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WASHINGTON, D.C. 20549
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FORM 8-K
CURRENT REPORT

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

ITEM 5. OTHER EVENTS

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

Filed herewith is the Preliminary Unaudited Earnings Summary for the three- and six-month periods ended June 30,2000 and supplemental quarterly information, as contained in a press release dated July 18, 2000, for Merrill Lynch \& Co., Inc. ("Merrill Lynch"). The results of operations set forth therein for such periods are unaudited. All adjustments, consisting only of normal recurring accruals 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, and preferred securities issued by subsidiaries as of June 30, 2000 were approximately $\$ 425$ million, $\$ 15.3$ billion, $\$ 61.5$ billion, and $\$ 2.7$ billion, respectively.

On July 18, 2000, Merrill Lynch reported quarterly net earnings of $\$ 902$ million, the second-highest quarterly net earnings ever, up $34 \%$ from the $\$ 673$ million reported in the 1999 second quarter. Earnings per common share were $\$ 2.29$ basic and $\$ 2.01$ diluted, compared with $\$ 1.80$ basic and $\$ 1.57$ diluted in the 1999 second quarter.

The company also announced that its Board of Directors approved a two-for-one common stock split and a $7 \%$ increase in the quarterly cash dividend from $\$ 0.30$ to $\$ 0.32$ per share on a pre-split basis.

The stock split will be effected in the form of a $100 \%$ common stock dividend, payable August 31, 2000 to common shareholders of record on August 4, 2000.

The increased dividend, which follows the $\$ 0.03$ increase to $\$ 0.30$ declared on April 17, 2000, will be payable August 24, 2000 to common shareholders of record on August 4, 2000. The quarterly cash dividend is $19 \%$ higher than the first quarter 2000 dividend.

Annualized return on average common equity in the second quarter was approximately $24.3 \%$. The pre-tax profit margin for the quarter was $20.6 \%$.

These results were achieved against the backdrop of a market environment that was less robust than that of the previous quarter.

Merrill Lynch's net earnings of $\$ 1.9$ billion for the first half of the year were a record, over $50 \%$ higher than the first half of 1999. The associated pre-tax profit margin of $21.2 \%$ is the highest for the first half of any year since 1993. Annualized return on average common equity was $27.6 \%$ for the first six months, nearly 3 percentage points higher than at this point last year.

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## BUSINESS SEGMENT REVIEW:

CORPORATE AND INSTITUTIONAL CLIENT GROUP

- CICG posted strong results. Net revenues were $\$ 3.2$ billion, up $33 \%$ from the second quarter of 1999. The strength of Merrill Lynch's global equity franchise was underscored by strong results in cash trading, equity derivatives, and equity underwriting.

Merrill Lynch retained its position as the leading underwriter of total debt and equity securities in both the US and global markets, with second-quarter market shares of $15.8 \%$ and $12.2 \%$, respectively, according to Thomson Financial Data.

Merrill Lynch participated in numerous landmark investment banking transactions during the second quarter, highlighting our global execution strength in difficult markets. Merrill Lynch acted as:

- joint manager for the $\$ 10.6$ billion AT\&T Wireless initial public offering of 360 million "tracking shares", the largest US IPO to date.
- sole manager for Solectron's $\$ 3.5$ billion issuance of Liquid Yield Option Notes ("LYONs"), the largest LYONs ever issued and the largest primary convertible debt offering by a US issuer.
- lead financial advisor to Bestfoods in its acquisition by Unilever, creating a preeminent global food and consumer goods company.
- exclusive financial advisor to Canal Plus S.A. in its three-way merger with Seagram Co. and Vivendi S.A., creating a new global media giant.
- financial advisor to NTT Communications Corp. in its acquisition of Verio Inc., the largest cash deal to date in the Internet or networking industry.

Merrill Lynch announced an agreement to merge with Herzog Heine Geduld, a leading Nasdaq market maker. The transaction, which closed last week, will expand Merrill Lynch's market-making activity in Nasdaq and other over-the-counter stocks and enhance its leading global equity franchise.

Merrill Lynch joined with others to create BondBook LLC, an electronic bond trading system that will pioneer a change in the structure of the fixed-income markets.

## PRIVATE CLIENT GROUP

Private Client net revenues for the second quarter were up 14\% from the second quarter of 1999. In the US, net revenues were up $12 \%$ from the prior year, and internationally, net revenues were up $27 \%$. This growth was driven primarily by increased volumes of equity and mutual fund transactions.

Total client assets were $\$ 1.8$ trillion at the end of the second quarter of 2000, relatively unchanged from the end of the first quarter. Client assets in asset-priced accounts continued to grow, rising 3\% to \$209 billion in the second quarter primarily due to continued momentum in Unlimited Advantage (Service Mark) and Merrill Lynch Consults (Registered Trademark).

The flow of net new money into private client accounts slowed as a result of significantly increased seasonal outflows associated with clients' payment of income taxes. In addition, lower IPO activity reduced the overall amount of private wealth created from the record levels seen in the previous quarter. A total of $\$ 18$ billion in net new money was added to client accounts during the quarter, comprising $\$ 11$ billion in US private client and $\$ 7$ billion in international private client.

Two-thirds of a million clients now have online access to their accounts through Merrill Lynch OnLine (Service Mark) or ML Direct (Service Mark), compared with less than 250,000 a year ago.

The implementation of our US banking strategy gained momentum. Deposits in Merrill Lynch's US banks reached $\$ 19$ billion, more than double the amount
outstanding at the end of the first quarter.
Merrill Lynch and HSBC Holdings plc joined forces in a 50/50 partnership to create the first global online investment and banking services company. The new company strategically combines Merrill Lynch's leading investment capabilities and award-winning research team with HSBC's strong global presence, client relationships, and processing capabilities.

Merrill Lynch continued to grow its worldwide financial consultant force, which grew by 700 to 19,300 at the end of the second quarter.

MERRILL LYNCH INVESTMENT MANAGERS

- The financial performance of our asset management business continues to strengthen. Net revenues for the quarter were up $14 \%$ over the second quarter of 1999.

Excluding retail money market funds, which declined as a result of the implementation of our US banking strategy, assets under management grew 11\%
from the same period last year. At quarter end, total assets under management were $\$ 555$ billion.

- Investment Managers had net new money of $\$ 18$ billion, excluding the retail money market outflows.

Investment performance continues to improve, reflecting tangible results from the integration and growth of our global asset management business.

INCOME STATEMENT REVIEW:
REVENUES
Net revenues were $\$ 6.7$ billion, up 23\% from the 1999 second quarter, as new highs were reached in asset management and portfolio service fees, underwriting fees, and net interest income. Principal transactions and strategic advisory service fees demonstrated solid growth.

Commission revenues were $\$ 1.6$ billion, up $3 \%$ from the 1999 second quarter, mainly due to higher mutual fund sales. The growth in Unlimited Advantage (Service Mark) and other asset-priced services resulted in the shift of some revenues previously recorded as commissions to asset management and portfolio service fees.

Principal transaction revenues rose $33 \%$ from the 1999 second quarter to \$1.4 billion, led by higher equity and equity derivatives trading volumes.

Investment banking revenues were $\$ 1.1$ billion, up $20 \%$ from the second quarter a year ago, primarily as a result of record underwriting revenues and higher strategic advisory service revenues associated with increased merger and acquisition activity.

Asset management and portfolio service fees increased $22 \%$ from the 1999 second quarter to a new quarterly high of $\$ 1.4$ billion. Asset management fees were up $10 \%$ from the comparable period a year ago. Portfolio service fees increased 51\% from the 1999 second quarter as assets in asset-priced accounts continued to grow, principally those related to Unlimited Advantage (Service Mark) and Merrill Lynch Consults (Registered Trademark).

Other revenues were up 55\% from the second quarter of 1999 to $\$ 272$ million, primarily due to increased income from investments.

Net interest profit was $\$ 863$ million, up $\$ 321$ million from the second quarter a year ago. The year-over-year increase was due to increased customer-lending balances, higher dividend revenues, and changes in the asset/liability composition.

## EXPENSES

Compensation and benefits were up $26 \%$ from the 1999 second quarter to $\$ 3.4$ billion, as increased profitability led to higher incentive compensation, but were down $10 \%$ from the first quarter of 2000 . Compensation and benefits were $51.4 \%$ of net revenues for the second quarter of 2000 , compared to $52.5 \%$ in the previous quarter.

Non-compensation expenses were virtually unchanged from the previous quarter and up $12 \%$ from the second quarter of 1999. These expenses were $28.0 \%$ of net revenues for the second quarter compared to $30.9 \%$ for the comparable period in 1999. Details on changes in non-compensation expenses follow:

- communications and technology expenses were unchanged from the first quarter at $\$ 579$ million. The $8 \%$ increase from the 1999 second quarter is the result of higher technology-related depreciation and increased communication maintenance costs.
- occupancy and related depreciation was $\$ 256$ million, virtually unchanged from the 2000 first quarter and up $10 \%$ from the 1999 second quarter.
- advertising and market development expenses rose 7\% from the previous quarter and $30 \%$ from the comparable quarter in 1999 to $\$ 262$ million. The increases are the result of higher business development expenses and sales promotion costs associated with increased business activity. In addition, higher advertising costs contributed to the year-over-year increase.
- brokerage, clearing, and exchange fees were $\$ 196$ million, up 15\% from the second quarter a year ago, mainly due to increased transaction volume.
- professional fees increased $13 \%$ from the prior quarter and $16 \%$ from the 1999 second quarter to $\$ 166$ million, due to higher employment service fees, partially offset by lower consulting fees. In addition, higher legal fees contributed to the year-over-year increase.
- goodwill amortization was $\$ 54$ million in the second quarter of 2000 . Other expenses were $\$ 363$ million, down $9 \%$ from the previous quarter.

The effective tax rate in the quarter was $31.0 \%$.

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ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS

(c) Exhibits
--------
(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three- and six-month periods ended June 30, 2000 and supplemental quarterly information

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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/ Thomas H. Patrick

Thomas H. Patrick
Executive Vice President and Chief Financial Officer

Date: July 18, 2000

## EXHIBIT INDEX

| Exhibit No. | Description | Page |
| :--- | :--- | ---: |
| (99) | Additional Exhibits |  |
|  | (i) Preliminary Unaudited Earnings Summary for the  <br>  three- and six-month periods ended June 30, 2000 |  |
|  | and supplemental quarterly information |  |

<TABLE>
<CAPTION>

Exhibit 99(i)

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

|  | For the Three Months Ended |  |  | Percent |
| :---: | :---: | :---: | :---: | :---: |
| Inc / ( Dec) |  |  |  |  |
|  | June 30, | March 31, | June 25, | 2 OOO vs . |
| ```2Q00 vs. (in millions, except per share amounts) 2Q99``` | 2000 | 2000 | 1999 | $1 Q 00$ |
| <S> | <C> | <C> | <C> | <C> |

NET REVENUES
Commissions
3.1\%
Principal transactions
33.5
Investment banking
19.7
Asset management and portfolio service fees
21.9
Other
55.4
$\quad$ Subtotal
19.1
Interest and dividend revenues
35.7
Less interest expense
31.7
Net interest profit
59.2
TOTAL NET REVENUES

| \$ 1,642 | \$ 2,152 | \$ 1,592 |
| :---: | :---: | :---: |
| 1,420 | 1,787 | 1,064 |
| 1,087 | 996 | 908 |
| 1,413 | 1,390 | 1,159 |
| 272 | 238 | 175 |
| 5,834 | 6,563 | 4,898 |
| 5,065 | 4,463 | 3,732 |
| 4,202 | 3,779 | 3,190 |
| 863 | 684 | 542 |
| 6,697 | 7,247 | 5,440 |

$(23.7) \%$
(20.5)
9.1
1.7
14.3
(11.1)
13.5
11.2
26.2
(7.6)

NON-INTEREST EXPENSES

| Compensation and benefits | 3,443 | 3,808 | 2,729 | (9.6) |
| :---: | :---: | :---: | :---: | :---: |
| 26.2 |  |  |  |  |
| Communications and technology | 579 | 578 | 536 | 0.2 |
| 8.0 |  |  |  |  |
| Occupancy and related depreciation | 256 | 250 | 232 | 2.4 |
| 10.3 |  |  |  |  |
| Advertising and market development | 262 | 244 | 201 | 7.4 |
| 30.3 |  |  |  |  |
| Brokerage, clearing, and exchange fees | 196 | 192 | 170 | 2.1 |
| 15.3 |  |  |  |  |
| Professional fees | 166 | 147 | 143 | 12.9 |
| 16.1 |  |  |  |  |
| Goodwill amortization | 54 | 56 | 56 | (3.6) |
| (3.6) |  |  |  |  |
| Other | 363 | 397 | 342 | (8.6) |
| 6.1 |  |  |  |  |
| TOTAL NON-INTEREST EXPENSES | 5,319 | 5,672 | 4,409 | (6.2) |
| 20.6 |  |  |  |  |
| EARNINGS BEFORE INCOME TAXES AND DIVIDENDS |  |  |  |  |
| ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES | 1,378 | 1,575 | 1,031 | (12.5) |
| 33.7 |  |  |  |  |
| Income tax expense | 427 | 489 | 310 | (12.7) |
| 37.7 |  |  |  |  |


| Dividends on preferred securities issued by subsidiaries 2.1 |  | 49 |  | 49 |  | 48 | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NET EARNINGS | \$ | 902 | \$ | 1,037 | \$ | 673 | (13.0) |
| 34.0 |  |  |  |  |  |  |  |
| Preferred stock dividends | \$ | 10 | \$ | 9 | \$ | 9 | 11.1 |
| 11.1 |  |  |  |  |  |  |  |
| NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS | \$ | 892 | \$ | 1,028 | \$ | 664 | (13.2) |
| 34.3 |  |  |  |  |  |  |  |
| EARNINGS PER COMMON SHARE |  |  |  |  |  |  |  |
| Basic | \$ | 2.29 | \$ | 2.69 | \$ | 1.80 | (14.9) |
| 27.2 |  |  |  |  |  |  |  |
| Diluted |  | 2.01 |  | 2.38 |  | 1.57 | (15.5) |
| 28.0 |  |  |  |  |  |  |  |
| AVERAGE SHARES |  |  |  |  |  |  |  |
| Basic |  | 389.1 |  | 381.6 |  | 368.3 | 2.0 |
| 5.6 |  |  |  |  |  |  |  |
| Diluted |  | 443.7 |  | 432.4 |  | 421.3 | 2.6 |
| 5.3 |  |  |  |  |  |  |  |

## </TABLE>

## 10

<TABLE>
<CAPTION>

MERRILL LYNCH \& CO., INC. PRELIMINARY UNAUDITED EARNINGS SUMMARY
(in millions, except per share amounts)
<S>

NET REVENUES

| Commissions | \$ | 3,794 | \$ | 3,159 | 20.1\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Principal transactions |  | 3,207 |  | 2,509 | 27.8 |
| Investment banking |  | 2,083 |  | 1,540 | 35.3 |
| Asset management and portfolio service fees |  | 2,803 |  | 2,268 | 23.6 |
| Other |  | 510 |  | 308 | 65.6 |
| Subtotal |  | 12,397 |  | 9,784 | 26.7 |
| Interest and dividend revenues |  | 9,528 |  | 7,413 | 28.5 |
| Less interest expense |  | 7,981 |  | 6,491 | 23.0 |
| Net interest profit |  | 1,547 |  | 922 | 67.8 |
| TOTAL NET REVENUES |  | 13,944 |  | 10,706 | 30.2 |

NON-INTEREST EXPENSES

| Compensation and benefits | 7,251 | 5,490 | 32.1 |
| :---: | :---: | :---: | :---: |
| Communications and technology | 1,157 | 1,016 | 13.9 |
| Occupancy and related depreciation | 506 | 459 | 10.2 |
| Advertising and market development | 506 | 353 | 43.3 |
| Brokerage, clearing, and exchange fees | 388 | 324 | 19.8 |
| Professional fees | 313 | 261 | 19.9 |
| Goodwill amortization | 110 | 113 | (2.7) |
| Other | 760 | 663 | 14.6 |
| TOTAL NON-INTEREST EXPENSES | 10,991 | 8,679 | 26.6 |


| EARNINGS BEFORE INCOME TAXES AND DIVIDENDS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES |  | 2,953 |  | 2,027 | 45.7 |
| Income tax expense |  | 916 |  | 648 | 41.4 |
| Dividends on preferred securities issued by subsidiaries |  | 98 |  | 97 | 1.0 |
| NET EARNINGS | \$ | 1,939 | \$ | 1,282 | 51.2 |
| Preferred stock dividends | \$ | 19 | \$ | 19 | - |
| NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS | \$ | 1,920 | \$ | 1,263 | 52.0 |
| EARNINGS PER COMMON SHARE |  |  |  |  |  |
| Basic | \$ | $4.98$ | \$ | $3.45$ | $44.3$ |
| Diluted |  | $4.38$ |  | $3.02$ | $45.0$ |
| AVERAGE SHARES |  |  |  |  |  |
| Basic |  | 385.4 |  | 366.2 | 5.2 |
| Diluted |  | 438.0 |  | 418.5 | 4.7 |

<TABLE>
<CAPTION>

99(i)
MERRILL LYNCH \& CO., INC.


NET REVENUES
\begin{tabular}{|c|c|c|c|c|c|}
\hline Commissions & \$1,592 & \$1,440 & \$1,735 & \$2,152 & \\
\hline \multicolumn{6}{|l|}{\$1,642} \\
\hline Principal transactions & 1,064 & 1,059 & 794 & 1,787 & 1,420 \\
\hline Investment banking & 908 & 948 & 1,125 & 996 & 1,087 \\
\hline Asset management and portfolio service fees & 1,159 & 1,183 & 1,301 & 1,390 & 1,413 \\
\hline Other & 175 & 117 & 296 & 238 & \\
\hline \multicolumn{6}{|l|}{272} \\
\hline \multicolumn{6}{|l|}{--} \\
\hline Subtotal & 4,898 & 4,747 & 5,251 & 6,563 & \\
\hline \multicolumn{6}{|l|}{5,834} \\
\hline Interest and dividend revenues & 3,732 & 3,665 & 4,019 & 4,463 & 5,065 \\
\hline Less interest expense & 3,190 & 3,144 & 3,375 & 3,779 & 4,202 \\
\hline Net interest profit & 542 & 521 & 644 & 684 & 863 \\
\hline \multicolumn{6}{|l|}{--} \\
\hline TOTAL NET REVENUES & 5,440 & 5,268 & 5,895 & 7,247 & 6,697 \\
\hline \multicolumn{6}{|l|}{NON-INTEREST EXPENSES} \\
\hline Compensation and benefits & 2,729 & 2,746 & 2,916 & 3,808 & 3,443 \\
\hline Communications and technology & 536 & 481 & 541 & 578 & 579 \\
\hline Occupancy and related depreciation & 232 & 230 & 252 & 250 & 256 \\
\hline
\end{tabular}

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PER COMMON SHARE DATA

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</TABLE>
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<TABLE>
<CAPTION>

99 (i)
MERRILL LYNCH \& CO., INC.


NET REVENUES
\begin{tabular}{lllll} 
& Commissions & \(29.3 \%\) & \(27.3 \%\) & \(29.4 \%\) \\
\(24.5 \%\) & Principal transactions & \(19.6 \%\) & \(20.1 \%\) & \(13.5 \%\) \\
\(21.2 \%\) & & & \(24.7 \%\) \\
\(16.2 \%\) & Investment banking & \(16.7 \%\) & \(18.0 \%\) & \(19.1 \%\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{\[
21.1 \%
\]} \\
\hline Other & 3.1\% & 2.2\% & 5.0\% & 3.3\% & \\
\hline \multicolumn{6}{|l|}{4.1\%} \\
\hline \multicolumn{6}{|l|}{--} \\
\hline Subtotal & 90.0\% & 90.1\% & 89.1\% & 90.6\% & \\
\hline \multicolumn{6}{|l|}{87.1\%} \\
\hline Interest and dividend revenues & 68.6\% & 69.6\% & 68.2\% & 61.6\% & \\
\hline \multicolumn{6}{|l|}{} \\
\hline Less interest expense & 58.6\% & 59.7\% & 57.3\% & 52.2\% & \\
\hline \multicolumn{6}{|l|}{\(62.7 \%\)} \\
\hline \multicolumn{6}{|l|}{--} \\
\hline Net interest profit & 10.0\% & 9.9\% & 10.9\% & \(9.4 \%\) & \\
\hline \multicolumn{6}{|l|}{} \\
\hline \multicolumn{6}{|l|}{--} \\
\hline TOTAL NET REVENUES & 100.0\% & 100.0\% & 100.0\% & 100.0\% & \\
\hline \multicolumn{6}{|l|}{100.0\%} \\
\hline \multicolumn{6}{|l|}{NON-INTEREST EXPENSES} \\
\hline Compensation and benefits & 50.2\% & \(52.1 \%\) & 49.5\% & 52.5\% & \\
\hline \multicolumn{6}{|l|}{\(51.4 \%\) \%} \\
\hline Communications and technology & 9.9\% & 9.1\% & 9.2\% & 8.0\% & \\
\hline \multicolumn{6}{|l|}{8.6\%} \\
\hline Occupancy and related depreciation & 4.3\% & 4.4\% & 4.3\% & 3.4\% & \\
\hline \multicolumn{6}{|l|}{3.8\%} \\
\hline Advertising and market development & 3.7\% & 3.6\% & 4.0\% & 3.4\% & \\
\hline \multicolumn{6}{|l|}{} \\
\hline Brokerage, clearing, and exchange fees & 3.1\% & \(3.2 \%\) & 3.1\% & 2. \(6 \%\) & \\
\hline \multicolumn{6}{|l|}{2.9\%} \\
\hline Professional fees & 2.6\% & 2.7\% & \(2.8 \%\) & 2.0\% & \\
\hline \multicolumn{6}{|l|}{2.5\%} \\
\hline Goodwill amortization & 1.0\% & 1.1\% & 1.0\% & \(0.8 \%\) & \\
\hline \multicolumn{6}{|l|}{\(0.8 \%\) ( 0} \\
\hline Other & 6.2\% & 6.9\% & 6.4\% & 5.6\% & \\
\hline \multicolumn{6}{|l|}{5.5\%} \\
\hline \multicolumn{6}{|l|}{--} \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{}} \\
\hline & & & & & \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{l}
EARNINGS BEFORE INCOME TAXES AND DIVIDENDS \\
ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES 19.0\% 16.9\% 19.7\% \(21.7 \%\)
\end{tabular}} \\
\hline \multicolumn{6}{|l|}{\(20.6 \%\) ( 6} \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{}} \\
\hline & & & & & \\
\hline Dividends on preferred securities issued by subsidiaries & 0.9\% & 0.9\% & \(0.8 \%\) & \(0.7 \%\) & \(0.7 \%\) \\
\hline \multicolumn{6}{|l|}{--} \\
\hline NET EARNINGS & 12.4\% & 10.9\% & 13.0\% & 14.3\% & \\
\hline \multicolumn{6}{|l|}{13.5\%} \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{Preferred stock dividends 0.2\% \(0.20 .2 \%\)}} \\
\hline & & & & & \\
\hline \multicolumn{6}{|l|}{--} \\
\hline NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS & 12.2\% & 10.7\% & 12.8\% & 14.2\% & \\
\hline \multicolumn{6}{|l|}{13.3\%} \\
\hline
\end{tabular}
----

OTHER FINANCIAL DATA
\begin{tabular}{|c|c|c|c|c|}
\hline & 2099 & 3Q99 & 4Q99 & 1200 \\
\hline \multicolumn{5}{|l|}{2200} \\
\hline Non-interest expenses excluding compensation and benefits to net revenues & 30.9\% & 31.0\% & 30.9\% & 25.7\% \\
\hline & & & & \\
\hline \begin{tabular}{l}
Compensation and benefits to pre-tax earnings before compensation and benefits \\
\(71.4 \%\)
\end{tabular} & 72.6\% & 75.5\% & 71.5\% & 70.7\% \\
\hline
\end{tabular}


\section*{13}

\section*{<TABLE> \\ <CAPTION>}
\begin{tabular}{ll}
\(99(i)\) \\
& MERRILL LYNCH \& CO., INC. \\
DATA & \\
& (dollars in billions - unaudited)
\end{tabular}

PRELIMINARY SEGMENT INFORMATION (dollars in millions):
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|c|}{NET REVENUES} \\
\hline & Corporate and Institutional Client & \$2,379 & \$2,329 & \$2,329 & \$3,370 \\
\hline \multicolumn{6}{|l|}{\$3,164} \\
\hline & Private Client & 2,636 & 2,507 & 2,950 & 3,406 \\
\hline \multicolumn{6}{|l|}{3,013} \\
\hline & Investment Managers & 542 & 523 & 709 & 619 \\
\hline \multicolumn{6}{|l|}{616} \\
\hline & Corporate & (117) & (91) & (93) & (148) \\
\hline \multicolumn{6}{|l|}{(96)} \\
\hline & TOTAL & \$5,440 & \$5,268 & \$5,895 & \$7,247 \\
\hline \$6,697 & & & & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline & CLIENT ASSETS & \$1,530 & \$1,514 & \$1,696 & \$1,791 \\
\hline & ASSETS UNDER MANAGEMENT (1) : & \$516 & \$514 & \$557 & \$568 \\
\hline \$555 & & & & & \\
\hline & Retail & 268 & 268 & 280 & 291 \\
\hline 271 & & & & & \\
\hline & Institutional & 248 & 246 & 277 & 277 \\
\hline 284 & & & & & \\
\hline & U.S. & 310 & 304 & 324 & 333 \\
\hline 328 & & & & & \\
\hline & Non-U.S. & 206 & 210 & 233 & 235 \\
\hline 227 & & & & & \\
\hline & Equity & 272 & 271 & 307 & 310 \\
\hline 316 & & & & & \\
\hline & Fixed Income & 102 & 100 & 99 & 100 \\
\hline 100 & & & & & \\
\hline & Money Market & 142 & 143 & 151 & 158 \\
\hline 139 & & & & & \\
\hline & U.S. BANK DEPOSITS & \$3 & \$5 & \$6 & \$7 \\
\hline
\end{tabular}

(1) Certain prior period amounts have been restated to conform to the current period presentation.
(2) Full credit to book manager. Market shares derived from Thomson Financial Securities Data statistics.
</TABLE>
