Washington, D.C. 20549

## FORM 8-K

CURRENT REPORT

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

Date of Report (Date of earliest event reported): October 18, 2001
Merrill Lynch \& Co., Inc.
(Exact Name of Registrant as Specified in its Charter)

| Delaware | $1-7182$ | $13-2740599$ |
| :---: | :---: | :---: |
| (State or Other | (Commission | (I.R.S. Employer |
| Jurisdiction of | File Number) | Identification No.) |
| Incorporation) |  |  |


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 for the three- and nine-month periods ended September 28, 2001 and supplemental quarterly information for Merrill Lynch \& Co., Inc. ("Merrill Lynch"), as contained in a press release dated October 18, 2001. 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 28, 2001 were approximately $\$ 425$ million, $\$ 20.7$ billion, $\$ 79.8$ billion, and $\$ 2.7$ billion, respectively.

On October 18, Merrill Lynch reported third-quarter net earnings of $\$ 422$ million. Earnings per common share were $\$ 0.49$ basic and $\$ 0.44$ diluted, compared with $\$ 1.09$ basic and $\$ 0.94$ diluted in the 2000 third quarter. Third quarter earnings include 6 cents per diluted share of September 11 th-related expenses associated with the tragic attack on the World Trade Center.

Operating earnings of $\$ 475$ million, which exclude September 11th-related expenses, were $12 \%$ lower than the 2001 second quarter and $46 \%$ below last year's third quarter. Third quarter earnings include $\$ 152$ million in severance expenses. Net revenues were $\$ 5.1$ billion, $8 \%$ and $16 \%$ lower than the second and year-ago quarters, respectively. The operating pre-tax profit margin for the quarter was $15.0 \%$, essentially unchanged from the second quarter as reductions in expenses kept pace with the decline in revenues.
"While our results are reasonable given a business environment that was deteriorating even before the terrorist attacks of September 11, we are not satisfied with them. We are accelerating actions throughout all of our businesses to improve profit margins," said David H. Komansky, chairman and chief executive officer, and Stan O'Neal, president and chief operating officer. "The near-term environment remains extremely weak, leading to over-capacity throughout the industry. Longer-term, the global forces driving growth in financial services remain in place."

Messrs. Komansky and O'Neal also said, "After the tragic events of September 11th, all of us at Merrill Lynch extend prayers for those who have suffered loss, and our gratitude to all those who have lent support. Merrill Lynch employees have worked tirelessly to serve clients and re-establish businesses in the midst of enormous personal and physical disruption. We are very proud of the determination and teamwork demonstrated by employees, and thank our clients for their patience and loyalty."

Year-to-date operating earnings were $\$ 1.9$ billion, $35 \%$ lower than the first nine months of 2000, on net revenues of $\$ 17.1$ billion, down $16 \%$ from the year-ago period. The effect of declining revenues on operating earnings was limited by a $12 \%$ reduction in year-to-date expenses, including a $6 \%$ reduction in non-compensation costs. The year-to-date operating pre-tax margin was $17.4 \%$, compared to $21.5 \%$ in the year-ago period. On an operating basis, annualized year-to-date return on equity was $12.6 \%$.

In the aftermath of September 11th, both of the company's headquarters buildings in the World Financial Center have been inaccessible. We plan to begin reoccupying our North Tower within the next two weeks. Reoccupation of our South Tower will take longer. September 11 th-related costs incurred during the quarter are reported in the Corporate segment and discussed further in the "Expenses" section below. These costs are net of applicable insurance recoveries. Additional expenses and recoveries will be recorded in future periods.

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BUSINESS SEGMENT REVIEW:

CORPORATE AND INSTITUTIONAL CLIENT GROUP (CICG)
CICG faced a difficult operating environment during the third quarter, characterized by continued weak equity markets and sharply reduced investment banking activity. Partially offsetting these factors were favorable conditions in the secondary fixed income markets, following reductions of interest rates by the Federal Reserve. Against this challenging backdrop, CICG delivered a strong performance in debt trading and sustained market share gains in global equity origination and announced mergers and acquisitions.

Third quarter pre-tax earnings were $\$ 485$ million, $6 \%$ lower than the second quarter and $43 \%$ below the 2000 third quarter, on net revenues of $\$ 2.2$ billion, $10 \%$ below the second quarter and 18\% lower than the year-ago quarter. CICG's pre-tax margin was $21.6 \%$, one percentage point above the second quarter and compared with $30.9 \%$ in the 2000 third quarter.

The decline in CICG's revenues was due primarily to a reduction in equity trading and investment banking revenues, which was partially offset by an increase in debt trading revenues. Also contributing to the decline from the year-ago quarter was the absence of gains on investments.

Equity trading revenues declined from the second quarter primarily as a result of lower transaction volumes, due in part to the closure of markets and business disruption. Revenues were also impacted by reduced volatility prior to September 11 and the continued effect of lower stock prices on revenues from principal-traded markets.

Debt trading revenues in the third quarter were higher than both the second quarter of this year and the year-ago period. The increase was primarily in derivatives and government bonds, as both businesses benefited from a steepening yield curve and declining interest rates.

Merrill Lynch continued to demonstrate leadership in equity and debt origination, ranking \#1 in global equity and equity-linked with an increased year-to-date market share of $15.5 \%$, and \#1 in global debt with an $11.5 \%$ market share. Gains in equity market share during the third quarter were driven by leadership in equity-linked products, the global diversity of issuing clients and also by the strength of Merrill Lynch's global distribution capability, which continues to be a source of competitive advantage in difficult markets.

In mergers and acquisitions, Merrill Lynch increased its year-to-date market share of announced deals to $26.5 \%$ and maintained its \#2 global ranking. Merrill Lynch has advised on 12 of the largest 25 transactions announced this year.

## PRIVATE CLIENT GROUP

While the uncertain market environment and the usual summer slowdown caused a continued reduction in private client transaction volumes for much of the quarter, this uncertainty also continued to underscore the value of Financial Advisors' advice and guidance. Good progress continued to be made in the implementation of a multi-channeled service model, and the benefits of actions taken over the past year to reduce expenses are being realized.

Third quarter pre-tax earnings were $\$ 274$ million, $11 \%$ lower than the second quarter and $29 \%$ below the third quarter of 2000 , on net revenues that were $5 \%$ and $14 \%$ lower at $\$ 2.5$ billion. The declines in revenues were due to lower transaction volumes and reduced demand for mutual funds, partially offset by an increase in net interest profit. Private Client's pre-tax margin was $11.2 \%$, compared with $11.9 \%$ in the second quarter of this year and $13.6 \%$ in the year-ago quarter. These overall results continue to reflect a stronger performance in the United States than outside.

In the United States, Private Client pre-tax earnings were $\$ 314$ million, $4 \%$ above the second quarter and $17 \%$ below year-ago levels, on net revenues that were down $3 \%$ and $11 \%$ from the 2001 second quarter and 2000 third quarter, respectively. The solid quarter resulted from the stability of fee-based and interest revenues, which accounted for approximately two-thirds of Private Client's U.S. revenue in the 2001 third quarter, combined with actions taken over the last year to reduce expenses. On a year-to-date basis, Private Client's U.S. pre-tax earnings were $\$ 988$ million, $8 \%$ below the comparable 2000 period. The year-to-date pre-tax margin was $15.1 \%$, 80 basis points higher than the year-ago period.

Outside the United States, Private Client posted a pre-tax loss of $\$ 40$ million in the third quarter, compared with a pre-tax profit of $\$ 11$ million in the year-ago quarter, on net revenues that were down 29\% from the 2000 third quarter, and $15 \%$ from this year's second quarter. Transaction-related commissions represent approximately $50 \%$ of non-U.S. revenues. On a year-to-date basis, Private Client's pre-tax loss outside the United States was $\$ 51$ million, compared with a pre-tax profit of $\$ 155$ million in the comparable period of 2000. The development of the ultra high net worth client businesses is encouraging, which validates the firm's strategy to focus non-U.S. Private Client business on this segment.

Total assets in client accounts were $\$ 1.5$ trillion, including $\$ 1.3$ trillion of assets in Private Client accounts. Net new money attracted into Private Client accounts globally during the quarter was $\$ 13$ billion.

The U.S. Financial Advisory Center has surpassed its 2001 enrollment goal of 500,000 accounts. Client satisfaction and retention continue to be high, and revenue velocity on enrolled accounts has increased. Similar initiatives outside the United States are also progressing well.

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MERRILL LYNCH INVESTMENT MANAGERS (MLIM)
Although MLIM's financial results were affected by a market-driven decline in assets under management, investment performance and net flows remained solid.

- Third quarter pre-tax earnings were $\$ 91$ million, $17 \%$ lower than the second quarter and $39 \%$ below the 2000 third quarter, on revenues of $\$ 515$ million, $8 \%$ and $16 \%$ below last quarter and the year-ago quarter, respectively. MLIM's pre-tax margin was $17.7 \%$ compared with $19.4 \%$ last quarter and $24.4 \%$ in the 2000 third quarter.

Assets under management totaled $\$ 507$ billion at the end of the third quarter, $5 \%$ below second quarter levels, as $\$ 33$ billion in market depreciation and foreign exchange movements more than offset $\$ 4$ billion in net new money during the quarter. Adjusting for the cumulative impact of money transferred to bank deposits, assets under management are 15\% lower than at the end of the 2000 third quarter. Revenues related to $\$ 81$ billion of retail money market assets under management are included in Private Client's results.

Although the composition of assets under management has shifted slightly towards fixed income products over the past year as equity market valuations have declined, there has been no significant deterioration in MLIM's revenue yield per asset under management. This relative stability underscores the benefit of actions taken to expand MLIM's range of higher margin products.

Net revenues were $\$ 5.1$ billion, $8 \%$ below the second quarter and $16 \%$ lower than the 2000 third quarter.

Commission revenues were $\$ 1.2$ billion, down $12 \%$ from the second quarter and $26 \%$ below the 2000 third quarter, due primarily to a global decline in client transaction volumes, particularly in equities and mutual funds. Over the past year, commission revenues have also decreased as clients have opened asset-priced accounts, paying fees in place of commissions.

Principal transaction revenues decreased $17 \%$ from the second quarter and $35 \%$ from the third quarter of 2000 , to $\$ 759$ million. These decreases are due primarily to significantly lower revenues from equities and equity derivatives, which were partially offset by higher debt trading revenues.

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Underwriting revenues were $\$ 543$ million, down $18 \%$ from the second quarter and $8 \%$ lower than the 2000 third quarter. The revenue impact of a steep year-over-year decline in global origination activity was limited by the market share gains that Merrill Lynch has made, particularly in equity underwriting. Strategic advisory revenues increased $10 \%$ from the 2000 third quarter, to $\$ 294$ million.

Asset management and portfolio service fees were $\$ 1.3$ billion, virtually unchanged from the second quarter and 5\% below the third quarter of 2000 . The decrease from the year-ago quarter reflects primarily a market-driven decline in assets under management and lower valuations of assets in asset-priced accounts. Fees on these accounts are calculated based on asset valuations at the beginning of each quarter.

Other revenues were $\$ 129$ million, down $\$ 189$ million from the 2000 third quarter due to lower gains on investments.

Net interest profit was $\$ 879$ million, $\$ 63$ million higher than the second quarter and $\$ 109$ million higher than the year-ago quarter.

## EXPENSES

Compensation and benefits expenses, which include $\$ 152$ million of severance costs, decreased 7\% from the second quarter and 12\% from the 2000 third quarter to $\$ 2.8$ billion. Compensation and benefits expenses were $53.6 \%$ of net revenues for the third quarter of 2001 ( $50.6 \%$ excluding severance costs), compared to $51.2 \%$ in the year-ago quarter ( $50.1 \%$ excluding severance costs).

Non-compensation operating expenses decreased 7\% from the second quarter and 4\% from the 2000 third quarter. Details of significant changes in non-compensation operating expenses from the third quarter of 2000 follow:

- occupancy and related depreciation was $\$ 280$ million, up $12 \%$ as a result of increased rental and other occupancy expenses;
- advertising and market development expenses declined $\$ 40$ million, or $20 \%$, due primarily to reduced spending on travel and advertising. Travel expenses fell during the quarter due to normal seasonality, curtailment of non-essential travel after September 11 and actions taken to reduce travel costs;
- brokerage, clearing, and exchange fees were $\$ 219$ million, up $\$ 13$ million due to an increase in transaction volumes from the year-ago period;
- professional fees decreased $22 \%$ to $\$ 115$ million, due largely to reduced spending on employment and consulting services; and


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- other expenses were $11 \%$ lower, at $\$ 253$ million, due to lower business activity and a reduction in provisions for various business matters.

September 11th-related expenses of $\$ 88$ million ( $\$ 53$ million after-tax), which are net of an insurance receivable of $\$ 50$ million, include estimated costs related to the write-off of leases and damaged assets in lower Manhattan; the purchase of replacement equipment; and the temporary relocation of approximately 9,000 employees which required reconfiguring technology, telecommunications and alternative office facilities, and providing transportation.

Merrill Lynch's year-to-date effective tax rate was 31.4\%

Merrill Lynch's global full-time employees totaled 65,900 at the end of the quarter. The decline of 6,100 since year-end 2000 is due primarily to the implementation of various strategic outsourcing initiatives announced during 2000, the sale or exit of selected businesses, managed reduction of staff, attrition, and reduced hiring. Merrill Lynch continues to selectively hire talented professionals into each of its businesses.

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 Annual Report on Form $10-\mathrm{K}$ and subsequent reports on Form $8-\mathrm{K}$ and Form 10-Q, which are available at the SEC's website, www.sec.gov. Merrill Lynch undertakes no responsibility to update or revise any forward-looking statements.

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits

(c) Exhibits --------
(99) Additional Exhibits

Preliminary Unaudited Earnings Summary for the three- and nine-month periods ended September 28, 2001 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)

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By: /s/ Thomas H. Patrick
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                                    Thomas H. Patrick
                                    Executive Vice President and
                                    Chief Financial Officer
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| Exhibit No. | Description | Page |
| :---: | :---: | :---: |
| (99) | Additional Exhibits | 12-17 |
|  | (i) Preliminary Unaudited Earnings Summary for the three- and nine-month periods ended September 28, 2001 and supplemental information. |  |

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

PRELIMINARY UNAUDITED EARNINGS SUMMARY

Percent Inc / (Dec)


NON-INTEREST EXPENSES Compensation and benefits
(7.4) (12.4)

Communications and technology
(2.4)

Occupancy and related depreciation
$3.7 \quad 11.6$
Advertising and market development
(18.3) (19.5)
(9.9) Brokerag
(23.8) Professional fees

Goodwill amortization
$3.9 \quad 1.9$
Other
(2.3) (10.9)
(7.4) TOTAL NON-INTEREST EXPENSES
$(9.6)$

OPERATING EARNINGS BEFORE INCOME TAXES AND DIVIDENDS ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES (9.2) (41.0)

Income tax expense
(4.2) (33.6)

For the Three Months Ended

\$ 1,362
911

662
313
1,356
153
--------------
4,757

5,563
4,747
-------------


5,573


2,977
568
270
202
243
151
51
259
$\qquad$

4,371
$\qquad$


Note: Certain prior period amounts have been restated to conform to the current period presentation.
</TABLE>
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Exhibit 99(i)
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 & \$ 4,071 & \$ 5,431 & (25.0) \% \\
\hline Principal transactions & 3,410 & 4,746 & (28.2) \\
\hline Investment banking & & & \\
\hline Underwriting & 1,834 & 1,994 & (8.0) \\
\hline Strategic advisory & 891 & 947 & (5.9) \\
\hline Asset management and portfolio service fees & 4,072 & 4,217 & (3.4) \\
\hline Other & 446 & 849 & (47.5) \\
\hline Subtotal & 14,724 & 18,184 & (19.0) \\
\hline Interest and dividend revenues & 16,459 & 15,007 & 9.7 \\
\hline Less interest expense & 14,055 & 12,690 & 10.8 \\
\hline Net interest profit & 2,404 & 2,317 & 3.8 \\
\hline TOTAL NET REVENUES & 17,128 & 20,501 & (16.5) \\
\hline
\end{tabular}

NON-INTEREST EXPENSES
Compensation and benefits
8,978
10,572
(15.1)
\begin{tabular}{|c|c|c|c|}
\hline Communications and technology & 1,695 & 1,710 & (0.9) \\
\hline Occupancy and related depreciation & 820 & 762 & 7.6 \\
\hline Advertising and market development & 575 & 713 & (19.4) \\
\hline Brokerage, clearing, and exchange fees & 697 & 672 & 3.7 \\
\hline Professional fees & 408 & 462 & (11.7) \\
\hline Goodwill amortization & 156 & 162 & (3.7) \\
\hline Other & 822 & 1,039 & (20.9) \\
\hline TOTAL NON-INTEREST EXPENSES & 14,151 & 16,092 & (12.1) \\
\hline Operating earnings before income taxes And dividends ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES & 2,977 & 4,409 & (32.5) \\
\hline Income tax expense & 941 & 1,356 & (30.6) \\
\hline Dividends on preferred securities issued by subsidiaries & 146 & 146 & - \\
\hline OPERATING EARNINGS , BEFORE SEPTEMBER 11 EXPENSES & \$ 1,890 & \$ 2,907 & (35.0) \\
\hline Expenses related to September 11, net of tax & 53 & - & N/M \\
\hline NET EARNINGS & \$ 1,837 & \$ 2,907 & (36.8) \\
\hline PREFERRED STOCK DIVIDENDS & \$ 29 & \$ 29 & - \\
\hline OPERATING EARNINGS PER COMMON SHARE & & & \\
\hline Basic & \$ 2.21 & \$ 3.63 & (39.1) \\
\hline Diluted & \$ 1.99 & \$ 3.18 & (37.4) \\
\hline EARNINGS PER COMMON SHARE & & & \\
\hline Basic & \$ 2.15 & \$ 3.63 & (40.8) \\
\hline Diluted & \$ 1.93 & \$ 3.18 & (39.3) \\
\hline AVERAGE SHARES & & & \\
\hline Basic & 839.8 & 793.7 & 5.8 \\
\hline Diluted & 938.8 & 905.0 & 3.7 \\
\hline ANNUALIZED RETURN ON AVERAGE COMMON EQUITY-OPERATING BASIS & 12.6\% & 25.9\% & \\
\hline
\end{tabular}

Note: Certain prior period amounts have been restated to conform to the current period presentation.
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## Exhibit 99(i)

MERRILL LYNCH \& CO., INC


CORPORATE AND INSTITUTIONAL CLIENT GROUP
$\qquad$
---------- Total net revenues
$2,248 \quad 2,510 \quad$ 7,990
$\qquad$

|  | Operating earnings before income taxes and <br> dividends on preferred securities <br> issued by subsidiaries |  |
| :--- | :--- | :--- |
| 3,041 | Pre-tax profit margin | 485 |

$\qquad$

PRIVATE CLIENT GROUP


MERRILL LYNCH INVESTMENT MANAGERS

| 1,790 | Non-interest revenues | $\$ 500$ | 546 |
| :--- | :--- | :--- | :--- |


|  | Operating earnings before income taxes and <br> dividends on preferred securities <br> issued by subsidiaries |
| :--- | :--- |
| 403 | Pre-tax profit margin |
| $21.8 \%$ | $17.7 \%$ |

---------
CORPORATE


Operating earnings (loss) before income taxes
and dividends on preferred securities
$\qquad$

TOTAL


## ---------

Note: Certain prior period amounts have been restated to conform to the current period presentation.

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99(i)
MERRILL LYNCH \& Co., Inc.

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

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Exhibit 99(i)
MERRILL LYNCH \& Co., Inc.

PERCENTAGE OF QUARTERLY NET REVENUES [UNAUDITED]

|  |  | 3200 | 4 Q 00 | $1 Q 01$ | 2 Q01 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | <S> | <C> | <C> | <C> | <C> | <C> |
| NET REVENUES |  |  |  |  |  |  |
|  | Listed and over-the-counter securities | 14.7\% | 14.1\% | 13.8\% | 14.0\% | 13.1\% |
|  | Mutual funds | 8.4\% | 7.6\% | 6.9\% | 7.3\% |  |
| 6.9\% |  |  |  |  |  |  |
|  | Other | 3.3\% | 3.0\% | $2.8 \%$ | 3.1\% |  |
| 3.4\% |  |  |  |  |  |  |
|  | Total | 26.4\% | 24.7\% | 23.5\% | 24.4\% |  |
|  | Principal transactions | 18.9\% | 19.9\% | 27.1\% | 16.3\% | 14.8\% |
|  | Investment banking |  |  |  |  |  |
|  | Underwriting | 9.6\% | 10.8\% | 9.8\% | 11.9\% |  |
|  | Strategic advisory | 4.4\% | 6.9\% | 4.4\% | 5.6\% | 5.7\% |
|  | Total | 14.0\% | 17.7\% | 14.2\% | 17.5\% |  |
|  | Asset management and portfolio service fees |  |  |  |  |  |
|  | Asset management fees | 9.4\% | 9.3\% | 8.5\% | 9.8\% | 10.0\% |
|  | Portfolio service fees | 9.2\% | 9.5\% | 9.0\% | 9.8\% | 10.9\% |
|  | Account fees | 2.1\% | 2.0\% | 1.9\% | 2.3\% |  |
| 2.4\% |  |  |  |  |  |  |
|  | Other fees | 2.3\% | 2.7\% | 2.1\% | 2.4\% |  |
| 2.7\% |  |  |  |  |  |  |
|  | Total | 23.0\% | 23.5\% | 21.5\% | 24.3\% |  |
| 26.0\% |  |  |  |  |  |  |
|  | Other | 5.2\% | 1.9\% | 2.6\% | 2.9\% |  |
|  | Subtotal | 87.5\% | 87.7\% | 88.9\% | 85.4\% |  |
| 82.9\% |  |  |  |  |  |  |
|  | Interest and dividend revenues | 89.1\% | 98.5\% | 97.2\% | 99.8\% | 90.6\% |
|  | Less interest expense | $76.6 \%$ | 86.2\% | 86.1\% | 85.2\% | 73.5\% |
|  | Net interest profit | 12.5\% | 12.3\% | 11.1\% | 14.6\% | 17.1\% |
|  | TOTAL NET REVENUES | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

NON-INTEREST EXPENSES
Compensation and benefits
Communications and technology
Occupancy and related depreciation
Advertising and market development
Brokerage, clearing, and exchange fees
Professional fees
Goodwill amortization
Other

| $51.2 \%$ | $50.4 \%$ | $50.6 \%$ | $53.4 \%$ | $53.6 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $8.8 \%$ | $9.7 \%$ | $9.3 \%$ | $10.2 \%$ | $10.3 \%$ |
| $4.1 \%$ | $3.9 \%$ | $4.2 \%$ | $4.8 \%$ | $5.4 \%$ |
| $3.3 \%$ | $3.6 \%$ | $3.2 \%$ | $3.6 \%$ | $3.2 \%$ |
| $3.4 \%$ | $3.5 \%$ | $3.7 \%$ | $4.4 \%$ | $4.3 \%$ |
| $2.4 \%$ | $2.8 \%$ | $2.2 \%$ | $2.7 \%$ | $2.2 \%$ |
| $0.8 \%$ | $0.9 \%$ | $0.8 \%$ | $0.9 \%$ | $1.0 \%$ |
| $4.7 \%$ | $4.3 \%$ | $4.9 \%$ | $4.7 \%$ |  |


| $78.7 \%$ | 79.10 | 78.9\% | $84.7 \%$ | 85.0\% |
| :---: | :---: | :---: | :---: | :---: |


| OPERATING EARNINGS BEFORE INCOME TAXES AND DIVIDENDS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ON PREFERRED SECURITIES ISSUED BY SUBSIDIARIES | 21.3\% | 20.9\% | 21.1\% | 15.3\% | 15.0\% |
| Income tax expense | 6.1\% | 6.1\% | 6.7\% | 4.7\% | 4.9\% |
| Dividends on preferred securities issued by subsidiaries | 0.8\% | $0.8 \%$ | 0.8\% | 0.9\% | 0.9\% |
| OPERATING EARNINGS, BEFORE SEPTEMBER 11 EXPENSES | 14.4\% | 14.0\% | 13.6\% | 9.7\% | 9.2\% |

OTHER FINANCIAL DATA
3201
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> Non-interest expenses excluding compensation and benefits to net revenues 27.5\%
Compensation and benefits to pre-tax operating earnings before compensation and benefits
$70.6 \%$
$3 Q 00$
$\qquad$


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

\section*{SUPPLEMENTAL DATA (UNAUDITED)}
<S>

CLIENT ASSETS
Private Client
U.S.
Non - U.S.

Total Private Client Assets
MLIM direct sales (1)
Total Client Assets

ASSETS UNDER MANAGEMENT (2)
Retail

\section*{ \\ \(<\mathrm{C}>\) \\ \(3 Q 00\)
-----------4}

\$ 571

Institutional
Private Investors
U.S.

Non-U.S.
Equity
Fixed Income
Money Market
U.S. BANK DEPOSITS

ASSETS IN ASSET-PRICED ACCOUNTS

\begin{tabular}{|c|c|}
\hline \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\$ 1,337
140}} \\
\hline & \\
\hline & 1,477 \\
\hline & 204 \\
\hline \multicolumn{2}{|l|}{\$ 1,681} \\
\hline
\end{tabular}
\$ 557
250 233 \(\begin{array}{rr}262 & 250 \\ 45 & 42\end{array}\)
333
224
\(321 \square\)

NET NEW MONEY
\begin{tabular}{|c|c|c|c|c|c|}
\hline \begin{tabular}{l}
PRIVATE CLIENT ACCOUNTS U.S. \\
Non-U.S.
\end{tabular} & \[
\begin{array}{r}
\$ 28 \\
7
\end{array}
\] & \[
\begin{array}{r}
\$ 32 \\
6
\end{array}
\] & \[
\begin{array}{r}
\$ 24 \\
4
\end{array}
\] & \[
\$ 1
\] & \[
\begin{array}{r}
10 \\
3
\end{array}
\] \\
\hline Total & 35 & 38 & 28 & 5 & 13 \\
\hline ASSETS UNDER MANAGEMENT (3) & \$ 1 & \$ 12 & \$ 7 & & \$ 4 \\
\hline \multicolumn{6}{|l|}{DEBT AND EQUITY UNDERWRITING(2) (4)} \\
\hline Global Volume & \$ 109 & \$ 79 & \$ 134 & \$ 125 & \$ 93 \\
\hline Global Market Share & 13.3\% & 11.6\% & 12.5\% & 11.5\% & 11.4\% \\
\hline U.S. Volume & \$ 77 & \$ 55 & \$ 113 & \$ 102 & \$ 76 \\
\hline U.S. Market Share & 15.2\% & 13.0\% & 16.1\% & 13.5\% & 12.4\% \\
\hline \multicolumn{6}{|l|}{COMPLETED MERGERS AND ACQUISITIONS (2) (4)} \\
\hline Global Value & \$ 196 & \$ 203 & \$ 267 & \$ 117 & \$ 116 \\
\hline Global Market Share & 26.1\% & 20.9\% & 37.3\% & 23.2\% & 25.7\% \\
\hline FULL-TIME EMPLOYEES & 72,700 & 72,000 & 70,300 & 68,200 & 65,900 \\
\hline PRIVATE CLIENT FINANCIAL ADVISORS & 20,200 & 20,200 & 19,500 & 18,600 & 18,000 \\
\hline
\end{tabular}
(1) Reflects funds managed by MLIM not sold through Private Client channels.
(2) Certain prior period amounts have been restated to conform to the current period presentation.
(3) Adjusted to exclude the impact of transferring funds to U.S. bank deposits.
(4) Full credit to book manager. Market shares derived from Thomson Financial Securities Data statistics.

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