which the foreclosed property previously served as collateral, or (2) the fair value of the property minus estimated costs to sell. Prior to foreclosure, the recorded amount of the loan or lease is written down, if necessary, to the fair value, minus estimated costs to sell, of the real estate to be acquired by charging the allowance for credit losses.

Subsequent to foreclosure, gains or losses on the sale of and losses on the periodic revaluation of other real estate owned are credited or charged to expense. Net costs of maintaining and operating foreclosed properties are expensed as incurred.

PREMISES AND EQUIPMENT
Premises and equipment are stated at cost less accumulated depreciation and amortization. Depreciation and amortization are recognized principally using the straight-line method over the estimated useful lives of the assets.

## INCOME TAXES

There are two components of income tax provision, current and deferred.
Current income tax provisions approximate taxes to be paid or refunded for the applicable period.

Balance sheet amounts of deferred taxes are recognized on the temporary differences between the bases of assets and liabilities as measured by tax laws and their bases as reported in the financial statements. Deferred tax expense or benefit is then recognized for the change in deferred tax liabilities or assets between periods.

Recognition of deferred tax balance sheet amounts is based on management's belief that it is more likely than not that the tax benefit associated with certain temporary differences, tax operating loss carryforwards, and tax credits will be realized. A valuation allowance is recorded for those deferred tax items for which it is more likely than not that realization will not occur.

During the first quarter of 1993, the Corporation adopted Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" (SFAS 109). The Corporation had previously recorded income tax expense following Statement of Financial Accounting Standards No. 96, "Accounting for Income Taxes" (SFAS 96).

## RETIREMENT BENEFITS

The Corporation has established qualified retirement plans covering fulltime, salaried employees and certain part-time employees. Pension expense under these plans is accrued each year. The costs are charged to current operations and consist of several components of net pension cost based on various actuarial assumptions regarding future experience under the plans.

In addition, the Corporation and its subsidiaries have established unfunded supplemental benefit plans providing any benefits that could not be paid from a qualified retirement plan because of Internal Revenue Code restrictions and supplemental executive retirement plans for selected officers of the Corporation and its subsidiaries. These plans are nonqualified and, therefore, in general, a participant's or beneficiary's claim to benefits is as a general creditor.

The Corporation and its subsidiaries have established several postretirement medical benefit plans which are not funded.

The Corporation adopted Statement of Financial Accounting Standards No. 106, "Employers' Accounting for Postretirement Benefit Other Than Pensions" (SFAS 106), during the first quarter of 1993. Retiree benefits, including health and life insurance, are accrued under SFAS 106 compared to the Corporation's prior accounting method of recognizing expense as these benefits were paid.

## RISK MANAGEMENT INSTRUMENTS

Revenues or expenses associated with interest rate swap contracts used in asset and liability management are accounted for on the accrual basis and recognized as an adjustment to income or expense on the underlying instruments. Gains and losses associated with futures and forward contracts used as effective hedges of existing risk positions or anticipated transactions are deferred as an adjustment to the carrying value of the related asset or liability and recognized in net interest income over the remaining term of the related asset or liability.

## EARNINGS PER COMMON SHARE

Earnings per common share is computed by dividing net income, reduced by dividends on preferred stock, by the weighted average number of common shares outstanding for each period presented.

PURCHASE METHOD OF ACCOUNTING
Net assets of companies acquired in purchase transactions are recorded at fair value at the date of acquisition. Identified intangibles are amortized on an accelerated or straight-line basis over the period benefited. Goodwill is amortized on a straight-line basis over 25 years.

## FOREIGN CURRENCY TRANSLATION AND TRANSACTIONS

Foreign currency assets and liabilities of the foreign branches and subsidiaries are translated into U.S. dollars using month-end spot rates of exchange. Income and expense amounts are translated based on the spot rate in effect at the date on which the individual transactions are recorded.

Notes to Consolidated Financial Statements 63

## NOTE 2 -- ACQUISITION ACTIVITY

On October 1, 1993, the Corporation completed the acquisition of MNC Financial Inc. (MNC), a bank holding company headquartered in Baltimore, Maryland, with total assets of approximately $\$ 16.5$ billion. The acquisition was accounted for as a purchase. On an unaudited pro forma basis, combined interest and other income and net income is $\$ 11.4$ billion and $\$ 1.6$ billion, respectively, for 1993. On an unaudited pro forma basis, the reduction in earnings per common share and fully diluted earnings per common share is $\$ .03$ and $\$ .02$, respectively, for 1993.

On December 1, 1993, the Corporation established Greyrock Capital Group Inc. (previously named Nations Financial Capital Corporation) upon completion of its acquisition of a substantial amount of the assets and the ongoing business of U S WEST Financial Services Inc., a corporate finance subsidiary of $U S$ WEST Inc. The Corporation acquired approximately $\$ 2.0$ billion in net receivables.

On July 2, 1993, the Corporation, through a banking subsidiary, completed its acquisition of substantially all the assets and certain of the liabilities of Chicago Research \& Trading Group Ltd. (CRT) and certain of its subsidiaries, an options market-making and trading firm and a primary government securities dealer. Total assets at the date of purchase were approximately $\$ 12$ billion and consisted primarily of trading account assets and securities purchased under agreements to resell.

On February 1, 1993, the Corporation, through a subsidiary, acquired substantially all of the assets and assumed certain of the liabilities of Chrysler First Inc., the non-automotive finance subsidiary of Chrysler Financial Corporation. Finance receivables of approximately $\$ 3.7$ billion, including $\$ 1.5$ billion which were securitized, were acquired. NationsCredit was formed as a result of this purchase.

During 1994, the Corporation acquired several smaller banking organizations. Aggregate acquired loans and assumed deposits were $\$ 654$ million and $\$ 5.1$ billion, respectively. Additionally, in 1994 , several mortgage banking operations, including mortgage servicing rights, were acquired. Aggregate acquired mortgage servicing rights approximated $\$ 8.6$ billion, bringing the Corporation's total servicing portfolio to approximately $\$ 39$ billion on December 31, 1994.
<TABLE>
<CAPTION>

## NOTE 3 -- SECURITIES

The book and market values of securities held for investment and

## securities available for sale on December 31 were (dollars in millions):




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The components of gains and losses on sales of available for sale securities for the years ended December 31 were (dollars in millions):

<TABLE>
\begin{tabular}{|c|c|c|c|c|}
\hline & 1994 & 1993 & & 1992 \\
\hline <S> & <C> & <C> & \multicolumn{2}{|l|}{<C>} \\
\hline Gross gains on sales of securities. & \$ 36 & \$166 & \$ & 361 \\
\hline Gross losses on sales of securities & (49) & (82) & & (112) \\
\hline Gains (losses) on sales of securities & \$(13) & \$ 84 & \$ & 249 \\
\hline
\end{tabular}
</TABLE>
There were no sales of securities held for investment in 1994, 1993 or 1992.

The components, expected maturity distribution and yields (computed on a taxable-equivalent basis) of the Corporation's securities portfolio on December 31, 1994, are summarized below (dollars in millions). Actual maturities may differ from contractual maturities or maturities shown below since borrowers may have the right to prepay obligations with or without prepayment penalties.


Market value of securities available
for sale
U.S. Treasury securities
and agency debentures............ $\$ 2,791 \quad 4.23 \% \quad \$ 4,630 \quad 5.55 \% \quad \$ 34 \quad 7.05 \% \quad \$-\quad \$$

7,455 5.08\%


There were no investments in obligations of states and political subdivisions that were payable from and secured by the same source of revenue or taxing authority and that exceeded 10 percent of consolidated shareholders' equity on December 31, 1994 or 1993.

The income tax benefit attributable to securities transactions was $\$ 5$ million for 1994, compared to income tax expense of $\$ 29$ million and $\$ 87$ million for 1993 and 1992, respectively.

Securities are pledged or assigned to secure borrowed funds, government and trust deposits and for other purposes. The book and market values of pledged securities were $\$ 23.1$ billion and $\$ 22.4$ billion, respectively, on December 31, 1994, compared to $\$ 24.0$ billion and $\$ 24.1$ billion, respectively, on December 31, 1993.

On December 31, 1993, the Corporation adopted SFAS 115 related to accounting for investments in debt and equity securities. Upon adoption, in light of the MNC acquisition, the restrictive criteria on sales out of the held for investment portfolio imposed by SFAS 115 and the uncertainty regarding regulatory capital treatment of securities appreciation and depreciation, the Corporation transferred approximately $\$ 14.6$ billion from securities held for investment to securities available for sale. Along with marketable equity securities, the securities available for sale portfolio was marked to market value resulting in net unrealized gains of approximately $\$ 164$ million which are included in shareholders' equity at $\$ 104$ million net of tax.

On December 31, 1994, the valuation reserve for securities available for sale and marketable equity securities reduced shareholders' equity by \$136 million, reflecting $\$ 264$ million of pretax depreciation on securities available for sale, offset by $\$ 48$ million of pretax appreciation on marketable equity securities.

Notes to Consolidated Financial Statements 65
NOTE 4 -- TRADING ACCOUNT ASSETS AND LIABILITIES
The market values on December 31 and the average market values for the year ended December 31, 1994, of the components of trading account assets and liabilities were (dollars in millions):
<TABLE>
<CAPTION>

| 1994 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 1994 | 1993 |  |
| Average |  |  |  |
| <S> | <C> | <C> | <C> |
| Securities owned |  |  |  |
| U.S. Treasury securities. | \$ 5,968 | \$ 8,084 | \$ |
| 7,713 |  |  |  |
| Securities of other U.S. Government agencies and corporations...... 1,322 | 1,185 | 885 |  |
| Certificates of deposit, bankers' acceptances and commercial paper. | 371 | 703 |  |
| 409 |  |  |  |
| Corporate debt. | 581 | 194 |  |
| 722 |  |  |  |
| Other securities. | 259 | 165 |  |
| 285 |  |  |  |
| Total securities owned. | 8,364 | 10,031 |  |
| 10,451 |  |  |  |
| Derivatives-dealer positions. | 1,577 | 579 |  |
| 1,158 |  |  |  |


A discussion of the Corporation's trading activities is presented
beginning on page 49, including TABLE 21. An analysis of the revenues associated
with the Corporation's trading activities is presented in the table in the
noninterest income section on page 33 .

The net change in the unrealized gain or loss on trading securities held on December 31, 1994, included in noninterest income for 1994, was a loss of $\$ 3$ million.

Derivatives-dealer positions presented in the table above represent the market values of interest rate, foreign exchange and commodity products including swap, futures, forward and option contracts associated with the Corporation's trading derivatives activities.

A swap contract is an agreement between two parties to exchange cash flows based on specified underlying notional amounts and indices. A futures or forward contract is an agreement to buy or sell a quantity of a financial instrument or commodity at a predetermined future date and rate or price. An option contract is an agreement that conveys to the purchaser the right, but not the obligation, to buy or sell a quantity of a financial instrument or commodity at a predetermined rate or price at a time in the future.

These agreements can be transacted on an organized exchange or directly between parties.

```
<TABLE>
<CAPTION>
```

NOTE 5 -- LOANS, LEASES AND FACTORED ACCOUNTS RECEIVABLE



Loans to directors and executive officers of the Corporation on December 31, 1994, were $\$ 142$ million and $\$ 180$ million on January 1 and December 31, 1994, respectively. An analysis of activity for 1994 with respect to such aggregate loans is as follows (dollars in millions):

| Balance | New |  | Balance |
| :---: | :---: | :---: | :---: |
| January 1 | Loans | Payments | December 31 |
| $---------------------------------------------180 ~$ |  |  |  |

Loans to immediate family members of directors and executive officers of the Corporation totaled $\$ 10$ million and $\$ 17$ million on January 1 and December 31, 1994, respectively.

Loans to directors and executive officers who were solely directors and/or executive officers of the Corporation's significant subsidiaries, excluding the aggregate loan amount of any loans to members of their immediate families, amounted to $\$ 505$ million on December 31, 1994.

Extensions of credit to such persons have been made in the ordinary course of business on substantially the same terms, including interest rates and collateral, as those prevailing at the time in comparable transactions with others and did not involve more than normal risk of collectibility or present other unfavorable features.

On December 31, 1994, 1993 and 1992, nonperforming loans totaled \$801 million, $\$ 1.1$ billion and $\$ 1.4$ billion, respectively.

The net amount of interest recorded during each year on loans that were nonperforming or restructured on December 31 was $\$ 31$ million, $\$ 34$ million and $\$ 31$ million in 1994, 1993 and 1992, respectively. If these loans had been accruing interest at their originally contracted rates, related income would have been $\$ 96$ million in 1994, $\$ 80$ million in 1993 and $\$ 105$ million in 1992.

Other real estate owned amounted to $\$ 337$ million, $\$ 661$ million and $\$ 587$
million on December 31, 1994, 1993 and 1992 , respectively. The cost of carrying other real estate owned amounted to $\$ 24$ million, $\$ 18$ million and $\$ 25$ million in 1994, 1993 and 1992, respectively.
$\qquad$
<TABLE>
<CAPTION>
NOTE 6 -- PREMISES, EQUIPMENT AND LEASE RIGHTS, NET
Premises, equipment and lease rights, net on December 31 were (dollars in millions):

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Land and land improvements. | \$ 387 | \$ 318 |
| Buildings. | 1,465 | 1,408 |
| Capitalized leased premises | 50 | 55 |
| Leasehold improvements. | 508 | 525 |
| Furniture and equipment | 1,782 | 1,690 |
| Construction in process. | 82 | 63 |
| Less accumulated depreciation and amortization | $\begin{gathered} 4,274 \\ (1,835) \end{gathered}$ | $\begin{gathered} 4,059 \\ (1,800) \end{gathered}$ |
|  | \$ 2,439 | \$ 2,259 |

## </TABLE>

Provisions for depreciation and amortization charged to noninterest expense were $\$ 265$ million, $\$ 242$ million and $\$ 228$ million for 1994,1993 and 1992, respectively.

On December 31, 1994, the minimum future noncancelable operating lease payments for premises and equipment are $\$ 236$ million, $\$ 199$ million, $\$ 166$ million, $\$ 144$ million and $\$ 112$ million for each of the succeeding years 1995 through 1999, respectively. Rental expense, excluding executory costs, charged to operating expenses during 1994, 1993 and 1992 was approximately $\$ 343$ million, $\$ 287$ million and $\$ 272$ million, respectively.

Notes to Consolidated Financial Statements 67
NOTE 7 -- SHORT-TERM BORROWINGS AND LONG-TERM DEBT
The Corporation's banking subsidiaries in North Carolina, Georgia and Texas jointly maintain a program to offer from time to time up to $\$ 6$ billion in short-term bank notes with fixed or floating rates and maturities from 30 days to one year from date of issue. As of December 31, 1994 and 1993, short-term bank notes outstanding were $\$ 4.5$ billion and $\$ 2.2$ billion, respectively.

On September 30, 1994, the Corporation renegotiated its commercial paper back-up lines establishing a single committed, $\$ 1.5$ billion, three-year credit facility. As of December 31, 1994, the facility was unused. On December 31, 1993, established and unused bank lines of credit amounted to $\$ 1.0$ billion. In both years, these lines were supported by fees paid directly by the Corporation to unaffiliated banks.

Long-term debt on December 31 is summarized as follows (dollars in
millions):
<TABLE>
<CAPTION>



Under its $\$ 1.1$ billion of remaining shelf capacity, in December 1994, the Corporation initiated a program to issue from time to time up to $\$ 1$ billion in aggregate principal amount of certain medium-term notes, which may be senior debt securities, subordinated debt, or any combination thereof. As of February 28, 1995, approximately $\$ 800$ million of senior debt notes have been issued under this program.

As of February 28, 1995, \$3 billion of corporate debt securities, and preferred and common stock was available for issuance under a shelf registration filed February 1, 1995.

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The floating rate collateralized financing consists of $\$ 247$ million in consumer loan financing and $\$ 230$ million in homes financing. Consumer loan financing consists of revolving credit and closed-end asset-backed certificates collateralized by a pool of credit lines and loans with a book value of $\$ 430$ million at December 31, 1994. Homes financing consists of home equity and second mortgage asset-backed certificates collateralized by a pool of second mortgages and home equity loans with a book value of $\$ 427$ million on December 31, 1994. The components of collateralized financing bear interest at floating rates based on factors of LIBOR. On December 31, 1994, the rates on both the consumer financing and homes financing were 6.40 percent.

The indentures covering the parent company's senior long-term debt include provisions that limit funded debt, long-term lease commitments, issuance of subsidiary preferred stock, creation of liens upon the property of the Corporation and the payment of dividends. Under the most restrictive of the provisions, approximately $\$ 2.1$ billion was available for payment of dividends on December 31, 1994.

The floating rate collateralized financing obligations may be redeemed at any time at the option of the Corporation. The $101 / 2$-percent subordinated notes, due 1999, are redeemable beginning in 1996.

The principal maturities for the next five years of long-term debt outstanding on December 31, 1994, were (dollars in millions):

| <S> | <C> |
| :---: | :---: |
| 1995. | \$1,256 |
| 1996. | 1,395 |
| 1997. | 309 |
| 1998. | 892 |
| 1999. | 970 |
| </TABLE> |  |

NOTE 8 -- SHAREHOLDERS' EQUITY
The Corporation has authorized 45 million shares of preferred stock. As of December 31, 1994, the Corporation had issued 2.6 million shares of ESOP Convertible Preferred Stock, Series C (ESOP Preferred Stock). The ESOP Preferred Stock has a stated and liquidation value of $\$ 42.50$ per share, provides for an annual cumulative dividend of $\$ 3.30$ per share and is convertible into .84 shares of the Corporation's common stock at an initial conversion price of $\$ 42.50$ per . 84 shares of the Corporation's common stock. In 1994, 1993 and 1992, ESOP Preferred Stock in the amount of $\$ 4$ million was converted into the Corporation's common stock.

In connection with MNC acquisition, Series CC and DD Preferred Stock was issued. During the first quarter of 1994, the Corporation repurchased and redeemed all 753 thousand shares of its Series CC Preferred Stock at a weighted average price of $\$ 51.32$ per share and all 1.108 million shares of its Series DD Preferred Stock at a weighted average price of $\$ 49.86$ per share. The aggregate redemption price was $\$ 94$ million.

In 1992, all 5 million shares of Series B Preferred Stock were converted into the Corporation's common stock or redeemed for cash.

On July 27, 1994, the Board of Directors authorized the Corporation during the next 12 months to purchase from time to time in the open market up to 10 million shares of its common stock representing the number of shares of common stock it intends to issue for its dividend reinvestment and stock purchase plan, its various employee benefit plans and additional shares associated with small acquisitions. On December 31, 1994, 3.5 million shares had been repurchased under this program at a repurchase amount of $\$ 180$ million. In addition to the above authorization, on September 28, 1994, the Board authorized the Corporation to purchase up to 20 million shares of its common stock from time to time in open market or privately negotiated transactions.

Other shareholders' equity on December 31 was comprised of the following (dollars in millions):

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1994 & 1993 \\
\hline <S> & <C> & <C> \\
\hline Restricted stock award plan deferred compensation... & \$ (62) & \$(74) \\
\hline Net unrealized gains (losses) on available for sale securities and marketable equity securities, net of tax...................... & (136) & 104 \\
\hline Foreign currency adjustment and other. & (17) & (12) \\
\hline & \$ (215) & \$18 \\
\hline
\end{tabular}
</TABLE>
NOTE 9 -- COMMITMENTS AND CONTINGENCIES
In the normal course of business, the Corporation enters into a number of off-balance sheet commitments. These instruments expose the Corporation to varying degrees of credit and market risk and are subject to the same credit and risk limitation reviews as those recorded on the balance sheet. See the discussion of credit risk policies and procedures and concentrations of credit risk beginning on page 40.

## CREDIT EXTENSION COMMITMENTS

The Corporation enters into commitments to extend credit, standby letters of credit and commercial letters of credit to meet the financing needs of its customers. The commitments shown below have been reduced by amounts collateralized by cash and participated to other financial institutions. The following summarizes commitments outstanding on December 31

```
<TABLE>
<CAPTION>
```

|  | 1994 | 1993 |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Commitments to extend credit |  |  |
| Credit card commitments | \$15,921 | \$12,808 |
| Other loan commitments | 58,813 | 48,521 |
| Standby letters of credit and |  |  |
| financial guarantees | 6,884 | 6,265 |
| Commercial letters of credit | 1,282 | 983 |
| </TABLE> |  |  |


#### Abstract

Commitments to extend credit are legally binding, generally have specified rates and maturities and are for specified purposes. The Corporation manages the credit risk on these commitments by subjecting these commitments to normal credit approval and monitoring processes and protecting against deterioration in the borrowers' ability to pay through adverse-change clauses which require borrowers to maintain various credit and liquidity measures. Credit card lines are unsecured commitments which are reviewed at least annually by management. Upon evaluation of the customer's creditworthiness, the Corporation has the right to change or terminate the terms of the credit card line. Of the December 31, 1994 total other loan commitments, $\$ 24.7$ billion is scheduled to expire in less than one year, $\$ 24.7$ billion in one to five years and $\$ 9.4$ billion after five years.


Standby letters of credit (SBLC) and financial guarantees are issued to support the debt obligations of customers. If a SBLC or financial guarantee is drawn upon, the Corporation looks to its customer for payment. SBLCs and financial guarantees are subject to the same approval and collateral policies as other extensions of credit. Of the December 31, 1994 total SBLCs and financial guarantees, $\$ 4.3$ billion is scheduled to expire in less than one year, $\$ 2.4$ billion in one to five years and $\$ 151$ million after five years.

Commercial letters of credit, issued primarily to facilitate customer trade finance activities, are collateralized by the underlying goods being shipped by the customer and are generally short term.

For each of these types of instruments, the Corporation's maximum exposure to credit loss is represented by the contractual amount of these instruments. Many of the commitments are collateralized or are expected to expire without being drawn upon; therefore, the total commitment amounts do not necessarily represent risk of loss or future cash requirements.

## DERIVATIVES

Derivative transactions are entered into by the Corporation to meet the financing needs of its customers, to manage its own interest rate and currency risks, and as part of its trading activities. See TABLES 18 and 19 on pages 45 and 46 and the first eight paragraphs under Interest Rate Risk Management beginning on page 45 regarding the Corporation's use of derivatives for risk management purposes. See TABLE 21 on page 49, the discussion beginning on page 49 and Note 4 regarding the Corporation's derivative-dealer activities.

## SECURITIES LENDING

The Corporation executes securities lending transactions on behalf of certain customers. In certain instances, the Corporation indemnifies the customer against certain losses. The Corporation obtains collateral with a market value in excess of the market value of the securities loaned. On December 31, 1994 and 1993, indemnified securities lending transactions totaled $\$ 5.7$ billion and $\$ 5.1$ billion, respectively. Collateral with a market value of $\$ 5.9$ billion and $\$ 5.2$ billion on December 31, 1994 and 1993, respectively, was obtained by the Corporation in support of these transactions.

## WHEN ISSUED SECURITIES

When issued securities are commitments entered into to purchase or sell securities in the time period between the announcement of a securities offering and the issuance of those securities. On December 31, 1994, the Corporation had commitments to purchase and sell when issued securities of $\$ 2.2$ billion and $\$ 2.5$ billion, respectively. This compares to commitments to purchase and sell when issued securities of $\$ 1.1$ billion and $\$ 866$ million, respectively, on December 31, 1993.

## LITIGATION

The Corporation and its subsidiaries are defendants in or parties to a number of pending and threatened legal actions and proceedings. Management believes, based upon the opinion of counsel, that the actions and liability or loss, if any, resulting from the final outcome of these proceedings, will not be material in the aggregate.

## NOTE 10 -- REGULATORY REQUIREMENTS AND RESTRICTIONS

The banking subsidiaries are required to maintain average reserve balances with the Federal Reserve Bank based on a percentage of certain deposits. The average of those reserve balances amounted to $\$ 1.4$ billion for both 1994 and 1993.

Funds for cash distributions by the Corporation to its shareholders are derived from a variety of sources, including cash and investments. The primary source of such funds, however, is dividends received from its banking subsidiaries. The subsidiary banks can initiate dividend payments in 1995, without prior regulatory approval, of $\$ 1.0$ billion plus an additional amount equal to their net profits, as defined by statute, for 1995 up to the date of any such dividend declaration. The amount of dividends that each subsidiary bank may declare in a calendar year without approval by the OCC is the bank's net profits for that year combined with its net retained profits, as defined, for the preceding two years.

Regulations also restrict banking subsidiaries in lending funds to affiliates. On December 31, 1994, the total amount which could be loaned to the Corporation by its banking subsidiaries was approximately $\$ 1.2$ billion. On December 31, 1994, no loans to the Corporation from its banking subsidiaries were outstanding.

```
On December 31, 1994, as a result of the above regulatory restrictions, substantially all of the net assets of the Corporation's banking subsidiaries, in excess of the allowable amounts mentioned above, were restricted from transfer to the Corporation in the form of cash dividends, loans or advances.
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## NOTE 11 -- EMPLOYEE BENEFIT PLANS

The Corporation sponsors noncontributory trusteed pension plans that cover substantially all officers and employees. The plans provide defined benefits based on an employee's compensation, age at retirement and years of service. It is the policy of the Corporation to fund not less than the minimum funding amount required by the Employee Retirement Income Security Act.


|  | 1994 | 1993 | 1992 |
| :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> |
| Service cost-benefits earned during the period. | \$ 39 | \$ 31 | \$ 28 |
| Interest cost on projected benefit obligation. | 72 | 58 | 51 |
| Actual return on plan assets. | 22 | (101) | (21) |
| Net amortization and deferral | (121) | 3 | (69) |
| Net periodic pension expense (income) | \$ 12 | \$ (9) | \$ (11) |

## </TABLE>

For December 31, 1994, the weighted average discount rate and rate of increase in future compensation used in determining the actuarial present value of the projected benefit obligation was 8.5 percent and 4.25 percent, respectively. The related expected long-term rate of return on plan assets was 10.0 percent. For December 31, 1993, the weighted average discount rate, rate of increase in future compensation and expected long-term rate of return on plan assets was 7.75 percent, 4.0 percent and 10.0 percent, respectively.

## HEALTH AND LIFE BENEFIT PLANS

In addition to providing retirement benefits, the Corporation provides health care and life insurance benefits for active and retired employees. Substantially all of the Corporation's employees, including certain employees in foreign countries, may become eligible for postretirement benefits if they reach early retirement age while employed by the Corporation and they have the required number of years of service. Under the Corporation's current plan, eligible retirees are entitled to a fixed dollar amount for each year of service. Additionally, certain current retirees are eligible for different benefits attributable to prior plans.

All of the Corporation's accrued postretirement benefit liability was unfunded at year-end 1994. The "projected unit credit" actuarial method was used to determine the normal cost and actuarial liability.

A reconciliation of the estimated status of the postretirement benefit obligation on December 31 is as follows (dollars in millions):

<TABLE>
\begin{tabular}{|c|c|c|}
\hline & 1994 & 1993 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Accumulated postretirement benefit obligation} \\
\hline Retirees & \$ (128) & \$ (158) \\
\hline Fully eligible active participants & (3) & (2) \\
\hline Other active plan participants. & (47) & (39) \\
\hline & (178) & (199) \\
\hline Unamortized transition obligation. & 125 & 135 \\
\hline Unrecognized net loss (gain). & (9) & 7 \\
\hline Accrued postemployment benefit liability. & \$ (62) & \$ (57) \\
\hline
\end{tabular}
</TABLE>
Net periodic postretirement benefit cost for the years ended December 31 included the following (dollars in millions):

| <TABLE> <br> <CAPTION> |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  | 1994 | 1993 |
| <S> | <C> | <C> |
| Service cost. | \$ 3 | \$ 2 |
| Interest cost on accumulated |  |  |
| Amortization of transition obligation over 20 years. | 7 | 7 |
| Amortization of gains. | (6) | - |
| Net periodic postretirement benefit cost | \$18 | \$24 |

</TABLE>
The health care cost trend rates used in determining the accumulated postretirement benefit obligation were 7.0 percent for pre- 65 benefits and 5.75 percent for post-65 benefits. A one-percent change in the average health care cost trend rates would increase the accumulated postretirement benefit obligation by 5.1 percent and the aggregate of the service cost

SAVINGS AND PROFIT SHARING PLANS

In addition to the retirement plans, the Corporation maintains several defined contribution savings and profit sharing plans, one of which features a leveraged employee stock ownership (ESOP) provision.

For 1994, 1993 and 1992, the Corporation contributed approximately $\$ 41$ million, $\$ 35$ million and $\$ 34$ million, respectively, in cash which was utilized primarily to purchase the Corporation's common stock under the terms of these plans.

Under the terms of the ESOP provision, payments to the plan for dividends on the ESOP Preferred Stock were $\$ 9$ million for 1994 , 1993 and 1992. Interest incurred to service the ESOP debt amounted to $\$ 5$ million for 1994, 1993 and 1992.

## STOCK OPTION AND AWARD PLANS

Under the 1992 Associates Stock Option Plan, on July 1, 1992, eligible full-time and part-time employees received a one-time award of a predetermined number of stock options entitling them to purchase shares of the Corporation's common stock at the closing market price of $\$ 483 / 8$ per share. The options are exercisable until June 30, 1997.

Additional options under a former plan and restricted stock and stock options assumed in connection with various acquisitions remain outstanding. No further options or rights will be granted under such plans.

Under the Corporation's current Restricted Stock Award Plan, key employees are awarded shares of the Corporation's common stock subject to certain vesting requirements. Generally, vesting occurs in five equal annual installments and the related deferred compensation is expensed over the same period.

During 1994, the Board of Directors approved the Key Employee Stock Plan, subject to shareholder approval at the 1995 Annual Meeting. The Key Employee Stock Plan will replace the current Restricted Stock Award Plan and is anticipated to provide for different types of awards including stock options, restricted stock and performance shares.

The following table summarizes activity under the option and award plans for 1994 and the status on December 31, 1994:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{2}{|l|}{Outstanding Options} & \multicolumn{2}{|l|}{Exercisable Options} \\
\hline & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{Average Option}} & \multicolumn{2}{|r|}{\multirow[t]{2}{*}{Average Option}} \\
\hline & & & & \\
\hline Employee Stock Option Plans & Shares & Price & Shares & Price \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Balance on December 31, 1993 & 8,589,996 & \$40.88 & 8,262,677 & \$41.67 \\
\hline Shares due to acquisition & 19,596 & 29.51 & 6,996 & 22.20 \\
\hline Became exercisable. & - & - & 327,319 & 20.98 \\
\hline Less & & & & \\
\hline Exercised. & \((1,785,281)\) & 38.94 & \((1,785,281)\) & 38.94 \\
\hline Expired or canceled. & \((453,560)\) & 50.87 & \((453,560)\) & 50.87 \\
\hline Balance on December 31, 1994 & 6,370,751 & 40.68 & 6,358,151 & 40.69 \\
\hline
\end{tabular}
<CAPTION>
Average
Restricted Stock Award Plan
Grant
Price
</TABLE>
NOTE 12 -- NONINTEREST INCOME AND EXPENSE
The significant components of noninterest income and expense for the years ended December 31 are presented below (dollars in millions): <TABLE>
<CAPTION>
199419931992

| <S> | <C> | <C> | <C> |
| :---: | :---: | :---: | :---: |
| NONINTEREST INCOME |  |  |  |
| Trust fees. | \$ 435 | \$371 | \$331 |
| Service charges on deposit accounts | 797 | 681 | 600 |
| Mortgage servicing and related fees. | 86 | 77 | 105 |
| Fees on factored accounts receivable | 74 | 74 | 69 |
| Other nondeposit-related service fee | 276 | 212 | 144 |
| Credit card income. | 280 | 198 | 199 |
| Trading account profits and fees | 273 | 152 | 71 |
| Other income. | 376 | 336 | 394 |
|  | \$2,597 | \$2,101 \$1,913 |  |

</TABLE>
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<TABLE>
<CAPTION>

</TABLE>
NOTE 13 -- INCOME TAXES
The components of income tax expense for the years ended December 31
were (dollars in millions):

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline & 1994 & 1993 & 1992 \\
\hline <S> & <C> & <C> & <C> \\
\hline Current portion--expense & & & \\
\hline Federal. & \$559 & \$419 & \$222 \\
\hline State. & 54 & 54 & 13 \\
\hline Foreign & 17 & 7 & 2 \\
\hline & 630 & 480 & 237 \\
\hline Deferred portion--expense & & & \\
\hline Federal & 223 & 218 & 11 \\
\hline State. & 12 & (11) & 4 \\
\hline Foreign & - & 3 & (1) \\
\hline & 235 & 210 & 14 \\
\hline Total tax expense. & \$865 & \$690 & \$251 \\
\hline
\end{tabular}
</TABLE>
The Corporation's current income tax expense of $\$ 630$ million, $\$ 480$
million and $\$ 237$ million for 1994, 1993 and 1992, respectively, includes amounts computed under the regular and alternative minimum tax (AMT) systems and approximates the amounts payable for those years.

Deferred expense represents the change in the deferred tax asset or liability.
A reconciliation of the expected federal tax expense, based on the
federal statutory rate of 35 percent for 1994 and 1993 and 34 percent for
1992 , to the actual consolidated tax expense for the years ended December 31
is as follows
(dollars in millions):
<TABLE>
<CAPTION>


## </TABLE>

Significant components of the Corporation's deferred tax (liabilities) and assets on December 31 are as follows (dollars in millions):

| <TABLE> <br> <CAPTION> |  |  |
| :---: | :---: | :---: |
|  | 1994 | 1993 |
| <S> | <C> | <C> |
| Deferred tax liabilities |  |  |
| Equipment lease financing. | \$ (596) | \$ (475) |
| Depreciation. | (66) | (75) |
| Securities available for sale | - | (58) |
| Intangibles. | (53) | (69) |
| Employee retirement benefits | (33) | (57) |
| Other, net. | (205) | (76) |
| Gross deferred tax liabilities | (953) | (810) |
| Deferred tax assets |  |  |
| Securities available for sale. | 80 | - |
| Federal net operating loss carryforwards | 17 | 8 |
| Allowance for credit losses. | 730 | 731 |
| Other real estate owned. | 66 | 73 |
| Loan fees and expenses. | 37 | 55 |
| AMT credit carryforwards. | - | 58 |
| Other, net.. | 181 | 132 |
| Gross deferred tax assets. | 1,111 | 1,057 |
| Valuation allowance.. | (60) | (77) |
| Deferred tax assets, net of valuation allowance. | 1,051 | 980 |
| Net deferred tax assets. | \$ 98 | \$ 170 |

## </TABLE>

The Corporation's \$98-million net deferred tax assets include a
valuation allowance of $\$ 60$ million representing primarily state net operating
loss carryforwards for which realization is uncertain. The net change in the valuation allowance for deferred tax assets was a decrease of $\$ 17$ million, due to the realization of certain state deferred tax assets.

During the first quarter of 1993, the Corporation adopted SFAS 109, which superseded SFAS 96. SFAS 109 allows for the recognition of deferred tax assets with respect to previously unrecognized operating loss and alternative minimum tax (AMT) credit carryforwards. The cumulative benefit of adopting the new accounting principle was $\$ 200$ million.

## NOTE 14 -- FAIR VALUES OF FINANCIAL INSTRUMENTS

Statement of Financial Accounting Standards No. 107, "Disclosures About Fair Value of Financial Instruments" (SFAS 107), requires the disclosure of the estimated fair values of financial instruments. The fair value of a financial instrument is the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. Quoted market prices, if available, are utilized as estimates of the fair values of financial instruments. Because no quoted market prices exist for a significant part of the Corporation's financial instruments, the fair values of such instruments have been derived based on management's assumptions with respect to future economic conditions, the amount and timing of future cash flows and estimated discount rates. The estimation methods for individual classifications of financial instruments are more fully described below. Different assumptions could significantly affect these estimates. Accordingly, the net realizable values could be materially different from the estimates presented below.

[^0] assets. The value of the Corporation's intangibles such as franchise, credit
card and trust relationships, and mortgage servicing rights, is significant.

## SHORT-TERM FINANCIAL INSTRUMENTS

The carrying value of short-term financial instruments, including cash and cash equivalents, federal funds sold and purchased, resell and repurchase agreements, and commercial paper and short-term borrowings, approximate the fair value. These financial instruments generally expose the Corporation to limited credit risk and have no stated maturities, or have an average maturity of less than 30 days and carry interest rates which approximate market.

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FINANCIAL INSTRUMENTS TRADED IN THE SECONDARY MARKET WITH QUOTED MARKET PRICES OR DEALER QUOTES

Securities held for investment, securities available for sale, loans held for sale, trading account instruments, and long-term debt which are actively traded in the secondary market have been valued using quoted market prices.

LOANS

Fair values were estimated for groups of similar loans based upon type of loan, credit quality and maturity. The fair value of fixed-rate loans was estimated by discounting estimated cash flows using corporate bond rates adjusted by credit risk and servicing costs for commercial and real estate commercial and construction loans; and for consumer loans, the Corporation's December 31 origination rate for similar loans. Contractual cash flows for consumer loans were adjusted for prepayments using published industry data. For variable-rate loans, the carrying amount was considered to approximate fair value. Where credit deterioration has occurred, cash flows for fixedand variable-rate loans have been reduced to incorporate estimated losses. Where quoted market prices were available, primarily for certain residential mortgage loans, such market prices were utilized as estimates for fair values.

DEPOSITS
The fair value for fixed-rate deposits with stated maturities was calculated by discounting the difference between the cash flows on a contractual basis and current market rates for instruments with similar maturities. For variable-rate deposits, the carrying amount was considered to approximate fair value.

The book and fair values of financial instruments on December 31 were (dollars in millions):

## <TABLE>

<CAPTION>



OFF-BALANCE SHEET FINANCIAL INSTRUMENTS
For a presentation of the fair value of the Corporation's derivativedealer positions, see Note 4. The fair value of the Corporation's asset and liability management and other interest rate swaps is presented in TABLE 19 on page 46.

The fair value of liabilities on binding commitments to lend is based on the net present value of cash flow streams using fee rates currently charged for similar agreements versus original contractual fee rates, taking into account the creditworthiness of the borrowers. The fair value was a liability of $\$ 92$ million and $\$ 111$ million on December 31, 1994 and 1993, respectively.

## Notes to Consolidated Financial Statements 75

NOTE 15 -- PARENT COMPANY FINANCIAL INFORMATION



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$\qquad$



## </TABLE>


[^0]:    In addition, the estimates are only indicative of individual financial instruments' values and should not be considered an indication of the fair value of the combined Corporation. The provisions of SFAS 107 do not require the disclosure of nonfinancial instruments, including intangible

