

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
Form 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934, AS AMENDED

For the quarterly period ended June 30, 1998

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934, AS AMENDED

For the transition period from ___ to ___

Commission file number 1-6523

NationsBank Corporation
(Exact name of registrant as specified in its charter)

North Carolina 56-0906609
(State or other jurisdiction (I.R.S. Employer
of incorporation or organization) Identification No.)

NationsBank Corporate Center, Charlotte, North Carolina 28255
(Address of principal executive offices and zip code)

(704) 386-5000
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934, as amended, during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

On July 31, 1998, there were 962,551,094 shares of NationsBank Corporation Common Stock outstanding.
NationsBank Corporation

June 30, 1998 Form 10-Q

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Part I. Financial Information
Item 1. Financial Statements

NationsBank Corporation and Subsidiaries
Consolidated Statement of Income
(Dollars in Millions Except Per-Share Information)
<TABLE>
<CAPTION>

Three Months
Ended June 30

Six Months
Ended June

| | 1998 | 1997 | 1998 | |
|--|----------|----------|----------|-----|
| 1997 | | | | |
| <S> | <C> | <C> | <C> | <C> |
| Interest income | | | | |
| 7,648 Interest and fees on loans and leases | \$ 3,797 | \$ 3,879 | \$ 7,572 | \$ |
| 902 Interest and dividends on securities | 802 | 450 | 1,644 | |
| 369 Federal funds sold and securities purchased under agreements to resell | 163 | 174 | 339 | |
| 649 Trading account securities | 304 | 332 | 660 | |
| 99 Other interest income | 140 | 51 | 260 | |
| ----- | | | | |
| 9,667 Total interest income | 5,206 | 4,886 | 10,475 | |
| ----- | | | | |
| Interest expense | | | | |
| 2,451 Deposits | 1,238 | 1,226 | 2,441 | |
| 1,104 Borrowed funds | 734 | 568 | 1,555 | |
| 325 Trading account liabilities | 172 | 160 | 366 | |
| 935 Long-term debt | 535 | 493 | 1,056 | |
| ----- | | | | |
| 4,815 Total interest expense | 2,679 | 2,447 | 5,418 | |
| ----- | | | | |
| Net interest income | 2,527 | 2,439 | 5,057 | |
| 4,852 Provision for credit losses | 265 | 225 | 530 | |
| 447 | | | | |
| ----- | | | | |
| Net credit income | 2,262 | 2,214 | 4,527 | |
| 4,405 Gains on sales of securities | 108 | 29 | 260 | |
| 72 | | | | |
| Noninterest income | | | | |
| 884 Service charges on deposit accounts | 461 | 452 | 915 | |
| 139 Mortgage servicing and other mortgage-related income | 70 | 68 | 145 | |
| 244 Investment banking income | 377 | 153 | 687 | |
| 177 Trading account profits and fees | 97 | 77 | 203 | |
| 92 Brokerage income | 113 | 49 | 225 | |
| 180 Other nondeposit-related service fees | 88 | 91 | 187 | |
| 380 Asset management and fiduciary service fees | 177 | 193 | 347 | |
| 200 Credit card income | 110 | 105 | 206 | |
| 449 Other income | 366 | 236 | 720 | |
| ----- | | | | |
| 2,745 Total noninterest income | 1,859 | 1,424 | 3,635 | |
| ----- | | | | |
| Foreclosed properties expense (income) | 16 | -- | 21 | |
| (2) | | | | |
| Merger and restructuring items (income) expense | (430) | -- | 470 | - |
| - | | | | |
| Other noninterest expense | | | | |
| 2,193 Personnel | 1,265 | 1,099 | 2,503 | |
| 377 Occupancy, net | 211 | 193 | 415 | |
| 375 Equipment | 189 | 179 | 384 | |
| 170 Marketing | 83 | 84 | 171 | |
| 179 Professional fees | 82 | 94 | 171 | |
| Amortization of intangibles | 137 | 127 | 276 | |

| | | | | |
|---------|---|----------|---------|----------|
| 240 | Data processing | 107 | 72 | 214 |
| 157 | Telecommunications | 81 | 67 | 157 |
| 134 | Other general operating | 260 | 253 | 490 |
| 509 | General administrative and miscellaneous | 93 | 65 | 179 |
| 124 | | | | |
| ----- | | | | |
| 4,458 | Total other noninterest expense | 2,508 | 2,233 | 4,960 |
| ----- | | | | |
| 2,766 | Income before income taxes | 2,135 | 1,434 | 2,971 |
| 992 | Income tax expense | 727 | 515 | 1,066 |
| ----- | | | | |
| 1,774 | Net income | \$ 1,408 | \$ 919 | \$ 1,905 |
| ----- | | | | |
| 1,767 | Net income available to common shareholders | \$ 1,407 | \$ 916 | \$ 1,902 |
| ----- | | | | |
| 1.87 | Per-share information | | | |
| | Earnings per common share | \$ 1.47 | \$.97 | \$ 1.99 |
| ----- | | | | |
| 1.81 | Diluted earnings per common share | \$ 1.43 | \$.94 | \$ 1.95 |
| ----- | | | | |
| .66 | Dividends per common share | \$.38 | \$.33 | \$.76 |
| ----- | | | | |
| 945,826 | Average common shares issued (in thousands) | 958,392 | 946,462 | 954,040 |

</TABLE>
See accompanying notes to consolidated financial statements.

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NationsBank Corporation and Subsidiaries
Consolidated Balance Sheet
(Dollars in Millions)
<TABLE>
<CAPTION>

| December 31 | June 30 |
|---|-----------|
| 1997 | 1998 |
| ----- | ----- |
| <S> | <C> |
| <C> | <C> |
| Assets | |
| Cash and cash equivalents | \$ 12,568 |
| 13,781 | |
| Time deposits placed and other short-term investments | 1,680 |
| 2,501 | |
| Securities | |
| Held for investment, at cost (market value - \$1,005 and \$1,161) | 994 |
| 1,156 | |
| Available for sale | 43,964 |
| 49,448 | |
| ----- | ----- |
| Total securities | 44,958 |
| 50,604 | |
| ----- | ----- |
| Federal funds sold and securities purchased under agreements to resell | 12,409 |
| 10,024 | |
| Trading account assets | 22,696 |
| 23,682 | |
| Loans and leases, net of unearned income | 179,755 |
| 175,697 | |
| Factored accounts receivable | 1,142 |
| 1,081 | |
| Allowance for credit losses | (3,215) |
| (3,277) | |
| ----- | ----- |
| Loans, leases and factored accounts receivable, net of unearned income and allowance for credit losses | 177,682 |

| | | |
|---|------------|----|
| 173,501 | | |
| ----- | | |
| Premises and equipment, net | 4,010 | |
| 4,424 | | |
| Customers' acceptance liability | 1,046 | |
| 1,330 | | |
| Interest receivable | 1,907 | |
| 2,024 | | |
| Mortgage servicing rights | 1,396 | |
| 1,311 | | |
| Goodwill | 9,441 | |
| 9,729 | | |
| Core deposit and other intangibles | 752 | |
| 823 | | |
| Other assets | 17,440 | |
| 16,820 | | |
| ----- | | |
| 310,554 | \$ 307,985 | \$ |
| ===== | | |
| Liabilities | | |
| Deposits | | |
| Noninterest-bearing | \$ 41,907 | \$ |
| 41,700 | | |
| Savings | 11,993 | |
| 12,293 | | |
| NOW and money market deposit accounts | 51,001 | |
| 53,969 | | |
| Time | 52,254 | |
| 51,288 | | |
| Foreign time | 12,083 | |
| 14,393 | | |
| ----- | | |
| Total deposits | 169,238 | |
| 173,643 | | |
| ----- | | |
| Federal funds purchased and securities sold under agreements to repurchase | 42,040 | |
| 46,504 | | |
| Trading account liabilities | 14,130 | |
| 15,207 | | |
| Commercial paper | 3,070 | |
| 3,752 | | |
| Other short-term borrowings | 9,535 | |
| 4,127 | | |
| Liability to factoring clients | 657 | |
| 591 | | |
| Acceptances outstanding | 1,046 | |
| 1,330 | | |
| Accrued expenses and other liabilities | 7,381 | |
| 9,058 | | |
| Trust preferred securities | 2,705 | |
| 2,705 | | |
| Long-term debt | 31,513 | |
| 28,890 | | |
| ----- | | |
| Total liabilities | 281,315 | |
| 285,807 | | |
| ----- | | |
| Contingent liabilities and other financial commitments (Note Six) | | |
| Shareholders' Equity | | |
| Preferred stock: authorized - 45,000,000 shares; issued and outstanding - 1,989,477 and 2,209,784 shares | 85 | |
| 94 | | |
| Common stock: authorized - 1,250,000,000 shares; issued and outstanding - 960,351,987 and 943,932,530 shares | 10,499 | |
| 9,779 | | |
| Retained earnings | 15,767 | |
| 14,592 | | |
| Accumulated other comprehensive income | 447 | |
| 390 | | |
| Other | (128) | |
| (108) | | |
| ----- | | |
| Total shareholders' equity | 26,670 | |
| 24,747 | | |
| ----- | | |
| 310,554 | \$ 307,985 | \$ |
| ===== | | |

</TABLE>

| | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> |
|---|-------|-----------|----------|----------|-------|----------|----------|-------|
| Balance on December 31, 1996 | \$171 | 798,724 | \$ 4,479 | \$12,482 | \$ 77 | \$ (130) | \$17,079 | <C> |
| Net income..... | | | | 1,774 | | | 1,774 | \$ |
| 1,774 | | | | | | | | |
| Other comprehensive income, net of tax .. | | | | | (16) | | (16) | |
| (16) | | | | | | | | |
| ===== Comprehensive income | | | | | | | | \$ |
| 1,758 | | | | | | | | |
| ===== Cash dividends | | | | | | | | |
| Common | | | | (589) | | | (589) | |
| Preferred | | | | (7) | | | (7) | |
| Common stock issued under employee plans | | 24,610 | 977 | | | (18) | 959 | |
| Stock issued in acquisitions | 82 | 213,711 | 10,045 | | | | 10,127 | |
| Common stock repurchased | | (102,871) | (5,756) | | | | (5,756) | |
| Redemption of preferred stock | (73) | | | | | | (73) | |
| Conversion of preferred stock | (81) | 3,644 | 81 | | | | | |
| Other | 2 | 4 | (5) | 1 | | 10 | 8 | |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Balance on June 30, 1997 | \$101 | 937,822 | \$ 9,821 | \$13,661 | \$ 61 | \$ (138) | \$23,506 | |
| ===== Balance on December 31, 1997 | \$ 94 | 943,933 | \$ 9,779 | \$14,592 | \$390 | \$ (108) | \$24,747 | |
| Net income | | | | 1,905 | | | 1,905 | \$ |
| 1,905 | | | | | | | | |
| Other comprehensive income, net of tax .. | | | | | 57 | | 57 | |
| 57 | | | | | | | | |
| ===== Comprehensive income | | | | | | | | \$ |
| 1,962 | | | | | | | | |
| ===== Cash dividends | | | | | | | | |
| Common | | | | (727) | | | (727) | |
| Preferred | | | | (3) | | | (3) | |
| Common stock issued under employee plans | | 15,661 | 696 | | | (32) | 664 | |
| Stock issued in acquisitions | | 385 | 15 | | | | 15 | |
| Conversion of preferred stock | (9) | 373 | 9 | | | | | |
| Other | | | | | | 12 | 12 | |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Balance on June 30, 1998 | \$ 85 | 960,352 | \$10,499 | \$15,767 | \$447 | \$ (128) | \$26,670 | |

</TABLE>

(1) Accumulated Other Comprehensive Income includes after tax net unrealized gains (losses) on securities available for sale and marketable equity securities, and foreign currency translation adjustments.

See accompanying notes to consolidated financial statements.

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NationsBank Corporation and Subsidiaries
Notes to Consolidated Financial Statements

Note 1 - Accounting Policies

The consolidated financial statements include the accounts of NationsBank Corporation and its majority-owned subsidiaries (the Corporation). All significant intercompany accounts and transactions have been eliminated.

The information contained in the consolidated financial statements is unaudited. In the opinion of management, all normal recurring adjustments necessary for a fair presentation of the interim period results have been made. Certain prior period amounts have been reclassified to conform to current period classifications.

Accounting policies followed in the presentation of interim financial results are presented on pages 42 to 47 of the Corporation's Current Report on Form 8-K filed April 16, 1998, which restated the Corporation's historical consolidated financial statements to reflect the merger with Barnett Banks, Inc. (Barnett) which was completed on January 9, 1998 as updated in the Corporation's quarterly report on Form 10-Q for March 31, 1998.

During the second quarter of 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities." This standard requires the Corporation to recognize all derivatives as either assets or liabilities in its financial statements and measure such instruments at their fair values. Hedging activities must be redesignated and documented pursuant to the provisions of the statement. This statement becomes effective for all fiscal quarters of fiscal years beginning after June 15, 1999. At this time, the Corporation is still assessing the impact of SFAS 133 on its financial condition and results of operations.

Note 2 - Merger-Related Activity

On April 10, 1998, the Corporation entered into an agreement and plan of reorganization (the Merger Agreement) with BankAmerica Corporation (BankAmerica). Under the Merger Agreement, the Corporation will create a new subsidiary (NationsBank (DE)), and will merge into NationsBank (DE) (the

Reincorporation Merger), with NationsBank (DE) as the surviving corporation. BankAmerica will then merge into NationsBank (DE), which will be the surviving corporation (the BankAmerica Merger, and together with the Reincorporation Merger, the Reorganization). In connection with the Reorganization, NationsBank (DE), as the surviving corporation, will be renamed BankAmerica Corporation (the Successor Registrant). Each share of the Corporation's common stock will be automatically converted into one share of common stock of NationsBank (DE) and each share of the Corporation's preferred stock will be converted into the right to receive one share of NationsBank (DE) preferred stock on substantially identical terms. Each share of BankAmerica's common stock will be converted into the right to receive 1.1316 shares (the exchange ratio) of NationsBank (DE) common stock and, unless earlier redeemed, each share of BankAmerica's preferred stock will be converted into the right to receive one share of NationsBank (DE) preferred stock on substantially identical terms. In addition, all rights with respect to common stock options of both the Corporation and BankAmerica will be converted into and become options of NationsBank (DE) with substantially similar terms, adjusted to reflect the exchange ratio, in the case of BankAmerica options. The Reorganization, which will be accounted for as a pooling of interests, is expected to close on September 30, 1998 and is subject to regulatory and shareholder approval. On June 30, 1998, BankAmerica's total assets, deposits and shareholders' equity were \$263.9 billion, \$178.1 billion and \$20.0 billion, respectively. In connection with the Reorganization, the combined company expects to incur pre-tax merger and restructuring items of approximately \$1.3 billion (\$800 million after tax).

On January 9, 1998, the Corporation completed its merger with Barnett, a multi-bank holding company headquartered in Jacksonville, Florida (the Barnett merger). Barnett's total assets, total deposits and total shareholders' equity on the date of the merger were approximately \$46.0 billion, \$35.4 billion and

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\$3.4 billion, respectively. Each outstanding share of Barnett common stock was converted into 1.1875 shares of the Corporation's common stock, resulting in the net issuance of approximately 233 million common shares to the former Barnett shareholders. In addition, approximately 11 million options to purchase the Corporation's common stock were issued to convert stock options previously granted to certain Barnett employees. This transaction was accounted for as a pooling of interests and the recorded assets, liabilities, shareholders' equity, income and expenses of the Corporation and Barnett have been combined and reflected at their historical amounts.

In connection with the Barnett merger, the Corporation incurred pretax merger and restructuring items during the first quarter of 1998 of approximately \$900 million (\$642 million after-tax), which consisted of approximately \$375 million primarily in severance and change in control payments, \$300 million of conversion and related costs and occupancy and equipment expenses (primarily lease exit costs and the elimination of duplicate facilities and other capitalized assets), \$125 million of exit costs related to contract terminations and \$100 million of other Barnett merger costs (including legal and investment banking fees).

The following table summarizes the activity in the merger and restructuring reserve for the six months ended June 30, 1998 (dollars in millions):

| | Six Months Ended June 30, 1998 |
|-------------------------------|-----------------------------------|
| | ----- |
| Balance on January 1, 1998 | \$ -- |
| Establishment of reserve... | 900 |
| Cash payments | (405) |
| Non-cash items | (110) |
| | ---- |
| Balance on June 30, 1998 | \$ 385 |
| | ===== |

During the second quarter of 1998, the Corporation divested 67 Florida branches with aggregate loans and deposits of \$1.4 billion and \$2.4 billion, respectively, in accordance with the Federal Reserve Board, the Department of Justice and certain Florida authorities approvals of the Barnett merger. These regulatory-required divestitures resulted in a pretax gain of approximately \$430 million (\$277 million after tax) which has been reflected in Merger and Restructuring Items on the Consolidated Statement of Income.

On June 1, 1997, the branching provisions of the Riegle-Neal Interstate Banking and Branching Efficiency Act of 1994 took effect, allowing banking companies to consolidate their subsidiary bank operations across state lines. On May 6, 1998, the Corporation merged NationsBank of Texas, N.A. into NationsBank, N.A. As of June 30, 1998, the Corporation operated its banking activities primarily under three charters: NationsBank, N.A., Barnett Bank, N.A. and NationsBank of Delaware, N.A., which operates the Corporation's credit card business. The Corporation plans to continue the consolidation of other banking subsidiaries (other than NationsBank of Delaware, N.A.) throughout 1998.

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Note 3 - Trading Account Assets and Liabilities

The fair values of the components of trading account assets and liabilities on June 30, 1998 and December 31, 1997 and the average fair values for the six months ended June 30, 1998 were (dollars in millions):

<TABLE>
<CAPTION>

for

Average

| Six (Dollars in millions) Ended | June 30 | December 31 | the Months |
|--|----------|-------------|---------------|
| | 1998 | 1997 | June 30, |
| | ----- | | |
| <S> | <C> | <C> | <C> |
| Securities owned | | | |
| U.S. Treasury securities | \$ 4,722 | \$ 8,701 | \$ 9,716 |
| Securities of other U.S. Government agencies and corporations | 968 | 1,375 | 1,442 |
| Certificates of deposit, bankers' acceptances and commercial paper | 1,206 | 517 | 747 |
| Corporate debt | 1,698 | 1,808 | 1,530 |
| Foreign sovereign debt | 3,406 | 4,939 | 5,657 |
| Mortgage-backed securities | 1,306 | 2,299 | 1,286 |
| Other securities | 4,990 | 403 | 2,844 |
| ----- | | | |
| -- | | | |
| Total securities owned | 18,296 | 20,042 | 23,222 |
| Derivatives-dealer positions | 4,400 | 3,640 | 4,252 |
| ===== | | | |
| Total trading account assets | \$22,696 | \$23,682 | \$27,474 |
| ===== | | | |
| Short sales | | | |
| U.S. Treasury securities | \$ 5,645 | \$ 8,970 | \$10,831 |
| Corporate debt | 48 | 140 | 10 |
| Foreign sovereign debt | 1,609 | 1,825 | 2,637 |
| Other securities | 2,397 | 904 | 1,464 |
| ----- | | | |
| -- | | | |
| Total short sales | 9,699 | 11,839 | 14,942 |
| Derivatives-dealer positions | 4,431 | 3,368 | 4,037 |
| ===== | | | |
| Total trading account liabilities | \$14,130 | \$15,207 | \$18,979 |
| ===== | | | |

</TABLE>

Interest rate and securities trading activities generated most of the Corporation's trading account profits and fees.

Derivatives-dealer positions presented in the table above represent the fair values of interest rate, foreign exchange, equity and commodity-related products, including financial futures, forward settlement and option contracts and swap agreements associated with the Corporation's derivative trading activities.

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Note 4 - Loans, Leases, and Factored Accounts Receivable

The distribution of net loans, leases, and factored accounts receivable on June 30, 1998 and December 31, 1997 was as follows (dollars in millions):

| <S> | June 30, 1998 | | December 31, 1997 | |
|---|---------------|---------|-------------------|---------|
| | Amount | Percent | Amount | Percent |
| | ----- | | | |
| <S> | <C> | <C> | <C> | <C> |
| Domestic | | | | |
| Commercial | \$ 69,782 | 38.6% | \$ 65,609 | 37.1% |
| Real estate commercial | 8,871 | 4.9 | 8,994 | 5.1 |
| Real estate construction | 4,727 | 2.6 | 4,665 | 2.6 |
| ----- | | | | |
| Total commercial | 83,380 | 46.1 | 79,268 | 44.8 |
| ----- | | | | |
| Residential mortgage | 37,373 | 20.7 | 37,344 | 21.1 |
| Credit card | 7,600 | 4.2 | 8,203 | 4.6 |
| Other consumer | 40,231 | 22.2 | 40,427 | 22.9 |
| ----- | | | | |
| Total consumer | 85,204 | 47.1 | 85,974 | 48.6 |
| ----- | | | | |
| Lease financing | 6,362 | 3.5 | 5,485 | 3.1 |
| Factored accounts receivable | 1,142 | 0.6 | 1,081 | 0.7 |
| ----- | | | | |
| Foreign | 176,088 | 97.3 | 171,808 | 97.2 |
| ----- | | | | |
| Foreign | 4,809 | 2.7 | 4,970 | 2.8 |
| ----- | | | | |
| Total loans, leases and factored accounts receivable, net of unearned income | \$180,897 | 100.0% | \$176,778 | 100.0% |
| ===== | | | | |

</TABLE>

On June 30, 1998 the recorded investment in certain loans that were considered to be impaired was \$665 million, all of which loans were classified as nonperforming. Impaired loans on June 30, 1998 were comprised of commercial loans of \$450 million, real estate commercial loans of \$183 million and real estate construction loans of \$32 million.

On June 30, 1998 and December 31, 1997, nonperforming loans, including certain loans which are considered to be impaired, totaled \$1.3 billion and \$1.2 billion, respectively. Foreclosed properties amounted to \$148 million and \$147 million on June 30, 1998 and December 31, 1997, respectively.

Note 5 - Debt

In the second quarter of 1998, the Corporation issued \$946 million in long-term debt, comprised of approximately \$596 million of senior notes and \$350 million of subordinated notes, with maturities ranging from 2004 to 2023. Of the \$946 million issued, \$871 million was converted to floating rates through interest rate swaps at spreads ranging from 5 to 40 basis points over three-month LIBOR. The remaining \$75 million of debt issued bears interest at spreads ranging from 10.0 to 12.5 basis points over three-month LIBOR and equal to 21 basis points over six-month LIBOR. The Corporation has issued \$1.5 billion of debt from July 1, 1998 to August 12, 1998.

NationsBank, N.A. has established a program to offer up to \$25.0 billion of bank notes from time to time with fixed or floating rates and maturities from seven days or more from date of issue. During the second quarter of 1998, \$1.2 billion of bank notes classified as long-term debt was issued under this program and \$427 million of bank notes classified as long term debt was issued under a prior program. On June 30, 1998, there were short-term bank notes outstanding of \$1.9 billion. In addition, there were bank notes outstanding on June 30, 1998 totaling \$6.6 billion which were classified as long-term debt.

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Since October 1996, the Corporation (or its predecessors) formed seven wholly owned grantor trusts (NationsBank Capital Trusts I, II, III and IV and Barnett Capital I, II and III) to issue preferred securities and to invest the proceeds of such preferred securities into notes of the Corporation. Certain of the preferred securities were issued at a discount. Such preferred securities may be redeemed prior to maturity at the option of the Corporation. The sole assets of each of the grantor trusts are the Junior Subordinated Deferrable Interest Notes of the Corporation (the Notes) held by such grantor trusts. The terms of the preferred securities as of June 30, 1998 are summarized as follows (dollars in millions):

| NationsBank | | | | |
|---|--|---|--|--|
| | Capital Trust I (Issued December 1996) | Capital Trust II (Issued December 1996) | Capital Trust III (Issued February 1997) | Capital Trust IV (Issued April 1997) |
| <S> | <C> | <C> | <C> | <C> |
| Face amount issued | \$600 | \$365 | \$500 | \$500 |
| Aggregate principal amount of the Notes | 619 | 376 | 516 | 516 |
| Interest rate | 7.84% | 7.83% | 3-mo. LIBOR +55 bps | 8.25% |
| Redeemable | December 2001 | December 2006 | January 2007 | April 2007 |
| Maturity | December 2026 | December 2026 | January 2027 | April 2027 |
| Barnett | | | | |
| | Capital I (Issued November 1996) | Capital II (Issued December 1996) | Capital III (Issued January 1997) | |
| Face amount issued | \$300 | \$200 | \$250 | |
| Aggregate principal amount of the Notes | 309 | 206 | 258 | |
| Interest rate | 8.06% | 7.95% | 3-mo LIBOR +62.5 bps | |
| Redeemable | December 2006 | December 2006 | February 2007 | |
| Maturity | December 2026 | December 2026 | February 2027 | |

On June 30, 1998, the Corporation had unused commercial paper back-up lines of credit totaling \$1.5 billion of which \$1.0 billion expires in October 1998 and \$500 million expires in October 2002. These lines were supported by fees paid directly by the Corporation to unaffiliated banks.

As of August 12, 1998, the Corporation had the authority to issue approximately \$10.2 billion of corporate debt and other securities under existing shelf registration statements.

The Corporation and NationsBank, N.A. may offer up to an aggregate of \$8.5 billion of senior or, in the case of the Corporation, subordinated notes exclusively to non-United States residents under a joint Euro medium-term note program. As of August 12, 1998, the Corporation and NationsBank, N.A. had the authority to issue approximately \$3.2 billion and \$2.0 billion, respectively, of corporate debt securities under this program.

Note 6 - Commitments and Contingencies

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 (dollars in millions):

| | |
|---------|-------------|
| June 30 | December 31 |
| 1998 | 1997 |

| | | |
|---|-----------|-----------|
| Commitments to extend credit | | |
| Credit card commitments | \$ 31,148 | \$ 33,377 |
| Other loan commitments | 116,797 | 112,002 |
| Standby letters of credit and financial guarantees | 12,672 | 12,427 |
| Commercial letters of credit | 1,145 | 1,403 |

On June 30, 1998, the Corporation had commitments to purchase and sell when-issued securities of \$2.4 billion and \$1.9 billion, respectively. This compares to commitments to purchase and sell when-issued securities of \$6.5 billion and \$5.7 billion on December 31, 1997, respectively.

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Derivatives

The following table outlines the Corporation's asset and liability management (ALM) contracts on June 30, 1998 (dollars in millions):

| | Notional Amount | Weighted Average Pay Rate | Weighted Average Receive Rate | Unrealized Gain/(Loss) |
|---------------------------|--------------------|---------------------------------|--|---------------------------|
| Generic receive fixed ... | \$ 31,180 | 5.72% | 6.37% | \$ 403 |
| Generic pay fixed | 3,507 | 6.28 | 5.75 | (18) |
| Basis swaps | 6,594 | 5.66 | 5.79 | - |
| Option products | 16,552 | | | (22) |
| Total | \$ 57,833 | | | \$ 363 |

The following table presents the notional or contract amounts on June 30, 1998 and December 31, 1997 and the current credit risk amounts (the net replacement cost of contracts in a gain position on June 30, 1998 and December 31, 1997) of the Corporation's derivatives-dealer positions which are primarily executed in the over-the-counter market for trading purposes. 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 amounts presented in the following table do not consider the value of any collateral, but generally take into consideration the effects of legally enforceable master netting agreements.

Derivatives - Dealer Positions
(Dollars in Millions)

| | June 30, 1998 | | December 31, | |
|--|-----------------------|---------------------------|-----------------------|-------|
| | Contract/ Notional | Credit Risk Amount (1) | Contract/ Notional | |
| 1997 | | | | |
| ----- | ----- | ----- | ----- | ----- |
| Credit Risk | | | | |
| Amount (1) | | | | |
| ----- | ----- | ----- | ----- | ----- |
| <S> | <C> | <C> | <C> | <C> |
| Interest Rate Contracts | | | | |
| Swaps | \$571,701 | \$ 2,158 | \$408,254 | \$ |
| 1,580 | | | | |
| Futures and forwards | 332,297 | 18 | 213,520 | |
| 1 | | | | |
| Written options | 490,422 | -- | 449,810 | - |
| - | | | | |
| Purchased options | 657,602 | 473 | 413,196 | |
| 683 | | | | |
| Foreign Exchange Contracts | | | | |
| Swaps | 4,881 | 325 | 1,980 | |
| 127 | | | | |
| Spot, futures and forwards | 49,618 | 512 | 53,438 | |
| 685 | | | | |
| Written options | 49,801 | -- | 49,146 | - |
| - | | | | |
| Purchased options | 44,269 | 384 | 46,063 | |
| 450 | | | | |
| Commodity and Other Contracts | | | | |
| Swaps | 2,155 | 102 | 852 | |
| 49 | | | | |
| Futures and forwards | 2,870 | -- | 2,739 | - |
| - | | | | |
| Written options | 17,314 | -- | 13,023 | - |
| - | | | | |
| Purchased options | 17,093 | 600 | 13,011 | |
| 346 | | | | |
| ----- | ----- | ----- | ----- | ----- |
| Total before cross product netting | | 4,572 | | |
| 3,921 | | | | |
| ----- | ----- | ----- | ----- | ----- |
| Cross product netting | | 556 | | |
| 368 | | | | |

 Net replacement cost \$ 4,016
 3,553
 =====

=====
 </TABLE>

(1) Represents the net 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 accrued interest.

Credit risk associated with ALM and trading derivatives is measured as the net replacement cost should the counterparties with contracts in a gain position completely fail to perform under the terms

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of those contracts and any collateral underlying the contracts proves to be of no value. In managing derivatives credit risk, both the current exposure, which is the replacement cost of contracts on the measurement date, as well as an estimate of the potential change in value of contracts over their remaining lives, are considered. In managing credit risk associated with its derivatives activities, the Corporation deals with creditworthy counterparties, primarily U.S. and foreign commercial banks, broker-dealers and corporates. On June 30, 1998, credit risk associated with ALM activities was not significant.

During the first six months of 1998, there were no credit losses associated with ALM or trading derivatives transactions that were material to the Corporation. In addition, on June 30, 1998 there were no nonperforming derivatives positions that were material to the Corporation. To minimize credit risk, the Corporation enters into legally enforceable master netting agreements, which reduce risk by permitting the close out and netting of transactions with the same counterparty upon the occurrence of certain events.

A portion of the derivatives-dealer activity involves exchange-traded instruments. 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 is minimal.

As of June 30, 1998, the Corporation had a notional value of \$12.7 billion in credit derivatives, primarily credit default swaps.

Litigation

In the ordinary course of business, the Corporation and its subsidiaries are routinely defendants in or parties to a number of pending and threatened legal actions and proceedings, including several actions brought on behalf of various classes of claimants. In certain of these actions and proceedings, substantial money damages are asserted against the Corporation and its subsidiaries, and certain of these actions and proceedings are based on alleged violations of consumer protection, securities, environmental, banking and other laws. Management believes, based upon the advice of counsel, that these actions and proceedings and the losses, if any, resulting from the final outcome thereof, will not be material in the aggregate to the Corporation's financial position or results of operations.

Note 7 - Business Segment Information

On January 1, 1998, the Corporation adopted SFAS 131, "Disclosures about Segments of an Enterprise and Related Information." Management reports the results of operations of the Corporation through four business segments: Consumer Banking, which includes the retail network and consumer finance; Commercial Banking (formerly called Middle Market), which provides commercial banking services to companies with revenues between \$10 million and \$250 million annually; Asset Management, which provides full service and discount brokerage and investment advisory services and includes the Private Client Group; and Corporate Finance, which provides banking and investment banking products and services primarily to large domestic and international corporations and institutions.

The following table includes revenues and net income for the six months ended June 30, 1998 and assets as of June 30, 1998 for each business segment (dollars in millions):

| | Revenues | Net Income | Assets |
|--------------------------|----------|---------------|-----------|
| | ----- | ----- | ----- |
| Consumer Banking | \$ 5,086 | \$ 962 | \$151,965 |
| Commercial Banking | 929 | 352 | 44,561 |
| Asset Management | 622 | 158 | 10,263 |
| Corporate Finance | 1,897 | 490 | 86,242 |
| | ----- | ----- | ----- |
| Total | \$ 8,534 | \$ 1,962 | \$293,031 |
| | ===== | ===== | ===== |

There were no material intersegment revenues between the four business segments.

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A reconciliation of the total of the segments' net income to consolidated net income follows (dollars in millions):

Six months ended
 June 30, 1998

| | |
|---|----------|
| Segments' net income | \$ 1,962 |
| Adjustments: | |
| Gains on sales of securities, net of taxes ... | 163 |
| Gain on sale of partial ownership interest of a mortgage company, net of taxes | 72 |
| Merger and restructuring items, net of taxes | (365) |
| Earnings associated with unassigned capital, net of taxes..... | 73 |
| | ----- |
| Consolidated net income | \$ 1,905 |
| | ===== |

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Item 2. Management's Discussion and Analysis of Results of Operations and Financial Condition

On January 9, 1998, Barnett Banks, Inc. (Barnett) was merged with the Corporation, (the Barnett merger). The Barnett merger was accounted for as a pooling of interests and accordingly all financial information has been restated for all periods presented.

This report on Form 10-Q contains certain forward-looking statements which are subject to risks and uncertainties that could cause actual results to differ materially from those reflected in such forward-looking statements, which are representative only on the date hereof. Readers of the Corporation's Form 10-Q should not rely solely on the forward-looking statements and should consider all uncertainties and risks discussed throughout this report as well as those discussed in the Corporation's most recent Annual Report on Form 10-K, as well as its Current Report on Form 8-K filed April 16, 1998 which includes the Corporation's financial statements restated for the Barnett merger. The Corporation undertakes no obligation to update any forward-looking statements made.

Earnings Review

Table One presents a comparison of selected operating results for the three months and six months ended June 30, 1998 and 1997. Significant changes in the Corporation's results of operations and financial position are discussed in the sections that follow.

Operating net income (net income excluding merger and restructuring items) for the second quarter of 1998 increased 23 percent to \$1.13 billion from \$919 million in the second quarter of 1997. Operating earnings per common share and diluted operating earnings per common share were \$1.18 and \$1.15, respectively, for the second quarter of 1998 compared to \$.97 and \$.94 in the comparable prior year period. Including the gain on branch divestitures of \$430 million (\$277 million, net of tax), net income for the second quarter of 1998 was \$1.41 billion, or \$1.47 per common share.

Operating net income for the first six months of 1998 increased 28 percent to \$2.27 billion from \$1.77 billion for the first six months of 1997. Operating earnings per common share and diluted operating earnings per common share were \$2.38 and \$2.32, respectively, for the first six months of 1998 compared to \$1.87 and \$1.81 in the comparable prior year period. Including net merger and restructuring items for the first six months of 1998 of \$470 million (\$365 million, net of tax), net income was \$1.91 billion, or \$1.99 per common share.

Key performance highlights for the first six months of 1998 were:

- o Taxable-equivalent net interest income increased approximately 4 percent to \$5.1 billion in the first six months of 1998. The net interest yield decreased to 3.81 percent compared to 4.05 percent in the first six months of 1997 due to higher levels of investment securities and a decrease in the spreads between loans and deposits.
- o The provision for credit losses totaled \$530 million for the first six months of 1998 compared to \$447 million for the same period in 1997. Net charge-offs as a percentage of average loans, leases and factored accounts receivable increased to .62 percent for the first six months of 1998 compared to .49 percent for the same period in 1997. Net charge-offs totaled \$553 million for the six months ended June 30, 1998 compared to \$435 million for the same period in 1997. Nonperforming assets on June 30, 1998 remained relatively flat at \$1.4 billion compared to December 31, 1997.

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Table One
Selected Operating Results
(Dollars in Millions Except Per-Share Information)
<TABLE>
<CAPTION>

| | Three Months Ended June 30 | |
|--|----------------------------|----------|
| | 1998 | 1997 |
| | ----- | ----- |
| <S> | <C> | <C> |
| Income Statement | | |
| Interest income | \$ 5,206 | \$ 4,886 |
| Interest expense | 2,679 | 2,447 |
| Net interest income (taxable-equivalent) | 2,563 | 2,472 |
| Net interest income | 2,527 | 2,439 |
| Provision for credit losses | 265 | 225 |

| | | |
|--|-------------|------------|
| Gains on sales of securities | 108 | 29 |
| Noninterest income | 1,859 | 1,424 |
| Foreclosed properties expense (income) | 16 | -- |
| Merger and restructuring items (income) expense | (430) | -- |
| Other noninterest expense | 2,508 | 2,233 |
| Income before taxes | 2,135 | 1,434 |
| Income tax expense | 727 | 515 |
| Net income | 1,408 | 919 |
| Net income available to common shareholders | 1,407 | 916 |
| Net income (excluding merger and restructuring items) | 1,131 | 919 |
| Average common shares issued (in thousands) | 958,392 | 946,462 |
| Per common share | | |
| Earnings | \$ 1.47 | \$.97 |
| Earnings (excluding merger and restructuring items) | 1.18 | .97 |
| Diluted earnings | 1.43 | .94 |
| Diluted earnings (excluding merger and restructuring items) | 1.15 | .94 |
| Cash dividends paid | .38 | .33 |
| Shareholders' equity (period-end) | 27.71 | 25.00 |
| Balance Sheet (period-end) | | |
| Total loans, leases and factored accounts receivable, net of unearned income | 180,897 | 181,555 |
| Total assets | 307,985 | 284,286 |
| Total deposits | 169,238 | 168,444 |
| Long-term debt | 31,513 | 27,408 |
| Common shareholders' equity | 26,607 | 23,445 |
| Total shareholders' equity | 26,670 | 23,506 |
| Performance ratios | | |
| Return on average assets | 1.81% | 1.30% |
| Return on average assets (excluding merger and restructuring items) | 1.45 | 1.30 |
| Return on average common shareholders' equity | 22.75 | 15.68 |
| Return on average common shareholders' equity (excluding merger and restructuring items) | 18.27 | 15.68 |
| Efficiency ratio | 56.71 | 57.31 |
| Total equity to total assets (period-end) | 8.66 | 8.27 |
| Total average equity to total average assets | 7.95 | 8.28 |
| Dividend payout ratio | 25.94 | 32.31 |
| Risk-based capital ratios (period-end) (1) | | |
| Tier 1 | 7.32 | 6.83 |
| Total | 11.77 | 11.32 |
| Leverage capital ratio | 6.21 | 6.05 |
| Cash basis financial data (2) | | |
| Earnings per common share | \$ 1.61 | \$ 1.10 |
| Earnings per common share (excluding merger and restructuring items) | 1.32 | 1.10 |
| Diluted earnings per common share | 1.57 | 1.07 |
| Diluted earnings per common share (excluding merger and restructuring items) | 1.29 | 1.07 |
| Return on average tangible assets | 2.05% | 1.53% |
| Return on average tangible assets (excluding merger and restructuring items) | 1.68 | 1.53 |
| Return on average tangible common shareholders' equity | 42.72 | 30.36 |
| Return on average tangible common shareholders' equity (excluding merger and restructuring items) | 35.06 | 30.36 |
| Efficiency ratio | 53.60 | 54.03 |
| Ending tangible equity to tangible assets | 5.53 | 5.04 |
| Market price per share of common stock | | |
| Closing price | \$ 76 11/16 | \$ 64 9/16 |
| High for the period | 85 | 70 |
| Low for the period | 72 1/16 | 54 |

Six Months Ended June 30

| | 1998 | 1997 |
|--|-----------|----------|
| Income Statement | | |
| Interest income | \$ 10,475 | \$ 9,667 |
| Interest expense | 5,418 | 4,815 |
| Net interest income (taxable-equivalent) | 5,127 | 4,916 |
| Net interest income | 5,057 | 4,852 |
| Provision for credit losses | 530 | 447 |
| Gains on sales of securities | 260 | 72 |
| Noninterest income | 3,635 | 2,745 |
| Foreclosed properties expense (income) | 21 | (2) |
| Merger and restructuring items (income) expense | 470 | -- |
| Other noninterest expense | 4,960 | 4,458 |
| Income before taxes | 2,971 | 2,766 |
| Income tax expense | 1,066 | 992 |
| Net income | 1,905 | 1,774 |
| Net income available to common shareholders | 1,902 | 1,767 |
| Net income (excluding merger and restructuring items) | 2,270 | 1,774 |
| Average common shares issued (in thousands) | 954,040 | 945,826 |
| Per common share | | |
| Earnings | \$ 1.99 | \$ 1.87 |
| Earnings (excluding merger and restructuring items) | 2.38 | 1.87 |
| Diluted earnings | 1.95 | 1.81 |
| Diluted earnings (excluding merger and restructuring items) | 2.32 | 1.81 |
| Cash dividends paid | .76 | .66 |
| Shareholders' equity (period-end) | 27.71 | 25.00 |
| Balance Sheet (period-end) | | |
| Total loans, leases and factored accounts receivable, net of unearned income | 180,897 | 181,555 |
| Total assets | 307,985 | 284,286 |
| Total deposits | 169,238 | 168,444 |
| Long-term debt | 31,513 | 27,408 |
| Common shareholders' equity | 26,607 | 23,445 |
| Total shareholders' equity | 26,670 | 23,506 |
| Performance ratios | | |
| Return on average assets | 1.22% | 1.26% |
| Return on average assets (excluding merger and restructuring items) | 1.46 | 1.26 |

| | | |
|--|-------------|------------|
| Return on average common shareholders' equity | 15.64 | 15.18 |
| Return on average common shareholders' equity (excluding merger and restructuring items) | 18.64 | 15.18 |
| Efficiency ratio | 56.61 | 58.19 |
| Total equity to total assets (period-end) | 8.66 | 8.27 |
| Total average equity to total average assets | 7.84 | 8.31 |
| Dividend payout ratio | 38.22 | 33.33 |
| Risk-based capital ratios (period-end) (1) | | |
| Tier 1 | 7.32 | 6.83 |
| Total | 11.77 | 11.32 |
| Leverage capital ratio | 6.21 | 6.05 |
| Cash basis financial data (2) | | |
| Earnings per common share | \$ 2.28 | \$ 2.12 |
| Earnings per common share (excluding merger and restructuring items) | 2.67 | 2.12 |
| Diluted earnings per common share | 2.23 | 2.06 |
| Diluted earnings per common share (excluding merger and restructuring items) | 2.60 | 2.06 |
| Return on average tangible assets | 1.45% | 1.48% |
| Return on average tangible assets (excluding merger and restructuring items) | 1.69 | 1.48 |
| Return on average tangible common shareholders' equity | 31.08 | 28.30 |
| Return on average tangible common shareholders' equity (excluding merger and restructuring items) | 36.29 | 28.30 |
| Efficiency ratio | 53.45 | 55.05 |
| Ending tangible equity to tangible assets | 5.53 | 5.04 |
| Market price per share of common stock | | |
| Closing price | \$ 76 11/16 | \$ 64 9/16 |
| High for the period | 85 | 70 |
| Low for the period | 56 1/4 | 48 |

</TABLE>

(1) Ratios for 1997 have not been restated to reflect the impact of the Barnett merger.

(2) Cash basis calculations exclude intangible assets and the related amortization expense.

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- o Noninterest income increased 32 percent to \$3.6 billion in the first six months of 1998. This growth was attributable to higher levels of income from almost all categories, including investment banking income and brokerage income, and the sale of a partial ownership interest of a mortgage company in the first quarter of 1998. Noninterest income increased approximately 13 percent excluding the acquisitions of Montgomery Securities (Montgomery) in the fourth quarter of 1997 and Oxford Resources Corp. (Oxford), a consumer finance subsidiary that was acquired on April 1, 1997.
- o Other noninterest expense increased 11 percent to \$5.0 billion during the first six months of 1998, but remained essentially unchanged excluding the effect of acquisitions and related transition expenses.
- o Operating cash basis ratios, which measure operating performance excluding merger and restructuring items, intangible assets and the related amortization expense, improved with operating cash basis diluted earnings per common share rising 26 percent to \$2.60 for the six months ended June 30, 1998 compared to \$2.06 for the same period a year ago. For the six months ended June 30, 1998, return on average tangible common shareholders' equity, excluding merger and restructuring items, increased to 36.29 percent compared to 28.30 percent for the same period in 1997. The cash basis efficiency ratio was 53.45 percent in the first six months of 1998, an improvement of 160 basis points from the first half of 1997 due to successful acquisition integration and expense management efforts.

Business Segment Operations

The Corporation provides a diversified range of banking and certain nonbanking financial services and products through its various subsidiaries. Management reports the results of the Corporation's operations through four business segments: Consumer Banking, Commercial Banking, Asset Management, and Corporate Finance.

The business segments summarized in Table Two are primarily managed with a focus on various performance objectives including net income, return on average equity and operating efficiency. These performance objectives are also presented on a cash basis, which excludes the impact of goodwill and other intangibles and related amortization expense. The net interest income of the business segments reflects the results of a funds transfer pricing process which derives net interest income by matching assets and liabilities with similar interest rate sensitivity and maturity characteristics. Equity capital is allocated to each business segment based on an assessment of its inherent risk.

Consumer Banking

The Consumer Banking segment provides comprehensive retail banking services through multiple delivery channels including approximately 3,000 banking centers and 7,000 automated teller machines providing fully-automated, 24 hour cash dispensing and deposit services. These delivery channels are located throughout the Corporation's franchise and serve 18 million households in 16 states and the District of Columbia. In addition, this segment provides specialized services such as the origination and servicing of residential mortgage loans, issuance and service of credit cards, direct banking via telephone and personal computer, student lending and certain insurance services. The consumer finance component provides personal, mortgage, home equity and automobile loans to consumers, retail finance programs to dealers and lease financing to purchasers of new and used cars. Consumer Banking also provides

commercial banking services to companies and other commercial entities with annual revenues of less than \$10 million.

Consumer Banking's earnings increased 4 percent to \$962 million in the first six months of 1998. Taxable-equivalent net interest income of \$3.4 billion remained essentially flat from the first six months of 1997, primarily reflecting lower interest income on loans attributable to the impact of increased securitization activity, partially offset by reduced funding costs reflecting continued deposit expense management. As the Corporation continues to securitize loans, its role becomes that of a servicer and the income related to securitized loans is reflected in noninterest income. The net interest yield increased 13 basis points in the first six months of 1998, reflecting higher yields from the loan and lease portfolio and deposit expense management efforts. Excluding the impact of securitizations, acquisitions, and divestitures, average total loans and leases increased approximately 5 percent over average levels in the first six months

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of 1997. Average total deposits for the first six months of 1998 decreased to \$131.6 billion from \$137.2 billion in 1997, the result of deposit declines in the former Boatmen's franchise including the impact of sales of selected banking centers.

Noninterest income in Consumer Banking rose 9 percent to \$1.7 billion due to mortgage servicing and other mortgage-related income, a gain from the sale of unsecured consumer finance receivables, service charges on deposit accounts and miscellaneous income. Mortgage servicing and other mortgage-related income increased as a result of changes in the interest rate environment as well as the Corporation's efforts to maintain the servicing portfolio at target levels. Higher deposit account service charges resulted from changes in deposit pricing throughout the NationsBank franchise during the third quarter of 1997. Noninterest expense remained essentially flat at \$3.1 billion. This reflects the efficiencies obtained from the successful integration of the former Boatmen's franchise and expense management efforts. The cash basis efficiency ratio was 57.6 percent, an improvement of approximately 80 basis points compared to the ratio for the first six months of 1997. The return on risk-adjusted tangible equity increased to 29 percent for the first six months of 1998 compared to 27 percent for the same period in 1997, primarily the result of higher revenues.

Table Two
Business Segment Summary
For the Six Months Ended June 30
(Dollars in Millions)
<TABLE>
<CAPTION>

| | Consumer Banking | | Commercial Banking | |
|---|------------------|-----------|--------------------|-----------|
| | 1998 | 1997 | 1998 | 1997 |
| <S> | <C> | <C> | <C> | <C> |
| Net interest income (taxable-equivalent) | \$ 3,414 | \$ 3,432 | \$ 695 | \$ 678 |
| Noninterest income | 1,672 | 1,533 | 234 | 192 |
| Total revenue | 5,086 | 4,965 | 929 | 870 |
| Provision for credit losses | 453 | 397 | 34 | 14 |
| Gains on sale of securities | 7 | 19 | -- | -- |
| Foreclosed properties expense (income) | 15 | 4 | -- | 2 |
| Noninterest expense | 3,122 | 3,085 | 368 | 355 |
| Income before income taxes | 1,503 | 1,498 | 527 | 499 |
| Income tax expense | 541 | 577 | 175 | 184 |
| Net income (1) | \$ 962 | \$ 921 | \$ 352 | \$ 315 |
| Cash basis earnings (2) | \$ 1,155 | \$ 1,105 | \$ 385 | \$ 346 |
| Net interest yield | 4.85% | 4.72% | 3.34% | 3.54% |
| Average equity to average assets | 7.37 | 7.16 | 7.60 | 8.47 |
| Return on risk-adjusted average equity | 17 | 16 | 21 | 18 |
| Return on risk-adjusted tangible equity (2) | 29 | 27 | 28 | 25 |
| Efficiency ratio | 61.4 | 62.1 | 39.6 | 40.8 |
| Cash basis efficiency ratio (2) | 57.6 | 58.4 | 36.1 | 37.2 |
| Average (3) | | | | |
| Total loans and leases, net of unearned income | \$ 99,440 | \$103,926 | \$ 34,100 | \$ 32,063 |
| Total deposits | 131,560 | 137,173 | 9,104 | 8,530 |
| Total assets | 154,207 | 159,812 | 45,239 | 41,216 |
| Period end (3) | | | | |
| Total loans and leases, net of unearned income | 97,717 | 104,373 | 34,282 | 32,955 |
| Total deposits | 128,516 | 135,056 | 9,663 | 9,194 |
| Total assets | 151,965 | 156,153 | 44,561 | 41,843 |

| | Asset Management | | Corporate Finance | |
|--|------------------|--------|-------------------|--------|
| | 1998 | 1997 | 1998 | 1997 |
| Net interest income (taxable-equivalent) | \$ 161 | \$ 127 | \$ 741 | \$ 577 |
| Noninterest income | 461 | 483 | 1,156 | 527 |

| | | | | |
|---|----------|----------|-----------|-----------|
| Total revenue | 622 | 610 | 1,897 | 1,104 |
| Provision for credit losses | 10 | 6 | 33 | 30 |
| Gains on sale of securities | -- | -- | -- | -- |
| Foreclosed properties expense (income) | -- | -- | 6 | (8) |
| Noninterest expense | 365 | 424 | 1,106 | 593 |
| Income before income taxes | 247 | 180 | 752 | 489 |
| Income tax expense | 89 | 65 | 262 | 177 |
| Net income (1) | \$ 158 | \$ 115 | \$ 490 | \$ 312 |
| Cash basis earnings (2) | \$ 164 | \$ 119 | \$ 535 | \$ 333 |
| Net interest yield | 3.77% | 3.92% | 3.52% (4) | 2.93% (4) |
| Average equity to average assets | 8.93 | 10.55 | 6.06 | 5.23 |
| Return on risk-adjusted average equity | 40 | 31 | 19 | 15 |
| Return on risk-adjusted tangible equity (2) | 45 | 35 | 25 | 18 |
| Efficiency ratio | 58.7 | 69.5 | 58.3 | 53.7 |
| Cash basis efficiency ratio (2) | 57.7 | 68.9 | 55.9 | 51.8 |
| Average (3) | | | | |
| Total loans and leases, net of unearned income | \$ 8,368 | \$ 6,249 | \$ 36,353 | \$ 36,115 |
| Total deposits | 4,634 | 3,426 | 10,356 | 9,031 |
| Total assets | 9,006 | 7,055 | 87,271 | 79,728 |
| Period end (3) | | | | |
| Total loans and leases, net of unearned income | 9,630 | 6,774 | 38,571 | 36,348 |
| Total deposits | 5,009 | 3,880 | 11,205 | 11,423 |
| Total assets | 10,263 | 7,769 | 86,242 | 78,670 |

</TABLE>

- (1) Business Segment results are presented on a fully allocated basis but do not include \$58 million net expense for the first six months of 1998 and \$112 million net income for the first six months of 1997 which represent earnings associated with unassigned capital, gains on sales of certain securities, gains on business divestitures, merger and restructuring items as well as other corporate activities.
- (2) Excludes intangible assets and related amortization expense.
- (3) The sums of balance sheet amounts differ from consolidated amounts due to activities between the Business Segments.
- (4) Corporate Finance's net interest yield excludes the impact of trading-related activities. Including trading-related activities, the net interest yield was 1.97% and 1.66% for the first six months of 1998 and 1997, respectively.

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Commercial Banking

The Commercial Banking segment provides a broad array of commercial banking services for companies and other commercial entities with revenues between \$10 million and \$250 million annually including: commercial lending, treasury and cash management services, asset-backed lending, leasing and factoring. Also included is NationsCredit Commercial Corporation, which provides commercial financing activities including: equipment loans and leases, loans for debt restructuring, mergers and working capital, real estate and health care financing and inventory financing to manufacturers, distributors and dealers.

Commercial Banking's earnings rose 12 percent to \$352 million in the first six months of 1998. Taxable equivalent net interest income increased \$17 million primarily reflecting higher loan levels. Commercial Banking's average loan and lease portfolio during the first six months of 1998 increased to \$34.1 billion compared to \$32.1 billion in the same period of 1997.

Noninterest income rose 22 percent to \$234 million over the first six months of 1997. Noninterest expense for the period increased 4 percent to \$368 million, primarily in data processing and personnel. The cash basis efficiency ratio improved approximately 110 basis points to 36.1 percent. The return on risk-adjusted tangible equity increased to 28 percent, due to revenue growth outpacing expense growth.

Asset Management

The Asset Management segment includes businesses that provide full service and discount brokerage, investment advisory, investment management and advisory services for the Nations Funds family of mutual funds. Within the Asset Management segment, the Private Client Group provides asset management, banking and trust services for high net worth individuals, business owners and corporate executives and the private foundations established by them.

Asset Management earned \$158 million in the first six months of 1998 compared to \$115 million in the first six months of 1997. The result of strong growth in the core businesses following the sales of certain corporate and institutional trust businesses during the third quarter of 1997 has favorably impacted the segment's results. Taxable-equivalent net interest income for the first six months of 1998 was \$161 million compared to \$127 million in the same period a year ago, reflecting income from increased loan levels. The average

loan and lease portfolio in the first six months of 1998 increased to \$8.4 billion compared to \$6.2 billion in the first six months of 1997 as a result of core loan growth. Assets under management were \$120 billion on June 30, 1998, an increase of \$4 billion from the balance on December 31, 1997.

Noninterest income declined 5 percent in the first six months of 1998 as core revenue growth was more than offset by the sales of certain corporate and institutional trust businesses which occurred in the third quarter of 1997. Noninterest expense decreased 14 percent due primarily to the sales mentioned previously. The cash basis efficiency ratio improved to 57.7 percent in the first six months of 1998 compared to 68.9 percent for the first six months of 1997. The return on risk-adjusted tangible equity increased to 45 percent.

Corporate Finance

Corporate Finance provides a broad array of banking and investment banking products and services to domestic and international corporations, institutions and other customers through its Corporate Finance - Capital Markets, Real Estate and Transaction Products units. The Corporate Finance segment serves as a principal lender and investor, as well as an advisor, and manages treasury and trade transactions for clients and customers. Loan origination and syndication, asset-backed lending, project finance and mergers and acquisitions consulting are representative of the services provided. These services are provided through various domestic and international offices. Through its Section 20 subsidiary, NationsBanc Montgomery Securities LLC, Corporate Finance is a primary dealer of U.S. Government Securities and underwrites, distributes and makes markets in high-grade and high-yield debt securities and equity securities. Additionally, Corporate Finance is a market maker in derivative products which include swap agreements, option contracts, forward settlement contracts, financial futures and other derivative products in certain interest rate, foreign exchange, commodity and equity markets. In support of these activities, Corporate Finance takes positions to support client demands and its own account. Major centers for the above activities are Charlotte, Chicago, London, New York, San Francisco, Singapore and Tokyo.

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Corporate Finance earned \$490 million in the first six months of 1998 compared to \$312 million in the same period of 1997, the result of higher levels of noninterest income and net interest income, which more than offset higher noninterest expenses. Taxable-equivalent net interest income for the first six months of 1998 was \$741 million compared to \$577 million in the first six months of 1997, reflecting higher yields on increased loan volumes. The higher net interest yield in the first six months of 1998 was due mainly to lower rates on funding sources. Excluding the impact of a \$4.2 billion securitization completed in the third quarter of 1997, the Corporate Finance average loan and lease portfolio increased approximately 12 percent over the first six months of 1997.

Noninterest income rose to \$1.2 billion, an increase of 119 percent over the first six months of 1997, reflecting higher investment banking fees, brokerage income, and trading account profits and fees due to the acquisition of Montgomery in the fourth quarter of 1997 as well as continued strong internal growth. Noninterest expense rose to \$1.1 billion due primarily to higher personnel expenses associated with the Montgomery acquisition, and amortization expense also increased in the first six months of 1998 due to the Montgomery acquisition. The cash basis efficiency ratio increased approximately 410 basis points to 55.9 percent due primarily to the higher expense ratio at Montgomery. The return on risk-adjusted tangible equity increased to 25 percent for the first six months of 1998 from 18 percent for the same period in 1997.

See Note Seven of the Notes to the Consolidated Financial Statements for additional business segment information.

Results of Operations

Net Interest Income

An analysis of the Corporation's taxable-equivalent net interest income and average balance sheet levels for the last five quarters and first six months of 1998 and 1997 is presented in Tables Three and Four, respectively.

Taxable-equivalent net interest income increased approximately 4 percent to \$2.6 billion in the second quarter of 1998 and amounted to \$5.1 billion in the first six months of 1998 compared to \$2.5 billion and \$4.9 billion for the same respective 1997 periods. This increase was mainly the result of the improved contribution of the discretionary portfolios as well as core loan growth. While securitizations lowered net interest income by approximately \$128 million and \$255 million in the second quarter and first half of 1998, respectively, they did not significantly affect the Corporation's earnings. As the Corporation continues to securitize loans, its role becomes that of a servicer and the income related to securitized loans is reflected in noninterest income.

Of the \$323-million increase in interest income for the second quarter of 1998, \$498 million was due to higher average earning assets, partially offset by a \$175-million decrease resulting from lower yields received on average earning assets. The \$814-million increase in interest income for the first six months of 1998 was the result of a \$1-billion increase due to higher average earning assets, partially offset by a \$193-million decrease resulting from lower yields received on average earning assets. Interest expense increased \$232 million for the second quarter of 1998, resulting from higher levels of average interest-bearing liabilities. The \$603-million increase in interest expense for the first six months of 1998 was the result of a \$520-million increase from higher levels of average interest-bearing liabilities and \$83 million was due to

the impact of higher rates paid on average interest-bearing liabilities.

The net interest yield decreased 24 basis points to 3.81 percent in the second quarter and first six months of 1998, compared to the same periods of 1997, due primarily to higher levels of investment securities and a decrease in the spreads between loans and deposits.

Loan growth is dependent on economic conditions as well as various discretionary factors, such as decisions to securitize certain loan portfolios, the retention of residential mortgage loans generated by the Corporation's mortgage subsidiary and the management of borrower, industry, product and geographic concentrations.

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Table Three
Quarterly Taxable-Equivalent Data
(Dollars in Millions)
<TABLE>
<CAPTION>

| | Second Quarter 1998 | | | First Quarter 1998 | |
|--|--|-------------------------|------------------|--|-------------------------|
| | Average Balance Sheet Amounts | Income or Expense | Yields/ Rates | Average Balance Sheet Amounts | Income or Expense |
| ----- | | | | | |
| Yields/ Rates | | | | | |
| ----- | | | | | |
| <S> <C> | <C> | <C> | <C> | <C> | <C> |
| Earning assets | | | | | |
| Loans and leases, net of unearned income (1) | | | | | |
| 8.42% Commercial | \$ 68,547 | \$1,419 | 8.30% | \$ 66,155 | \$1,373 |
| 8.75 Real estate commercial | 8,763 | 192 | 8.82 | 9,344 | 202 |
| 8.67 Real estate construction | 4,723 | 99 | 8.43 | 4,710 | 101 |
| ----- | | | | | |
| 8.47 Total commercial | 82,033 | 1,710 | 8.36 | 80,209 | 1,676 |
| ----- | | | | | |
| 7.68 Residential mortgage | 37,448 | 711 | 7.60 | 37,072 | 707 |
| 12.46 Credit card | 7,487 | 228 | 12.22 | 7,831 | 241 |
| 9.59 Other consumer | 41,073 | 961 | 9.39 | 40,914 | 967 |
| ----- | | | | | |
| 9.02 Total consumer | 86,008 | 1,900 | 8.85 | 85,817 | 1,915 |
| ----- | | | | | |
| 7.42 Foreign | 3,804 | 72 | 7.59 | 4,080 | 75 |
| 7.75 Lease financing | 7,113 | 133 | 7.52 | 6,594 | 128 |
| ----- | | | | | |
| 8.69 Total loans and leases, net | 178,958 | 3,815 | 8.55 | 176,700 | 3,794 |
| ----- | | | | | |
| 6.31 Securities | | | | | |
| 6.98 Held for investment | 1,014 | 16 | 6.56 | 1,091 | 17 |
| 6.98 Available for sale (2) | 46,156 | 801 | 6.95 | 48,342 | 840 |
| ----- | | | | | |
| 6.97 Total securities | 47,170 | 817 | 6.94 | 49,433 | 857 |
| ----- | | | | | |
| 5.22 Federal funds sold and securities purchased under agreements to resell | 13,183 | 163 | 4.98 | 13,664 | 176 |
| 5.65 Time deposits placed and other short-term investments | 2,091 | 30 | 5.69 | 2,035 | 28 |
| 5.95 Trading account securities (3) | 22,335 | 305 | 5.49 | 24,118 | 356 |
| 7.15 Other earning assets | 6,094 | 112 | 7.22 | 5,242 | 92 |
| ----- | | | | | |
| 7.90 Total earning assets (4) | 269,831 | 5,242 | 7.79 | 271,192 | 5,303 |
| Cash and cash equivalents | 11,192 | | | 11,273 | |
| Factored accounts receivable | 1,165 | | | 1,112 | |

| | | | | | |
|--|-----------|---------|-------|-----------|---------|
| Other assets, less allowance for credit losses | 30,352 | | | 31,352 | |
| ----- | | | | | |
| Total assets | \$312,540 | | | \$314,929 | |
| ===== | | | | | |
| Interest-bearing liabilities | | | | | |
| Savings | \$ 12,328 | 58 | 1.87 | \$ 12,329 | 57 |
| 1.89 | | | | | |
| NOW and money market deposit accounts | 52,917 | 339 | 2.57 | 52,993 | 338 |
| 2.59 | | | | | |
| Consumer CDs and IRAs | 46,088 | 597 | 5.19 | 47,673 | 611 |
| 5.20 | | | | | |
| Negotiated CDs, public funds and other time deposits | 5,170 | 74 | 5.71 | 3,081 | 41 |
| 5.41 | | | | | |
| Foreign time deposits | 12,522 | 170 | 5.47 | 12,001 | 156 |
| 5.26 | | | | | |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 55,150 | 734 | 5.33 | 61,430 | 821 |
| 5.42 | | | | | |
| Trading account liabilities (3) | 14,484 | 172 | 4.76 | 15,405 | 194 |
| 5.11 | | | | | |
| Long-term debt (5) | 33,064 | 535 | 6.48 | 31,649 | 521 |
| 6.58 | | | | | |
| ----- | | | | | |
| Total interest-bearing liabilities (6) | 231,723 | 2,679 | 4.63 | 236,561 | 2,739 |
| 4.68 | | | | | |
| ----- | | | | | |
| Noninterest-bearing sources | | | | | |
| Noninterest-bearing deposits | 40,559 | | | 39,451 | |
| Other liabilities | 15,403 | | | 14,607 | |
| Shareholders' equity | 24,855 | | | 24,310 | |
| ----- | | | | | |
| Total liabilities and shareholders' equity | \$312,540 | | | \$314,929 | |
| ===== | | | | | |
| Net interest spread | | | 3.16 | | |
| 3.22 | | | | | |
| Impact of noninterest-bearing sources | | | .65 | | |
| .60 | | | | | |
| ----- | | | | | |
| Net interest income/yield on earning assets | | \$2,563 | 3.81% | | \$2,564 |
| 3.82% | | | | | |

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</TABLE>
Table Three (continued)
Quarterly Taxable-Equivalent Data
(Dollars in Millions)
<TABLE>
<CAPTION>

| Yields/ | Fourth Quarter 1997 | | | Third Quarter 1997 | | |
|--|--|-------------------------|------------------|--|-------------------------|-------|
| | Average Balance Sheet Amounts | Income or Expense | Yields/ Rates | Average Balance Sheet Amounts | Income or Expense | Rates |
| | <C> | <C> | <C> | <C> | <C> | <C> |
| Earning assets | | | | | | |
| Loans and leases, net of unearned income (1) | | | | | | |
| Commercial | \$ 63,656 | \$1,340 | 8.35% | \$ 65,061 | \$ 1,379 | 8.41% |
| Real estate commercial | 9,181 | 206 | 8.88 | 9,583 | 212 | 8.81 |
| Real estate construction | 4,736 | 105 | 8.81 | 4,584 | 104 | 8.96 |
| ----- | | | | | | |
| Total commercial | 77,573 | 1,651 | 8.44 | 79,228 | 1,695 | 8.49 |
| ----- | | | | | | |
| Residential mortgage | 37,188 | 725 | 7.77 | 41,919 | 828 | 7.87 |
| Credit card | 7,863 | 244 | 12.30 | 8,120 | 252 | 12.34 |
| Other consumer | 39,492 | 956 | 9.61 | 38,530 | 921 | 9.48 |
| ----- | | | | | | |
| Total consumer | 84,543 | 1,925 | 9.05 | 88,569 | 2,001 | 8.98 |
| ----- | | | | | | |
| Foreign | 3,795 | 71 | 7.44 | 3,962 | 69 | 6.88 |
| Lease financing | 6,298 | 125 | 7.93 | 6,235 | 123 | 7.86 |
| ----- | | | | | | |
| Total loans and leases, net | 172,209 | 3,772 | 8.70 | 177,994 | 3,888 | 8.68 |
| ----- | | | | | | |
| Securities | | | | | | |
| Held for investment | 1,231 | 19 | 6.26 | 1,425 | 22 | 6.23 |

| | | | | | | |
|--|-----------|---------|-------|------------|----------|-------|
| Available for sale (2) | 43,024 | 731 | 6.78 | 28,946 | 496 | 6.84 |
| -- | | | | | | |
| Total securities | 44,255 | 750 | 6.77 | 30,371 | 518 | 6.81 |
| -- | | | | | | |
| Federal funds sold and securities purchased under agreements to resell | 12,734 | 170 | 5.30 | 11,567 | 159 | 5.45 |
| Time deposits placed and other short-term investments | 2,229 | 38 | 6.84 | 1,809 | 27 | 5.91 |
| Trading account securities (3) | 21,726 | 350 | 6.41 | 22,628 | 353 | 6.20 |
| Other earning assets | 1,762 | 35 | 7.87 | 1,253 | 27 | 8.48 |
| -- | | | | | | |
| Total earning assets (4) | 254,915 | 5,115 | 7.98 | 245,622 | 4,972 | 8.05 |
| Cash and cash equivalents | 10,809 | | | 10,488 | | |
| Factored accounts receivable | 1,234 | | | 1,206 | | |
| Other assets, less allowance for credit losses | 30,884 | | | 28,090 | | |
| -- | | | | | | |
| Total assets | \$297,842 | | | \$285,406 | | |
| Interest-bearing liabilities | | | | | | |
| Savings | \$ 12,368 | 59 | 1.90 | \$ 12,594 | 60 | 1.89 |
| NOW and money market deposit accounts | 52,492 | 333 | 2.51 | 52,656 | 327 | 2.46 |
| Consumer CDs and IRAs | 49,285 | 648 | 5.22 | 49,697 | 649 | 5.19 |
| Negotiated CDs, public funds and other time deposits | 2,640 | 38 | 5.65 | 3,052 | 43 | 5.56 |
| Foreign time deposits | 10,622 | 150 | 5.60 | 9,668 | 133 | 5.43 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 50,801 | 708 | 5.53 | 43,943 | 623 | 5.62 |
| Trading account liabilities (3) | 11,527 | 190 | 6.54 | 10,241 | 163 | 6.30 |
| Long-term debt (5) | 30,806 | 514 | 6.68 | 30,967 | 517 | 6.68 |
| -- | | | | | | |
| Total interest-bearing liabilities (6) | 220,541 | 2,640 | 4.76 | 212,818 | 2,515 | 4.70 |
| -- | | | | | | |
| Noninterest-bearing sources | | | | | | |
| Noninterest-bearing deposits | 38,936 | | | 37,794 | | |
| Other liabilities | 14,331 | | | 11,575 | | |
| Shareholders' equity | 24,034 | | | 23,219 | | |
| -- | | | | | | |
| Total liabilities and shareholders' equity | \$297,842 | | | \$ 285,406 | | |
| Net interest spread | | | 3.22 | | | 3.35 |
| Impact of noninterest-bearing sources | | | .64 | | | .63 |
| -- | | | | | | |
| Net interest income/yield on earning assets | | \$2,475 | 3.86% | | \$ 2,457 | 3.98% |

Second Quarter 1997

| | Average Balance Sheet Amounts | Income or Expense | Yields/ Rates |
|---|--|-------------------------|------------------|
| Earning assets | | | |
| Loans and leases, net of unearned income (1) | | | |
| Commercial | \$ 65,329 | \$1,382 | 8.48% |
| Real estate commercial | 10,389 | 231 | 8.91 |
| Real estate construction | 4,569 | 107 | 9.46 |
| Total commercial | 80,287 | 1,720 | 8.59 |
| Residential mortgage | 43,522 | 851 | 7.83 |
| Credit card | 8,298 | 253 | 12.24 |
| Other consumer | 38,147 | 901 | 9.47 |
| Total consumer | 89,967 | 2,005 | 8.93 |
| Foreign | 3,291 | 59 | 7.25 |
| Lease financing | 5,885 | 116 | 7.87 |
| Total loans and leases, net | 179,430 | 3,900 | 8.71 |
| Securities | | | |
| Held for investment | 1,647 | 24 | 5.94 |
| Available for sale (2) | 25,563 | 438 | 6.85 |
| Total securities | 27,210 | 462 | 6.80 |
| Federal funds sold and securities purchased under agreements to resell | 11,788 | 174 | 5.92 |
| Time deposits placed and other short-term investments | 2,381 | 32 | 5.35 |
| Trading account securities (3) | 22,800 | 332 | 5.84 |
| Other earning assets | 819 | 19 | 9.32 |
| Total earning assets (4) | 244,428 | 4,919 | 8.07 |
| Cash and cash equivalents | 10,520 | | |
| Factored accounts receivable | 1,193 | | |
| Other assets, less allowance for credit losses | 28,053 | | |

| | | | |
|--|-----------|---------|-------|
| Total assets | \$284,194 | | |
| Interest-bearing liabilities | | | |
| Savings | \$ 12,990 | 62 | 1.94 |
| NOW and money market deposit accounts | 53,906 | 336 | 2.49 |
| Consumer CDs and IRAs | 50,685 | 657 | 5.19 |
| Negotiated CDs, public funds and other time deposits | 3,401 | 46 | 5.48 |
| Foreign time deposits | 9,523 | 125 | 5.30 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 42,177 | 568 | 5.40 |
| Trading account liabilities (3) | 9,390 | 160 | 6.84 |
| Long-term debt (5) | 30,044 | 493 | 6.57 |
| Total interest-bearing liabilities (6) | 212,116 | 2,447 | 4.62 |
| Noninterest-bearing sources | | | |
| Noninterest-bearing deposits | 37,257 | | |
| Other liabilities | 11,290 | | |
| Shareholders' equity | 23,531 | | |
| Total liabilities and shareholders' equity | \$284,194 | | |
| Net interest spread | | | 3.45 |
| Impact of noninterest-bearing sources | | | .60 |
| Net interest income/yield on earning assets | | \$2,472 | 4.05% |

</TABLE>

- (1) Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.
- (2) The average balance sheet amounts and yields on securities available for sale are based on the average of historical amortized cost balances.
- (3) The fair values of derivatives-dealer positions are reported in other assets and liabilities, respectively.
- (4) Interest income includes taxable-equivalent adjustments of \$36 and \$34 in the second and first quarters of 1998 and \$35, \$32 and \$33 in the fourth, third and second quarters of 1997, respectively. Interest income also includes the impact of risk management interest rate contracts, which increased interest income on the underlying linked assets \$44 and \$43 in the second and first quarters of 1998 and \$35, \$34 and \$40 in the fourth, third and second quarters of 1997, respectively.
- (5) Long-term debt includes trust preferred securities.
- (6) Interest expense includes the impact of risk management interest rate contracts, which decreased interest expense on the underlying linked liabilities \$16 and \$15 in the second and first quarters of 1998, respectively, and \$11, \$8 and \$11 in the fourth, third, and second quarters of 1997, respectively.

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Table Four
Six Month Taxable-Equivalent Data
(Dollars in Millions)

<TABLE>
<CAPTION>

| | Six Months Ended June 30 | | | | |
|--|--|-------------------------|------------------|--|-------------------------|
| | 1998 | | | 1997 | |
| | Average Balance Sheet Amounts | Income or Expense | Yields/ Rates | Average Balance Sheet Amounts | Income or Expense |
| Earning assets | | | | | |
| Loans and leases, net of unearned income (1) | | | | | |
| 8.44% Commercial | \$ 67,358 | \$ 2,792 | 8.36% | \$ 65,010 | \$ 2,723 |
| 8.83 Real estate commercial | 9,052 | 394 | 8.79 | 10,511 | 460 |
| 9.27 Real estate construction | 4,716 | 200 | 8.55 | 4,581 | 211 |
| 8.54 Total commercial | 81,126 | 3,386 | 8.42 | 80,102 | 3,394 |
| 7.82 Residential mortgage | 37,261 | 1,418 | 7.64 | 42,665 | 1,662 |
| 12.10 Credit card | 7,658 | 469 | 12.34 | 8,281 | 497 |

| | | | | | | |
|--|---|-----------|--------|-------|-----------|----------|
| 9.44 | Other consumer | 40,994 | 1,928 | 9.49 | 38,184 | 1,788 |
| ----- | | | | | | |
| 8.91 | Total consumer | 85,913 | 3,815 | 8.94 | 89,130 | 3,947 |
| ----- | | | | | | |
| 7.04 | Foreign | 3,941 | 147 | 7.50 | 3,368 | 117 |
| 7.88 | Lease financing | 6,855 | 261 | 7.63 | 5,805 | 229 |
| ----- | | | | | | |
| 8.68 | Total loans and leases, net | 177,835 | 7,609 | 8.62 | 178,405 | 7,687 |
| ----- | | | | | | |
| Securities | | | | | | |
| 6.00 | Held for investment | 1,052 | 33 | 6.43 | 1,782 | 53 |
| 6.83 | Available for sale (2) | 47,243 | 1,641 | 6.96 | 25,600 | 873 |
| ----- | | | | | | |
| 6.78 | Total securities | 48,295 | 1,674 | 6.95 | 27,382 | 926 |
| ----- | | | | | | |
| Federal funds sold and securities purchased under agreements to resell | | | | | | |
| 5.79 | Time deposits placed and other short-term investments | 13,422 | 339 | 5.09 | 12,859 | 369 |
| 5.23 | Trading account securities (3) | 2,063 | 58 | 5.67 | 2,347 | 61 |
| 5.72 | Other earning assets | 23,222 | 661 | 5.73 | 22,828 | 649 |
| 8.24 | | 5,670 | 204 | 7.19 | 940 | 39 |
| ----- | | | | | | |
| 8.00 | Total earning assets (4) | 270,507 | 10,545 | 7.85 | 244,761 | 9,731 |
| ----- | | | | | | |
| | Cash and cash equivalents | 11,232 | | | 11,007 | |
| | Factored accounts receivable | 1,138 | | | 1,137 | |
| | Other assets, less allowance for credit losses | 30,851 | | | 27,001 | |
| ----- | | | | | | |
| | Total assets | \$313,728 | | | \$283,906 | |
| ===== | | | | | | |
| Interest-bearing liabilities | | | | | | |
| 1.98 | Savings | \$ 12,329 | 115 | 1.88 | \$ 13,078 | 129 |
| 2.50 | NOW and money market deposit accounts | 52,953 | 677 | 2.58 | 54,071 | 670 |
| 5.18 | Consumer CDs and IRAs | 46,876 | 1,208 | 5.20 | 51,180 | 1,316 |
| 5.40 | Negotiated CDs, public funds and other time deposits | 4,132 | 115 | 5.60 | 3,443 | 92 |
| 5.22 | Foreign time deposits | 12,263 | 326 | 5.37 | 9,401 | 244 |
| 5.28 | Federal funds purchased and securities sold under agreements to repurchase and other short-term borrowings .. | 58,274 | 1,555 | 5.38 | 42,156 | 1,104 |
| 6.78 | Trading account liabilities (3) | 14,942 | 366 | 4.94 | 9,677 | 325 |
| 6.54 | Long-term debt (5) | 32,360 | 1,056 | 6.53 | 28,611 | 935 |
| ----- | | | | | | |
| 4.58 | Total interest-bearing liabilities (6) | 234,129 | 5,418 | 4.66 | 211,617 | 4,815 |
| ----- | | | | | | |
| Noninterest-bearing sources | | | | | | |
| | Noninterest-bearing deposits | 40,008 | | | 36,770 | |
| | Other liabilities | 15,007 | | | 11,921 | |
| | Shareholders' equity | 24,584 | | | 23,598 | |
| ----- | | | | | | |
| | Total liabilities and shareholders' equity | \$313,728 | | | \$283,906 | |
| ===== | | | | | | |
| 3.42 | Net interest spread | | | 3.19 | | |
| .63 | Impact of noninterest-bearing sources | | | .62 | | |
| ----- | | | | | | |
| 4.05% | Net interest income/yield on earning assets | \$ 5,127 | | 3.81% | | \$ 4,916 |
| ===== | | | | | | |

</TABLE>

- (1) Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.
- (2) The average balance sheet amounts and yields on securities available for sale are based on the average of historical amortized cost balances.
- (3) The fair values of derivatives-dealer positions are reported in other assets and liabilities, respectively.
- (4) Interest income includes taxable-equivalent adjustments of \$70 and \$64 in 1998 and 1997, respectively. Interest income also includes the impact of risk management interest rate contracts, which increased interest income on the underlying linked assets \$87 and \$94 in 1998 and 1997, respectively.
- (5) Long-term debt includes trust preferred securities.
- (6) Interest expense includes the impact of risk management interest rate contracts, which decreased interest expense on the underlying linked liabilities \$31 and \$21 in 1998 and 1997, respectively.

Provision for Credit Losses

The provision for credit losses totaled \$265 million and \$530 million for the second quarter and first six months of 1998, respectively, compared to \$225 million and \$447 million for the same periods in 1997. The increase in provision expense was due to increased net charge-offs which totaled \$276 million and \$553 million for the three and six months ended June 30, 1998, respectively, compared to \$220 million and \$435 million for the same year-ago periods. For additional information on the allowance for credit losses, certain credit quality ratios and credit quality information on specific loan categories, see the "Allowance for Credit Losses" and "Concentrations of Credit Risk" sections.

Gains on Sales of Securities

Gains on sales of securities were \$108 million and \$260 million in the second quarter and first six months of 1998 compared to \$29 million and \$72 million in the same year-ago periods. Securities gains were higher as a result of increased sales activity due to favorable market opportunities.

Noninterest Income

As presented in Table Five, noninterest income increased 31 percent to \$1.9 billion and 32 percent to \$3.6 billion in the second quarter and first six months of 1998, respectively, reflecting higher levels of income from almost all categories, including investment banking income, brokerage income, and a gain on the sale of a partial ownership interest in a mortgage company in the first quarter of 1998. Excluding acquisitions, noninterest income increased approximately 15 percent and 13 percent for the second quarter and first six months of 1998.

Table Five
Noninterest Income
(Dollars in Millions)

<TABLE>
<CAPTION>

| | Three Months Ended June 30 | | Change | | Six Months Ended June 30 | | Change | |
|---|-------------------------------|---------|--------|---------|-----------------------------|---------|--------|-----|
| | 1998 | 1997 | Amount | Percent | 1998 | 1997 | Amount | |
| Percent | | | | | | | | |
| | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> |
| Service charges on deposit accounts | \$ 461 | \$ 452 | \$ 9 | 2.0% | \$ 915 | \$ 884 | \$ 31 | |
| 3.5% | | | | | | | | |
| Mortgage servicing and other mortgage-related income .. | 70 | 68 | 2 | 2.9 | 145 | 139 | 6 | |
| 4.3 | | | | | | | | |
| Investment banking income | 377 | 153 | 224 | 146.4 | 687 | 244 | 443 | |
| 181.6 | | | | | | | | |
| Trading account profits and fees | 97 | 77 | 20 | 26.0 | 203 | 177 | 26 | |
| 14.7 | | | | | | | | |
| Brokerage income | 113 | 49 | 64 | 130.6 | 225 | 92 | 133 | |
| 144.6 | | | | | | | | |
| Other nondeposit-related service fees | 88 | 91 | (3) | (3.3) | 187 | 180 | 7 | |
| 3.9 | | | | | | | | |
| Asset management and fiduciary service fees | 177 | 193 | (16) | (8.3) | 347 | 380 | (33) | |
| (8.7) | | | | | | | | |
| Credit card income | 110 | 105 | 5 | 4.8 | 206 | 200 | 6 | |
| 3.0 | | | | | | | | |
| Other income | 366 | 236 | 130 | 55.1 | 720 | 449 | 271 | |
| 60.4 | | | | | | | | |
| | | | | | | | | |
| | \$1,859 | \$1,424 | \$ 435 | 30.5 | \$3,635 | \$2,745 | \$ 890 | |

=====

- o Mortgage servicing and other mortgage-related income increased 3 percent to \$70 million and 4 percent to \$145 million in the second quarter and first six months of 1998, respectively. The average portfolio of loans serviced increased 6 percent from \$118.5 billion in the first six months of 1997 to \$125.7 billion in the first six months of 1998. Mortgage loan originations through the Corporation's mortgage subsidiary increased from \$6.4 billion in the first six months of 1997 to \$14.8 billion for the same period of 1998, primarily reflecting changes in the interest rate environment as well as the Corporation's efforts to maintain the mortgage servicing portfolio at target levels. Origination volume in the first six months of 1998 was approximately \$8.3 billion of correspondent and wholesale loan volume and \$6.5 billion of retail loan volume.

In conducting its mortgage production activities, the Corporation is exposed to interest rate risk for the period between loan commitment date and subsequent delivery date. To manage this risk, the Corporation enters into various financial instruments including forward delivery and option contracts. The notional amount of such contracts was approximately \$4.8 billion on June 30, 1998 with associated net unrealized gains of \$14 million. These contracts generally have an average expected

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maturity of less than 90 days. To manage risk associated with changes in prepayment rates and the impact on mortgage servicing rights, the Corporation uses various financial instruments including options and certain interest rate swaps. The notional amount of such contracts on June 30, 1998 was \$14.8 billion with an associated net unrealized gain of \$37 million.

- o Investment banking income increased 146 percent to \$377 million and 182 percent to \$687 million in the second quarter and first six months of 1998, respectively, reflecting increased levels of fees across all categories. Excluding the acquisition of Montgomery, investment banking income would have increased approximately 57 percent and 83 percent for the second quarter and first six months of 1998, respectively. Securities underwriting fees increased \$139 million to \$193 million for the second quarter of 1998 as a result of the Montgomery acquisition and continued strong internal growth. Higher syndication fees were the result of 128 agent-only deals totaling \$62.4 billion in the second quarter of 1998 compared to 125 agent-only deals totaling \$53.4 billion in the same year-ago period. Gains on principal investing activities (investing in equity or equity-related transactions) increased \$28 million in the second quarter of 1998 over the same period in 1997. Advisory services fees increased in the second quarter of 1998 by \$38 million reflecting the impact of the Montgomery acquisition.

Investment banking income by major business activity follows (dollars in millions):

| | Three Months Ended June 30 | | Six Months Ended June 30 | |
|--|-------------------------------|--------------|-----------------------------|--------------|
| | 1998 | 1997 | 1998 | 1997 |
| Investment Banking Income | | | | |
| Securities underwriting | \$193 | \$ 54 | \$352 | \$ 80 |
| Syndications | 76 | 36 | 126 | 56 |
| Principal investment activities | 50 | 22 | 105 | 46 |
| Advisory services | 47 | 9 | 70 | 14 |
| Other | 11 | 32 | 34 | 48 |
| Total investment banking income | \$377 | \$153 | \$687 | \$244 |

- o Trading account profits and fees by major business activity follows (dollars in millions):

| | Three Months Ended June 30 | | Six Months Ended June 30 | |
|---|-------------------------------|--------------|-----------------------------|--------------|
| | 1998 | 1997 | 1998 | 1997 |
| Trading Account Profits and Fees | | | | |
| Securities trading | \$ 42 | \$ 21 | \$ 79 | \$ 40 |
| Interest rate contracts | 33 | 40 | 79 | 81 |
| Foreign exchange contracts | 14 | 11 | 24 | 28 |
| Other | 8 | 5 | 21 | 28 |
| | \$ 97 | \$ 77 | \$203 | \$177 |

- o Brokerage income increased \$64 million and \$133 million from the second quarter and first six months of 1997 due mainly to the addition of Montgomery as well as internal growth of 14 percent and 17 percent, respectively.

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- o Asset management and fiduciary service fees decreased \$16 million to \$177 million in the second quarter of 1998 and decreased \$33 million to

\$347 million for the first six months of 1998, reflecting the impact of the third quarter 1997 sales of certain corporate and institutional trust businesses, which included businesses that provided administrative and record-keeping services for employee benefit plans.

- o Other income totaled \$366 million and \$720 million in the second quarter and first six months of 1998, respectively, an increase of \$130 million and \$271 million over the same periods of 1997. The increase over the first six months of 1997 was due primarily to a gain of approximately \$110 million on the sale of a partial ownership interest of a mortgage company as well as the Oxford acquisition during the second quarter of 1997. Other income includes: certain prepayment fees and other fees (such as net gains on sales of miscellaneous investments, business activities, premises and other similar items), net rental income on operating automobile leases, servicing and related fees from the Corporation's consumer finance business, insurance commissions and earnings and bankers' acceptances and letters of credit fees.

Merger and Restructuring Items

In connection with the Barnett merger during the first quarter of 1998, the Corporation incurred pretax merger and restructuring items of \$900 million (\$642 million after-tax), which consisted of approximately \$375 million primarily in severance and change in control payments, \$300 million of conversion and related costs and occupancy and equipment expenses (primarily lease exit costs and the elimination of duplicate facilities and other capitalized assets), \$125 million of exit costs related to contract terminations and \$100 million of other Barnett merger costs (including legal and investment banking fees).

During the second quarter of 1998, the Corporation divested 67 Florida branches with aggregate loans and deposits of \$1.4 billion and \$2.4 billion, respectively, in accordance with the Federal Reserve Board, the Department of Justice and certain Florida authorities approvals of the Barnett merger. These regulatory-required divestitures resulted in a pretax gain of approximately \$430 million (\$277 million after tax) which has been reflected in Merger and Restructuring Items on the Consolidated Statement of Income. See Note Two to the consolidated financial statements for additional information.

Noninterest Expense

As presented in Table Six, the Corporation's noninterest expense increased 12 percent and 11 percent to \$2.5 billion and \$5.0 billion in the second quarter and first six months of 1998, respectively, over the same periods of 1997. Excluding acquisitions and related transition expenses, noninterest expense during the first six months of 1998 was essentially unchanged.

Table Six
Noninterest Expense
(Dollars in Millions)
<TABLE>
<CAPTION>

| | Three Months Ended June 30 | | Change | | Six Months Ended June 30 | | Change | |
|--|----------------------------|---------|--------|---------|--------------------------|---------|--------|-------|
| | 1998 | 1997 | Amount | Percent | 1998 | 1997 | Amount | |
| Percent | | | | | | | | |
| <S> | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> |
| Personnel | \$1,265 | \$1,099 | \$ 166 | 15.1% | \$2,503 | \$2,193 | \$ 310 | 14.1% |
| Occupancy, net | 211 | 193 | 18 | 9.3 | 415 | 377 | 38 | 10.1 |
| Equipment | 189 | 179 | 10 | 5.6 | 384 | 375 | 9 | 2.4 |
| Marketing | 83 | 84 | (1) | (1.2) | 171 | 170 | 1 | .6 |
| Professional fees | 82 | 94 | (12) | (12.8) | 171 | 179 | (8) | (4.5) |
| Amortization of intangibles | 137 | 127 | 10 | 7.9 | 276 | 240 | 36 | 15.0 |
| Data processing | 107 | 72 | 35 | 48.6 | 214 | 157 | 57 | 36.3 |
| Telecommunications | 81 | 67 | 14 | 20.9 | 157 | 134 | 23 | 17.2 |
| Other general operating | 260 | 253 | 7 | 2.8 | 490 | 509 | (19) | (3.7) |
| General administrative and miscellaneous | 93 | 65 | 28 | 43.1 | 179 | 124 | 55 | 44.4 |
| -- | \$2,508 | \$2,233 | \$ 275 | 12.3 | \$4,960 | \$4,458 | \$ 502 | |
| 11.3 | | | | | | | | |

</TABLE>

A discussion of the significant components of noninterest expense in the second quarter and the first six months of 1998 compared to the same periods in 1997 follows:

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- o Personnel expense increased \$166 million and \$310 million in the second quarter and first six months of 1998, respectively, over the comparable 1997 periods due mainly to the addition of Montgomery. Excluding the Montgomery acquisition, personnel expense was essentially unchanged. On June 30, 1998, the Corporation had approximately 99,000 full-time equivalent employees compared to approximately 102,000 full-time equivalent employees on December 31, 1997.
- o Intangibles amortization expense increased to \$137 million in the second quarter and \$276 million in the first six months of 1998,

reflecting the impact of the Montgomery and Oxford transactions.

- o Data processing expense increased \$35 million to \$107 million in the second quarter of 1998 and \$57 million to \$214 million during the first six months of 1998 mainly as a result of the Montgomery acquisition and Year 2000 expenses.
- o General administrative and miscellaneous expense increased \$55 million to \$179 million in the first six months of 1998 due mainly to the addition of Montgomery.

Noninterest expense includes the cost of projects to ensure accurate date recognition and data processing with respect to the Year 2000 issue as it relates to the Corporation's businesses, operations, customers and vendors. A process of software inventory, analysis, modification, testing and verification and implementation is underway. The Corporation expects to substantially complete the Year 2000 software conversion projects for its systems by the end of 1998. The related costs, which are expensed as incurred, are included in professional, data processing, and equipment expenses. Cumulative Year 2000 expenses incurred through the second quarter of 1998 amounted to approximately \$50 million and the total cost of the Year 2000 project is estimated to be approximately \$120 million.

Management believes that its plans for dealing with the Year 2000 issue will result in timely and adequate modifications of systems and technology. Ultimately, the potential impact of the Year 2000 issue will depend not only on the corrective measures the Corporation undertakes, but also on the way in which the Year 2000 issue is addressed by governmental agencies, businesses, and other entities who provide data to, or receive data from, the Corporation, or whose financial condition or operational capability is important to the Corporation as borrowers, vendors, customers or investment opportunities. Therefore, in early 1998, communications with these parties commenced to heighten their awareness of the Year 2000 issue. Over the next 18 months, the plans of such third parties to address the Year 2000 issue will be monitored and any identified impact on the Corporation will be evaluated.

Income Taxes

The Corporation's income tax expense for the second quarter and first six months of 1998 was \$727 million and \$1.1 billion, respectively, for effective tax rates of 34 percent and 36 percent, respectively. Excluding merger and restructuring items, the effective tax rate for the second quarter, as well as the first six months of 1998, was 34 percent. Income tax expense for the second quarter and first six months of 1997 was \$515 million and \$992 million, respectively, for an effective tax rate of 36 percent for both periods. The reduction in the effective tax rate from 1997 to 1998 was due primarily to the reorganization of certain subsidiaries of the Corporation in 1998.

Balance Sheet Review And Liquidity Risk Management

The Corporation utilizes an integrated approach in managing its balance sheet which includes management of interest rate sensitivity, credit risk, liquidity risk and capital position. The average balances discussed below can be derived from Table Four. The following discussion addresses changes in average balances for the first six months of 1998 compared to the same period in 1997.

Average levels of customer-based funds for the first six months of 1998 decreased \$2.2 billion to \$156.3 billion compared to average levels for the first six months of 1997 due to deposit declines in the former Boatmen's franchise, including the impact of sales of selected banking centers. As a percentage of total sources, average levels of customer-based funds in the first six months of 1998 decreased to 50 percent compared to 56 percent for the same period in 1997.

During the first six months of 1998, higher average levels of market-based funds replaced the lower average levels of customer-based funds. Average levels of market-based funds for 1998 increased \$24.3 billion over 1997 levels to \$85.5 billion compared to \$61.2 billion for the same period in 1997.

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Market-based funds also comprised a larger portion of total sources of funds at approximately 27 percent in 1998 compared to approximately 22 percent during the same period in 1997. In addition, 1998 average levels of long-term debt increased by \$3.7 billion over average levels during the same six month period in 1997, mainly the result of borrowings to fund business development opportunities and to replace debt maturities.

Average loans and leases, the Corporation's primary use of funds, decreased \$570 million to \$177.8 billion during the first six months of 1998. As a percentage of total uses of funds, average loans and leases for the first six months of 1998 decreased to 57 percent from 63 percent during the same period in 1997. The decrease in average loans and leases was due primarily to approximately \$15.7 billion of securitizations in 1997, which mainly took place in the third quarter, and \$3.0 billion in 1998. The ratio of average loans and leases to average customer-based funds was 114 percent in 1998 and 113 percent in 1997. See "Concentrations of Credit Risk - Consumer" for managed loans information, page 35.

The average securities portfolio in the first six months of 1998 increased \$20.9 billion over 1997 levels, amounting to 15 percent of total uses of funds in 1998 compared to 10 percent in the first six months of 1997. See the following "Securities" section for additional information on the securities portfolio.

Liquidity is a measure of the Corporation's ability to fulfill its cash requirements and is managed by the Corporation through its asset and liability management process. The Corporation monitors its assets and liabilities and modifies these positions as liquidity requirements change. This process, coupled with the Corporation's ability to raise capital and debt financing, is designed to cover the liquidity needs of the Corporation. Management believes the Corporation's sources of liquidity are more than adequate to meet its cash requirements.

The following discussion provides an overview of significant on- and off-balance sheet components.

Securities

The securities portfolio on June 30, 1998 consisted of securities held for investment totaling \$994 million and securities available for sale totaling \$44.0 billion compared to \$1.2 billion and \$49.4 billion, respectively, on December 31, 1997. The decrease in available for sale securities reflects the Corporation's sale of certain securities in light of favorable market conditions.

On June 30, 1998 and December 31, 1997, the market value of the Corporation's securities held for investment reflected net unrealized appreciation of \$11 million and \$5 million, respectively.

The valuation reserve for securities available for sale, marketable equity securities and certain servicing assets increased shareholders' equity by \$466 million on June 30, 1998, primarily reflecting pretax appreciation of \$586 million on debt securities and \$112 million on marketable equity securities. The valuation reserve increased shareholders' equity by \$408 million on December 31, 1997.

The estimated average maturities of securities held for investment and securities available for sale portfolios were 1.67 years and 5.47 years, respectively, on June 30, 1998 compared with 1.48 years and 5.45 years, respectively, on December 31, 1997. The increase in the valuation reserve was primarily attributable to a decrease in market interest rates over the first six months of 1998.

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Off-Balance Sheet

Derivatives - Asset and Liability Management Activities

Risk management interest rate contracts are used in the asset and liability management (ALM) process. Such contracts, which are generally non-leveraged generic interest rate and basis swaps and options, allow the Corporation to effectively manage its interest rate risk position. Generic interest rate swaps involve the exchange of fixed-rate and variable-rate interest payments based on the contractual underlying notional amounts. Basis swaps involve the exchange of interest payments based on the contractual underlying notional amounts, where both the pay rate and the receive rate are floating rates based on different indices. Option products primarily consist of caps and floors.

As reflected in Table Seven, the total gross notional amount of the Corporation's ALM interest rate swaps on June 30, 1998 was \$41.3 billion, with the Corporation receiving fixed on \$31.2 billion, primarily converting variable-rate commercial loans to fixed rate, and receiving variable on \$3.5 billion. The net receive fixed position was \$27.7 billion on June 30, 1998, a decrease of \$2.0 billion from December 31, 1997. In addition, the Corporation had \$6.6 billion of basis swaps linked primarily to long-term debt.

Table Seven also summarizes the expected maturities, weighted average pay and receive rates and the unrealized gains and losses on June 30, 1998 of the Corporation's ALM interest rate contracts. Floating rates represent the last repricing and will change in the future based primarily on movements in one-, three- and six-month LIBOR rates.

The net unrealized appreciation of the ALM swap portfolio on June 30, 1998 was \$385 million compared to unrealized appreciation of \$307 million on December 31, 1997. The amount of net realized deferred gains associated with terminated ALM swaps was \$58 million and \$51 million on June 30, 1998 and December 31, 1997, respectively.

To manage interest rate risk, the Corporation also uses interest rate option products, primarily caps and floors. Interest rate caps and floors are agreements where, for a fee, the purchaser obtains the right to receive interest payments when a variable interest rate moves above or below a specified cap or floor rate, respectively. On June 30, 1998, the Corporation had a gross notional amount of \$16.6 billion in outstanding interest rate option contracts used for ALM purposes compared to \$6.2 billion at December 31, 1997. Such instruments are primarily linked to long-term debt, short-term borrowings and pools of similar residential mortgages and consist mainly of purchased options. On June 30, 1998, the net unrealized depreciation of ALM option products was \$22 million compared to net unrealized depreciation of \$7 million on December 31, 1997. The amount of net realized deferred gains associated with terminated ALM options was \$17 million and \$13 million on June 30, 1998 and December 31, 1997, respectively.

In addition, the Corporation uses foreign currency contracts to manage the foreign exchange risk associated with foreign-denominated liabilities. Foreign currency contracts involve the conversion of certain scheduled interest and principal payments denominated in foreign currencies. On June 30, 1998,

these contracts had a notional value of \$2.7 billion and a net market value of negative \$73 million.

The net unrealized appreciation in the estimated value of the ALM interest rate and unrealized depreciation in the ALM foreign exchange portfolios 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 positions should not be viewed in isolation.

For a discussion of the Corporation's management of risk associated with mortgage production activities, see the "Noninterest Income" section.

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Table Seven
Asset and Liability Management Interest Rate Contracts
June 30, 1998
(Dollars in Millions, Average Expected Maturity in Years)
<TABLE>
<CAPTION>

| Average Expected Maturity | Unrealized Gain/(Loss) | Expected Maturity | | | | | | | After 2002 |
|----------------------------------|---------------------------|-------------------|----------|----------|-----------|----------|----------|----------|---------------|
| | | Total | 1998 | 1999 | 2000 | 2001 | 2002 | | |
| ----- | | | | | | | | | |
| <S> | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> |
| Asset Conversion Swaps | | | | | | | | | |
| Receive fixed generic | \$ 262 | | | | | | | | |
| 2.70 | | | | | | | | | |
| Notional amount | \$ 18,510 | \$ 1,100 | \$ 350 | \$ 5,925 | \$ 7,700 | \$ 3,435 | \$ -- | | |
| Weighted average receive rate | 6.41% | 5.74% | 6.42% | 6.41% | 6.44% | 6.53% | --% | | |
| Weighted average pay rate | 5.67 | 5.69 | 5.69 | 5.67 | 5.67 | 5.67 | -- | | |
| Pay fixed generic | (16) | | | | | | | | |
| 2.55 | | | | | | | | | |
| Notional amount | \$ 3,231 | \$ -- | \$ 250 | \$ 1,000 | \$ 1,888 | \$ 93 | \$ -- | | |
| Weighted average pay rate | 6.21% | --% | 6.46% | 6.70% | 5.86% | 7.45% | --% | | |
| Weighted average receive rate | 5.78 | -- | 5.69 | 5.70 | 5.76 | 7.11 | -- | | |
| Total asset conversion swaps | \$ 246 | | | | | | | | |
| | ===== | | | | | | | | |
| Notional amount | \$ 21,741 | \$ 1,100 | \$ 600 | \$ 6,925 | \$ 9,588 | \$ 3,528 | \$ -- | | |
| Liability Conversion Swaps | | | | | | | | | |
| Receive fixed generic | \$ 141 | | | | | | | | |
| 4.95 | | | | | | | | | |
| Notional amount | \$ 12,670 | \$ 1,596 | \$ 830 | \$ 465 | \$ 3,655 | \$ 495 | \$ 5,629 | | |
| Weighted average receive rate | 6.32% | 6.74% | 7.26% | 6.48% | 5.76% | 6.92% | 6.37% | | |
| Weighted average pay rate | 5.79 | 6.48 | 7.65 | 5.84 | 5.61 | 5.76 | 5.44 | | |
| Pay fixed generic | (2) | | | | | | | | |
| 4.76 | | | | | | | | | |
| Notional amount | \$ 276 | \$ 100 | \$ -- | \$ 8 | \$ 10 | \$ 8 | \$ 150 | | |
| Weighted average pay rate | 7.11% | 9.31% | --% | 6.01% | 5.52% | 6.65% | 5.84% | | |
| Weighted average receive rate | 5.43 | 5.15 | -- | 5.55 | 5.55 | 5.69 | 5.58 | | |
| Total liability conversion swaps | \$ 139 | | | | | | | | |
| | ===== | | | | | | | | |
| Notional amount | \$ 12,946 | \$ 1,696 | \$ 830 | \$ 473 | \$ 3,665 | \$ 503 | \$ 5,779 | | |
| ----- | | | | | | | | | |
| Total receive fixed swaps | \$ 403 | | | | | | | | |
| 3.61 | | | | | | | | | |
| Notional amount | \$ 31,180 | \$ 2,696 | \$ 1,180 | \$ 6,390 | \$ 11,355 | \$ 3,930 | \$ 5,629 | | |
| Weighted average receive rate | 6.37% | 6.33% | 7.01% | 6.42% | 6.22% | 6.58% | 6.37% | | |
| Weighted average pay rate | 5.72 | 6.15 | 7.07 | 5.69 | 5.65 | 5.68 | 5.44 | | |
| Total pay fixed swaps | (18) | | | | | | | | |
| 2.72 | | | | | | | | | |
| Notional amount | \$ 3,507 | \$ 100 | \$ 250 | \$ 1,008 | \$ 1,898 | \$ 101 | \$ 150 | | |
| Weighted average pay rate | 6.28% | 9.31% | 6.46% | 6.69% | 5.86% | 7.39% | 5.84% | | |
| Weighted average receive rate | 5.75 | 5.15 | 5.69 | 5.70 | 5.76 | 7.00 | 5.58 | | |
| Basis Swaps | \$ -- | | | | | | | | |
| 2.38 | | | | | | | | | |
| Notional amount | \$ 6,594 | \$ 100 | \$ 1,585 | \$ 443 | \$ 122 | \$ 1,669 | \$ 2,675 | | |
| Weighted average receive rate | 5.79% | 5.72% | 5.70% | 5.72% | 6.82% | 5.59% | 5.93% | | |
| Weighted average pay rate | 5.66 | 5.68 | 5.65 | 5.74 | 6.82 | 5.57 | 5.66 | | |
| Total Swaps | \$ 385 | | | | | | | | |
| | ===== | | | | | | | | |
| Notional amount | \$ 41,281 | \$ 2,896 | \$ 3,015 | \$ 7,841 | \$ 13,375 | \$ 5,700 | \$ 8,454 | | |
| ----- | | | | | | | | | |
| Option Products | | | | | | | | | |
| Notional amount | (22) | \$ 16,552 | \$ 2,100 | \$ 4,825 | \$ 143 | \$ 86 | \$ 163 | \$ 9,235 | |

Weighted average strike rate . 7.86% 6.50% 6.64% 8.13% 9.43% 7.70% 7.22%

Total Interest Rate Contracts .. \$ 363
 Notional amount \$ 57,833 \$ 4,996 \$ 7,840 \$ 7,984 \$ 13,461 \$ 5,863 \$ 17,689

</TABLE>

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Table Eight
 Allowance For Credit Losses
 (Dollars in Millions)

<TABLE>

<CAPTION>

| | Three Months Ended June 30 | | Six Months Ended June 30 | |
|--|-------------------------------|------------|-----------------------------|------------|
| | 1998 | 1997 | 1998 | 1997 |
| <S> Beginning Balance | \$ 3,245 | \$ 3,262 | \$ 3,277 | \$ 2,792 |
| Loans, leases and factored accounts receivable charged off | | | | |
| Commercial | (34) | (21) | (63) | (52) |
| Real estate commercial | (9) | (15) | (11) | (20) |
| Real estate construction | -- | (1) | (1) | (1) |
| Total commercial | (43) | (37) | (75) | (73) |
| Residential mortgage | (2) | (7) | (8) | (13) |
| Credit card | (125) | (131) | (262) | (247) |
| Other consumer | (159) | (117) | (328) | (241) |
| Total consumer | (286) | (255) | (598) | (501) |
| Foreign | -- | (3) | -- | (3) |
| Lease financing | (6) | (1) | (9) | (6) |
| Factored accounts receivable | (2) | (6) | (6) | (10) |
| Total loans, leases and factored accounts receivable charged off | (337) | (302) | (688) | (593) |
| Recoveries of loans, leases and factored accounts receivable previously charged off | | | | |
| Commercial | 12 | 19 | 28 | 37 |
| Real estate commercial | 4 | 7 | 7 | 10 |
| Real estate construction | (1) | 2 | 3 | 3 |
| Total commercial | 15 | 28 | 38 | 50 |
| Residential mortgage | 1 | 1 | 2 | 2 |
| Credit card | 11 | 20 | 27 | 41 |
| Other consumer | 32 | 32 | 65 | 61 |
| Total consumer | 44 | 53 | 94 | 104 |
| Foreign | -- | -- | -- | -- |
| Lease financing | -- | -- | -- | 1 |
| Factored accounts receivable | 2 | 1 | 3 | 3 |
| Total recoveries of loans, leases and factored accounts receivable previously charged off | 61 | 82 | 135 | 158 |
| Net charge-offs | (276) | (220) | (553) | (435) |
| Provision for credit losses | 265 | 225 | 530 | 447 |
| Allowance applicable to loans of purchased companies and other ... | (19) | 5 | (39) | 468 |
| Balance on June 30 | \$ 3,215 | \$ 3,272 | \$ 3,215 | \$ 3,272 |
| Loans, leases and factored accounts receivable, net of unearned income, outstanding end of period | \$ 180,897 | \$ 181,555 | \$ 180,897 | \$ 181,555 |
| Allowance for credit losses as a percentage of loans, leases and factored accounts receivable, net of unearned income, outstanding end of period | 1.78% | 1.80% | 1.78% | 1.80% |
| Average loans, leases and factored accounts receivable, net of unearned income, outstanding during the period | \$ 180,123 | \$ 180,623 | \$ 178,973 | \$ 179,542 |
| Net charge-offs as a percentage of average loans, leases and factored accounts receivable, net of unearned income, outstanding during the period | .61% | .49% | .62% | .49% |
| Allowance for credit losses as a percentage of nonperforming loans | 248.15 | 253.11 | 248.15 | 253.11 |

</TABLE>

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Allowance for Credit Losses

The Corporation's allowance for credit losses was \$3.2 billion, or 1.78

percent of net loans, leases, and factored accounts receivable on June 30, 1998 compared to \$3.3 billion, or 1.85 percent, on December 31, 1997.

Table Eight provides an analysis of the changes in the allowance for credit losses. During the second quarter of 1998, higher other consumer and commercial net charge-offs caused the \$56-million increase in total net charge-offs, which amounted to \$276 million, or .61 percent of average loans, leases and factored accounts receivable compared to \$220 million, or .49 percent, for the same period in 1997. Net charge-offs increased \$118 million to \$553 million in the first six months of 1998 or .62 percent of average loans, leases, and factored accounts receivable, compared to net charge-offs of \$435 million or .49 percent, for the first six months of 1997. Higher other consumer net charge-offs were due to net charge-offs associated with a sub-prime auto lending portfolio, which the Corporation is allowing to run off.

Excluding increases that resulted from recent acquisitions, management expects charge-offs in general to increase modestly throughout 1998, with increases in the consumer loan categories anticipated as the Corporation continues its efforts to shift the mix of the managed loan portfolio to a higher consumer loan concentration. Furthermore, future economic conditions also will impact credit quality and may result in increased net charge-offs and higher provision for credit losses.

Nonperforming Assets

As presented in Table Nine, on June 30, 1998, nonperforming assets were \$1.4 billion, or .80 percent of net loans, leases, factored accounts receivable and foreclosed properties, compared to \$1.4 billion, or .77 percent, on December 31, 1997. Nonperforming loans increased \$81 million to \$1.3 billion on June 30, 1998 due to higher commercial nonperforming loans partially offset by lower consumer nonperforming loans. The allowance coverage of nonperforming loans was 248 percent on June 30, 1998 compared to 270 percent on December 31, 1997.

Table Nine
Nonperforming Assets
(Dollars in Millions)
<TABLE>
<CAPTION>

| | June 30 1998 | March 31 1998 | December 31 1997 | September 30 1997 | June |
|---|-----------------|------------------|---------------------|----------------------|---------|
| 30 | | | | | |
| 1997 | | | | | |
| <S> | <C> | <C> | <C> | <C> | <C> |
| Nonperforming loans | | | | | |
| Commercial | \$ 450 | \$ 472 | \$ 316 | \$ 399 | \$ 459 |
| Real estate commercial | 183 | 179 | 185 | 233 | 231 |
| Real estate construction | 32 | 57 | 23 | 24 | 20 |
| Total commercial | 665 | 708 | 524 | 656 | 710 |
| Residential mortgage | 355 | 382 | 382 | 368 | 354 |
| Other consumer | 246 | 266 | 274 | 226 | 182 |
| Total consumer | 601 | 648 | 656 | 594 | 536 |
| Foreign | -- | -- | 1 | -- | -- |
| Lease financing | 29 | 32 | 33 | 39 | 47 |
| Total nonperforming loans | 1,295 | 1,388 | 1,214 | 1,289 | 1,293 |
| Foreclosed properties | 148 | 148 | 147 | 206 | 201 |
| Total nonperforming assets | \$1,443 | \$1,536 | \$1,361 | \$1,495 | \$1,494 |
| Nonperforming assets as a percentage of | | | | | |
| Total assets | .47% | .49% | .44% | .52% | |
| .53% | | | | | |
| Loans, leases and factored accounts receivable, net of unearned income, and foreclosed properties | .80 | .86 | .77 | .88 | .82 |
| Loans past due 90 days or more and not classified as nonperforming | \$ 382 | \$ 362 | \$ 411 | \$ 369 | \$ 370 |

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Concentrations of Credit Risk

In an effort to minimize the adverse impact of any single event or set of occurrences, the Corporation strives to maintain a diverse credit portfolio. The following section discusses credit risk in the loan portfolio, including net charge-offs by loan categories as presented in Table Ten.

Table Ten
Net Charge-offs in Dollars and as a Percentage of Average Loans Outstanding
(Dollars in Millions)

<TABLE>
<CAPTION>

| | Three Months Ended June 30 | | | | Six Months Ended June 30 | | | |
|---|----------------------------|------|-------|------|--------------------------|------|-------|------|
| | 1998 | | 1997 | | 1998 | | 1997 | |
| <S> | <C> | <C> | <C> | <C> | <C> | <C> | <C> | <C> |
| Commercial | \$ 22 | .13% | \$ 2 | .01% | \$ 35 | .11% | \$ 15 | .05% |
| Real estate commercial and construction | 6 | .18 | 7 | .19 | 2 | .03 | 8 | .11 |
| Total commercial | 28 | .14 | 9 | .05 | 37 | .09 | 23 | .06 |
| Residential mortgage | 1 | .01 | 6 | .05 | 6 | .03 | 11 | .05 |
| Credit card | 114 | 6.40 | 111 | 5.58 | 235 | 6.20 | 206 | 5.24 |
| Other consumer | 127 | 1.23 | 85 | .90 | 263 | 1.29 | 180 | .95 |
| Total consumer | 242 | 1.13 | 202 | .90 | 504 | 1.19 | 397 | .90 |
| Foreign | -- | -- | 3 | .41 | -- | -- | 3 | .20 |
| Lease financing | 6 | .24 | 1 | .10 | 9 | .22 | 5 | .18 |
| Factored accounts receivable | -- | -- | 5 | 1.35 | 3 | .54 | 7 | 1.21 |
| Total net charge-offs | \$276 | .61 | \$220 | .49 | \$553 | .62 | \$435 | .49 |

Selected managed net charge-offs and ratios:

| | | | | | | | | |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Managed credit cards | \$156 | 6.44% | \$158 | 6.05% | \$322 | 6.57% | \$305 | 5.88% |
| Managed other consumer loans | 141 | 1.18 | 99 | .88 | 297 | 1.24 | 208 | .94 |

</TABLE>

Net charge-offs for each loan type are calculated as a percentage of average outstanding or managed loans for each loan category. Total net charge-offs are calculated based on total average outstanding loans, leases and factored accounts receivable.

Real Estate - Total nonresidential real estate commercial and construction loans, the portion of such loans which are nonperforming, foreclosed properties and other credit exposures are presented in Table Eleven. The exposures presented represent credit extensions for real estate-related purposes to borrowers or counterparties who are primarily in the real estate development or investment business and for which the ultimate repayment of the credit is dependent on the sale, lease, rental or refinancing of the real estate.

Total nonresidential real estate commercial and construction loans totaled \$13.6 billion and \$13.7 billion on June 30, 1998 and December 31, 1997, respectively, or 8 percent of net loans, leases and factored accounts receivable for both periods. Real estate loans past due 90 days or more and still accruing interest were \$14 million, or .10 percent of real estate loans, on both June 30, 1998 and December 31, 1997.

The exposures included in Table Eleven do not include credit extensions which were made on the general creditworthiness of the borrower for which real estate was obtained as security and for which the ultimate repayment of the credit is not dependent on the sale, lease, rental or refinancing of the real estate. Accordingly, the exposures presented do not include commercial loans secured by owner-occupied real estate, except where the borrower is a real estate developer. In addition to the amounts presented in the tables, on June 30, 1998, the Corporation had approximately \$11.1 billion of commercial loans which were not real estate dependent but for which the Corporation had obtained real estate as secondary repayment security.

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Table Eleven
Real Estate Commercial and Construction Loans, Foreclosed Properties
and Other Real Estate Credit Exposures
June 30, 1998
(Dollars in Millions)

<TABLE>

<CAPTION>

| | Loans (1) | | Foreclosed Properties (2) | Other Credit Exposures (3) |
|---|-------------|---------------|------------------------------|----------------------------------|
| | Outstanding | Nonperforming | | |
| <S> | <C> | <C> | <C> | <C> |
| By Geographic Region (4): | | | | |
| Florida and Georgia | \$ 3,964 | \$ 77 | \$ 12 | \$ 533 |
| Missouri, Kansas, Illinois, Iowa and Arkansas | 2,223 | 33 | 6 | 30 |
| Texas, Oklahoma and New Mexico | 1,855 | 19 | 1 | 276 |
| Maryland, District of Columbia and Virginia | 1,456 | 40 | 11 | 427 |
| North Carolina and South Carolina | 1,105 | 21 | 2 | 324 |
| Other states | 2,995 | 25 | 8 | 661 |
| | \$13,598 | \$ 215 | \$ 40 | \$ 2,251 |
| By Property Type: | | | | |
| Apartments | \$ 2,316 | \$ 12 | \$ -- | \$ 808 |
| Office buildings | 1,895 | 13 | 3 | 214 |
| Residential | 1,749 | 31 | -- | 66 |
| Shopping centers/retail | 1,634 | 72 | 2 | 487 |
| Industrial/warehouse | 1,289 | 14 | 1 | 139 |
| Hotels | 1,205 | 7 | -- | 130 |
| Land and land development | 832 | 23 | 25 | 91 |

| | | | | |
|----------------------------|----------|--------|-------|----------|
| Commercial-other | 337 | 11 | 4 | 16 |
| Unsecured | 318 | 1 | -- | 63 |
| Multiple use | 216 | 4 | 1 | 1 |
| Resorts/golf courses | 152 | -- | -- | -- |
| Other | 1,655 | 27 | 4 | 236 |
| | ----- | ----- | ----- | ----- |
| | \$13,598 | \$ 215 | \$ 40 | \$ 2,251 |
| | ===== | ===== | ===== | ===== |

</TABLE>

- (1) On June 30, 1998, the Corporation had unfunded binding real estate commercial and construction loan commitments.
- (2) Foreclosed properties include commercial and construction real estate loans only.
- (3) Other credit exposures include letters of credit and loans held for sale.
- (4) Distribution based on geographic location of collateral.

Other Industries - Table Twelve presents selected industry credit exposures, commercial loans, factored accounts receivable and lease financings. On June 30, 1998, commercial loan outstandings totaled \$69.8 billion, or 39 percent of net loans, leases and factored accounts receivable, and \$65.6 billion, or 37 percent, on December 31, 1997. Average managed commercial loans were \$72.7 billion and \$71.6 billion for the three months and six months ended June 30, 1998, respectively, compared to \$65.3 billion and \$65.0 billion for the same prior year periods and include a \$4.2-billion commercial loan securitization completed in the third quarter of 1997. Commercial loan net charge-offs for the six months ended June 30, 1998 and 1997 were \$35 million, or .11 percent of average commercial loans and \$15 million, or .05 percent of average commercial loans, respectively. Commercial loans past due 90 days or more and still accruing interest were \$71 million, or .10 percent of commercial loans, on June 30, 1998 compared to \$36 million, or .05 percent, on December 31, 1997. Nonperforming commercial loans were \$450 million, or .64 percent of commercial loans, on June 30, 1998, compared to \$316 million, or .48 percent, on December 31, 1997.

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Table Twelve
Selected Industry Loans, Leases and Factored Accounts
Receivable, Net of Unearned Income
June 30, 1998
(Dollars in Millions)

| | Outstanding |
|--|-------------|
| | ----- |
| Health care | \$4,878 |
| Food, including agribusiness | 3,727 |
| Machinery and equipment, excluding defense | 3,596 |
| Leisure and sports | 3,437 |
| Automotive excluding trucking | 3,239 |
| Oil and gas | 3,234 |
| Media | 3,206 |
| Textiles and apparel, excluding retail | 3,118 |
| Retail | 3,087 |
| Transportation, excluding air and trucking | 2,257 |

Consumer - On June 30, 1998 and December 31, 1997, total consumer loan outstandings totaled \$85.2 billion, or 47 percent of net loans, leases and factored accounts receivable, and \$86.0 billion, or 49 percent of net loans, leases and factored accounts receivable, respectively. The increase in total consumer net charge-offs during the six months ended June 30 1998 was due mainly to higher other consumer net charge-offs, the result of net charge-offs associated with a sub-prime auto lending portfolio which the Corporation is allowing to run off, as well as higher credit card net charge-offs in the first quarter of 1998 resulting mainly from deterioration in consumer credit quality experienced on an industry-wide basis.

Average residential mortgage loans were \$37.4 billion and \$37.3 billion, respectively, for the three months and six months ended June 30, 1998 compared to \$43.5 billion and \$42.7 billion for the same periods in 1997, reflecting the impact of approximately \$8.1 billion of mortgage loan securitizations that occurred primarily during the third quarter of 1997 and \$1.5 billion of mortgage loan securitizations in the first six months of 1998.

Average managed credit card receivables (excluding private label credit cards) were \$9.7 billion and \$9.9 billion, respectively for the three months and six months ended June 30, 1998 compared to \$10.5 billion for the same prior year periods. Higher net charge-offs during the first six months of 1998 reflect deterioration in consumer credit quality experienced on an industry-wide basis. Although 1998 net charge-offs are higher when compared to the second quarter of 1997, they have decreased to 6.44 percent of average managed credit cards for the second quarter of 1998 compared to 6.71 percent for the fourth quarter of 1997.

Average other consumer loans for the second quarter and first half of 1998 were \$41.1 billion and \$41.0 billion, respectively, compared to \$38.1 billion and \$38.2 billion for the same periods in 1997. The increase was net of the impact of approximately \$3.4 billion of securitizations that occurred throughout 1997 and \$1.5 billion of securitizations in the second quarter of 1998. Average managed other consumer loans, which include direct and indirect consumer loans and home equity lines, as well as indirect auto loan and consumer finance securitizations, increased to \$48.4 billion and \$48.1 billion in the second quarter and first half of 1998, respectively, compared to \$44.1 billion

and \$44.0 billion in the same periods of 1997.

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Total consumer loans past due 90 days or more and still accruing interest were \$279 million, or .33 percent of total consumer loans, on June 30, 1998 compared to \$353 million, or .41 percent, on December 31, 1997. Total consumer nonperforming loans were \$601 million, or .71 percent of total consumer loans and \$656 million, or .76 percent on June 30, 1998 and December 31, 1997, respectively.

Market Risk Management

In the normal course of conducting its business activities, the Corporation is exposed to market risk which includes both price and liquidity risk. Price risk arises from fluctuations in interest rates, foreign exchange rates and commodity and equity prices that may result in changes in the market values of financial instruments. Liquidity risk arises from the possibility that the Corporation may not be able to satisfy current and future financial commitments or that the Corporation may not be able to liquidate financial instruments at market prices. Risk management procedures and policies have been established and are utilized to manage the Corporation's exposure to market risk. The strategy of the Corporation with respect to market risk is to maximize net income while maintaining an acceptable level of risk to changes in market rates. While achievement of this goal requires a balance between profitability, liquidity and market price risk, there are opportunities to enhance revenues through controlled risks. In implementing strategies to manage interest rate risk, the primary tools used by the Corporation are its securities portfolio and interest rate contracts, and management of the mix, yields or rates and maturities of assets and wholesale and retail funding sources of the Corporation.

For a discussion of market risk associated with ALM activities, see the "Off-Balance Sheet" section. Market risk associated with trading activities is discussed in this section and information on trading assets and liabilities and derivatives-dealer positions can be found in Notes Three and Six to the consolidated financial statements, respectively. There have been no significant changes in market risk associated with non-trading, on-balance sheet financial instruments since December 31, 1997.

On June 30, 1998, the interest rate risk position of the Corporation was relatively neutral as the impact of a gradual parallel 100 basis-point rise or fall in interest rates over the next 12 months was estimated to be less than 1 percent of net income when compared to stable rates.

To estimate potential losses that could result from adverse market movements, the factor based scenario model is used to calculate daily earnings at risk. This model breaks down yield curve movements into three underlying factors to produce sixteen yield curve scenarios used to estimate hypothetical profit or loss. Earnings at risk represents a one-day measurement of pretax earnings at risk from movements in market prices using the assumption that positions cannot be rehedged during the period of any prescribed price and volatility change. A 99-percent confidence level is utilized, which indicates that actual trading profits and losses may deviate from expected levels and exceed estimates approximately one day out of every 100 days of trading activity.

Earnings at risk is measured on both a gross and uncorrelated basis. The gross measure assumes that adverse market movements occur simultaneously across all segments of the trading portfolio, an unlikely assumption. On June 30, 1998, the gross estimates for aggregate interest rate, foreign exchange and equity and commodity trading activities were \$69 million, \$7 million and \$3 million, respectively. Alternatively, using a statistical measure which is more likely to capture the effects of market movements, the uncorrelated estimate on June 30, 1998 for aggregate trading activities was \$28 million. Both measures indicate that the Corporation's primary risk exposure is related to its interest rate activities.

Average daily trading revenues during the first six months of 1998 approximated \$2 million. During the first half of 1998, the Corporation's trading activities resulted in positive daily revenues for approximately 83 percent of total trading days. During the first six months of 1998, the standard deviation of trading revenues was \$3 million. Using this data, one can conclude that the aggregate trading activities should not result in exposure of more than \$5 million for any one day, assuming 99-percent confidence. When comparing daily earnings at risk to trading revenues, daily earnings at risk will average considerably more due to the assumption of no corrective actions as well as the assumption that adverse market movements occur simultaneously across all segments of the trading portfolio.

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Capital Resources and Capital Management

Presented below are the Corporation's regulatory capital ratios on June 30, 1998 and December 31, 1997:

| | June 30 1998 | December 31 1997 |
|---------------------------|-----------------|---------------------|
| ----- | | |
| Risk-Based Capital Ratios | | |
| Tier 1 Capital | 7.32% | 6.50% |
| Total Capital | 11.77 | 10.89 |
| Leverage Capital Ratio .. | 6.21 | 5.57 |

The Corporation's and its significant banking subsidiaries' regulatory capital ratios on June 30, 1998 exceeded the regulatory minimums of 4 percent for Tier 1 risk-based capital, 8 percent for total risk-based capital and the leverage guidelines of 100 to 200 basis points above the minimum ratio of 3 percent. The Corporation and its significant banking subsidiaries were considered "well-capitalized" on June 30, 1998. Ratios for December 31, 1997 have not been restated to reflect the impact of the Barnett merger. Barnett and its significant banking subsidiary were considered "well-capitalized" on December 31, 1997.

Regulatory capital guidelines were amended on September 12, 1996 to incorporate a measure for market risk. In accordance with the amended guidelines, the Corporation and any of its banking subsidiaries with significant trading activity, as defined in the amendment, must incorporate a measure for market risk in their regulatory capital calculations effective for reporting periods after January 1, 1998. The revised guidelines did not have a material impact on the Corporation or its subsidiaries' regulatory capital ratios or their well capitalized status on June 30, 1998.

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Table Thirteen
Selected Quarterly Operating Results
(Dollars in Millions Except Per-Share Information)
<TABLE>
<CAPTION>

| | 1998 Quarters | |
|--|---------------|------------|
| | Second | First |
| <S> | <C> | <C> |
| Interest income | \$ 5,206 | \$ 5,269 |
| Interest expense | 2,679 | 2,739 |
| Net interest income (taxable-equivalent) | 2,563 | 2,564 |
| Net interest income | 2,527 | 2,530 |
| Provision for credit losses | 265 | 265 |
| Gains on sales of securities | 108 | 152 |
| Noninterest income | 1,859 | 1,776 |
| Foreclosed properties expense | 16 | 5 |
| Merger and restructuring items (income) expense | (430) | 900 |
| Other noninterest expense | 2,508 | 2,452 |
| Income before taxes | 2,135 | 836 |
| Income tax expense | 727 | 339 |
| Net income | 1,408 | 497 |
| Net income (excluding merger and restructuring items) | 1,131 | 1,139 |
| Earnings per common share | 1.47 | .52 |
| Earnings per common share (excluding merger and restructuring items) | 1.18 | 1.20 |
| Diluted earnings per common share | 1.43 | .51 |
| Diluted earnings per common share (excluding merger and restructuring items) .. | 1.15 | 1.17 |
| Dividends per common share | .38 | .38 |
| Yield on average earning assets | 7.79% | 7.90% |
| Rate on average interest-bearing liabilities | 4.63 | 4.68 |
| Net interest spread | 3.16 | 3.22 |
| Net interest yield | 3.81 | 3.82 |
| Average total assets | \$312,540 | \$314,929 |
| Average total deposits | 169,584 | 167,528 |
| Average total shareholders' equity | 24,855 | 24,310 |
| Return on average assets | 1.81% | .64% |
| Return on average assets (excluding merger and restructuring items) | 1.45 | 1.47 |
| Return on average common shareholders' equity | 22.75 | 8.28 |
| Return on average common shareholders' equity (excluding merger and restructuring items) | 18.27 | 19.01 |
| Cash basis financial data (1) | | |
| Earnings per common share | \$ 1.61 | \$.67 |
| Earnings per common share (excluding merger and restructuring items) | 1.32 | 1.34 |
| Diluted earnings per common share | 1.57 | .65 |
| Diluted earnings per common share (excluding merger and restructuring items) | 1.29 | 1.31 |
| Return on average tangible assets | 2.05% | .85% |
| Return on average tangible assets (excluding merger and restructuring items) | 1.68 | 1.70 |
| Return on average tangible common shareholders' equity | 42.72 | 18.68 |
| Return on average tangible common shareholders' equity (excluding merger and restructuring items) | 35.06 | 37.60 |
| Market price per share of common stock | | |
| Closing price | \$76 11/16 | \$72 15/16 |
| High for the period | 85 | 75 1/8 |
| Low for the period | 72 1/16 | 56 1/4 |
| Tier 1 capital ratio (2) | 7.32% | 6.80% |
| Total capital ratio (2) | 11.77 | 11.19 |

</TABLE>

(1) Cash basis calculations exclude intangible assets and the related amortization expense.

(2) Ratios for 1997 have not been restated to reflect the impact of the Barnett merger.

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Item 3. Quantitative and Qualitative Disclosures about Market Risk

See "Management's Discussion and Analysis of Financial Condition and Results of Operations - Market Risk Management" on page 36 and the sections referenced therein for Quantitative and Qualitative Disclosures about Market Risk.

Part II. Other Information

Item 4. Submission of Matters to a Vote of Security Holders

a. The Annual Meeting of Shareholders was held on April 22, 1998.

b. The following are voting results on each of the matters which were submitted to the shareholders:

<TABLE>
<CAPTION>

| | For | Against or Withheld | Absentions | Broker Nonvotes |
|---------------------------|-------------|---------------------|------------|-----------------|
| 1. To elect 26 directors | | | | |
| <S> | <C> | | | |
| Ray C. Anderson..... | 792,297,514 | 6,017,766 | | |
| Rita Bornstein..... | 792,043,438 | 6,271,842 | | |
| B.A. Bridgewater, Jr..... | 792,076,795 | 6,238,485 | | |
| Thomas E. Capps..... | 791,871,099 | 6,444,181 | | |
| Alvin R. Carpenter..... | 792,051,507 | 6,263,773 | | |
| Charles W. Coker..... | 791,973,640 | 6,341,640 | | |
| Thomas G. Cousins..... | 792,002,517 | 6,312,763 | | |
| Andrew B. Craig, III..... | 791,850,052 | 6,465,228 | | |
| Alan T. Dickson..... | 791,904,475 | 6,410,805 | | |
| Paul Fulton..... | 792,001,858 | 6,313,422 | | |
| James H. Hance, Jr..... | 792,123,771 | 6,191,509 | | |
| C. Ray Holman..... | 792,205,191 | 6,110,089 | | |
| W.W. Johnson..... | 792,297,710 | 6,017,570 | | |
| Kenneth D. Lewis..... | 792,473,914 | 5,841,366 | | |
| Hugh L. McColl, Jr..... | 791,841,273 | 6,474,007 | | |
| Russell W. Meyer, Jr..... | 792,248,632 | 6,066,648 | | |
| Richard B. Priory..... | 792,181,296 | 6,133,984 | | |
| Charles E. Rice..... | 791,694,885 | 6,620,395 | | |
| John C. Slane..... | 791,955,332 | 6,359,948 | | |
| O. Temple Sloan, Jr..... | 792,307,688 | 6,007,592 | | |
| Meredith R. Spangler..... | 792,260,910 | 6,054,370 | | |
| Albert E. Suter..... | 792,230,851 | 6,084,429 | | |
| Ronald Townsend..... | 792,032,733 | 6,282,547 | | |
| Jackie M. Ward..... | 792,046,844 | 6,268,436 | | |
| John A. Williams..... | 792,230,790 | 6,084,490 | | |
| Virgil R. Williams..... | 792,191,684 | 6,123,596 | | |

</TABLE>

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<TABLE>
<S> <C>

| | For | Against or Withheld | Abstentions | Broken Nonvotes |
|--|-------------|---------------------|-------------|-----------------|
| 2. To consider and act upon a proposal to ratify the action of the Board of Directors in selecting Price Waterhouse LLP as independent public accountants to audit the books of the Corporation and its subsidiaries for the current year..... | 791,757,140 | 2,775,606 | 3,782,534 | |
| 3. To consider and act upon a shareholder proposal requesting that the Corporation change the date of the Annual Meeting..... | 27,031,537 | 622,973,570 | 29,498,651 | 118,811,522 |
| 4. To consider and act upon a shareholder proposal requesting that the Corporation not increase salaries of executive officers or grant stock options to executive officers and directors in the event the dividend is reduced..... | 66,518,016 | 598,707,008 | 14,554,167 | 118,536,089 |
| 5. To consider and act upon a shareholder proposal requesting that the Board adopt a specific definition of independence for members of the compensation committee..... | 115,741,945 | 544,739,628 | 19,297,626 | 118,536,081 |

</TABLE>

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Item 5. Other Information

On May 21, 1998, the Securities and Exchange Commission adopted an amendment to Rule 14a-4 under the Securities Exchange Act of 1934. Rule 14a-4 governs a company's use of its discretionary proxy voting authority with respect to certain stockholder proposals raised at a stockholder meeting and not included as part of the Company's proxy materials ("non-Rule 14a-8 proposals"). In addition, Rule 14a-4 establishes a 45-day advance notice provision by which stockholders must present non-Rule 14a-8 proposals for consideration at annual meetings, although this period may be overridden by an advance notice provision

included in a company's bylaws. The Successor Registrant has adopted such an advance notice provision which requires that non-Rule 14a-8 proposals must be received by the Successor Registrant no later than 75 days before the date it mailed its proxy materials for the prior year's annual meeting of stockholders (which, for 1999, will be 75 days before the date the Corporation mailed its 1998 proxy materials.) Accordingly, for the Successor Registrant's 1999 annual meeting of stockholders, the Secretary of the Successor Registrant must receive notice of a non-Rule 14a-8 proposal no later than the close of business on January 4, 1999, or such proposal may not be brought before the meeting. For proposals to be included as part of the proxy materials relating to the 1999 annual meeting of stockholders ("Rule 14a-8 proposals"), the Secretary of the Successor Registrant must receive notice of such proposal no later than the close of business on November 23, 1998.

If the Reorganization is not consummated for any reason, the deadline for submitting Rule 14a-8 proposals would also be November 23, 1998, but the deadline for submitting non-Rule 14a-8 proposals would be February 3, 1999. Any non-Rule 14a-8 proposal received after that date would be considered untimely, and the Corporation may exercise discretionary proxy voting power with respect to such proposal. As previously indicated, the Reorganization is currently expected to close on September 30, 1998. See Note 2 - Merger Related Activity.

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Item 6. Exhibits and Reports on Form 8-K

a. Exhibits

Exhibit 11 - Earnings Per Common Share Computation

Exhibit 12(a) - Ratio of Earnings to Fixed Charges

Exhibit 12(b) - Ratio of Earnings to Fixed Charges and Preferred Dividends

Exhibit 27 - Financial Data Schedule

b. Reports on Form 8-K

The following reports on Form 8-K were filed by the Corporation during the quarter ended June 30, 1998:

Current Report on Form 8-K dated April 13, 1998, and filed April 15, 1998, Items 5&7.

Current Report on Form 8-K dated January 9, 1998, and filed April 16, 1998, Items 5&7, which restated the Corporation's historical financial statements as of and for the three-year period ended December 31, 1997 to reflect the merger with Barnett which was accounted for as a pooling of interests.

Current Report on Form 8-K dated April 10, 1998, and filed April 17, 1998, Item 5, as amended by Current Report on Form 8-K/A-1 dated April 10, 1998, and filed April 24, 1998, Item 7, and Current Report on Form 8-K/A-2 dated April 10, 1998, and filed May 18, 1998, Item 7, which included financial statements of BankAmerica as presented in its Annual Report on Form 10-K for the year ended December 31, 1997 and its Form 10-Q for the quarter ended March 31, 1998. In addition, the following unaudited pro forma condensed financial information was filed as part of this Current Report on Form 8-K, as amended, reflecting the BankAmerica transaction: Unaudited Pro Forma Condensed Balance Sheets as of March 31, 1998 and December 31, 1997 and Unaudited Pro Forma Condensed Statements of Income for the three months ended March 31, 1998 and for the years ended December 31, 1997, 1996 and 1995.

Current Report on Form 8-K dated April 28, 1998, and filed May 6, 1998, Items 5&7.

Current Report on Form 8-K dated May 4, 1998, and filed May 13, 1998, Items 5&7.

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SIGNATURE

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 thereunto duly authorized.

NationsBank Corporation

Registrant

Date: August 14, 1998

/s/ Marc D. Oken

Marc D. Oken
Executive Vice President
and Chief Accounting Officer
(Duly Authorized Officer and
Chief Accounting Officer)

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NationsBank Corporation
Form 10-Q

Index to Exhibits

| Exhibit | Description |
|---------|--|
| 11 | Earnings Per Common Share Computation |
| 12(a) | Ratio of Earnings to Fixed Charges |
| 12(b) | Ratio of Earnings to Fixed Charges and Preferred Dividends |
| 27 | Financial Data Schedule |

Diluted Earnings Per Common Share and Diluted Average Common Shares Outstanding

For diluted earnings per common share, net income available to common shareholders can be affected by the conversion of the registrant's convertible preferred stock. Where the effect of this conversion would have been dilutive, net income available to common shareholders is adjusted by the associated preferred dividends. This adjusted net income is divided by the weighted average number of common shares outstanding for each period plus amounts representing the dilutive effect of stock options outstanding and the dilution resulting from the conversion of the registrant's convertible preferred stock, if applicable. The effect of convertible preferred stock is excluded from the computation of diluted earnings per common share in periods in which the effect would be antidilutive.

Diluted earnings per common share was determined as follows (shares in thousands, dollars in millions except per-share information):

| Months Ended | Three Months Ended | | Six |
|--|--------------------|---------|----------|
| | June 30 | | |
| June 30 | 1998 | 1997 | 1998 |
| ----- | ----- | ----- | ----- |
| 1997 | 1998 | 1997 | 1998 |
| ----- | ----- | ----- | ----- |
| <S> | <C> | <C> | <C> |
| <C> | | | |
| Average common shares outstanding | 958,392 | 946,462 | 954,040 |
| 945,826 | | | |
| Dilutive effect of | | | |
| Convertible preferred stock | 3,123 | 3,948 | 3,123 |
| 3,948 | | | |
| Stock options | 20,820 | 26,043 | 20,869 |
| 26,993 | | | |
| ----- | ----- | ----- | ----- |
| Total dilutive shares | 982,335 | 976,453 | 978,032 |
| 976,767 | | | |
| ===== | ===== | ===== | |
| Income available to common shareholders | \$ 1,407 | \$ 916 | \$ 1,902 |
| \$ 1,767 | | | |
| Preferred dividends paid on dilutive convertible | | | |
| preferred stock | 1 | 2 | 3 |
| 4 | | | |
| ----- | ----- | ----- | ----- |
| Total net income available for common shareholders | | | |
| adjusted for full dilution | \$ 1,408 | \$ 918 | \$ 1,905 |
| \$ 1,771 | | | |
| ===== | ===== | ===== | |
| Diluted earnings per common share | \$ 1.43 | \$.94 | \$ 1.95 |
| \$ 1.81 | | | |
| ===== | ===== | ===== | |

</TABLE>

Exhibit 12(a)

NationsBank Corporation and Subsidiaries
 Ratio of Earnings to Fixed Charges
 (Dollars in Millions)
 <TABLE>
 <CAPTION>

| | Six Months | Year ended December 31 | | | |
|---|---------------|------------------------|-----------|-----------|-------|
| | Ended | ----- | ----- | ----- | ----- |
| | June 30, 1998 | 1997 | 1996 | 1995 | 1994 |
| ----- | | | | | |
| 1993 | | | | | |
| ----- | | | | | |
| <S> | <C> | <C> | <C> | <C> | <C> |
| <C> | | | | | |
| Excluding Interest on Deposits | | | | | |
| ----- | | | | | |
| Income before taxes | \$ 2,971 | \$ 5,230 | \$ 4,536 | \$ 3,810 | \$ |
| 3,293 \$ 2,619 | | | | | |
| Equity in undistributed (earnings) losses of unconsolidated subsidiaries | (2) | -- | 2 | (7) | |
| (3) (5) | | | | | |
| Fixed charges: | | | | | |
| Interest expense (including capitalized interest) | 2,966 | 5,060 | 4,342 | 4,706 | |
| 3,056 1,512 | | | | | |
| Amortization of debt discount and appropriate issuance costs | 11 | 19 | 20 | 12 | |
| 8 6 | | | | | |
| 1/3 of net rent expense | 96 | 180 | 157 | 155 | |
| 141 129 | | | | | |
| ----- | | | | | |
| Total fixed charges | 3,073 | 5,259 | 4,519 | 4,873 | |
| 3,205 1,647 | | | | | |
| Earnings (excluding capitalized interest) | \$ 6,042 | \$ 10,489 | \$ 9,057 | \$ 8,676 | \$ |
| 6,495 \$ 4,261 | | | | | |
| ===== | | | | | |
| Fixed charges | \$ 3,073 | \$ 5,259 | \$ 4,519 | \$ 4,873 | \$ |
| 3,205 \$ 1,647 | | | | | |
| ===== | | | | | |
| Ratio of Earnings to Fixed Charges | 1.97 | 1.99 | 2.00 | 1.78 | |
| 2.03 2.59 | | | | | |
| Including Interest on Deposits | | | | | |
| ----- | | | | | |
| Income before taxes | \$ 2,971 | \$ 5,230 | \$ 4,536 | \$ 3,810 | \$ |
| 3,293 \$ 2,619 | | | | | |
| Equity in undistributed (earnings) losses of unconsolidated subsidiaries | (2) | -- | 2 | (7) | |
| (3) (5) | | | | | |
| Fixed charges: | | | | | |
| Interest expense (including capitalized interest) | 5,407 | 9,951 | 8,588 | 8,980 | |
| 6,231 4,450 | | | | | |
| Amortization of debt discount and appropriate issuance costs | 11 | 19 | 20 | 12 | |
| 8 6 | | | | | |
| 1/3 of net rent expense | 96 | 180 | 157 | 155 | |
| 141 129 | | | | | |
| ----- | | | | | |
| Total fixed charges | 5,514 | 10,150 | 8,765 | 9,147 | |
| 6,380 4,585 | | | | | |
| Earnings (excluding capitalized interest) | \$ 8,483 | \$ 15,380 | \$ 13,303 | \$ 12,950 | \$ |
| 9,670 \$ 7,199 | | | | | |
| ===== | | | | | |
| Fixed charges | \$ 5,514 | \$ 10,150 | \$ 8,765 | \$ 9,147 | \$ |
| 6,380 \$ 4,585 | | | | | |
| ===== | | | | | |
| Ratio of Earnings to Fixed Charges | 1.54 | 1.52 | 1.52 | 1.42 | |
| 1.52 1.57 | | | | | |

</TABLE>

NationsBank Corporation and Subsidiaries
 Ratio of Earnings to Fixed Charges and Preferred Dividends
 (Dollars in Millions)
 <TABLE>
 <CAPTION>

| | | Six Months Ended | Year Ended December 31 | | |
|---|----------|------------------|------------------------|-----------|-----------|
| | | June 30, 1998 | 1997 | 1996 | 1995 |
| 1994 | 1993 | | | | |
| ----- | | | | | |
| <S> | | <C> | <C> | <C> | <C> |
| <C> | | | | | |
| Excluding Interest on Deposits | | | | | |
| ----- | | | | | |
| Income before taxes | ..... | \$ 2,971 | \$ 5,230 | \$ 4,536 | \$ 3,810 |
| 3,293 | \$ 2,619 | | | | \$ |
| Equity in undistributed (earnings) losses | ..... |  |  |  |  |
| of unconsolidated subsidiaries | ..... | (2) | -- | 2 | (7) |
| (3) | (5) | | | | |
| Fixed charges: | | | | | |
| Interest expense (including | ..... | 2,966 | 5,060 | 4,342 | 4,706 |
| capitalized interest) | ..... |  |  |  |  |
| 3,056 | 1,512 | | | | |
| Amortization of debt discount and | ..... | 11 | 19 | 20 | 12 |
| appropriate issuance costs | ..... |  |  |  |  |
| 8 | 6 | | | | |
| 1/3 of net rent expense | ..... | 96 | 180 | 157 | 155 |
| 141 | 129 | | | | |
| ----- | | | | | |
| Total fixed charges | ..... | 3,073 | 5,259 | 4,519 | 4,873 |
| 3,205 | 1,647 | | | | |
| Preferred dividend requirements | ..... | 5 | 17 | 25 | 37 |
| 43 | 43 | | | | |
| Earnings (excluding capitalized interest) | ..... | \$ 6,042 | \$ 10,489 | \$ 9,057 | \$ 8,676 |
| 6,495 | \$ 4,261 | | | | \$ |
| ===== | | | | | |
| Fixed charges | ..... | \$ 3,078 | \$ 5,276 | \$ 4,544 | \$ 4,910 |
| 3,248 | \$ 1,690 | | | | \$ |
| ===== | | | | | |
| Ratio of Earnings to Fixed Charges | ..... | 1.96 | 1.99 | 1.99 | 1.77 |
| 2.00 | 2.52 | | | | |
| Including Interest on Deposits | | | | | |
| ----- | | | | | |
| Income before taxes | ..... | \$ 2,971 | \$ 5,230 | \$ 4,536 | \$ 3,810 |
| 3,293 | \$ 2,619 | | | | \$ |
| Equity in undistributed (earnings) losses | ..... |  |  |  |  |
| of unconsolidated subsidiaries | ..... | (2) | -- | 2 | (7) |
| (3) | (5) | | | | |
| Fixed charges: | | | | | |
| Interest expense (including | ..... | 5,407 | 9,951 | 8,588 | 8,980 |
| capitalized interest) | ..... |  |  |  |  |
| 6,231 | 4,450 | | | | |
| Amortization of debt discount and | ..... | 11 | 19 | 20 | 12 |
| appropriate issuance costs | ..... |  |  |  |  |
| 8 | 6 | | | | |
| 1/3 of net rent expense | ..... | 96 | 180 | 157 | 155 |
| 141 | 129 | | | | |
| ----- | | | | | |
| Total fixed charges | ..... | 5,514 | 10,150 | 8,765 | 9,147 |
| 6,380 | 4,585 | | | | |
| Preferred dividend requirements | ..... | 5 | 17 | 25 | 37 |
| 43 | 43 | | | | |
| Earnings (excluding capitalized interest) | ..... | \$ 8,483 | \$ 15,380 | \$ 13,303 | \$ 12,950 |
| 9,670 | \$ 7,199 | | | | \$ |
| ===== | | | | | |
| Fixed charges | ..... | \$ 5,519 | \$ 10,167 | \$ 8,790 | \$ 9,184 |
| | | | | | \$ |

6,423 \$ 4,628

=====

| | | | | |
|--|------|------|------|------|
| Ratio of Earnings to Fixed Charges | 1.54 | 1.51 | 1.51 | 1.41 |
| 1.51 1.56 | | | | |

</TABLE>

<TABLE> <S> <C>

<ARTICLE> 9

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The schedule contains summary information extracted from the June 30, 1998 Form 10-Q for NationsBank Corporation and is qualified in its entirety by reference to such financial statements.

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<C>

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DEC-31-1998

<PERIOD-END>

JUN-30-1998

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<FN>
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12,409

22,696

43,964

994

1,005

180,897

(3,215)

307,985

169,238

68,775

11,789

31,513

0

85

10,499

16,086

307,985

3,797

802

607

5,206

1,238

2,679

2,527

265

108

2,524

2,135

2,135

0

0

1,408

1.47

1.43

3.81

1,295

382

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3,277

688

135

3,215

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