SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934


PART I. FINANCIAL INFORMATION
--------------------------------
ITEM 1. Financial Statements

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

MERRILL LYNCH \& CO., INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS (UNAUDITED)

<TABLE>
<CAPTION>


\(\qquad\)
</TABLE>
See Notes to Consolidated Financial Statements
<TABLE>
<CAPTION>


[^0]
## 4,845

 4,952OTHER ASSETS
1,832
--------
TOTAL ASSETS
$\$ 328,071$
$========$

</TABLE $>$

## <TABLE>

<CAPTION>

MARCH 31,
DECEMBER 31,
(dollars in millions, except per share amount) 2000
1999

------------
<S>
<C>
<C>
LIABILITIES
PAYABLES UNDER REPURCHASE AGREEMENTS AND SECURITIES LOANED TRANSACTIONS $\$ 84,995$
\$ 71,578
COMMERCIAL PAPER AND OTHER SHORT-TERM BORROWINGS
28,782
25,595
DEMAND AND TIME DEPOSITS
18,323
17,602
TRADING LIABILITIES, AT FAIR VALUE

$$
\text { Contractual agreements } 26,521
$$

27,030
Equities and convertible debentures 22,404
20,231
U.S. Government and agencies 13,968

10,816
Non-U.S. governments and agencies 8,066
6,311
Corporate debt, preferred stock, and other
4,384
3,405
--------
Total
_-_-_-_-_

75,343
67,793
---------

OBLIGATION TO RETURN SECURITIES RECEIVED AS COLLATERAL 21,395
19,704
$\qquad$

OTHER PAYABLES
Customers 25,161
22,722
Brokers and dealers 12,632
11,397
Interest and other
19,206
18, 601
--------
Total
56,999
52,720

$\qquad$
$\qquad$
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$</$ TABLE $>$
See Notes to Consolidated Financial Statements

4

MERRILL LYNCH \& CO., INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

<TABLE>
<CAPTION>

ENDED
(dollars in millions)
MARCH 31 ,
MARCH 26,

1999
2000
---------
<C>
\$ 1,037

Depreciation and amortization56
(Increase) decrease in operating assets(a)
Trading assets
3,772
Cash and securities segregated for regulatory purposes
or deposited with clearing organizations
(197)
\((17,406)\)
\((6,059)\)

355
(501)

Other

7,550
2,796
Trading liabilities
Payables under repurchase agreements and securities loaned transactions
13,417

Customer payables
2,439
1,235

698
(785)
-_--_-
CASH (USED FOR) PROVIDED BY OPERATING ACTIVITIES
3, 052
-_----
CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from (payments for): Maturities of available-for-sale securities 1,146
1,563
Sales of available-for-sale securities
667
951
Purchases of available-for-sale securities
\((4,884)\)
\((2,533)\)
Maturities of held-to-maturity securities
1,550
205
Purchases of held-to-maturity securities
\((1,292)\)
(782)

Acquisitions, net of cash acquired
(20)

Other investments and other assets
90
(424)

Equipment and facilities
(202)
\(\qquad\)
CASH USED FOR INVESTING ACTIVITIES
\((1,464)\)
------
CASH FLOWS FROM FINANCING ACTIVITIES:
Proceeds from (payments for):
Commercial paper and other short-term borrowings 3, 187
\((7,248)\)
\begin{tabular}{|c|c|}
\hline Demand and time deposits & 721 \\
\hline 1,092 & \\
\hline Issuance and resale of long-term borrowings & 8,961 \\
\hline 8,914 & \\
\hline Settlement and repurchase of long-term borrowings \((5,921)\) & \((5,265)\) \\
\hline Issuance of treasury stock & 196 \\
\hline 75 & \\
\hline Other common and preferred stock transactions & 14 \\
\hline (171) & \\
\hline Dividends & (113) \\
\hline (98) & \\
\hline CASH PROVIDED BY (USED FOR) FINANCING ACTIVITIES \((3,357)\) & 7,701 \\
\hline DECREASE IN CASH AND CASH EQUIVALENTS (1,769) & \((1,089)\) \\
\hline CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR 12,530 & 10,827 \\
\hline CASH AND CASH EQUIVALENTS, END OF PERIOD \$10,761 & \$ 9,738 \\
\hline (a) Net of effects of acquisitions. & \\
\hline SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION: & \\
\hline Cash paid for: Income taxes & \$ 130 \\
\hline 111 & \\
\hline Interest
\[
3,253
\] & 3,357 \\
\hline
\end{tabular}

721 8,961 \((5,265)\) 196 14 (113)

7,701
\((1,089)\)

10,827
--------
\$ 9,738
=======
\(======\)
(a) Net of effects of acquisitions.

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:
Cash paid for:
income taxes
\$ 130

3,253
\(\qquad\)
\(\square\)
</TABLE>
See Notes to Consolidated Financial Statements

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> MERRILL LYNCH \& CO., INC. AND SUBSIDIARIES
> NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)
> MARCH 31, 2000
> (dollars in millions, except per share amounts)

NOTE 1. BASIS OF PRESENTATION

The Consolidated Financial Statements include the accounts of Merrill Lynch \& Co., Inc. ("ML \& Co.") and subsidiaries (collectively, "Merrill Lynch"). All material intercompany balances have been eliminated. The December 31, 1999 consolidated balance sheet was derived from the audited financial statements. The interim consolidated financial statements for the three-month periods are unaudited; however, in the opinion of Merrill Lynch management, all adjustments, consisting only of normal recurring accruals, necessary for a fair statement of the results of operations have been included.

These unaudited financial statements should be read in conjunction with the audited financial statements included in Merrill Lynch's Annual Report included as an exhibit to Form $10-\mathrm{K}$ for the year ended December 31, 1999. The nature of Merrill Lynch's business is such that the results of any interim period are not necessarily indicative of results for a full year. Certain reclassifications have also been made to prior period financial statements, where appropriate, to conform to the current period presentation.

NOTE 2. SHORT-TERM BORROWINGS

Short-term borrowings at March 31, 2000 and December 31, 1999 are presented below:
<TABLE>
<CAPTION>

|  | $\begin{array}{r} \text { MARCH 31, } \\ 2000 \end{array}$ | $\begin{array}{r} \text { DEC. } 31, \\ 1999 \end{array}$ |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| PAYABLES UNDER REPURCHASE AGREEMENTS |  |  |
| AND SECURITIES LOANED TRANSACTIONS |  |  |
| Repurchase agreements | \$ 73,656 | \$ 64,954 |
| Securities loaned transactions | 11,339 | 6,624 |
| Total | \$ 84,995 | \$ 71,578 |
| COMMERCIAL PAPER AND OTHER SHORT-TERM BORROWINGS |  |  |
|  |  |  |
| Commercial paper | \$ 27,240 | \$ 24,198 |
| Bank loans and other | 1,542 | 1,397 |
| Total | \$ 28,782 | \$ 25,595 |
| DEMAND AND TIME DEPOSITS |  |  |
| Demand | \$ 3,587 | \$ 3,498 |
| Time | 14,736 | 14,104 |
| Total | \$ 18,323 | \$ 17,602 |
| </TABLE> |  |  |
| NOTE 3. COMMON STOCK |  |  |
| In February 2000, ML \& Co. issued 1,523 shares of common stock to certain non-U.S. employees in connection with an employee incentive plan grant, thereby increasing issued shares to $472,716,448$. |  |  |

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In reporting to management, Merrill Lynch's operating results are categorized into three business segments: the Corporate and Institutional Client Group ("CICG"), the Private Client Group ("PCG") and the Asset Management Group ("AMG"). Prior period amounts have been restated to conform to the 2000 presentation. For information on each segment's activities, see Management's Discussion and Analysis-Business Segments and the 1999 Annual Report included as an exhibit to Form 10-K.

Operating results by business segment follow:
<TABLE>
<CAPTION>

Earnings (loss) before income taxes
and dividends on preferred securities
issued by subsidiaries
1,575
Income tax expense (benefit)
489
Dividends on preferred securities
issued by subsidiaries
49


```
The components of comprehensive income are as follows:
```

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<TABLE>
<CAPTION>
```

|  | THREE MONTHS ENDED |  |
| :---: | :---: | :---: |
|  | $\begin{array}{r} \text { MARCH 31, } \\ 2000 \end{array}$ | $\begin{array}{r} \text { MARCH } 26, \\ 1999 \end{array}$ |
| <S> | <C> | <C> |
| Net earnings | \$1,037 | \$ 609 |
| Other comprehensive income (loss), net of tax: |  |  |
| Currency translation adjustment | (9) | (117) |
| Net unrealized gain (loss) on investment securities available-for-sale | 10 | (33) |
| Total other comprehensive income (loss), net | 1 | (150) |
| Comprehensive income | \$1,038 | \$ 459 |

</TABLE>
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NOTE 6. EARNINGS PER COMMON SHARE

Information relating to earnings per common share computations follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{4}{|c|}{THREE MONTHS ENDED} \\
\hline & \multicolumn{2}{|l|}{\[
\begin{array}{r}
\text { MARCH 31, } \\
2000
\end{array}
\]} & \multicolumn{2}{|l|}{MARCH 26, 1999} \\
\hline <S> & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} \\
\hline Net earnings & \$ & 1,037 & \$ & 609 \\
\hline Preferred stock dividends & & 9 & & 10 \\
\hline \multicolumn{5}{|l|}{Net earnings applicable to common stockholders} \\
\hline \multicolumn{5}{|l|}{(shares in thousands)} \\
\hline Weighted-average shares outstanding & & 81,641 & & , 039 \\
\hline \multicolumn{5}{|l|}{Effect of dilutive instruments (1) (2) :} \\
\hline Employee stock options & & 30,964 & & , 833 \\
\hline FCCAAP shares & & 14,108 & & , 548 \\
\hline Restricted units & & 5,581 & & ,161 \\
\hline ESPP shares & & 78 & & 81 \\
\hline Dilutive potential common shares & & 50,731 & & , 623 \\
\hline Total weighted-average diluted shares & & 32,372 & & , 662 \\
\hline Basic earnings per common share & \$ & 2.69 & \$ & 1.65 \\
\hline Diluted earnings per common share & \$ & 2.38 & \$ & 1.44 \\
\hline
\end{tabular}
</TABLE>
(1) During the 2000 first quarter and the 1999 first quarter, there were 76 thousand and 469 thousand instruments, respectively, that were considered antidilutive and were not included in the above computations.
(2) See Note 11 to Consolidated Financial Statements in the 1999 Annual Report included as an exhibit to Form $10-\mathrm{K}$ for a description of these instruments.

NOTE 7. DERIVATIVES, COMMITMENTS, AND OTHER CONTINGENCIES

Merrill Lynch enters into various derivative contracts to meet clients' needs and to manage its own market risks. Derivative contracts often involve future commitments to exchange interest payment streams or currencies (such as interest rate and currency swaps or foreign exchange forwards) or to purchase or sell other financial instruments at specified terms on a specified date. Options, for example, can be purchased or written on a wide range of financial instruments such as securities, currencies, futures, and various market indices.

The notional or contractual amounts of derivatives provide only a measure of involvement in these types of transactions and represent neither the amounts subject to the various types of market risk nor the future cash requirements under these instruments. The notional or contractual amounts of derivatives used for trading purposes and included in trading inventory by type of risk follow:

$$
9
$$

<TABLE>
<CAPTION>

| (in billions) | INTEREST$\begin{aligned} & \operatorname{RATE} \\ & \operatorname{RISK}(1)(2) \end{aligned}$ |  | CURRENCYRISK (3) |  | $\begin{array}{r} \text { EQUITY } \\ \text { PRICE } \\ \text { RISK } \end{array}$ |  | $\begin{array}{r} \text { COMMODITY } \\ \text { PRICE } \\ \text { RISK } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <S> | <C> |  | <C> |  | <C> |  | <C> |  |
| MARCH 31, 2000 |  |  |  |  |  |  |  |  |
| Swap agreements | \$ | 2,540 | \$ | 143 | \$ | 30 |  |  |
| Forward contracts |  | 92 |  | 164 |  | - |  | 1 |
| Futures contracts |  | 227 |  | 2 |  | 13 |  | 2 |
| Options purchased |  | 169 |  | 98 |  | 39 |  | 2 |
| Options written |  | 254 |  | 83 |  | 49 |  | 4 |
| DECEMBER 31, 1999 |  |  |  |  |  |  |  |  |
| Swap agreements | \$ | 2,470 | \$ | 175 | \$ | 27 | \$ |  |
| Forward contracts |  | 94 |  | 153 |  | 3 |  | 1 |
| Futures contracts |  | 224 |  | 3 |  | 12 |  | 3 |
| Options purchased |  | 216 |  | 102 |  | 53 |  | 2 |
| Options written |  | 270 |  | 71 |  | 53 |  | 4 |

## </TABLE>

(1)Certain derivatives subject to interest rate risk are also exposed to the credit spread risk of the underlying financial instrument.
(2) Forward contracts subject to interest rate risk principally represent "To Be Announced" mortgage pools that bear interest rate as well as principal prepayment risk.
(3) Included in the currency risk category are certain contracts that are also subject to interest rate risk.

The notional or contractual amounts of non-trading derivatives used to hedge market risk exposures on non-trading assets and liabilities at March 31, 2000 and December 31, 1999 follow:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline (in billions) & MAR & \[
\begin{gathered}
31, \\
000
\end{gathered}
\] & \multicolumn{2}{|l|}{\[
\begin{array}{r}
\text { DEC. } 31, \\
1999
\end{array}
\]} \\
\hline <S> & <C> & & \multicolumn{2}{|l|}{<C>} \\
\hline \multicolumn{5}{|l|}{Borrowings:} \\
\hline Interest rate risk (1) & \$ & 39 & \$ & 44 \\
\hline Currency risk & & 1 & & 1 \\
\hline Equity risk & & 6 & & 3 \\
\hline Investment securities (2) & & 11 & & 11 \\
\hline Resale and repurchase agreements (2) & & 6 & & 6 \\
\hline Customer receivables (2) & & 7 & & 6 \\
\hline Investment in non-U.S. subsidiaries (3) & & 4 & & 3 \\
\hline Other & & 3 & & 3 \\
\hline
\end{tabular}
</TABLE>
(1) Includes $\$ 10$ billion of instruments which also contain currency risk and $\$ 4$ billion of instruments that also contain equity risk at both March 31, 2000 and December 31, 1999.
(2) Primarily hedging interest rate risk.
(3) Hedging currency risk.

Most of these derivatives are entered into with Merrill Lynch's derivative dealer subsidiaries, which hedge interest rate, currency, and equity risks in the normal course of their trading activities. Realized gains and losses on early terminations of derivatives are deferred over the remaining lives of the hedged assets or liabilities. At March 31, 2000, there was $\$ 20$ million in deferred gains relating to a derivative contract terminated during 1999.

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In the normal course of business, Merrill Lynch enters into underwriting commitments and commitments to extend credit. Settlement of these commitments as of March 31, 2000 would not have a material effect on the consolidated financial condition of Merrill Lynch.

As of March 31, 2000, Merrill Lynch has been named as parties in various actions, some of which involve claims for substantial amounts. Although the results of legal actions cannot be predicted with certainty, it is the opinion of management that the resolution of these actions will not have a material adverse effect on Merrill Lynch's financial condition; however, such resolution could have a material adverse impact on quarterly operating results in future periods, depending in part on the results for such periods. Refer to Part II Other Information for additional information on legal proceedings.

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NOTE 8. REGULATORY REQUIREMENTS
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Merrill Lynch, Pierce, Fenner \& Smith Incorporated ("MLPF\&S"), a registered broker-dealer, is subject to the net capital requirements of Rule 15c3-1 under the Securities Exchange Act of 1934. Under the alternative method permitted by this rule, the minimum required net capital, as defined, shall not be less than $2 \%$ of aggregate debit items arising from customer transactions. At March 31, 2000, MLPF\&S's regulatory net capital of $\$ 3,188$ million was $11 \%$ of aggregate debit items, and its regulatory net capital in excess of the minimum required was $\$ 2,586$ million.

Merrill Lynch International ("MLI"), a U.K. registered broker-dealer, is subject to the capital requirements of the Financial Services Authority ("FSA"). Financial resources, as defined, must exceed the total financial resources requirement of the FSA. At March 31, 2000 , MLI's financial resources were $\$ 4,617$ million and exceeded the minimum requirement by $\$ 1,091$ million.

Merrill Lynch Government Securities Inc. ("MLGSI"), a primary dealer in U.S. Government securities, is subject to the capital adequacy requirements of the Government Securities Act of 1986. This rule requires dealers to maintain liquid capital in excess of market and credit risk, as defined, by $20 \%$ (a 1.2-to-1 capital-to-risk standard). At March 31, 2000, MLGSI's liquid capital of $\$ 1,472$ million was $313 \%$ of its total market and credit risk, and liquid capital in excess of the minimum required was $\$ 908$ million.

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INDEPENDENT ACCOUNTANTS' REPORT

To the Board of Directors and Stockholders of Merrill Lynch \& Co., Inc.:

We have reviewed the accompanying condensed consolidated balance sheet of Merrill Lynch \& Co., Inc. and subsidiaries ("Merrill Lynch") as of March 31, 2000, and the related condensed consolidated statements of earnings and cash flows for the three-month periods ended March 31, 2000 and March 26, 1999. These financial statements are the responsibility of Merrill Lynch's management.

We conducted our review in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data and of making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with auditing standards generally accepted in the United States of America (hereinafter referred to as "generally accepted auditing standards"), the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to such condensed consolidated financial statements for them to be in conformity with accounting principles generally accepted in the United States of America.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Merrill Lynch as of December 31, 1999, and the related consolidated statements of earnings, changes in stockholders' equity, comprehensive income and cash flows for the year then ended (not presented herein); and in our report dated February 28, 2000, we
expressed an unqualified opinion and included an explanatory paragraph for the change in accounting method in 1998 for certain internal-use software development costs to conform with Statement of Position 98-1. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of December 31, 1999 is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.
/s/ Deloitte \& Touche LLP

New York, New York
May 12, 2000

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Merrill Lynch \& Co., Inc. ("ML \& Co." and, together with its subsidiaries and affiliates, "Merrill Lynch") is a holding company that, through its subsidiaries and affiliates, provides investment, financing, advisory, insurance, and related services worldwide. Merrill Lynch conducts its businesses in global financial markets that are influenced by numerous unpredictable factors including economic conditions, monetary policies, liquidity, international and regional political events, regulatory developments, the competitive environment, and investor sentiment. These conditions or events can significantly affect the volatility of financial markets. While greater volatility increases risk, it may also increase order flow in businesses such as trading and brokerage. Revenues and net earnings may vary significantly from period to period due to these unpredictable factors and the resulting market volatility.

The financial services industry continues to be affected by the intensifying competitive environment, as demonstrated by consolidation through mergers and acquisitions, as well as diminishing margins in many mature products and services, and competition from new entrants as well as established competitors using the internet to establish or expand their businesses. In addition, the passage of the Gramm-Leach-Bliley Act in November of 1999 represented a significant accomplishment in the effort to modernize the financial services industry in the U.S. by repealing anachronistic laws that separated commercial banking, investment banking and insurance activities. The Gramm-Leach-Bliley Act, together with other changes in the financial services industry made possible by previous reforms, has increased the number of companies competing for a similar customer base.

In addition to providing historical information, Merrill Lynch may make or publish forward-looking statements about management expectations, strategic objectives, business prospects, anticipated financial performance, and other similar matters. A variety of factors, many of which are beyond its control, affect the operations, performance, business strategy, and results of Merrill Lynch and could cause actual results and experience to differ materially from the expectations expressed in these statements. These factors include, but are not limited to, the factors listed in the previous paragraphs, as well as actions and initiatives taken by both current and potential competitors, the impact of current pending and future legislation and regulation throughout the world, and the other risks detailed in the following sections.

MERRILL LYNCH UNDERTAKES NO RESPONSIBILITY TO UPDATE OR REVISE ANY FORWARD-LOOKING STATEMENTS.

BUSINESS ENVIRONMENT

Global financial markets experienced volatility in the first quarter of 2000, after a stellar performance in 1999. Uncertainty regarding the direction of U.S. interest rates, weakness in the U.S. dollar versus the Japanese yen, and increased investor concern regarding continued economic growth contributed to lower debt underwriting activity industry-wide. Investor and issuer demand in the equity markets was up significantly from the 1999 first quarter, as investor demand led to surging trading volumes.

Long-term U.S. interest rates, as measured by the yield on the 30-year U.S. Treasury bond declined during the first quarter of 2000. Short-term U.S. rates, however, increased twice during the quarter, in February and March, when the Federal Reserve Board raised the overnight lending rate twenty-five basis points on each occasion in an effort to slow economic growth and hold down inflationary pressures. Long-term interest rates in Europe generally increased during the first quarter, and were higher compared with the 1999 first quarter. Credit spreads, which represent the risk premium over the risk-free rate paid by an issuer (based on the issuer's perceived creditworthiness), widened in the first quarter of 2000.
U.S. equity indices, which experienced extraordinary gains during 1999, were turbulent in the first quarter of 2000. The Federal Reserve Board's decision to raise the overnight lending rate on two separate occasions, in addition to investor concern about the direction of interest rates, inflation, and continued economic growth contributed to little or no growth in most equity indices.

Widely watched market indicators demonstrated the volatility that occurred during the quarter. The Nasdaq Composite Index experienced both its single biggest point drop and its record high during the quarter, ending the period up $12.4 \%$ This represents an increase of $85.8 \%$ from the first quarter of 1999 , fueled by investor demand for technology stocks. The Dow Jones Industrial Average fell $5.0 \%$ during the quarter, demonstrating a lack of investor interest in blue chip stocks, but was up $11.6 \%$ from the end of the first quarter of 1999. The S\&P 500 advanced $2.0 \%$ in the quarter, and $16.5 \%$ since the end of the 1999 first quarter.

Global equity markets, as measured by the Dow Jones World Index, advanced only $1.0 \%$ during the quarter, and $22.2 \%$ since the end of the first quarter of 1999. The renewed strength of the Japanese yen and concern over rising U.S. interest rates prevented many global equity markets from achieving the significant gains recorded in the first three months of 1999. During the quarter, Tokyo stocks fell 4\% in both U.S. dollar and local currency terms as the Bank of Japan's monetary policy remained unchanged. Virtually all other Asian equity markets suffered declines during the quarter, with the exception of Malaysia, which led all Dow Jones country indices with a $20 \%$ return for the quarter. Latin American equity markets were primarily unchanged from the 1999 year-end, due to lack of investor interest. European markets generally improved in the quarter, led by gains in the media and technology sectors, which rose $30 \%$ and $18 \%$, respectively. The best overall performer in Europe was Germany, with a 9.5\% increase, sparked by increased merger and acquisition activity.

Concerns over U.S. interest rates contributed to a decrease in global debt underwriting volume during the first quarter of 2000, which declined to \$754 billion from $\$ 916$ billion in the 1999 first quarter, according to Thomson Financial Securities Data. In the fourth quarter of 1999, global debt underwriting volume was $\$ 489$ billion. A widening in corporate bond yield spreads, due to rising interest rates, caused a decline in volume of new issues. Equity underwriting, driven by technology, telecommunications, and healthcare, was more robust, as IPO underwriting in the U.S. reached $\$ 24$ billion, down from a record $\$ 29$ billion in the fourth quarter of 1999, but up sharply from the $\$ 9$ billion reported in the 1999 first quarter.

Strategic advisory services activities remained healthy during the 2000 first quarter, reflecting a continuation of the high level of merger and acquisition activity experienced in 1999. Global announced mergers and acquisitions totalled $\$ 1.2$ trillion in the 2000 first quarter, up from $\$ 1.1$ trillion in the fourth quarter of 1999, and $\$ 685$ billion in the year-ago period, according to Thomson Financial Securities Data. Continued consolidations in the technology and telecommunications sectors and international mergers contributed to the increased activity.

Merrill Lynch continually evaluates its businesses for profitability and performance under varying market conditions and, in light of the evolving conditions in its competitive environment, for alignment with its long-term strategic objectives. Maintaining long-term client relationships, closely monitoring costs and risks, diversifying revenue sources, and expanding strategically, all contribute to mitigating the effects of volatility on Merrill Lynch's business as a whole.

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| RESULTS OF OPERATIONS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <TABLE> <br> <CAPTION> |  |  |  |  |
|  | FOR THE THREE MONTHS ENDED |  |  |  |
| INCREASE |  |  |  |  |
| VERSUS |  |  |  |  |
|  | MARCH 31, | DEC. 31, | MARCH 26, |  |
| ```(dollars in millions, except per share amounts) 1Q99``` | 2000 | 1999 | 1999 | 4099 |

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The following discussion compares the first quarters of 2000 and 1999 and, where appropriate, contrasts the first quarter of 2000 with the fourth quarter of 1999.

Merrill Lynch's net earnings were a record $\$ 1.037$ billion for the first quarter of 2000, up $70 \%$ from $\$ 609$ million reported in the 1999 first quarter, and surpassing the previous record of $\$ 764$ million set in the 1999 fourth quarter. Earnings per common share were $\$ 2.69$ basic and $\$ 2.38$ diluted, compared with $\$ 1.65$ basic and $\$ 1.44$ diluted in the 1999 first quarter.

Net revenues reached a record $\$ 7.2$ billion, up $38 \%$ from the 1999 first quarter, as new highs were achieved in most revenue categories, including commissions, principal transactions, asset management and portfolio service fees, and net interest.

Annualized return on common equity was approximately $31.1 \%$ compared with $24.6 \%$ in the first quarter a year ago. The pre-tax profit margin for the first quarter of 2000 was $21.7 \%$, the highest level reported since the full year 1993 and the first quarter of 1994.

Commissions revenues are summarized as follows:

<TABLE>
<CAPTION>

</TABLE>
Commissions revenues were a record $\$ 2.2$ billion, up $37 \%$ from the 1999 first quarter, due to increased trading volume of listed securities, primarily on non-U.S. exchanges, and higher proprietary and non-proprietary mutual fund sales.

Net trading revenues, representing principal transactions revenues and related net interest, are presented in the table below. Interest revenue and expense amounts are based on management's assessment of the cost to finance trading positions, after consideration of the underlying liquidity of these positions.

Trading and related hedging and financing activities affect the recognition of both principal transactions revenues and net interest and dividend revenues. In assessing the profitability of its trading activities, Merrill Lynch aggregates
net interest and principal transactions revenues. For financial reporting purposes, however, realized and unrealized gains and losses on trading positions, including hedges, are recorded in principal transactions revenues. The net interest carry (i.e., the spread representing interest earned less financing costs) for trading positions, including hedges, is recorded either as principal transactions revenues or net interest revenues, depending on the nature of the specific instruments. Changes in the composition of trading inventories and hedge positions can cause the recognition of revenues within these categories to fluctuate.

```
<TABLE>
<CAPTION>
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</TABLE>
Net trading revenues were $\$ 2.0$ billion, up 23\% from $\$ 1.6$ billion in the 1999 first quarter, driven by record revenues in equity and equity derivatives trading, partially offset by a decline in debt and debt derivatives and mortgages net trading revenues.

Equities and equity derivatives net trading revenues were a record \$1.2 billion, up 83\% from the 1999 first quarter, and far exceeding the previous best quarter, driven by exceptionally high trading volume in both secondary cash and equity-linked products in the U.S. and global markets.

Debt and debt derivatives net trading revenues were $\$ 612$ million, down 19\% from the record reported in the 1999 first quarter, partly due to decreases in corporate debt and Japanese and Latin American debt trading, compared with the corresponding period a year ago.

Mortgage net trading revenues decreased 44\% from first quarter 1999 to $\$ 67$ million, partially due to lower customer demand. Foreign exchange net trading revenues were $\$ 55$ million, up $2 \%$ from the first quarter of 1999.

Investment banking revenues rose 57\% from the 1999 first quarter to $\$ 996$ million in the first quarter of 2000, as equity underwriting revenues more than doubled from the 1999 first quarter. Strategic advisory service revenues also increased from the 1999 first quarter due to higher levels of activity, particularly in Europe. A summary of Merrill Lynch's investment banking revenues follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|c|}{THREE MONTHS ENDED} & & \\
\hline & MARCH 31, & MARCH 26, & & \\
\hline (in millions) & 2000 & 1999 & \% & INCREASE \\
\hline
\end{tabular}


\section*{<TABLE>}
<CAPTION>

</TABLE>
Source: Thomson Financial Securities Data statistics based on full credit to book manager.

Strategic services fees increased 81\% from the 1999 first quarter to $\$ 373$ million, benefiting from higher levels of merger and acquisition activity, particularly in Europe. Merrill Lynch's merger and acquisition market share information for the 2000 and 1999 first quarters based on transaction value follows:

<TABLE>
<CAPTION>
\(\qquad\)

\section*{THREE MONTHS ENDED}
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{MARCH 31, 2000} & \multicolumn{2}{|l|}{MARCH 26, 1999} \\
\hline & MARKET SHARE & RANK & MARKET SHARE & RANK \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{COMPLETED TRANSACTIONS} \\
\hline U.S. & 15.7\% & 5 & 35.9\% & 3 \\
\hline Global & 32.9 & 3 & 26.2 & 3 \\
\hline \multicolumn{5}{|l|}{ANNOUNCED TRANSACTIONS} \\
\hline U.S. & 44.2 & 3 & 26.2 & 3 \\
\hline Global & 28.3 & 3 & 21.9 & 3 \\
\hline
\end{tabular}
</TABLE>
Source: Thomson Financial Securities Data statistics based on full credit to both target and acquiring companies' advisors.

Asset management and portfolio service fees reached a record $\$ 1.4$ billion, a 25\% increase from a year ago. A summary of asset management and portfolio service fees is as follows:

<TABLE>
<CAPTION>

</TABLE>
$$
17
$$

Asset management fees increased 21\% from the 1999 first quarter, as a result of a $10 \%$ growth in assets under management, which reached a record $\$ 568$ billion at the end of the first quarter. The growth in assets under management was attributable to a net inflow of customer assets as well as asset appreciation. Record portfolio service fees were achieved during the first quarter as assets in fee-based accounts rose $21 \%$ from the end of 1999, driven by strong growth in Unlimited Advantage (Service Mark) and ML Consults (Registered Trademark). The majority of the revenues associated with these accounts is included in portfolio service fees, with the remainder in asset management fees.

Total assets in Private Client accounts or under management were a record $\$ 1.8$ trillion at the end of the first quarter of 2000, representing an increase of $\$ 307$ billion, or $21 \%$, from the end of the first quarter a year ago. Assets under management, which are included in total assets in Private client accounts or under management, totaled $\$ 568$ billion at the end of the first quarter of 2000 , an increase of $\$ 53$ billion from the end of the 1999 first quarter, as discussed in the previous paragraph. The changes in these balances are noted as follows:

<TABLE>
<CAPTION>


\section*{568}
\(\qquad\)
--------------
</TABLE>
1. Includes reinvested dividends.
2. Includes foreign exchange translation adjustments of $\$(4)$ billion.

Other revenues were up $80 \%$ from the 1999 first quarter to $\$ 238$ million, primarily as a result of higher income from partnership investments and net investment gains.
Significant components of interest and dividend revenues and interest expense
follow:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & \multicolumn{2}{|l|}{THREE MONTHS ENDED} \\
\hline (in millions) & \[
\begin{array}{r}
\text { MARCH 31, } \\
2000
\end{array}
\] & \[
\begin{array}{r}
\text { MARCH } 26, \\
1999
\end{array}
\] \\
\hline <S> & <C> & <C> \\
\hline
\end{tabular}

INTEREST AND DIVIDEND REVENUES
\begin{tabular}{|c|c|c|c|c|}
\hline Resale agreements and securities borrowed transactions & \$ & 1,677 & \$ & 1,367 \\
\hline Trading assets & & 961 & & 1,030 \\
\hline Margin lending & & 1,061 & & 683 \\
\hline Other & & 764 & & 601 \\
\hline Total & & 4,463 & & 3,681 \\
\hline INTEREST EXPENSE & & & & \\
\hline Repurchase agreements and securities loaned transactions & & 1,350 & & 1,237 \\
\hline Borrowings & & 1,379 & & 1,111 \\
\hline Trading liabilities & & 448 & & 526 \\
\hline Other & & 602 & & 427 \\
\hline Total & & 3,779 & & 3,301 \\
\hline NET INTEREST AND DIVIDEND PROFIT & \$ & 684 & \$ & 380 \\
\hline
\end{tabular}
</TABLE>
Interest and dividend revenues and expenses are a function of the level and mix of interest-earning assets and interest-bearing liabilities and the prevailing level, term structure, and volatility of interest rates. Net interest and dividend profit in the first quarter of 2000 was up $80 \%$ from the first quarter of 1999, mainly due to higher customer lending, changes in asset/liability composition, and higher dividends.

Merrill Lynch hedges certain of its long- and short-term borrowings, primarily with interest rate and currency swaps, to better match the interest rate and currency characteristics of the borrowings to the assets funded by borrowing proceeds. The effect of this hedging activity, which is included in "Borrowings" in the previous table, decreased interest expense by $\$ 8$ million and $\$ 79$ million for the 2000 and 1999 first quarters, respectively.

Merrill Lynch's non-interest expenses are summarized below:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{4}{|c|}{THREE MONTHS ENDED} \\
\hline (in millions) & \multicolumn{2}{|l|}{MARCH 31, 2000} & \multicolumn{2}{|l|}{\[
\begin{array}{r}
\text { MARCH } 26, \\
1999
\end{array}
\]} \\
\hline <S> & \multicolumn{2}{|l|}{<C>} & \multicolumn{2}{|l|}{<C>} \\
\hline Compensation and benefits & \$ & 3,808 & \$ & 2,762 \\
\hline \multicolumn{5}{|l|}{Non-interest expenses, excluding compensation and benefits:} \\
\hline Communications and technology & & 578 & & 480 \\
\hline Occupancy and related depreciation & & 250 & & 227 \\
\hline Advertising and market development & & 244 & & 152 \\
\hline Brokerage, clearing, and exchange fees & & 192 & & 154 \\
\hline Professional fees & & 147 & & 117 \\
\hline Goodwill amortization & & 56 & & 57 \\
\hline Other & & 397 & & 321 \\
\hline \multicolumn{5}{|l|}{Total non-interest expenses, excluding compensation and benefits} \\
\hline Total non-interest expenses & \$ & 5,672 & \$ & 4,270 \\
\hline \multicolumn{5}{|l|}{Compensation and benefits} \\
\hline Compensation and benefits as a percentage of pre-tax earnings before compensation and benefits & & 70.7 & & 73.5 \\
\hline
\end{tabular}
</TABLE>
Non-interest expenses, excluding compensation costs, were up $24 \%$ from the 1999
first quarter. Non-interest expenses, excluding compensation costs, were $25.7 \%$
of net revenues for the first quarter of 2000 , a record low, down from $28.6 \%$ in
the first quarter of 1999.
$38 \%$ from the 1999 first quarter, as increased profitability led to higher incentive compensation. Compensation and benefits as a percentage of net revenues was $52.5 \%$ for the first quarter of 2000 , virtually unchanged from the first quarter of 1999.

Communications and technology expenses were $\$ 578$ million, up $20 \%$ from the 1999 first quarter, partly due to increased systems consulting costs related to various initiatives, including Direct Markets and ML Direct. Higher technology-related depreciation and increased webhosting service costs related to online initiatives also contributed to the overall increase.

Occupancy and related depreciation expense was $\$ 250$ million in the first quarter of 2000, up 10\% from the comparable period in 1999.

Advertising and market development expense rose $61 \%$ from the 1999 first quarter to $\$ 244$ million, as a result of increased advertising costs related to the launch of new products and a new corporate branding campaign. The increase
was also driven by higher travel and entertainment expenses and sales promotion costs associated with increased business activity.

Brokerage, clearing, and exchange fees increased 25\% to $\$ 192$ million due to increased global transaction volume.

Professional fees were $\$ 147$ million, up $26 \%$ from the 1999 first quarter, primarily due to higher legal, consulting, and employment service fees.

Goodwill amortization was $\$ 56$ million in the first quarter of 2000 virtually unchanged from the first quarter a year ago. Other expenses were $\$ 397$ million, up $24 \%$ from the first quarter of 1999, due in part to higher provisions related to various legal and business matters and increased business activity.

For the first quarter of 2000 , the effective tax rate was $31.0 \%$, compared to $33.9 \%$ in the first quarter of 1999.

BUSINESS SEGMENTS

Merrill Lynch reports the results of its business within three business segments: Corporate and Institutional Client Group ("CICG"), Private Client Group ("PCG"), and Asset Management Group ("AMG"). CICG's activities primarily involve providing services to corporate, institutional, and governmental clients throughout the world. PCG provides investment, financing, insurance, tax, and other financial services and products to retail clients globally. AMG provides investment management services to a wide variety of retail and institutional clients. For further information on services provided to clients within these segments, see the 1999 Form 10-K and the 1999 Annual Report included as an exhibit thereto.

Certain AMG and CICG products are distributed by PCG distribution networks, and to a more limited extent, certain AMG products are distributed through the distribution capabilities of CICG. Expenses and revenues associated with these intersegment activities are recognized in each segment and eliminated at the corporate level. Expenses of $\$ 69$ million and $\$ 65$ million and revenues of $\$ 92$ million and $\$ 63$ million for the 2000 and 1999 first quarters, respectively, were eliminated. In addition, revenue sharing agreements for shared activities are in place and the results of each segment reflect the agreed upon portion of these activities. The segment operating results exclude certain corporate items, which reduced net earnings for the 2000 and 1999 first quarters by $\$ 134$ million and \$148 million, respectively. (See Note 4 to Consolidated Financial Statements Unaudited.)

```
CORPORATE AND INSTITUTIONAL CLIENT GROUP
------------------------------------------------------------------------------------------
<TABLE>
```

<CAPTION>

|  | THREE MONTHS ENDED |  |
| :---: | :---: | :---: |
| (in millions) | $\begin{array}{r} \text { MARCH 31, } \\ 2000 \end{array}$ | MARCH 26, 1999 |
| <S> | <C> | <C> |
| Net revenues | \$3,361 | \$2,289 |
| Net earnings | 791 | 473 |

</TABLE>

CICG had its best quarter ever for both net revenues and earnings, benefiting from strong performances across all regions and businesses. Net revenues were
$\$ 3.4$ billion, representing a $47 \%$ increase from the first quarter of 1999, and net earnings were $\$ 791$ million, up $67 \%$ from the 1999 first quarter level. Equity trading and origination revenues were both up sharply from the first quarter of 1999, due to a favorable environment for equity issuances, specifically within the technology sector. The strategic advisory business also posted strong results for the quarter, with revenues $81 \%$ above the first quarter of 1999 , and only 9\% below the record posted in the fourth quarter of 1999. Revenues from the Debt Markets business were slightly lower than the first quarter of 1999, as rising interest rates during the quarter led to decreased industry-wide debt underwriting activity. Merrill Lynch retained its position as the leading underwriter of total debt and equity securities, both in the U.S. and globally, as well as the \#1 position in U.S. and global debt underwriting.

| PRIVATE CLIENT GROUP |  |  |
| :---: | :---: | :---: |
| <TABLE> <br> <CAPTION> |  |  |
|  |  |  |
|  | THREE MONTHS ENDED |  |
| (in millions) | $\begin{array}{r} \text { MARCH 31, } \\ 2000 \end{array}$ | $\begin{array}{r} \text { MARCH } 26, \\ 1999 \end{array}$ |
| <S> | <C> | <C> |
| Net revenues | \$3,416 | \$2,611 |
| Net earnings | 304 | 243 |

</TABLE>
Net revenues and net earnings for PCG were $\$ 3.4$ billion and $\$ 304$ million, respectively, in the first quarter of 2000, up 31\% and 25\% from $\$ 2.6$ billion and $\$ 243$ million reported in the 1999 first quarter. Record revenues in both Commissions and portfolio service fees resulted from increased trading volume and growth in fee-based accounts. Also included in the first quarter 2000 results is an after-tax gain of approximately $\$ 15$ million from the sale of Merrill Lynch's retail brokerage business in Puerto Rico.

Total assets in U.S. client accounts grew 6\% during the first quarter of 2000, to a record $\$ 1.4$ trillion with net new money inflows of $\$ 48$ billion. Outside the U.S., client assets reached $\$ 149$ billion, with net new money of $\$ 11$ billion during the quarter. Total assets in fee-based accounts rose to $\$ 203$ billion, more than double the level from a year ago, and up 21\% from the end of 1999.

Unlimited Advantage, Merrill Lynch's total access fee-based account, introduced in June 1999, contributed to the segment's strong results, with an increase in revenues of more than $50 \%$ from the fourth quarter of 1999. Client assets in Unlimited Advantage accounts grew to $\$ 88$ billion, representing an increase of 40\% from year-end. In addition, client assets in ML Direct, the online investing service for self-directed investors, grew from $\$ 300$ million at the end of 1999 to more than $\$ 2$ billion during its first full quarter in operation. ML Direct was named as one of the "Best of the Web" among online brokers by Forbes magazine, and received a four-star rating in Barron's annual survey of online brokers.

In April 2000, Merrill Lynch and HSBC Holdings plc announced a new company to create the first global online banking and investment services company, serving individual customers (except in the U.S.). The new company, headquartered in London, will be launched later this year in the United Kingdom, followed by offices in Australia, Canada, Germany, Hong Kong, and Japan, with other parts of the world to follow.
$\square$

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & \multicolumn{2}{|l|}{THREE MONTHS ENDED} \\
\hline (in millions) & \[
\begin{array}{r}
\text { MARCH 31, } \\
2000
\end{array}
\] & MARCH 26, 1999 \\
\hline <S> & <C> & <C> \\
\hline Net revenues & \$618 & \$495 \\
\hline Net earnings & 76 & 41 \\
\hline
\end{tabular}
</TABLE>
Net revenues and net earnings for AMG were $\$ 618$ million and $\$ 76$ million, respectively, in the first quarter of 2000, up 25\% and 85\% from $\$ 495$ million and $\$ 41$ million in the 1999 first quarter. Assets under management reached a record
$\$ 568$ billion, up $10 \%$ from the end of the 1999 first quarter, on strong net inflows of new money for the second straight quarter. AMG launched several new funds during the quarter, including two U.S. retail offerings which collectively raised over $\$ 2.3$ billion.

Internationally, AMG also performed well, with net new money in all regions, except Europe. The move to open architecture, with increased third party distribution arrangements in Europe continued, and sales of Mercury Select Trust Funds totaled nearly \$2 billion for the quarter. In addition, Merrill Lynch Quantitative Advisors, the quantitative investment team formed in 1999, won significant mandates from New York City, the impact of which is not included in this quarter's results.

## CAPITAL ADEQUACY AND LIQUIDITY

The primary objectives of Merrill Lynch's capital structure and funding policies are to:

1. Ensure sufficient equity capital to absorb losses,
2. Support the business strategies, and
3. Assure liquidity at all times, across market cycles, and through periods of financial stress.
These objectives and Merrill Lynch's capital structure and funding policies are discussed more fully in the 1999 Annual Report included as an exhibit to Form 10-K.

Among U.S. institutions engaged primarily in the global securities business, Merrill Lynch is one of the most highly capitalized, with $\$ 14.0$ billion in common equity, $\$ 425$ million in preferred stock, and $\$ 2.7$ billion of preferred securities issued by subsidiaries at March 31, 2000. Preferred securities issued by subsidiaries consist primarily of Trust Originated Preferred Securities (Service Mark) ("TOPrS"(Service Mark)). Based on various analyses and criteria, management believes that Merrill Lynch's equity capital base of $\$ 17.2$ billion is adequate.

Merrill Lynch's leverage ratios were as follows:

|  | LEVERAGE <br> RATIO (1) | ADJUSTED LEVERAGE RATIO (2) |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| PERIOD END |  |  |
| March 31, 2000 | 21.2 x | 13.1x |
| December 31, 1999 | 21.1x | 13.4x |
| AVERAGE (3) |  |  |
| Quarter ended March 31, 2000 | 21.8x | 13.4x |
| Year ended December 31, 1999 | 23.2x | 14.4 x |
| </TABLE> |  |  |

(1) Total assets to total stockholders' equity and preferred securities issued by subsidiaries.
(2) Total assets less (a) securities received as collateral, net of securities pledged as collateral, (b) securities pledged as collateral, and (c) receivables under resale agreements and securities borrowed transactions, to total stockholders' equity and preferred securities issued by subsidiaries.
(3) Computed using month-end balances.

An asset-to-equity leverage ratio does not reflect the risk profile of assets, hedging strategies, or off-balance sheet exposures. Thus, Merrill Lynch does not rely on overall leverage ratios to assess risk-based capital adequacy.

Commercial paper outstanding totaled $\$ 27.2$ billion at March 31, 2000 and $\$ 24.2$ billion at December 31, 1999, which was equal to 7.5\% and 7.4\% of total assets at March 31, 2000 and year-end 1999, respectively. Outstanding long-term borrowings increased to $\$ 56.9$ billion at March 31, 2000 from $\$ 53.5$ billion at December 31, 1999. Major components of the change in long-term borrowings during the 2000 first quarter follow:
<TABLE>
<CAPTION>
(in billions)
----------------------------------------------------1
<S>

(1) At the end of the 2000 first quarter, $\$ 44.7$ billion of long-term borrowings had maturity dates beyond one year.

In addition to equity capital sources, Merrill Lynch views long-term debt as a stable funding source for its core balance sheet assets. Other sources of liquidity include a committed, senior, unsecured bank credit facility that, at March 31, 2000, totaled $\$ 8.0$ billion and was not drawn upon. Additionally, Merrill Lynch maintains access to significant uncommitted credit lines, both secured and unsecured, from a large group of banks.

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The cost and availability of unsecured financing generally are dependent on credit ratings. Merrill Lynch's senior long-term debt, preferred stock, and TOPrS were rated by several recognized credit rating agencies at March 31, 2000 as follows:
<TABLE>
<CAPTION>

|  | SENIOR <br> DEBT | PREFERRED STOCK <br> AND TOPRS |
| :---: | :---: | :---: |
| RATING AGENCY | RATINGS | RATINGS |
| <S> | <C> | <C> |
| Duff \& Phelps Credit Rating Co. | AA | AA- |
| Fitch IBCA, Inc. | AA | AA- |
| Japan Rating \& Investment Information, Inc. | AA | A+ |
| Moody's Investors Service, Inc. | Aa 3 | aa3 |
| Standard \& Poor's | AA- | A |
| Thomson Financial BankWatch, Inc. | AA+ | Not Rated |
| </TABLE> |  |  |
| AVERAGE ASSETS AND LIABILITIES |  |  |

Merrill Lynch monitors changes in its balance sheet using average daily balances that are determined on a settlement date basis and reported for management information purposes. Financial statement balances are recorded on a trade date basis as required under generally accepted accounting principles. The following discussion compares changes in settlement date average daily balances.

For the first three months of 2000, average total assets were $\$ 356$ billion, up $7 \%$ from $\$ 333$ billion for the 1999 fourth quarter. Average total liabilities increased 7\% to $\$ 339$ billion from $\$ 318$ billion for the 1999 fourth quarter. The major components in the growth in average total assets and liabilities for the first three months of 2000 are summarized as follows:
<TABLE>
<CAPTION>


## </TABLE>

During the first quarter of 2000, trading assets and liabilities rose as volume increased, benefiting from higher customer demand. Additionally, receivables under resale agreements and securities borrowed transactions, and payables under repurchase agreements and securities loaned transactions rose both to meet higher funding requirements resulting from increased trading activity, and from increased matched-book activity. Higher trading volume during the quarter, as compared with the fourth quarter of 1999 , also caused an increase in the average customer receivable and payable balances. The growth in average assets was partly funded by increased issuances of commercial paper during the quarter.

Non-investment grade holdings, which include transactions with highly leveraged counterparties, involve risks related to the creditworthiness of the issuers or counterparties and the liquidity of the market for such investments. Merrill Lynch recognizes these risks and, whenever possible, employs strategies to mitigate exposures. The specific components and overall level of non-investment grade positions may vary significantly from period to period as a result of inventory turnover, investment sales, and asset redeployment.

In the normal course of business, Merrill Lynch underwrites, trades, and holds non-investment grade cash instruments in connection with its investment banking, market-making, and derivative structuring activities. Non-investment grade holdings have been defined as debt and preferred equity securities rated as BB+ or lower, or equivalent ratings by recognized credit rating agencies, sovereign debt in emerging markets, amounts due under derivative contracts from non-investment grade counterparties, and other instruments that, in the opinion of management, are non-investment grade.

In addition to the amounts included in the following table, derivatives may also expose Merrill Lynch to credit risk related to the underlying security where a derivative contract can either synthesize ownership of the underlying security (e.g., long total return swaps) or potentially force ownership of the underlying security (e.g., short put options). At March 31, 2000, Merrill Lynch had derivatives with notionals of $\$ 4.0$ billion with non-investment grade credit exposure. Derivatives may also subject Merrill Lynch to credit spread or issuer default risk, in that changes in credit spreads or in the credit quality of the underlying securities may adversely affect the derivatives' fair values. Merrill Lynch seeks to manage these risks by engaging in various hedging strategies to reduce its exposure associated with non-investment grade positions, such as purchasing an option to sell the related security or entering into other offsetting derivative contracts. At March 31, 2000, Merrill Lynch had derivatives with notionals of $\$ 900$ million that hedge non-investment grade credit exposure.

Merrill Lynch provides financing and advisory services to, and invests in, companies entering into leveraged transactions, which may include leveraged buyouts, recapitalizations, and mergers and acquisitions. Merrill Lynch provides extensions of credit to leveraged companies in the form of senior and subordinated debt, as well as bridge financing on a select basis. In addition, Merrill Lynch syndicates loans for non-investment grade companies or in connection with highly leveraged transactions and may retain a residual portion of these loans.

Merrill Lynch holds direct equity investments in leveraged companies and interests in partnerships that invest in leveraged transactions. Merrill Lynch has also committed to participate in limited partnerships that invest in leveraged transactions. Future commitments to participate in limited partnerships and other direct equity investments will be made on a select basis.

## TRADING EXPOSURES

The following table summarizes Merrill Lynch's non-investment grade trading exposures:
<TABLE>
<CAPTION>

|  | MARCH 31, | DEC. 31, |
| :---: | :---: | :---: |
| (in millions) | 2000 | 1999 |
| <S> | <C> | <C> |

Trading assets:

| Cash instruments | \$6,168 | \$5,630 |
| :---: | :---: | :---: |
| Derivatives | 4,604 | 4,033 |
| Trading liabilities - cash instruments | (913) | (997) |
| Collateral on derivative assets | $(1,779)$ | $(1,344)$ |
| Net trading asset exposure | \$8,080 | \$7,322 |

Included in the preceding table are debt and equity securities and bank loans of companies in various stages of bankruptcy proceedings or in default. At March 31, 2000, the carrying value of such debt and equity securities totaled $\$ 153$ million, of which 96\% resulted from Merrill Lynch's market-making activities in such securities. This compared with $\$ 133$ million at December 31, 1999, of which 89\% related to market-making activities. In addition Merrill Lynch held distressed bank loans totaling $\$ 137$ million and $\$ 86$ million at March 31, 2000 and December 31, 1999, respectively.

NON-TRADING EXPOSURES

The following table summarizes Merrill Lynch's non-investment grade non-trading exposures:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline (in millions) & \[
\begin{array}{r}
\text { MARCH 31, } \\
2000
\end{array}
\] & \[
\begin{gathered}
\text { DEC. } 31 \\
1999
\end{gathered}
\] \\
\hline <S> & <C> & <C> \\
\hline Marketable investment securities & \$ 214 & \$ 58 \\
\hline Investments of insurance subsidiaries & 115 & 108 \\
\hline \multicolumn{3}{|l|}{Loans (net of allowance for loan losses):} \\
\hline Bridge loans & 131 & 68 \\
\hline Other loans(1) & 1,204 & 818 \\
\hline \multicolumn{3}{|l|}{Other investments:} \\
\hline Partnership interests (2) & 1,362 & 1,368 \\
\hline Other equity investments (3) & 203 & 369 \\
\hline
\end{tabular}
(1) Represents outstanding loans to 137 and 106 companies at March 31, 2000 and December 31, 1999, respectively.
(2) Includes \(\$ 691\) and \(\$ 599\) million in investments at March 31, 2000 and December 31, 1999, respectively, related to deferred compensation plans, for which the default risk of the investments generally rests with the participating employees.
(3) Includes investments in 59 and 62 enterprises at March 31, 2000 and December 31, 1999, respectively.

The following table summarizes Merrill Lynch's commitments with exposure to non-investment grade counterparties:
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline (in millions) & \[
\begin{array}{r}
\text { MAR. 31, } \\
2000
\end{array}
\] & \[
\begin{gathered}
\text { DEC. } 31 \\
1999
\end{gathered}
\] \\
\hline <S> & <C> & <C> \\
\hline Additional commitments to invest in partnerships & \$ 281 & \$ 200 \\
\hline Unutilized revolving lines of credit and other lending commitments & 3,402(1) & 2,462 \\
\hline
\end{tabular}
</TABLE>
(1) Subsequent to the end of the first quarter, these commitments were reduced by \(\$ 688\) million.
<TABLE>
<CAPTION>
\(\qquad\)


(a) Certain prior period amounts have been restated to conform to the current period presentation.

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\section*{PART II - OTHER INFORMATION}

ITEM 1. LEGAL PROCEEDINGS
-----------------
JAS Securities Litigation. Since the filing of ML \& Co.'s Annual Report on Form \(10-\mathrm{K}\) for the fiscal year ended December 31, 1999, the following events have taken place with respect to the JAS Securities Litigation described therein. Plaintiff has filed an amended complaint for breach of contract alleging damages in excess of \(\$ 82\) million plus interest. Merrill Lynch has moved to dismiss the amended complaint and plaintiff has moved for partial summary judgment on its claims.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
On April 18, 2000, ML \& Co. held its Annual Meeting of Stockholders, at which \(85.0 \%\) of the shares of \(\mathrm{ML} \&\) Co. common stock outstanding and eligible to vote, either in person or by proxy, were represented, constituting a quorum. At the Annual Meeting, the following matters were voted upon: (i) the election of four directors to the Board of Directors to hold office for a term of three years; (ii) a proposal for a new performance formula governing annual bonuses and grants of restricted shares and units for certain executive officers; and (iii) a stockholder proposal concerning cumulative voting in the election of directors. Proxies for the Annual Meeting of Stockholders were solicited by the Board of Directors pursuant to Regulation 14A of the Securities Exchange Act of 1934.

The stockholders elected all four nominees to the Board of Directors as set forth in ML \& Co.'s Proxy Statement. There was no solicitation in opposition to such nominees. The votes cast for or withheld from the election of directors were as follows: W.H. Clark received \(324,647,680\) votes in favor and 4,169,700 votes were withheld; Stephen L. Hammerman received \(324,691,965\) votes in favor and \(4,125,415\) votes were withheld; Aulana L. Peters received 323,424,369 votes in favor and 5,393,011 votes were withheld; and John J. Phelan, Jr. received 324,872,300 votes in favor and 3,945,080 votes were withheld.

The stockholders approved the proposal for a new performance formula governing annual bonuses and grants of restricted shares and units for certain executive officers. The votes cast for and against, as well as the number of abstentions for this proposal were as follows: 287,469,737 votes in favor, 37,297,953 votes against, and 4,049,690 shares abstained.

The stockholders did not approve the stockholder proposal concerning cumulative voting in the election of directors. The votes cast for and against, as well as the number of abstentions and broker non-votes for this proposal were as follows: \(81,346,817\) votes in favor, \(168,485,371\) votes against, \(5,306,536\) shares abstained, and \(73,678,656\) shares represented broker non-votes.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
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(a) Exhibits
(4) Instruments defining the rights of security holders, including indentures:

Pursuant to Item 601 (b) (4) (iii) (A) of Regulation S-K, ML \& Co. hereby undertakes to furnish to the Securities and Exchange Commission, upon request, copies of the instruments defining the rights of holders of long-term debt securities of ML \& Co. that authorize an amount of securities constituting \(10 \%\) or less of the total assets of ML \& Co. and its subsidiaries on a consolidated basis.
(11) Statement re: computation of per share earnings
(12) Statement re: computation of ratios
(15) Letter re: unaudited interim financial information

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(27) Financial Data Schedule
(b) Reports on Form 8-K

The following Current Reports on Form 8-K were filed by ML \& Co. with the Securities and Exchange Commission during the quarterly period covered by this Report:
(i) Current Report dated January 25, 2000, for the purpose of filing ML \& Co.'s Preliminary Unaudited Earnings Summary for the three months and the year ended December 31, 1999.
(ii) Current Report dated March 3, 2000, for the purpose of filing the form of ML \& Co.'s Callable Market Index Target-Term Securities (Registered Trademark) due March 5,2007 based upon Internet HOLDRs (Service Mark).
(iii) Current Report dated March 31,2000 for the purpose of filing the form of ML \& Co.'s Nikkei 225 Market Index Target-Term Securities due March 30, 2007.

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

\section*{MERRILL LYNCH \& CO., INC.
 (Registrant)}

\section*{Date: May 12, 2000}

By: /s/ Thomas H. Patrick
Thomas H. Patrick
Executive Vice President and Chief Financial Officer

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Exhibits
11 Statement re: computation of per share earnings
12 Statement re: computation of ratios
15 Letter re: unaudited interim financial information
27 Financial Data Schedule

MERRILL LYNCH \& CO., INC. AND SUBSIDIARIES COMPUTATION OF PER COMMON SHARE EARNINGS (in millions, except per share amounts)
<S>
Earnings
\begin{tabular}{|c|c|c|}
\hline Net earnings & \$ 1,037 & \$ 609 \\
\hline Preferred stock dividends & (9) & (10) \\
\hline Net earnings applicable to common stockholders & \$ 1,028 & \$ 599 \\
\hline Weighted-Average Shares Outstanding & 381.6 & 364.0 \\
\hline \multicolumn{3}{|l|}{Effect of Dilutive Instruments:} \\
\hline Employee stock options & 31.0 & 29.8 \\
\hline FCCAAP shares & 14.1 & 16.6 \\
\hline Restricted units & 5.6 & 5.2 \\
\hline ESPP shares & 0.1 & 0.1 \\
\hline Dilutive potential common shares & 50.8 & 51.7 \\
\hline Total Weighted-Average Diluted Shares & 432.4 & 415.7 \\
\hline Basic Earnings Per Share & \$ 2.69 & \$ 1.65 \\
\hline Diluted Earnings Per Share & \$ 2.38 & \$ 1.44 \\
\hline
\end{tabular}
</TABLE>

Basic and diluted earnings per share are based on actual numbers before rounding.

MERRILL LYNCH \& CO., INC. AND SUBSIDIARIES COMPUTATION OF RATIOS OF EARNINGS TO FIXED CHARGES AND COMBINED FIXED CHARGES AND PREFERRED STOCK DIVIDENDS (dollars in millions)

</TABLE>
(a) Prior period amounts have been restated to conform to current period presentation.
(b) Other fixed charges consist of the interest factor in rentals, amortization of debt issuance costs, preferred security dividend requirements of subsidiaries, and capitalized interest.

May 12, 2000

Merrill Lynch \& Co., Inc.
4 World Financial Center
New York, NY 10080

We have made a review, in accordance with standards established by the American Institute of Certified Public Accountants, of the unaudited interim condensed consolidated financial information of Merrill Lynch \& Co., Inc. and subsidiaries ("Merrill Lynch") as of March 31, 2000 and for the three-month periods ended March 31, 2000 and March 26, 1999 as indicated in our report dated May 12, 2000; because we did not perform an audit, we expressed no opinion on that information.

We are aware that our report referred to above, which is included in your Quarterly Report on Form 10-Q for the quarter ended March 31, 2000, is incorporated by reference in the following documents, as amended:

Filed on Form S-8:


Registration Statement No. 333-62311 (Replacement Options; Midland Walwyn

Inc.)
Registration Statement No. 333-85421 (401(k) Savings and Investment Plan)
Registration Statement No. 333-85423 (2000 Deferred Compensation Plan For a Select Group of Eligible Employees)

Registration Statement No. 333-92663 (Long-Term Incentive Compensation Plan for Managers and Producers)

Filed on Form S-3:
Debt Securities:

Registration Statement No. 33-54218

Registration Statement No. 2-78338

Registration Statement No. 2-89519
Registration Statement No. 2-83477
Registration Statement No. 33-03602
Registration Statement No. 33-17965
Registration Statement No. 33-27512
Registration Statement No. 33-35456
Registration Statement No. 33-42041

Registration Statement No. 33-45327

Registration Statement No. 33-49947
Registration Statement No. 33-51489
Registration Statement No. 33-52647
Registration Statement No. 33-60413
Registration Statement No. 33-61559
Registration Statement No. 33-65135

Registration Statement No. 333-13649

Registration Statement No. 333-25255

Registration Statement No. 333-28537

Registration Statement No. 333-44173
Registration Statement No. 333-59997
Registration Statement No. 333-68747

Medium Term Notes:
Registration Statement No. 2-96315
Registration Statement No. 33-03079
Registration Statement No. 33-05125
Registration Statement No. 33-09910
Registration Statement No. 33-16165
Registration Statement No. 33-19820

Registration Statement No. 33-23605

Registration Statement No. 33-27549

Registration Statement No. 33-38879

Other Securities:

Registration Statement No. 33-33335 (Common Stock)

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    Registration Statement No. 33-45777 (Common Stock)
    Registration Statement No. 33-55363 (Preferred Stock)
    Registration Statement No. 333-02275 (Long-Term Incentive Compensation Plan)
    Registration Statement No. 333-16603 (TOPrS)
    Registration Statement No. 333-20137 (TOPrS)
    Registration Statement No. 333-24889 (Long-Term Incentive Compensation Plan,
        and Long-Term Incentive Compensation Plan for Managers and Producers)
    Registration Statement No. 333-36651 (Hotchkis and Wiley Resale)
    Registration Statement No. 333-42859 (TOPrS)
    Registration Statement No. 333-59263 (Exchangeable Shares of Merrill Lynch
        & Co., Canada Ltd. re: Midland Walwyn Inc.)
    Registration Statement No. 333-67903 (Howard Johnson & Company Resale)
We are also aware that the aforementioned report, pursuant to Rule 436(c) under
the Securities Act of 1933, is not considered a part of the Registration
Statement prepared or certified by an accountant or a report prepared or
certified by an accountant within the meaning of Sections 7 and 11 of that Act.
/s/ Deloitte & Touche LLP
New York, New York
May 12, 2000
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[^0]:    EQUIPMENT AND FACILITIES (net of accumulated depreciation and

