# 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| Merrill Lynch \& Co., Inc. |  |
| :---: | :---: |
| (Exact Name of Registrant as Specified in | Charter) |
| 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.)

Item 5. Other Events

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Filed herewith is the Preliminary Unaudited Earnings Summary, as contained in a press release dated July 15, 1997, for Merrill Lynch \& Co., Inc. ("ML \& Co.") for the three- and six-month periods ended June 27, 1997. 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 ML \& Co.'s business is such that the results for any interim period are not necessarily indicative of the results for a full year.

ML \& Co. reported on July 15, 1997 the highest quarterly net earnings in its history. Second quarter 1997 earnings were $\$ 481$ million, $11 \%$ above the 1996 second quarter and 3\% above the previous record of $\$ 465$ million in the 1997 first quarter.

Earnings per common share were $\$ 1.24$ primary and $\$ 1.23$ fully diluted in the 1997 second quarter. Primary and fully diluted earnings per common share were $\$ 1.09$ in the 1996 second quarter and $\$ 1.17$ in the 1997 first quarter, restated on a post-split basis. Return on average common equity approximated $28.5 \%$ for the 1997 second quarter, compared with $29.2 \%$ in the 1996 second quarter and $28.3 \%$ in the 1997 first quarter.

2nd Quarter Revenues
Net revenues rose $17 \%$ from the 1996 second quarter to a record $\$ 4.0$ billion with increases in all revenue categories. Quarterly revenue records were achieved in principal transactions, investment banking, and asset management and portfolio service fees.

Commission revenues were $\$ 1.1$ billion, up $11 \%$ from the 1996 second quarter due primarily to increases in global listed securities volume. Principal transactions revenues rose $27 \%$ from a year ago to $\$ 1.2$ billion, primarily attributable to higher revenues from equities and equity derivatives, fixed-income products, and interest rate and currency swaps. Non-U.S. trading revenues continued to be strong, accounting for approximately $42 \%$ of total principal transactions revenues.

Investment banking revenues increased $8 \%$ to $\$ 625$ million, due to record strategic services revenues related to mergers and acquisitions. Underwriting revenues were down slightly from record levels in second quarter 1996, particularly for equity underwriting.

Asset management and portfolio service fees were $\$ 670$ million, up $21 \%$ from the 1996 second quarter. Continued growth in asset management and other fee-based products, such as Merrill Lynch Consults(Registered Trademark), Asset Power (Registered Trademark), and Mutual Fund Advisor(Service Mark), contributed to the increase.

Other revenues were up 13\% from a year ago to $\$ 157$ million. Net interest profit increased 24\% to $\$ 286$ million.

## 2nd Quarter Expenses

Non-interest expenses increased 19\% from the 1996 second quarter to \$3.2 billion. The largest expense category, compensation and benefits, was up $15 \%$ to $\$ 2.0$ billion due mainly to higher incentive compensation tied to profitability and to increased headcount. Compensation and benefits expense improved to 50.5\% of net revenues in the 1997 second quarter versus 51.5\% in the comparable 1996 quarter.

Facilities-related costs, which include communications and equipment rental, occupancy, and depreciation and amortization, rose $15 \%$ in the aggregate to $\$ 402$ million as increased business volumes, continued emphasis on technology initiatives, and expansion of facilities worldwide led to higher costs.

Professional fees increased $41 \%$ to $\$ 197$ million, primarily due to higher management and systems consulting costs related to various strategic market development and technology projects. Advertising and market development expense was up $25 \%$ to $\$ 156$ million, due in part to increased international travel. Brokerage, clearing, and exchange fees rose 11\% to $\$ 112$ million due to higher global securities trading volume. Other expenses were up $37 \%$ to $\$ 312$ million. The increase was attributable to provisions for various business activities, including $\$ 30$ million for a settlement with the Orange County District Attorney's office and $\$ 45$ million for certain client claims arising in Asia.

The 1997 second quarter effective tax rate was $37.0 \%$, compared with $37.9 \%$ a year ago.

Preferred stockholders' equity, common stockholders' equity, long-term
borrowings, preferred securities issued by subsidiaries, and book value per common share as of June 27, 1997 were approximately $\$ .4$ billion, $\$ 6.9$ billion, $\$ 34.0$ billion, $\$ .6$ billion, and $\$ 20.85$, respectively.

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

(c) Exhibits.
(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the threeand six-month periods ended June 27, 1997.

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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.
$\qquad$ (Registrant)

By: /s/ Joseph T. Willett
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Joseph T. Willett Senior Vice President Chief Financial Officer

Date: July 16, 1997

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EXHIBIT INDEX

## Exhibit No.

- -----------
(99)

Description
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Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three- and six-month periods ended June 27, 1997.

## Page

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Merrill Lynch \& Co., Inc.
Preliminary Unaudited Earnings Summary

## <TABLE>

<CAPTION>
For Three Months Ended
Increase / (Decrease)


| June 27, | March 28, | June 28, |  |
| :---: | :---: | :---: | :---: |
| 1997 | 1997 | 1996 | 1097 |
| <C> | <C> | <C> |  |

1,078
4,330
1,151
625
670
157

| Total Revenues |  |
| :--- | ---: |
| 7.5 | 29.4 |
|  |  |
| Interest | Expense |
| 12.0 | 43.9 |
|  |  |
| -_- | ------ |


| Net Revenues |  |
| :---: | ---: |
| 3.3 | 17.3 |
| _-- | ------ |

Non-Interest Expenses:


2,004
1,988
1,741
170
3,96


8,011
4,044
------




170
124

108
19

| 156 | 144 |
| :---: | :---: |
| 112 | 118 |
| 312 | 244 |

Total Non-Interest Expenses
$3.5 \quad 18.6$
--- ------

Earnings Before Income Taxes and Dividends on Preferred Securities Issued by Subsidiaries 2.4
12.4

Income Tax Expense
3,183
------

784

290
9.7
(0.4) 9.

Dividends on Preferred Securities Issued
by Subsidiaries
13
30.1

N/M

(A) All share and per share amounts have been restated for the two-for-one common stock split, effected in the form of a $100 \%$ stock dividend, paid on May 30, 1997.

Note: Percentages are based on actual numbers before rounding.

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Exhibit 99(i)
Merrill Lynch \& Co., Inc.
Preliminary Unaudited Earnings Summary

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline [In millions, except per share amounts] & For Six M June 27, 1997 & hs Ended June 28,
\[
1996
\] & Inc / ( Dec) \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Revenues:} \\
\hline Commissions & \$ 2,193 & \$ 1,959 & 11.9\% \\
\hline Interest and Dividends & 8,178 & 6,050 & 35.2 \\
\hline Principal Transactions & 2,215 & 1,891 & 17.1 \\
\hline Investment Banking & 1,233 & 958 & 28.8 \\
\hline Asset Management and Portfolio Service Fees & 1,316 & 1,090 & 20.7 \\
\hline Other & 327 & 261 & 25.5 \\
\hline Total Revenues & 15,462 & 12,209 & 26.6 \\
\hline Interest Expense & 7,654 & 5,568 & 37.5 \\
\hline Net Revenues & 7,808 & 6,641 & 17.6 \\
\hline \multicolumn{4}{|l|}{Non-Interest Expenses:} \\
\hline Compensation and Benefits & 3,991 & 3,432 & 16.3 \\
\hline Communications and Equipment Rental & 328 & 268 & 22.5 \\
\hline Occupancy & 244 & 229 & 6.7 \\
\hline Depreciation and Amortization & 213 & 196 & 8.5 \\
\hline Professional Fees & 395 & 270 & 45.9 \\
\hline Advertising and Market Development & 300 & 239 & 25.7 \\
\hline Brokerage, Clearing, and Exchange Fees & 230 & 207 & 10.8 \\
\hline Other & 556 & 431 & 28.8 \\
\hline Total Non-Interest Expenses & 6,257 & 5,272 & 18.7 \\
\hline
\end{tabular}

Earnings Before Income Taxes and Dividends
on Preferred Securities Issued by Subsidiaries 1,551 1,369 13.3
Income Tax Expense \(\quad 581 \quad 526 \quad 10.5\)
Dividends on Preferred Securities Issued
by Subsidiaries

Net Earnings

Preferred Stock Dividends

Net Earnings Applicable to Common Stockholders

Earnings per Common Share (A):
Primary \(\quad \$ \quad 2.41 \quad\) \$ 2.11 14.2

Fully Diluted
Average Shares (A):
\begin{tabular}{lll} 
Primary & 384.2 & 388.7 \\
\hline
\end{tabular}

Fully Diluted
</TABLE>
| 23 | -- | N/M |
| :---: | :---: | :---: |

\$ 947 \$ 843 12.3
$====================$
\$ 20 \$

| $\$ 227$ | $\$ 820$ |
| :--- | :--- |
| $=======$ | $======$ |$\quad$| 13.1 |
| ---: |
| $======$ |


| $\$$ | 2.41 | $\$$ | 2.11 | 14.2 |
| :--- | :--- | :--- | :--- | :--- |
| $\$$ | 2.40 | $\$$ | 2.11 | 13.7 |

(0.6)
(A) All share and per share amounts have been restated for the two-for-one common stock split, effected in the form of a $100 \%$ stock dividend, paid on May 30, 1997.

Note: Percentages are based on actual numbers before rounding.

