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WASHINGTON, D.C. 20549
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## FORM 8-K

## CURRENT REPORT

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


(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 October 13, 1998, for Merrill Lynch \& Co., Inc. ("Merrill Lynch") for the three- and nine-month periods ended September 25, 1998. The results of operations set forth therein for such periods are unaudited. All adjustments, consisting only of normal recurring accruals and a provision for costs related to staff reductions, 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 September 25, 1998 were approximately $\$ 425$ million, $\$ 9.4$ billion, $\$ 55.1$ billion, $\$ 1.8$ billion, and $\$ 26.15$, respectively.

On October 13, 1998, Merrill Lynch reported a third quarter net loss of $\$ 164$ million, which included an after-tax provision for costs related to staff reductions of $\$ 288$ million ( $\$ 430$ million pre-tax). These results compare with profits of $\$ 502$ million in the 1997 third quarter and $\$ 551$ million in the 1998 second quarter. Excluding the staff reduction provision, Merrill Lynch recorded third quarter net earnings of $\$ 124$ million.

The net loss per common share was $\$ .49$ basic and diluted for the 1998 third quarter. Excluding the staff reduction provision, earnings per common share were $\$ .32$ basic and $\$ .28$ diluted. Those earnings, on a cash basis, which also exclude the effect of goodwill amortization, were $\$ .42$ per share on a diluted basis for the 1998 third quarter. Third quarter return on average common equity prior to the staff reduction provision was approximately 5\%.

The staff reduction program will include reductions in the workforce through severance and attrition of approximately 3,400 personnel, or about $5 \%$ of Merrill Lynch's global workforce of approximately 65,000. In addition, full-time equivalent consultants, mainly involved in technology projects, will be reduced by approximately 900 . The staff reduction provision covers primarily severance costs, as well as costs to terminate long-term contracts and leases related to personnel reductions and business resizing.

Net revenues declined $7 \%$ from the 1997 third quarter to $\$ 3.8$ billion.

Commissions revenues rose $9 \%$ from the 1997 third quarter to $\$ 1.4$ billion due to record fees from global listed securities and increased mutual fund activity. Principal transactions revenues decreased 71\% from the 1997 third quarter to $\$ 279$ million as a result of mark-to-market losses in fixed-income products attributed to widening credit spreads, diminished liquidity and counterparty losses in emerging markets. Trading revenues from interest rate and currency swaps also decreased. Revenues for U.S. equities declined modestly from the 1997 third quarter, but were up from the 1998 second quarter. Revenues from non-U.S. equities rose sharply from a year ago.

Investment banking revenues were $\$ 711$ million, down $2 \%$ from the 1997 third quarter. Strategic services fees reached record levels as a result of increased merger and acquisition activity from continued consolidation in many industries. Underwriting revenues were affected by an industrywide slowdown late in the quarter due to volatility in global financial markets, with declines in several categories including high-yield and common equities.

Asset management and portfolio service fees were $\$ 995$ million, up $36 \%$ from the 1997 third quarter. Growth in assets under management, primarily driven by the acquisition of Mercury Asset Management, and increases in fee-based products, such as Merrill Lynch Consults (Registered Trademark), Financial Advantage (Service Mark), Mutual Fund Advisor (Service Mark), and Asset Power (Registered Trademark), led to the advance.

Other revenues increased $38 \%$ from the 1997 third quarter to $\$ 199$ million. Net interest profit decreased $14 \%$ to $\$ 216$ million.

Non-interest expenses increased 21\% from the 1997 third quarter to $\$ 4.1$ billion. Excluding the staff reduction provision, $\$ 78$ million of costs related to the launch of Merrill Lynch Japan Securities Co., and goodwill amortization, non-interest expenses rose $5 \%$. Non-interest expenses, excluding the staff reduction provision, decreased by 8\% from the 1998 second quarter.

Compensation and benefits, the largest expense category, was down 4\% to \$2.0 billion. Lower incentive compensation from reduced profitability was partially offset by higher Financial Consultant productivity and increased headcount attributable in part to recent acquisitions. Compensation and benefits expense was $52.2 \%$ of net revenues in the 1998 third quarter, compared with $50.7 \%$ in the corresponding 1997 period.

Communications and technology expense was $\$ 487$ million, up 49\% from the 1997 third quarter because of increased systems consulting costs related to the Year 2000 and European Monetary Union initiatives, and higher technology-related depreciation. Occupancy and related depreciation rose $21 \%$ to $\$ 227$ million as a result of global expansion.

Professional fees increased $25 \%$ to $\$ 165$ million due in part to higher costs for various strategic market studies and one-time integration costs for Midland Walwyn. Advertising and market development expense was $\$ 203$ million, up $37 \%$ from the 1997 third quarter as a result of higher sales promotion and recognition program costs and increased travel. Brokerage, clearing, and exchange fees rose $31 \%$ to $\$ 186$ million, primarily due to $\$ 28$ million in custody and clearing costs for Mercury Asset Management.

Goodwill amortization, a non-cash expense, increased from $\$ 16$ million in the 1997 third quarter to $\$ 55$ million in the 1998 third quarter as a result of the Mercury Asset Management acquisition. Other expenses were $\$ 292$ million in the 1998 third quarter, down 2\% from the comparable 1997 period.

The effective tax rate was $36.4 \%$, compared with $34.8 \%$ in the 1997 third quarter.

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Net earnings for the first nine months were $\$ 915$ million, compared with $\$ 1.5$ billion for the 1997 nine months. Nine-month earnings before the staff reduction provision were $\$ 1.2$ billion, $18 \%$ below the comparable 1997 period. Year-to-date diluted earnings per common share including and excluding the staff reduction provision were $\$ 2.18$ and $\$ 2.89$, respectively, down from $\$ 3.64$ in the comparable 1997 period.

Earnings before the staff reduction provision, on a cash basis, which also exclude goodwill amortization, were $\$ 1.4$ billion, versus $\$ 1.5$ billion in the 1997 nine months. On the same basis, nine-month diluted earnings per share were $\$ 3.30$, compared with $\$ 3.76$ in the corresponding 1997 period.

All prior periods have been restated to reflect the Midland Walwyn acquisition as required under pooling-of-interests accounting.

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Item 7. Financial Statements, Pro Forma Financial Information and Exhibits
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(c) Exhibits.
(99) Additional Exhibits
(i) Preliminary Unaudited Earnings Summary for the three- and nine-month periods ended September 25, 1998.

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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/ E. Stanley O'Neal
$\qquad$
E. Stanley O'Neal Executive Vice President and Chief Financial Officer

Date: October 13, 1998

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<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline Exhibit No. & Description & Page \\
\hline <S> & <C> & <C> \\
\hline (99) & Additional Exhibits & \\
\hline & (i) Preliminary Unaudited Earnings Summary for the three- and nine-month periods ended September 25, 1998. & 7-8 \\
\hline
\end{tabular}
</TABLE>


[^0]N/M Not meaningful
[in millions, except per share amounts]

## <S>

Revenues

## Commissions

Interest and Dividends
Principal Transactions
Investment Banking
Asset Management and Portfolio Service Fees
Other
Total Revenues

Interest Expense
Net Revenues
Non-Interest Expenses
Compensation and Benefits
Communications and Technology
Occupancy and Related Depreciation
Professional Fees
Advertising and Market Development
Brokerage, Clearing, and Exchange Fees
Goodwill Amortization
Provision for Costs Related to Staff Reductions
Other
Total Non-Interest Expenses
Earnings Before Income Taxes and Dividends
on Preferred Securities Issued by Subsidiaries
Income Tax Expense
Dividends on Preferred Securities Issued by Subsidiaries
Net Earnings
Preferred Stock Dividends

Net Earnings Applicable to Common Stockholders

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Earnings per Common Share
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    ? 2.50
    Diluted
    | $\begin{gathered} \text { September } 25, \\ 1998 \end{gathered}$ | $\begin{aligned} & \text { September } 26,(1) \\ & 1997 \end{aligned}$ | $\begin{aligned} & \text { Percent (2) } \\ & \text { Inc / (Dec) } \end{aligned}$ |
| :---: | :---: | :---: |
| <C> | <C> | <C> |
| \$ 4,375 | \$ 3,691 | 18.5\% |
| 14,903 | 12,734 | 17.0 |
| 2,439 | 3,211 | (24.0) |
| 2,440 | 2,015 | 21.1 |
| 3,013 | 2,063 | 46.0 |
| 511 | 474 | 7.8 |
| 27,681 | 24,188 | 14.4 |
| 14,215 | 11,942 | 19.0 |
| 13,466 | 12,246 | 10.0 |
| 6,956 | 6,281 | 10.7 |
| 1,311 | 920 | 42.4 |
| 645 | 548 | 17.7 |
| 459 | 398 | 15.2 |
| 580 | 456 | 27.3 |
| 509 | 383 | 32.8 |
| 165 | 47 | N/M |
| 430 | - | N/M |
| 809 | 837 | (3.4) |
| 11,864 | 9,870 | 20.2 |
| 1,602 | 2,376 | (32.6) |
| 605 | 875 | (30.8) |
| 5 82 | 35 | 134.8 |
| \$ 915 | \$ 1,466 | (37.6) |
| \$ 28 | \$ 29 | (3.2) |
| \$ 887 | \$ 1,437 | (38.3) |
| \$ 2.50 | \$ 4.24 | (41.0) |
| \$ 2.18 | \$ 3.64 | (40.1) |

Average Shares

| Basic | 354.1 | 4.4 |
| :--- | :--- | :--- |
| Diluted | 406.7 | 339.2 |

</TABLE>
(1) Amounts have been restated to reflect the Midland Walwyn acquisition as required under pooling-of-interests accounting.
(2) Percentages are based on actual numbers before rounding.

N/M Not meaningful


[^0]:    (1) Amounts have been restated to reflect the Midland Walwyn acquisition as required under pooling-of-interests accounting.
    (2) Percentages are based on actual numbers before rounding.

