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 |
| Date of Report | of earliest event reported): October 15, 1997 |
|  | Merrill Lynch \& Co., Inc. |

(Exact Name of Registrant as Specified in Charter)

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



## ITEM 5. OTHER EVENTS

Filed herewith is the Preliminary Unaudited Earnings Summary, as contained in a press release dated October 14, 1997, for Merrill Lynch \& Co., Inc. ("Merrill Lynch") for the three- and nine-month periods ended September 26, 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 Merrill Lynch's business is such that the results for any interim period are not necessarily indicative of the results for a full year.

Merrill Lynch reported on October 14, 1997 the highest quarterly net earnings in its history. Third quarter 1997 net earnings were $\$ 493$ million, $49 \%$ above the 1996 third quarter and $2 \%$ above the previous record of $\$ 481$ million in the 1997 second quarter. Earnings per common share were $\$ 1.25$ primary and $\$ 1.24$ fully diluted, compared with $\$ .84$ primary and fully diluted in the 1996 third quarter and $\$ 1.24$ primary and $\$ 1.23$ fully diluted in the 1997 second quarter.

Annualized return on average common equity was approximately 27.3\% for the 1997 third quarter, compared with $21.5 \%$ in the 1996 third quarter and $28.5 \%$ in the 1997 second quarter. For the first nine months of 1997, the annualized return on average common equity was approximately $28.0 \%$, compared with $26.3 \%$ for the corresponding 1996 period.

Net earnings for the first nine months of 1997 were a record $\$ 1.4$ billion, $23 \%$ above the comparable 1996 period. Nine-month 1997 earnings per common share were $\$ 3.66$ primary, up $24 \%$ from $\$ 2.96$ primary in the comparable 1996 period.

During the third quarter, private client assets surpassed $\$ 1$ trillion for the first time, reaching $\$ 1,018,000,000,000$ at quarter-end. Client assets were up $\$ 239$ billion from the 1996 third quarter, and $\$ 78$ billion from the 1997 second quarter.

3RD QUARTER REVENUES
Net revenues rose $29 \%$ from the 1996 third quarter to $\$ 4.0$ billion, with increases in all major categories. Commission revenues were a record \$1.2 billion, up 45\% from the 1996 third quarter due to increases in global listed securities volume and strong mutual fund activity.

Principal transactions revenues rose $16 \%$ from a year ago to $\$ 951$ million. Higher trading revenues from interest rate and currency swaps, equities and equity derivatives, high yield debt, and foreign exchange contributed to the increase.

Investment banking revenues increased 47\% to a new high of $\$ 691$ million as a result of record strategic services fees and continued strong levels of underwriting in virtually all categories. Strategic services fees benefited from robust merger and acquisition activity and significant gains in market

Asset management and portfolio service fees were a record $\$ 722$ million, up 27\% from the 1996 third quarter. Continued growth in assets under management and other fee-based products, such as Merrill Lynch Consults (Registered Trademark), Mutual Fund Advisor (Service Mark), and Asset Power (Registered Trademark), led to the increase.

Other revenues increased 13\% from a year ago to $\$ 141$ million. Net interest profit decreased 2\% to $\$ 244$ million.

3RD QUARTER EXPENSES
Non-interest expenses increased 25\% from the 1996 third quarter to $\$ 3.2$
billion. Compensation and benefits, the largest expense category, was up 25\% to $\$ 2.0$ billion due to higher variable compensation associated with increased production and profitability. Compensation and benefits expense as a percentage of net revenues was $50.3 \%$ in the 1997 third quarter, compared with $52.1 \%$ in the corresponding 1996 quarter.

Communications and equipment rental expense rose $24 \%$ to $\$ 175$ million resulting from the expanded use of market data services, increased business volume, and higher technology maintenance costs. Other facilities-related costs, which include occupancy and depreciation and amortization, were up 9\% to $\$ 239$ million as continued global expansion led to higher costs.

Professional fees increased $39 \%$ to $\$ 211$ million. Higher systems and management consulting costs related to various technology projects contributed to the increase. Advertising and market development expense was up 16\% to $\$ 145$ million due primarily to increased global travel and client promotion costs. Brokerage, clearing, and exchange fees rose $33 \%$ to $\$ 137$ million as a result of higher global securities trading volume. Other expenses were up $40 \%$ to $\$ 307$ million due in part to increases in provisions related to various business activities and legal matters.

The 1997 third quarter effective tax rate was $34.4 \%$, compared with $36.6 \%$ a year ago, benefiting from reductions in state and local taxes.

Preferred stockholders' equity, common stockholders' equity, long-term
borrowings, preferred securities issued by subsidiaries, and book value per common share as of September 26,1997 were approximately $\$ .4$ billion, $\$ 7.4$ billion, $\$ 40.0$ billion, $\$ .6$ billion, and $\$ 22.24$, respectively.

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 26, 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.


Date: October 15, 1997

## Additional Exhibits

(i) Preliminary Unaudited Earnings Summary for the three- 6-7 and nine-month periods ended September 26, 1997.
<TABLE>
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Exhibit 99(i)
MERRILL LYNCH \& CO., INC. PRELIMINARY UNAUDITED EARNINGS SUMMARY


(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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<TABLE>
<CAPTION>

99(i)
MERRILL LYNCH \& CO., INC.
PRELIMINARY UNAUDITED EARNINGS SUMMARY
\begin{tabular}{|c|c|c|c|c|c|}
\hline [In millions, except per share amounts] & \multicolumn{2}{|r|}{\[
\begin{aligned}
& \text { For Nin } \\
& \text { September } 26 \text {, } \\
& 1997
\end{aligned}
\]} & & \[
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& \text { led } \\
& \text { nber } 27 \text {, } \\
& 996
\end{aligned}
\] & Inc / ( Dec) \\
\hline <S> & \multicolumn{2}{|c|}{<C>} & \multicolumn{2}{|l|}{<C>} & \\
\hline \multicolumn{6}{|l|}{Revenues:} \\
\hline Commissions & \$ & 3,437 & \$ & 2,819 & 21.9\% \\
\hline Interest and Dividends & & 12,575 & & 9,407 & 33.7 \\
\hline Principal Transactions & & 3,166 & & 2,709 & 16.8 \\
\hline Investment Banking & & 1,924 & & 1,428 & 34.7 \\
\hline Asset Management and Portfolio Service Fees & & 2,038 & & 1,661 & 22.7 \\
\hline Other & & 468 & & 386 & 21.4 \\
\hline Total Revenues & & 23,608 & & 18,410 & 28.2 \\
\hline Interest Expense & & 11,807 & & 8,675 & 36.1 \\
\hline Net Revenues & & 11,801 & & 9,735 & 21.2 \\
\hline \multicolumn{6}{|l|}{Non-Interest Expenses:} \\
\hline Compensation and Benefits & & 6,000 & & 5,044 & 19.0 \\
\hline Communications and Equipment Rental & & 503 & & 409 & 23.1 \\
\hline Occupancy & & 368 & & 345 & 6.7 \\
\hline Depreciation and Amortization & & 328 & & 300 & 9.3 \\
\hline Professional Fees & & 606 & & 422 & 43.5 \\
\hline Advertising and Market Development & & 445 & & 364 & 22.3 \\
\hline Brokerage, Clearing, and Exchange Fees & & 367 & & 310 & 18.2 \\
\hline Other & & 862 & & 650 & 32.7 \\
\hline Total Non-Interest Expenses & & 9,479 & & 7,844 & 20.9 \\
\hline Earnings Before Income Taxes and Dividends on Preferred Securities Issued by Subsidiaries & & 2,322 & & 1,891 & 22.8 \\
\hline Income Tax Expense & & 847 & & 717 & 18.0 \\
\hline Dividends on Preferred Securities Issued by Subsidiaries & & 35 & & - & N/M \\
\hline Net Earnings & \$ & 1,440 & \$ & 1,174 & 22.7 \\
\hline
\end{tabular}

Preferred Stock Dividends
Net Earnings Applicable to Common Stockholders

Earnings per Common Share (A) :
Primary \$3.66
Fully Diluted
Average Shares (A):
\begin{tabular}{ll} 
Primary & 385.4
\end{tabular}

Fully Diluted 389.5
</TABLE>
(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.

