# FORM 8-K <br> CURRENT REPORT <br> Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 

| Merrill Lynch \& Co., Inc. |  |
| :---: | :---: |
| (Exact Name of Registrant as Specified in i | harter) |
| Delaware 1-7182 | 13-2740599 |
| (State or Other (Commission <br> Jurisdiction of File Number) <br> Incorporation)  | (I.R.S. Employer Identification No.) |
| 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)

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Item 5. Other Events
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Filed herewith is the Preliminary Unaudited Earnings Summary, as contained in a press release dated July 13, 1999, for Merrill Lynch \& Co., Inc. ("Merrill Lynch") for the three- and six-month periods ended June 25, 1999. 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, preferred securities issued by subsidiaries, and book value per common share as of June 25, 1999 were approximately $\$ 425$ million, $\$ 11.0$ billion, $\$ 56.0$ billion, $\$ 2.6$ billion, and $\$ 29.85$, respectively.

On July 13, 1999, Merrill Lynch reported record quarterly net earnings of $\$ 673$ million, $22 \%$ above the 1998 second quarter and $11 \%$ above the previous record of $\$ 609$ million in the 1999 first quarter. Earnings per common share were $\$ 1.80$ basic and $\$ 1.57$ diluted, compared with $\$ 1.52$ basic and $\$ 1.31$ diluted in the 1998 second quarter and $\$ 1.65$ basic and $\$ 1.44$ diluted in the 1999 first quarter.

Annualized return on average common equity was approximately $25.4 \%$ for the 1999 second quarter, compared with $23.6 \%$ in the 1998 second quarter and $24.6 \%$ in the 1999 first quarter.

On a cash basis, which excludes goodwill amortization, diluted earnings per common share were $\$ 1.71$. Return on average common equity on this basis was $26.4 \%$.

For the 1999 first half, net earnings reached a record $\$ 1.3$ billion, $21 \%$ above the corresponding 1998 period. Six-month 1999 earnings per common share were $\$ 3.45$ basic and $\$ 3.02$ diluted, versus $\$ 2.96$ basic and $\$ 2.57$ diluted in the
corresponding 1998 period. Annualized return on average common equity was approximately $25.0 \%$.

Net revenues reached a new high of $\$ 5.4$ billion, with records in most categories, including commissions, investment banking, asset management and portfolio service fees, and net interest.

Commissions revenues were $\$ 1.6$ billion, up $9 \%$ from the 1998 second quarter, primarily due to increases in global listed securities volume especially on nonUS exchanges.

Principal transactions revenues rose $8 \%$ from the 1998 second quarter to $\$ 1.1$ billion, but were down $26 \%$ from the record 1999 first quarter. Debt trading results benefited

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from improved market conditions particularly in Asia compared with the year ago period, while equities and equity derivatives revenues were down, primarily related to lower revenues from non-US trading activities.

Investment banking revenues were $\$ 908$ million, up 1\% from the 1998 second quarter and $44 \%$ from the 1999 first quarter on the strength of strategic services fees. Strategic services revenues increased significantly from both the 1998 second quarter and 1999 first quarter, benefiting from higher levels of merger and acquisition activity. Equity underwriting revenues were sharply higher versus the 1998 second quarter and nearly double 1999 first quarter levels. However, underwriting fees in most debt categories declined compared with the year ago period as the anticipated rise in US interest rates led to an industrywide slowdown in new issues.

Asset management and portfolio service fees rose $7 \%$ from the 1998 second quarter to a record $\$ 1.2$ billion, as a result of continued growth in fee-based products, including Merrill Lynch Consults (Registered Trademark) and Financial Advantage (Service Mark). Assets under management grew to $\$ 516$ billion at the end of the second quarter from $\$ 491$ billion a year ago.

Other revenues increased $28 \%$ to $\$ 175$ million, due in part to distributions from partnerships.

Net interest profit was $\$ 542$ million, up 91\% from the 1998 second quarter, primarily due to higher dividend revenues as well as a reduction in funding costs.

Non-interest expenses were $\$ 4.4$ billion in the 1999 second quarter, up 12\% from the comparable 1998 period and $3 \%$ from the first quarter of 1999. Higher communications and technology spending contributed to the increases in both periods.

Compensation and benefits, the largest expense category, increased 10\% to \$2.7 billion in the 1999 second quarter, due to higher incentive and productionrelated compensation. Compensation and benefits expense as a percentage of net revenues was $50.2 \%$ in the 1999 second quarter, below second quarter 1998 and first quarter 1999 levels.

Communications and technology expense was $\$ 536$ million, up $24 \%$ from the 1998 second quarter, principally as a result of increased systems consulting costs, partly related to the Year 2000 initiative, and higher technology-related depreciation. Occupancy and related depreciation rose 7\% to $\$ 232$ million due in part to global expansion.

Advertising and market development expense was $\$ 201$ million, up $1 \%$ from the 1998 second quarter as increased costs for advertising campaigns were partially offset by a reduction in global travel and entertainment expenses. Brokerage, clearing, and exchange fees rose $2 \%$ to $\$ 170$ million due to higher global trading volume.

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Professional fees and goodwill amortization were $\$ 143$ million and $\$ 56$ million, respectively, both virtually unchanged from a year ago.

Other expenses were $\$ 342$ million, compared with $\$ 254$ million in the year ago quarter. This increase was due in part to higher provisions related to various business matters.

The effective tax rate was $30.0 \%$ in the 1999 second quarter, compared with $37.1 \%$ in the corresponding 1998 period, benefiting from tax-advantaged financing and higher tax-exempt and non-US income.
(c) Exhibits
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(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three- and six-month periods ended June 25, 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: July 13, 1999
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EXHIBIT INDEX
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Exhibit No.

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(99)

Description
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Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for 7-8
the three- and six-month periods ended June 25, 1999.

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(9)

MERRILL LYNCH \& CO., INC PRELIMINARY UNAUDITED EARNINGS SUMMARY
(Dec) (1)
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2099 vs.
(in millions, except per share amounts) 2Q98
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<S>
<C>
NET REVENUES
Commissions
8. 8\%

Principal transactions
7.6

Investment banking
1.1

Asset management and portfolio service fees 6.8 Other
28.1

Subtotal
7.2

Interest and dividends
(19.8)

Interest expense
(26.4)

Net interest profit
90.9

TOTAL NET REVENUES
12.0

NON-INTEREST EXPENSES
Compensation and benefits
10.4

Communications and technology
24.3

Occupancy and related depreciation
7.0

Advertising and market development
0.5

Brokerage, clearing, and exchange fees
2.0

Professional fees
0.5

Goodwill amortization
1.0

Other
34.5

TOTAL NON-INTEREST EXPENSES
11.9

Earnings Before Income Taxes and Dividends on Preferred Securities Issued by Subsidiaries
12.6

| Income tax expense (8.8) |  | 310 |  | 338 |  | 339 | (8.6) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dividends on preferred securities issued by subsidiaries 82.0 |  | 48 |  | 49 |  | 27 | (1.7) |
| NET EARNINGS | \$ | 673 | \$ | 609 | \$ | 549 | 10.5 |

Preferred stock dividends
-
NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS
22.9

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<TABLE>
<CAPTION>
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Exhibit 99(i)

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


Inc /
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<C>

| (11.5) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Goodwill amortization |  | 113 |  | 111 |
| 1.9 |  |  |  |  |
| Other |  | 663 |  | 517 |
| 28.3 |  |  |  |  |
| TOTAL NON-INTEREST EXPENSES |  | 8,679 |  | 7,835 |
| 10.8 |  |  |  |  |
| EARNINGS BEFORE INCOME TAXES AND DIVIDENDS <br> ON PRFFFRRED SECURTTTES ISSUFD BY SUBSIDTARTES $\quad 783$ |  |  |  |  |
| 13.7 |  |  |  |  |
| Income tax expense (3.2) |  | 648 |  | 670 |
| Dividends on preferred securities issued by subsidiaries 95.2 |  |  |  |  |
| NET EARNINGS | \$ | 1,282 | \$ | 1,063 |
| 20.5 |  |  |  |  |
| $\begin{array}{lll}\text { Preferred stock dividends } & 19 & \$ 19\end{array}$ |  |  |  |  |
| NET EARNINGS APPLICABLE TO COMMON STOCKHOLDERS20.9 20.9 |  |  |  |  |
| EARNINGS PER COMMON SHARE |  |  |  |  |
| Basic |  | \$3.45 |  | \$2.96 |
| 16.6 |  |  |  |  |
| Diluted |  | 3.02 |  | 2.57 |
| 17.5 |  |  |  |  |
| AVERAGE SHARES |  |  |  |  |
| Basic |  | 366.2 |  | 352.4 |
| 3.9 |  |  |  |  |
| Diluted |  | 418.5 |  | 405.8 |
| 3.1 |  |  |  |  |
| (1) Percentages are based on actual numbers before </TABLE> |  |  |  |  |

