SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

World Financial Center, North Tower, New York, New York 10281-1332
(Address of Principal Executive Offices) (Zip Code)
Registrant's telephone number, including area code: (212) 449-1000

(Former Name or Former Address, if Changed Since Last Report)

Item 5. Other Events

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Filed herewith is the Preliminary Unaudited Earnings Summary, as contained in a press release dated January 25, 2000, for Merrill Lynch \& Co., Inc. ("Merrill Lynch") for the three months and the year ended December 31, 1999. The results of operations set forth therein for such periods are unaudited. All adjustments, consisting only of normal recurring accruals and a 1998 provision for costs related to staff reductions, that are, in the opinion of management, necessary for a fair presentation of the results of operations for the periods presented have been included. The nature of Merrill Lynch's business is such that the results for any interim period are not necessarily indicative of the results for a full year.

Preferred stockholders' equity, common stockholders' equity, long-term borrowings, preferred securities issued by subsidiaries, and book value per common share as of December 31, 1999 were approximately $\$ 425$ million, $\$ 12.4$ billion, $\$ 53.5$ billion, $\$ 2.7$ billion, and $\$ 33.20$, respectively.

On January 25, 2000, Merrill Lynch reported record quarterly net earnings of $\$ 764$ million, up $\$ 405$ million from the 1998 fourth quarter. Earnings per common share were $\$ 2.03$ basic and $\$ 1.80$ diluted, compared with $\$ .97$ basic and $\$ .86$ diluted in the 1998 fourth quarter.

Earnings for 1999 were a record $\$ 2.6$ billion, up $69 \%$ from the $\$ 1.5$ billion reported in 1998, which excludes 1998's $\$ 288$ million after-tax special provision. Basic and diluted earnings per common share were $\$ 7.00$ and $\$ 6.17$, respectively, compared with $\$ 4.24$ and $\$ 3.71$ for 1998 , excluding the special provision.

Annualized return on average common equity was approximately $23.8 \%$ for the 1999 fourth quarter, compared with $14.8 \%$ in the 1998 fourth quarter and $20.2 \%$ in the 1999 third quarter. Return on average common equity was $23.5 \%$ for 1999.

On a cash basis, which excludes goodwill amortization, net earnings for the 1999 fourth quarter were $\$ 821$ million. On the same basis, diluted earnings per common share were $\$ 1.93$ and annualized return on average common equity was approximately $24.4 \%$. For the full year, net earnings on a cash basis were $\$ 2.8$
billion, or $\$ 6.71$ per diluted common share. Return on equity was approximately 24.4\% on a comparable basis.

Net revenues reached a new quarterly high of $\$ 5.9$ billion, achieving records in most categories, including commissions, investment banking, asset management and portfolio service fees, and net interest.

Commissions revenues were up 22\% from the 1998 fourth quarter to $\$ 1.7$ billion, primarily due to increased volume in global listed securities on non-U.S. exchanges, mutual funds sales, and over-the-counter securities transactions.

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Principal transactions revenues increased $\$ 583$ million from the 1998 fourth quarter, when global market conditions negatively impacted debt trading revenues. Equity trading revenues benefited from increased trading volume in both U.S. and non-U.S. equities, as global market conditions improved, particularly in Europe and Japan. Debt trading revenues were up sharply across all regions, benefiting from improved global markets compared to the 1998 fourth quarter.

Investment banking revenues rose $37 \%$ from the 1998 fourth quarter to $\$ 1.1$ billion, as a result of record underwriting revenues and strategic services fees. Both equity and debt underwriting revenues were up significantly compared with the year ago period, benefiting from improved market share and more favorable market conditions. Strategic services revenues increased from both the 1998 fourth quarter and 1999 third quarter as a result of higher levels of merger and acquisition activity, particularly in Europe.

Asset management and portfolio service fees increased $24 \%$ from the 1998 fourth quarter to a record $\$ 1.3$ billion. Asset management fees were up $24 \%$ from fourth quarter 1998, as assets under management grew 8\% during the quarter to $\$ 557$ billion at the end of 1999. Higher portfolio service fees resulted from an increase in fee-based assets during the year, including those related to Merrill Lynch Consults (Registered Trademark) and Unlimited Advantage (Service Mark).

Other revenues were up 16\% year-over-year to $\$ 296$ million, reflecting higher investment gains.

Net interest profit was $\$ 644$ million, up sharply from the 1998 fourth quarter, primarily as a result of changes in asset composition, higher margin lending, higher dividends and efficiencies in financing activities.

Non-interest expenses, excluding compensation costs, were $30.4 \%$ of net revenues for the full year, down from 33.2\% in 1998 (excluding the special provision).

Compensation and benefits, the largest expense category, rose $\$ 698$ million from the 1998 fourth quarter, or $31 \%$, to $\$ 2.9$ billion as increased profitability led to significantly higher incentive compensation. Increased headcount and employee benefit costs also contributed to the increase. Compensation and benefits as a percentage of net revenues was $49.5 \%$ for the 1999 fourth quarter and $51.0 \%$ for the full year, compared with $54.3 \%$ for the 1998 fourth quarter and $52.4 \%$ for 1998.

Communications and technology expense was $\$ 541$ million, up $24 \%$ from the 1998 fourth quarter, as a result of higher technology-related depreciation and increased communication maintenance costs, partially due to the new online initiatives. Occupancy and related depreciation rose $14 \%$ to $\$ 252$ million principally due to higher rent expense resulting, in part, from increased business activity.

Advertising and market development expense increased \$129 million, to \$236 million, partially due to higher advertising costs related to the launch of a new ad campaign in the fourth quarter. Expenses in this category were lower than usual in the 1998 fourth quarter because of cost containment.

Brokerage, clearing, and exchange fees increased 6\% to $\$ 184$ million due in part to volume-driven increases in exchange and clearing fees. Professional fees were $\$ 163$ million, up $\$ 70$ million from the 1998 fourth quarter, due in part to higher consulting and employment service fees.

Goodwill amortization was $\$ 57$ million in the 1999 fourth quarter. Other expenses were $\$ 386$ million, up $55 \%$ from the 1998 fourth quarter, due in part to increased expenses for office supplies and higher provisions related to various matters.

The effective tax rate was $29.8 \%$ in the 1999 fourth quarter, and the annual effective tax rate was $31.0 \%$.
(c) Exhibits
(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three months and the year ended December 31, 1999

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## SIGNATURE

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.

> MERRILL LYNCH \& CO., INC.
(Registrant)

By: /s/ E. Stanley O'Neal

E. Stanley O'Neal

Executive Vice President and Chief Financial Officer

Date: January 25, 2000

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## EXHIBIT INDEX

Exhibit No.
Description
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Additional Exhibits
(i) Preliminary Unaudited Earnings Summary 7-8 for the three months and the year ended December 31, 1999

MERRILL LYNCH \& CO., INC. PRELIMINARY UNAUDITED EARNINGS SUMMARY


(1) Cash basis excludes goodwill amortization.

Note: Certain prior period amounts have been restated to conform to the current period presentation.
</TABLE>

<TABLE>
<CAPTION>
(in millions, except per share amounts)
<S>

\section*{NET REVENUES}

Commissions
Principal transactions
Investment banking
Asset management and portfolio service fees
Other
Subtotal
Interest and dividends
Interest expense
Net interest profit
TOTAL NET REVENUES

NON-INTEREST EXPENSES
Compensation and benefits
Communications and technology
Occupancy and related depreciation
Advertising and market development
Brokerage, clearing, and exchange fees
Professional fees
\begin{tabular}{|c|c|c|c|}
\hline & For the & ar Ended & \\
\hline (in millions, except per share amounts) & \[
\begin{gathered}
\text { December } 31, \\
1999
\end{gathered}
\] & \[
\begin{gathered}
\text { December } 25, \\
1998
\end{gathered}
\] & Percent Inc / (Dec) \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{NET REVENUES} \\
\hline Commissions & \$ 6,334 & \$ 5,799 & 9.2 \% \\
\hline Principal transactions & 4,361 & 2,651 & 64.5 \\
\hline Investment banking & 3,614 & 3,264 & 10.7 \\
\hline Asset management and portfolio service fees & 4,753 & 4,202 & 13.1 \\
\hline Other & 720 & 623 & 15.6 \\
\hline Subtotal & 19,782 & 16,539 & 19.6 \\
\hline Interest and dividends & 15,097 & 18,035 & (16.3) \\
\hline Interest expense & 13,010 & 17,027 & (23.6) \\
\hline Net interest profit & 2,087 & 1,008 & 107.0 \\
\hline TOTAL NET REVENUES & 21,869 & 17,547 & 24.6 \\
\hline \multicolumn{4}{|l|}{NON-INTEREST EXPENSES} \\
\hline Compensation and benefits & 11,153 & 9,199 & 21.2 \\
\hline Communications and technology & 2,038 & 1,749 & 16.5 \\
\hline Occupancy and related depreciation & 941 & 867 & 8.5 \\
\hline Advertising and market development & 779 & 688 & 13.2 \\
\hline Brokerage, clearing, and exchange fees & 678 & 683 & (0.7) \\
\hline Professional fees & 567 & 552 & 2.7 \\
\hline
\end{tabular} MERRILL LYNCH \& CO., INC.
PRELIMINARY UNAUDITED EARNINGS SUMMARY mReliminary Unauditid Earvings summary

Exhibit 99(i)
\begin{tabular}{|c|c|c|c|}
\hline Goodwill amortization & 227 & 226 & 0.4 \\
\hline Provision for costs related to staff reductions & - & 430 & N/M \\
\hline Other & 1,408 & 1,057 & 33.2 \\
\hline TOTAL NON-INTEREST EXPENSES & 17,791 & 15,451 & 15.1 \\
\hline \multicolumn{4}{|l|}{EARNINGS BEFORE INCOME TAXES AND DIVIDENDS} \\
\hline ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES & 4,078 & 2,096 & 94.6 \\
\hline Income tax expense & 1,265 & 713 & 77.4 \\
\hline Dividends on preferred securities issued by subsidiaries & 195 & 124 & 57.3 \\
\hline NET EARNINGS & \$ 2,618 & \$ 1,259 & 107.9 \\
\hline Preferred stock dividends & \$ 38 & \$ 39 & (2.6) \\
\hline NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS & \$ 2,580 & \$ 1,220 & 111.5 \\
\hline \multicolumn{4}{|l|}{EARNINGS PER COMMON SHARE} \\
\hline Basic & \$ 7.00 & \$ 3.43 & 104.1 \\
\hline Diluted & 6.17 & 3.00 & 105.7 \\
\hline \multicolumn{4}{|l|}{AVERAGE SHARES} \\
\hline Basic & 368.7 & 355.6 & 3.7 \\
\hline Diluted & 418.1 & 406.3 & 2.9 \\
\hline \multicolumn{4}{|l|}{CASH BASIS (1)} \\
\hline Net Earnings & \$ 2,845 & \$ 1,485 & 91.6 \\
\hline Earnings per Common Share - Basic & 7.61 & 4.07 & 87.0 \\
\hline Earnings per Common Share - Diluted & 6.71 & 3.56 & 88.5 \\
\hline
\end{tabular}
(1) Cash basis excludes goodwill amortization.

Note: Certain prior period amounts have been restated to conform to the current period presentation. N/M Not meaningful.
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