```
WASHINGTON, D.C. 20549
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(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 for the three- and nine-month periods ended September 29, 2000 and supplemental quarterly information for Merrill Lynch \& Co., Inc. ("Merrill Lynch"), as contained in a press release dated October 17, 2000. 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 September 29, 2000 were approximately $\$ 425$ million, $\$ 16.7$ billion, $\$ 66.6$ billion, and $\$ 2.7$ billion, respectively.

On October 17, Merrill Lynch reported third quarter net earnings of $\$ 885$ million, its highest third quarter ever, up 53\% from the $\$ 579$ million earned in the same quarter a year ago. Earnings per common share were $\$ 1.09$ basic and $\$ 0.94$ diluted, compared with $\$ 0.75$ basic and $\$ 0.67$ diluted in the 1999 third quarter.

The pre-tax profit margin for the quarter was $21.3 \%$, up significantly from the $16.9 \%$ achieved in the 1999 third quarter. Annualized return on average common equity was approximately $21.6 \%$, compared with $20.2 \%$ in the third quarter a year ago.

Merrill Lynch's net earnings for the first nine months of 2000 were a record $\$ 2.9$ billion, $53 \%$ higher than the corresponding 1999 period. The associated pre-tax margin of $21.5 \%$ is the highest for the first nine months of any year since 1993. Annualized return on average common equity was approximately $25.9 \%$ for the nine-month period, up from $23.5 \%$ in the same period last year.

## CORPORATE AND INSTITUTIONAL CLIENT GROUP (CICG)

CICG achieved solid results in a seasonally slow business environment. The group has concluded the combination with market-maker Herzog Heine Geduld, and is already beginning to realize the anticipated synergies.

- Pre-tax earnings in the quarter were $\$ 839$ million, up $35 \%$ from the 1999 third quarter, on net revenues of $\$ 2.8$ billion, $13 \%$ greater than the 1999 third quarter. CICG's pre-tax margin in the quarter expanded to $30 \%$, up five percentage points from $25 \%$ in the third quarter a year ago.
- Year-to-date pre-tax earnings were a record \$3.1 billion, up 55\% from the first nine months of 1999. Year-to-date net revenues grew 32\% from the comparable 1999 period, to $\$ 9.8$ billion. CICG's year-to-date pre-tax margin was $32 \%$, up from $27 \%$ in the first nine months of 1999.
- Merrill Lynch retained its position as the leading underwriter of total debt and equity securities in both the US and global markets, with third-quarter market shares of $15.9 \%$ and $14.6 \%$, respectively, according to Thomson Financial Securities Data.
- Merrill Lynch posted a strong performance in equity origination, ranking \#2 in global equity and equity-linked deals in the quarter with an $18.8 \%$ market share. Performance was strong in all regions, underscoring the strength and global capabilities of Merrill Lynch's equity markets franchise.
- Much progress was made on other priority CICG initiatives: Merrill Lynch's expanding technology investment banking and research team executed several benchmark transactions. The firm continues to strengthen its private equity business and launched, with partners, a $\$ 300$ million venture capital fund to invest primarily in mobile Internet ventures and technologies in Europe and North America. Important steps were also taken in the development of Merrill Lynch's Securities Services Division, already the largest clearer of US equities.


## PRIVATE CLIENT GROUP

Results in the quarter reflect significant activity and the progress the group has made, which produced strong quarterly earnings gains.

- Pre-tax earnings in the quarter grew to $\$ 402$ million, up $44 \%$ from the third quarter of 1999 and up $37 \%$ from the second quarter of this year. The pre-tax margin in the quarter increased to $14 \%$, led by major increases in our US business, up three percentage points from 11\% in the third quarter of 1999.

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- Third-quarter expenses were reduced by $\$ 247$ million, or $9 \%$, from the preceding quarter, primarily as a result of lower volume-related transaction costs, reduced advertising spending, staff reductions and other actions taken to generate efficiencies. This overall decrease in expenses is after recording $\$ 70$ million of compensation and benefits costs associated with the staff reductions.
- Earnings momentum has clearly improved as a result of the actions taken during the third quarter. Year-to-date pre-tax profits were \$1.2 billion, up 15\% from last year.
- Assets in client accounts were $\$ 1.8$ trillion, including $\$ 1.6$ trillion of assets in private client accounts, which were up $20 \%$ from the year-ago period. Net new money flows into private client accounts totaled $\$ 34$ billion. Assets in asset-priced accounts continued to grow, to $\$ 218$ billion. US bank deposits totaled $\$ 38$ billion at the end of the third quarter.
- Outside the US, Merrill Lynch's private client business is delivering year-over-year net revenue and asset growth that meet the company's 20\% annual growth targets. Consistent with the firm's strategy in the US, Merrill Lynch's international financial consultants are focusing on providing advisory services to high net worth and ultra high net worth clients. Merrill Lynch's joint venture with HSBC will complement this strategy, by cost effectively serving the significant and growing number of affluent investors online.
- Merrill Lynch continued to grow its worldwide financial consultant force, which increased by approximately 500 during the quarter to 20,100.

Merrill Lynch Investment Managers'quarterly earnings continued their upward trend.

- Pre-tax earnings were $\$ 143$ million, up $\$ 59$ million from the third quarter of 1999 on net revenues of $\$ 604$ million, up 18\% from the 1999 third quarter. The pre-tax margin in the quarter expanded to $24 \%$, up more than seven percentage points from the third quarter of 1999.
- Year-to-date pre-tax earnings were $\$ 374$ million, up 55\% from the same period a year ago. Year-to-date net revenues grew 18\% from the comparable period of 1999 , to $\$ 1.8$ billion. The year-to-date pre-tax margin was $21 \%$, up from $16 \%$ in the first nine months of 1999.
- Assets under management totaled \$571 billion at quarter-end, including $\$ 29$ billion associated with the defined asset fund business, which was transferred from the Private Client Group during the quarter.

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- MLIM products attracted $\$ 1.3$ billion of net new money during the quarter. MLIM's focus on delivering strong investment performance worldwide is generating improved results and leading to a growing confidence in MLIM products. Seventy-nine percent of all MLIM retail products globally achieved year-to-date returns above median in their respective categories, while $69 \%$ of all MLIM institutional products globally achieved year-to-date returns greater than benchmark.
- As part of MLIM's focus on streamlining non-core activities, the group has entered into a strategic alliance to outsource its US fund accounting function.

INCOME STATEMENT REVIEW:

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


## REVENUES

Net revenues rose 15\% from the 1999 third quarter to $\$ 6.1$ billion, primarily due to record asset management and portfolio service fees, and strong revenues from commissions and net interest.

Commission revenues were $\$ 1.6$ billion, an increase of $12 \%$ from the 1999 third quarter, driven by increased trading of listed securities on exchanges outside the US and higher mutual fund sales.

Principal transaction net revenues increased 3\% from the third quarter of 1999 to $\$ 1.2$ billion. Increased equity derivative revenues offset a small decline in fixed income trading revenues.

Investment banking revenues were $\$ 858$ million, a $10 \%$ decline from the strong third quarter a year ago, primarily as a result of lower strategic advisory service revenues associated with merger and acquisition activity.

Asset management and portfolio service fees rose $20 \%$ from the third quarter of 1999 to a record $\$ 1.4$ billion. Assets in asset-priced accounts have increased significantly over the past 12 months, particularly those related to Unlimited Advantage(Service Mark) and Merrill Lynch Consults(Registered Trademark).

Other revenues reached a record $\$ 318$ million as a result of gains from sales of private equity investments.

Net interest profit was $\$ 775$ million, up $\$ 251$ million from the third quarter a year ago. This increase was due to higher customer-lending balances and changes in the asset/liability mix.

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## EXPENSES

Compensation and benefits expenses rose 13\% from the 1999 third quarter to \$3.1 billion, as increased profitability led to higher incentive compensation, but these expenses were down $10 \%$ from the 2000 second quarter. Compensation and benefits expenses were $51.2 \%$ of net revenues for the third quarter of 2000 , compared with $52.0 \%$ in the 1999 third quarter. Compensation and benefits expenses include $\$ 70$ million associated with the staff reductions in the US private client business.

Non-compensation expenses were virtually unchanged from the 1999 third quarter, and declined to $27.5 \%$ of net revenues from $31.1 \%$. Compared with the second quarter, these expenses were down $12 \%$. These decreases in the quarter were across all segments and every expense line.

The reduction in expenses results from actions taken across the firm, including the realignment and strengthening of the US private client business. Details on changes in non-compensation expenses include:

- communications and technology expenses were $\$ 542$ million, down $7 \%$ from the second quarter of 2000, primarily due to lower systems consulting costs, but up 11\% from the third quarter of 1999.
- occupancy and related depreciation was $\$ 250$ million, slightly lower than the previous quarter and up $8 \%$ from the 1999 third quarter.
- advertising and market development expenses declined $22 \%$ from the previous quarter to $\$ 205$ million, due to lower spending on advertising and promotional programs. The 7\% increase from the 1999 third quarter is a result of higher sales promotion and travel costs associated with increased business activity.
- brokerage, clearing, and exchange fees were $\$ 206$ million, a decrease of $12 \%$ from the second quarter of 2000 due to lower transaction volume, but an increase of $7 \%$ year-over-year, partially as a result of increased transaction volume.
- professional fees were $\$ 147$ million, down 13\% from the 2000 second quarter due to reduced legal and consulting fees and virtually unchanged from a year ago.
- goodwill amortization was $\$ 52$ million in the third quarter of 2000 . Other expenses were $\$ 290$ million, $20 \%$ lower than the 2000 second quarter and 19\% lower than the 1999 third quarter, due to a decline in provisions for various business matters.

Merrill Lynch's year-to-date effective tax rate was $30.8 \%$ in line with prior quarters.

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 Merrill Lynch's control, could cause actual results and experience to differ materially from the expectations expressed in these statements. These factors include, but are not limited to, financial market volatility, actions and initiatives by current and potential competitors, the effect of current and future legislation or regulation, and additional factors described in Merrill Lynch's 1999 Annual Report on Form 10-K, which is available at the SEC's website, www.sec.gov. Merrill Lynch undertakes no responsibility to update or revise any forward-looking statements.

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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 nine-month periods ended September 29, 2000 and supplemental 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

# Chief Financial Officer 

Date: October 17, 2000

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EXHIBIT INDEX

Exhibit No. Description Page

- -----------
(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three- and nine-month periods ended September 29, 2000 and supplemental information. 11-16
<TABLE>
<CAPTION>

Exhibit 99(i)
MERRILL LYNCH \& CO., INC. PRELIMINARY UNAUDITED EARNINGS SUMMARY

Preferred stock dividends
25.0
NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS
53.2

## </TABLE>

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<TABLE>
<CAPTION>

MERRILL LYNCH \& CO., INC.
PRELIMINARY UNAUDITED EARNINGS SUMMARY
(in millions, except per share amounts)
<S>
NET REVENUES
\begin{tabular}{|c|c|c|c|}
\hline Commissions & \$ 5,431 & \$ 4,613 & 17.7 \% \\
\hline Principal transactions & 4,746 & 3,831 & 23.9 \\
\hline Investment banking & 2,941 & 2,489 & 18.2 \\
\hline Asset management and portfolio service fees & 4,217 & 3,451 & 22.2 \\
\hline Other & 849 & 442 & 92.1 \\
\hline Subtotal & 18,184 & 14,826 & 22.6 \\
\hline Interest and dividend revenues & 15,025 & 11,095 & 35.4 \\
\hline Less interest expense & 12,690 & 9,643 & 31.6 \\
\hline Net interest profit & 2,335 & 1,452 & 60.8 \\
\hline TOTAL NET REVENUES & 20,519 & 16,278 & 26.1 \\
\hline \multicolumn{4}{|l|}{NON-INTEREST EXPENSES} \\
\hline Compensation and benefits & 10,572 & 8,363 & 26.4 \\
\hline Communications and technology & 1,710 & 1,508 & 13.4 \\
\hline Occupancy and related depreciation & 762 & 698 & 9.2 \\
\hline Advertising and market development & 713 & 546 & 30.6 \\
\hline Brokerage, clearing, and exchange fees & 672 & 563 & 19.4 \\
\hline Professional fees & 462 & 407 & 13.5 \\
\hline Goodwill amortization & 162 & 170 & (4.7) \\
\hline Other & 1,057 & 1,024 & 3.2 \\
\hline TOTAL NON-INTEREST EXPENSES & 16,110 & 13,279 & 21.3 \\
\hline \multicolumn{4}{|l|}{EARNINGS BEFORE INCOME TAXES AND DIVIDENDS} \\
\hline ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES & 4,409 & 2,999 & 47.0 \\
\hline Income tax expense & 1,356 & 953 & 42.3 \\
\hline Dividends on preferred securities issued by subsidiaries & 146 & 146 & - \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline NET EARNINGS & & 2,907 & \multicolumn{2}{|l|}{\$ 1,900} & 53.0 \\
\hline Preferred stock dividends & \$ & 29 & \$ & 28 & 3.6 \\
\hline NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS & \$ & 2,878 & \$ & 1,872 & 53.7 \\
\hline \multicolumn{6}{|l|}{EARNINGS PER COMMON SHARE} \\
\hline Basic & \$ & 3.63 & \$ & 2.49 & 45.8 \\
\hline Diluted & & 3.18 & & 2.19 & 45.2 \\
\hline \multicolumn{6}{|l|}{AVERAGE SHARES} \\
\hline Basic & & 793.7 & & 752.4 & 5.5 \\
\hline Diluted & & 905.0 & & 854.7 & 5.9 \\
\hline
\end{tabular}

Note: Prior period amounts have been restated to reflect the merger with Herzog, Heine, Geduld, Inc. as required under pooling-of-interests accounting and the 2 -for-1 common stock split paid on August 31, 2000.
</TABLE>
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<CAPTION>

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

DATA

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(dollars in millions - unaudited)

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PRELIMINARY SEGMENT DATA
CORPORATE AND INSTITUTIONAL CLIENT

| Non-interest revenues Net interest profit | $\begin{array}{r} 2,383 \\ 379 \end{array}$ | $\begin{array}{r} \$ 2,829 \\ 503 \end{array}$ | $\begin{array}{r} \$ 2,157 \\ 296 \end{array}$ | $\begin{array}{r} 8,536 \\ 1,240 \end{array}$ | $\begin{array}{r} \$, 570 \\ 833 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total net revenues | 2,762 | 3,332 | 2,453 | 9,776 | 7,403 |
| Earnings before income taxes and dividends on preferred securities issued by subsidiaries | 839 | 1,066 | 622 | 3,136 | 2,017 |

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PRIVATE CLIENT GROUP

| Non-interest revenues <br> Net interest profit | $2,434$ | $\begin{array}{r} 2,596 \\ 383 \end{array}$ | $\begin{array}{r} 2,196 \\ 259 \end{array}$ | $\begin{aligned} & 8,032 \\ & 1,145 \end{aligned}$ | 6,877 728 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Total net revenues | 2,841 | 2,979 | 2,455 | 9,177 | 7,605 |
| Earnings before income taxes and dividends on preferred securities |  |  |  |  |  |
|  |  |  |  |  |  |
| issued by subsidiaries | 402 | 293 | 279 | 1,159 | 1,005 |

MERRILL LYNCH INVESTMENT MANAGERS

| Non-interest revenues Net interest profit <br> (7) | $\begin{array}{r} 587 \\ 17 \end{array}$ | $\begin{array}{r} 589 \\ 11 \end{array}$ | $\begin{gathered} 516 \\ (3) \end{gathered}$ | $\begin{array}{r} 1,775 \\ 35 \end{array}$ | 1,537 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Total net revenues | 604 | 600 | 513 | 1,810 | 1,530 |
| Earnings before income taxes and dividends on preferred securities issued by subsidiaries | 143 | 132 | 84 | 374 | 242 |
| CORPORATE |  |  |  |  |  |
| (158) Non-interest revenues | (30) | (37) | (41) | (159) |  |
| (102) Net interest profit | (28) | (28) | (28) | (85) |  |
| Total net revenues (260) | (58) | (65) | (69) | (244) |  |
| ```Earnings (loss) before income taxes and dividends on preferred securities issued by subsidiaries (265)``` | (73) | (78) | (81) | (260) |  |
| TOTAL |  |  |  |  |  |
| Non-interest revenues Net interest profit | $\begin{array}{r} 5,374 \\ 775 \end{array}$ | $\begin{array}{r} 5,977 \\ 869 \end{array}$ | $\begin{array}{r} 4,828 \\ 524 \end{array}$ | $\begin{array}{r} 18,184 \\ 2,335 \end{array}$ | $\begin{array}{r} 14,826 \\ 1,452 \end{array}$ |
| Total net revenues | 6,149 | 6,846 | 5,352 | 20,519 | 16,278 |
| Earnings before income taxes and dividends on preferred securities issued by subsidiaries | \$ 1,311 | \$ 1,413 | \$ 904 | \$ 4,409 | \$ 2,999 |

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Note: Prior period amounts have been restated to reflect the merger with Herzog, Heine, Geduld, Inc. as required under pooling-of-interests accounting and to conform to the current period presentation.

## </TABLE>

<TABLE>
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\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{\begin{tabular}{l}
Exhibit 99(i) \\
MERRILL LYNCH \& CO., INC.
\end{tabular}} \\
\hline \multicolumn{5}{|l|}{CONSOLIDATED QUARTERLY EARNINGS [UNAUDITED] (in millions)} \\
\hline & 3099 & \(4 Q 99\) & 1200 & \(2 Q 00\) \\
\hline \multicolumn{5}{|l|}{3200} \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline \multicolumn{5}{|l|}{<C>} \\
\hline \multicolumn{5}{|l|}{NET REVENUES} \\
\hline Commissions & \$1,444 & \$1,742 & \$2,160 & \$1,647 \\
\hline \multicolumn{5}{|l|}{\$1,624} \\
\hline Principal transactions & 1,130 & 921 & 2,038 & 1,548 \\
\hline \multicolumn{5}{|l|}{1,160} \\
\hline Investment banking & 949 & 1,125 & 996 & 1,087 \\
\hline \multicolumn{5}{|l|}{858} \\
\hline Asset management and portfolio service fees & 1,183 & 1,302 & 1,390 & 1,413 \\
\hline \multicolumn{5}{|l|}{1,414} \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Other & 122 & 304 & 249 & 282 \\
\hline \multicolumn{5}{|l|}{318} \\
\hline Subtotal & 4,828 & 5,394 & 6,833 & 5,977 \\
\hline \multicolumn{5}{|l|}{5,374} \\
\hline \multicolumn{5}{|l|}{\multirow[t]{2}{*}{5,479 Interest and dividend revenues 3, 3, 4,025 4,073}} \\
\hline & & & & \\
\hline Less interest expense & 3,145 & 3,376 & 3,782 & 4,204 \\
\hline \multicolumn{5}{|l|}{4,704} \\
\hline Net interest profit & 524 & 649 & 691 & 869 \\
\hline \multicolumn{5}{|l|}{775} \\
\hline TOTAL NET REVENUES & 5,352 & 6,043 & 7,524 & 6,846 \\
\hline \multicolumn{5}{|l|}{6,149} \\
\hline \multicolumn{5}{|l|}{NON-INTEREST EXPENSES} \\
\hline Compensation and benefits & 2,783 & 2,974 & 3,918 & 3,508 \\
\hline \multicolumn{5}{|l|}{3,146} \\
\hline Communications and technology & 487 & 545 & 584 & 584 \\
\hline \multicolumn{5}{|l|}{542} \\
\hline Occupancy and related depreciation & 232 & 255 & 253 & 259 \\
\hline \multicolumn{5}{|l|}{} \\
\hline Advertising and market development & 191 & 237 & 245 & 263 \\
\hline \multicolumn{5}{|l|}{205 (} \\
\hline Brokerage, clearing, and exchange fees & 193 & 216 & 233 & 233 \\
\hline \multicolumn{5}{|l|}{206 (} \\
\hline Professional fees & 145 & 164 & 147 & 168 \\
\hline \multicolumn{5}{|l|}{147} \\
\hline Goodwill amortization & 57 & 57 & 56 & 54 \\
\hline \multicolumn{5}{|l|}{52} \\
\hline Other & 360 & 388 & 403 & 364 \\
\hline \multicolumn{5}{|l|}{290 ( 3888} \\
\hline TOTAL NON-INTEREST EXPENSES & 4,448 & 4,836 & 5,839 & 5,433 \\
\hline \multicolumn{5}{|l|}{4,838} \\
\hline \multicolumn{5}{|l|}{\begin{tabular}{l}
EARNINGS BEFORE INCOME TAXES AND DIVIDENDS \\
ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES 904 1,207 1,413
\end{tabular}} \\
\hline \multicolumn{5}{|l|}{1,311} \\
\hline \multicolumn{5}{|l|}{\multirow[t]{2}{*}{}} \\
\hline & & & & \\
\hline \multicolumn{5}{|l|}{\multirow[b]{2}{*}{48 ( 48 d 48}} \\
\hline & & & & \\
\hline NET EARNINGS & \$ 579 & \$ 793 & \$1,101 & \$ 921 \\
\hline \$ 885 & & & & \\
\hline Preferred stock dividends & 8 & 11 & 10 & 9 \\
\hline \multicolumn{5}{|l|}{10 Preferred stock dividends} \\
\hline NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS \$ 875 & \$ 571 & \$ 782 & \$1,091 & \$ 912 \\
\hline \multicolumn{5}{|l|}{PER COMMON SHARE DATA} \\
\hline & 3 Q 99 & 4Q99 & 1200 & 2 Q 00 \\
\hline \multicolumn{5}{|l|}{3200 (} \\
\hline Basic earnings & \$ 0.75 & \$ 1.03 & \$ 1.40 & \$ 1.15 \\
\hline \multicolumn{5}{|l|}{\$ 1.09} \\
\hline Diluted earnings & 0.67 & 0.91 & 1.24 & 1.01 \\
\hline \multicolumn{5}{|l|}{0.94} \\
\hline Dividends paid & 0.14 & 0.14 & 0.14 & 0.15 \\
\hline \multicolumn{5}{|l|}{0.16} \\
\hline Book value & 15.62 & 16.49 & 18.13 & 19.47 \\
\hline \multicolumn{5}{|l|}{20.70 est.} \\
\hline
\end{tabular}
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Note: Prior period amounts have been restated to reflect the merger with Herzog,
</TABLE>

## 14

<TABLE>
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99(i)
MERRILL LYNCH \& CO., INC.
$\qquad$
$\qquad$

PERCENTAGE OF QUARTERLY NET REVENUES [UNAUDITED]

| 3200 | 3299 | 4099 | 1200 | $2 Q 00$ |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| <C> |  |  |  |  |
| NET REVENUES |  |  |  |  |
| Commissions | 27.0\% | 28.8\% | 28.7\% | 24.1\% |
| 26.4\% |  |  |  |  |
| 18. Principal transactions | 21.1\% | 15.2\% | 27.1\% | 22.6\% |
| Investment banking | 17.7\% | 18.6\% | 13.2\% | 15.9\% |
| 14.0\% |  |  |  |  |
| 23.0\% Asset management and portfolio service fees | 22.1\% | 21.5\% | 18.5\% | 20.6\% |
| Other | 2.3\% | 5. $2 \%$ | $3.3 \%$ | 4.1\% |
| 5.1\% |  |  |  |  |
| Subtotal | 90.2\% | 89.3\% | 90.8\% | 87.3\% |
| 87.4\% |  |  |  |  |
| Interest and dividend revenues $89.1 \%$ | 68.6\% | 66.6\% | 59.4\% | 74.1\% |
| Less interest expense | 58.8\% | 55.9\% | 50.2\% | 61.4\% |
| 76.5\% |  |  |  |  |


| Net interest profit | 9.8\% | 10.7\% | 9.2\% | 12.7\% |
| :---: | :---: | :---: | :---: | :---: |
| 12.6\% |  |  |  |  |
| TOTAL NET REVENUES | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

NON-INTEREST EXPENSES

| Compensation and benefits | 52.0\% | 49.2\% | 52.1\% | 51.2\% |
| :---: | :---: | :---: | :---: | :---: |
| 51.2\% |  |  |  |  |
| Communications and technology | 9.1\% | 9.0\% | 7.8\% | 8.5\% |
| 8. $8 \%$ |  |  |  |  |
| Occupancy and related depreciation | 4.3\% | 4.2\% | 3.4\% | $3.8 \%$ |
| 4.1\% |  |  |  |  |
| Advertising and market development | 3.6\% | 3.9\% | 3.3\% | 3.8\% |
| 3.3\% |  |  |  |  |
| Brokerage, clearing, and exchange fees | 3.6\% | $3.6 \%$ | 3.1\% | $3.4 \%$ |
| 3.4\% |  |  |  |  |
| Professional fees | 2.7\% | 2.7\% | 2.0\% | 2.5\% |
| 2.4\% |  |  |  |  |
| Goodwill amortization | 1.1\% | $0.9 \%$ | $0.7 \%$ | $0.8 \%$ |
| 0.8\% |  |  |  |  |
| Other | 6.7\% | 6.5\% | 5.2\% | 5.4\% |
| 4.7\% |  |  |  |  |
| TOTAL NON-INTEREST EXPENSES | 83.1\% | 80.0\% | $77.6 \%$ | 79.4\% |
| 78.7\% |  |  |  |  |
| EARNINGS BEFORE INCOME TAXES AND DIVIDENDS |  |  |  |  |
| 21. ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES | 16.9\% | 20.0\% | 22.4\% | 20.6\% |
| 21.3\% |  |  |  |  |
| Income tax expense | 5.2\% | 6.1\% | 7.1\% | 6.4\% |
| 6.1\% |  |  |  |  |


| Dividends on preferred securities issued by subsidiaries | $0.9 \%$ | $0.8 \%$ | $0.7 \%$ | $0.7 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| 0.8\% |  |  |  |  |
| NET EARNINGS | 10.8\% | 13.1\% | 14.6\% | 13.5\% |
| 14.4\% |  |  |  |  |
| Preferred stock dividends | $0.1 \%$ | 0.2\% | $0.1 \%$ | 0.2\% |
| 0.2\% |  |  |  |  |
| $14.2 \%$ |  |  |  | 13.3\% |
| OTHER FINANCIAL DATA |  |  |  |  |
|  | 3299 | $4 Q 99$ | 1200 | 2200 |
| 3200 |  |  |  |  |
| Non-interest expenses excluding compensation |  |  |  | 28.2\% |
| Compensation and benefits to pre-tax earnings |  |  |  |  |
| 70.6\% |  |  |  |  |
| Effective tax rate | 30.5\% | 30.3\% | 31.8\% | 31.4\% |
| 28.8\% |  |  |  |  |
| Common shares outstanding (in millions): |  |  |  |  |
| Weighted-average - basic | 757.9 | 760.8 | 780.2 | 795.1 |
| 805.9 |  |  |  |  |
| Weighted-average - diluted | 855.3 | 858.1 | 881.7 | 904.2 |
| 929.0 |  |  |  |  |
| Period-end | 758.7 | 762.6 | 789.1 | 800.9 |
| 809.1 |  |  |  |  |
| Note: Prior period amounts have been restated to reflect the merger with Herzog, Heine, Geduld, Inc. as required under pooling-of-interests accounting and the 2 -for-1 common stock split paid on August 31, 2000. |  |  |  |  |
| </TABLE> |  |  |  |  |

<TABLE>
<CAPTION>
Exhibit 99(i)
MERRILL LYNCH \& CO., INC. SUPPLEMENTAL DATA

|  | 3299 | $4 Q 99$ | 1200 | $2 Q 00$ | 3200 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | <C> | <C> | <C> | <C> | <C> |
| CLIENT ASSETS | \$1,514 | \$1,696 | \$1,792 | \$1,772 | \$1,768 |
| ASSETS UNDER MANAGEMENT (1) : | \$553 | \$594 | \$602 | \$585 | \$571 |
| Retail | 291 | 300 | 307 | 283 | 274 |
| Institutional | 226 | 255 | 253 | 257 | 252 |
| Private Accounts | 36 | 39 | 42 | 45 | 45 |
| U.S. | 340 | 358 | 364 | 356 | 351 |
| Non-U.S. | 213 | 236 | 238 | 229 | 220 |
| Equity | 301 | 333 | 334 | 335 | 330 |
| Fixed Income | 108 | 110 | 110 | 111 | 108 |
| Money Market | 144 | 151 | 158 | 139 | 133 |



