

225 Franklin Street Boston, MA 02110-2804 United States of America

### **News Release**

# IN THIRD QUARTER STATE STREET CORPORATION SAW LESS FAVORABLE MARKET CONDITIONS THAN IN FIRST HALF MARKET-DRIVEN REVENUES & EXPENSES DOWN FROM Q2 SERVICING AND MANAGEMENT FEES STEADY

Boston, MA ... October 12, 2004

State Street Corporation today announced third-quarter earnings per diluted share of \$0.52, or net income of \$177 million, on revenue of \$1.2 billion. These results compare to earnings per diluted share of \$0.60, or net income of \$202 million, on revenue of \$1.1 billion in the third quarter of last year. Total expenses in the third quarter of 2004 were \$906 million compared to \$821 million in the year-ago quarter. For the third quarter of 2004, return on stockholders' equity was 11.7%.

Operating earnings per diluted share for the third quarter were \$0.55, down 15% compared to operating earnings per diluted share of \$0.65 for the third quarter of 2003 and were down 19%, compared to the second quarter of 2004. Operating results for 2003 have been reduced by \$0.01 per diluted share reflecting the impact of the divested Private Asset Management business.

Operating revenue of \$1.2 billion in the third quarter of 2004 was up 6% from the third quarter of 2003, and down 9% from \$1.3 billion in the second quarter of 2004 due to the impact of market-driven revenue, primarily related to foreign exchange and securities lending revenue. Operating expenses of \$890 million in the third quarter of 2004 were up \$109 million, or 14%, from the third quarter of 2003, but down 5% from \$937 million in the second quarter. Return on stockholders' equity on an operating basis was 12.3% for the third quarter of 2004.

Operating revenue for the nine months ended September 30, 2004 was up 15%, from \$3.2 billion to \$3.7 billion, compared to the same period a year ago and operating earnings per share were up 20%, from \$1.58 to \$1.90. Operating expenses for same period were \$2.7 billion, an increase of 14% from \$2.4 billion in the year-ago period.

Results for the third quarter of 2004 include pretax merger and integration costs of \$16 million, or \$0.03 per diluted share due to the continuing integration of the Deutsche Bank Global Securities Services business (GSS), acquired in January 2003. Results for the third quarter of 2003 included pretax merger and integration costs of \$26 million related to the GSS acquisition, as well as restructuring costs, resulting in a net charge of \$0.06 per diluted share. Third quarter 2003 results also included the operating results of the divested Private Asset Management business which was sold in 2003.

For the nine months ended September 30, 2004, earnings per share of \$1.80 compared with \$0.82 for the year-ago period on revenues of \$3.7 billion in 2004 and \$3.2 billion in 2003, an increase of 14%. The 2004 results include \$50 million for merger and integration charges or \$0.10 per share; in 2003, merger and integration charges, restructuring charges, and other charges total to a charge of \$0.80 per share.

Commenting on the quarter, Ron Logue, State Street's chairman and chief executive officer, said, "While our investment servicing and management fees were up about 15% from the year-ago quarter and were flat with the second quarter of 2004, I am very disappointed with our results this quarter. We saw a sharp decline in foreign exchange, brokerage, and securities lending revenue in the quarter compared to the second quarter due to market activity. We lowered expenses, compared to the second quarter, but not at a significant enough level to offset the decline in these market-driven revenues. We are taking steps to align expenses with revenues, not as a reaction to this quarter's results, but as a conscious effort we began early in July. These changes will not only help us better absorb shifts in market-driven revenue, but more importantly, strategically allocate our resources."

He concluded, "We continued to win new business, adding a total of sixteen new asset servicing assignments in Europe and eight in Asia/Pacific. State Street Global Advisors had some impressive wins this year, both in Europe and in the US, adding \$104 billion in net new business. As we continue to grow, we will continue to look at our business, and find areas where we can either eliminate or combine units to achieve greater efficiency and capitalize on scale. As an initial result, we are in the process of restructuring our business in several areas: we are limiting our near-term investment in wealth manager services, integrating the management of our balance sheet into the Treasury group, combining corporate cash management with securities operations, and exiting the 529 education plan servicing business. As a result of these decisions and some others, we will eliminate about 425 positions, which will save us about \$50 million annualized with little impact on revenue. We expect to incur a charge of about \$25 million in the fourth quarter. We believe these actions will put us in a better position to achieve improved long-term results."

State Street is also announcing that it is reactivating its stock purchase program. The company currently has an 8.3 million stock purchase authorization.

In addition, the company is announcing that it is divesting its remaining high-networth investment management business, Bel Air Investment Advisors LLC and is in discussions to sell it back to the partners. The company expects to record pretax charges between \$150 and \$170 million upon closing which is expected to be completed during the first half of 2005.

In reporting its financial results, State Street has prepared information in two categories:

- "Reported" results are in accordance with generally accepted accounting principles (GAAP).
- "Operating" results are reported results for the three- and nine-month periods in 2004 excluding merger and integration costs, and for the three- and nine-month periods in 2003 excluding merger and integration costs, restructuring costs, and the results of a divested business, and for the nine-month period, the loss on the sale of certain real estate and the settlement of a state tax legislation issue. Operating results are presented on a taxable-equivalent basis.

State Street believes that non-GAAP financial information assists investors and others by providing them with financial information in a format that presents comparable financial trends of ongoing business activities.

#### THIRD-QUARTER OPERATING RESULTS VS. YEAR-AGO QUARTER

Operating revenue of \$1.2 billion in the third quarter of 2004 was up from \$1.1 billion or 6% from the third quarter of 2003.

Servicing fees were \$568 million, up \$63 million or 12%, from \$505 million in the year-ago quarter. The increase was attributable to new business from existing and new clients and by higher equity valuations in 2004. Total assets under custody were \$9.0 trillion, up 3%, compared with \$8.8 trillion in the year-ago quarter.

Management fees, generated by State Street Global Advisors, were \$156 million, up \$34 million, or 28%, compared to \$122 million in the year-ago quarter. The increase in management fees reflected new business from existing and new clients and higher equity valuations in 2004. Total assets under management were \$1.2 trillion, up 28%, compared to \$965 billion the previous year.

Average month-end values for the S&P 500 Index were up 11% from the third quarter of 2003; average month-end values for the MSCI<sup>®</sup> EAFE Index<sup>™</sup> were up 21%.

Securities lending revenue was \$48 million in the quarter, compared to \$61 million in the year-ago quarter, a decrease of 21%. The decrease reflects a short-term pressure on spreads from the recent increases in the target Fed funds rate, partially offset by a 22% increase in volume of securities on loan.

Foreign exchange trading revenue was \$75 million for the quarter, compared to \$101 million in the year-ago quarter, a decline of 26%. The decline was attributable to lower volatilities, lower cross-border investment activities by our clients and changes in mix.

Brokerage fees were \$31 million in the quarter, compared to \$28 million in the year-ago quarter, up 11%.

Net interest revenue was \$223 million, up \$7 million or 3% from \$216 million in the year-ago quarter. This increase was attributed to an increase in balance sheet size, offset largely by recent increases in the target Fed funds rate.

Operating expenses of \$890 million in the third quarter of 2004 were up \$109 million or 14% from the third quarter of 2003. Salaries and benefits expenses increased \$72 million to \$474 million, driven in part by an increase in incentive compensation due to the 20% increase in year-to-date performance. Merit increases and benefits costs also contributed to the increase. Higher expenses also included an increase of \$16 million in transaction processing services, due to higher volume-driven expenses, and an increase of \$29 million in other expense driven primarily by increased professional services expenses needed to support growth initiatives and compliance requirements.

The effective tax rate in the third quarter of 2004 was 34%, compared to 34% in the third quarter of 2003.

#### THIRD-QUARTER RESULTS VS. SECOND QUARTER

On a reported basis, third-quarter net income per diluted share of \$0.52, which included \$16 million, or \$0.03 per diluted share of merger and integration charges, was down 20% compared to second quarter net income per diluted share of \$0.65, which included \$16 million, or \$0.03 per diluted share of merger and integration charges. Total revenue in the third quarter of \$1.2 billion was down 9% versus \$1.3 billion in the second quarter. Total expenses in the third quarter of \$906 million were down 5% or \$47 million compared to \$953 million in the second quarter.

On an operating basis, third-quarter net income per diluted share was \$0.55 compared to second quarter net income per diluted share of \$0.68. Revenue decreased 9% to \$1.2 billion from \$1.3 billion and expenses decreased 5% to \$890 million from \$937 million.

#### **GSS ACQUISITION UPDATE**

On an operating basis, State Street's 2004 third-quarter results included \$0.04 earnings per share, after finance charges, on revenues of \$146 million and expenses of \$114 million, which includes "out-of-scope" GSS business. For the nine months ended September 30, 2004, operating earnings per diluted share totaled \$0.08. Based on current estimates, State Street now believes that the total GSS business will contribute between \$0.08 to \$0.10 in operating earnings per diluted share for 2004.

#### INVESTOR CONFERENCE CALL

State Street will webcast an investor conference call today, Tuesday, October 12, 2004, at 9:30 a.m. EDT, available at www.statestreet.com/stockholder. The conference call will also be available via telephone, at +1 719/457-2617 (confirmation code 286996). Recorded replays of the conference call will be available on the web site, and by telephone at +1 402/220-4230 (confirmation code 286996), beginning at 2:00 PM

today. This press release and additional financial information is available on State Street's website, at www.statestreet.com/stockholder, under "Financial Reports."

State Street Corporation (NYSE: STT) is the world's leading specialist in providing institutional investors with investment servicing, investment management and investment research and trading. With \$9.0 trillion in assets under custody and \$1.2 trillion in assets under management, State Street operates in 24 countries and more than 100 markets worldwide and employs 20,000 people worldwide. For more information, visit State Street's web site at www.statestreet.com or call 877/639-7788 [NEWS STT] toll-free in the United States and Canada, or +1 202/266-3340 outside those countries.

This news announcement contains forward-looking statements as defined by United States securities laws, including statements about the financial outlook and business environment. Those statements are based on current expectations and involve a number of risks and uncertainties, including those related to the pace at which State Street adds new clients or at which existing clients use additional services, the value of global and regional financial markets, the pace of cross-border investment activity. changes in interest rates, the pace of worldwide economic growth and rates of inflation, the extent of volatility in currency markets, consolidations among clients and competitors, State Street's business mix, the dynamics of markets State Street serves, and State Street's success at integrating and converting acquisitions into its business. Other important factors that could cause actual results to differ materially from those indicated by any forward-looking statements are set forth in State Street's 2003 annual report and subsequent SEC filings. State Street encourages investors to read the Corporation's annual report, particularly the section on factors that may affect financial results, and its subsequent SEC filings for additional information with respect to any forward-looking statements and prior to making any investment decision. The forwardlooking statements contained in this press release speak only as of the date hereof, October 12, 2004, and the Corporation will not undertake efforts to revise those forwardlooking statements to reflect events after this date.

# STATE STREET CORPORATION Addendum Earnings Digest<sup>(1)</sup>

(Dollars in millions, except per share data)

#### Quarter ended September 30,

	<u>2004</u>	<u>2003</u>	% Change
Revenue	\$ 1,174	\$ 1,126	4
Earnings	177	202	(12)
Diluted earnings per share	.52	.60	(13)

#### Nine months ended September 30,

	<u>2004</u>	<u>2003</u>	% Change
Revenue	\$ 3,680	\$ 3,228	14
Earnings	614	275	123
Diluted earnings per share	1.80	.82	120

<sup>(1)</sup> Information presented in accordance with accounting principles generally accepted in the United States

## I. CONSOLIDATED STATEMENT OF INCOME PREPARED IN ACCORDANCE WITH ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES

	 Reported Results Quarter ended September 30,				Reported Results Nine months ended September 30,				
(Dollars in millions, except per share data)	2004			2003		2004		2003	
Fee Revenue:									
Servicing fees	\$ 568		\$	505	\$	1,693	\$	1,425	
Management fees	156			141		456		396	
Global securities lending	48			61		201		192	
Foreign exchange trading	75			101		309		276	
Brokerage fees	31			28		112		85	
Processing fees and other	83			92		248		225	
Total Fee Revenue	961	•		928		3,019		2,599	
Net Interest Revenue:									
Interest revenue	463			364		1,255		1,162	
Interest expense	 250			161		613		562	
Net interest revenue	213			203		642		600	
Provision for loan losses	 -			<u>-</u>					
Net interest revenue after provision for loan losses	213			203		642		600	
Gains on the sales of available-for-sale investment securities, net	 			(5)		19		29	
Total Revenue	1,174			1,126		3,680		3,228	
Operating Expenses:									
Salaries and employee benefits	474			407		1,446		1,294	
Information systems and communications	127			140		396		410	
Transaction processing services	95			80		294		231	
Occupancy	88			84		262		231	
Merger and integration costs	16			26		50		81	
Restructuring costs	-			3		-		295	
Other	 106	-		81		319		252	
Total operating expenses	906			821		2,767		2,794	
Income before income taxes	268			305		913		434	
Income taxes	 91			103		299		159	
Net Income	\$ 177		\$	202	\$	614	\$	275	
Earnings Per Share:									
Basic	\$ .52		\$	.61	\$	1.83	\$	.83	
Diluted	.52			.60		1.80		.82	
Average Shares Outstanding (in thousands):									
Basic	335,626			332,246		335,065		331,056	
Diluted	339,348			336,568		340,529		334,160	
Return on equity	11.7	%		12.0 %		13.8 %		8.7 %	
Cash dividends declared per share	\$ .16		\$	.14	\$	.47	\$	.41	

#### II. OTHER SELECTED FINANCIAL INFORMATION

		30,		
(Dollars in millions, except per share data or where otherwise indicated)		2004		2003
Assets under custody (in billions) Assets under management (in billions)	\$	9,000 1,236	\$	8,752 965
Total assets Long-term debt Stockholders' equity	\$	100,527 2,436 6,151	\$	81,776 2,151 5,244
Closing price per share of common stock	\$	42.71	\$	45.00

#### II. SUPPLEMENTAL INCOME STATEMENT INFORMATION - RECONCILIATION OF OPERATING RESULTS

#### **Reconciliation of Financial Results**

(Dollars in millions)	
Quarter ended September 30,	

Fee Revenue:		Operating Results				Reported Results		
	\$	568			\$	568		
Servicing fees Management fees	Þ	156			Ф	156		
Global securities lending		48				48		
Foreign exchange trading		75				75		
Brokerage fees		31				31		
Processing fees and other		83				83		
Total fee revenue		961				961		
Net Interest Revenue:								
Net Interest Revenue		223	\$	(10) <sup>(1</sup>	)	213		
Provision for loan losses		-		•		-		
Net interest revenue after provision for loan losses		223		(10)	•	213		
Gains on the sales of available-for-sale investment securities, net		-				-		
Total Revenue		1,184		(10)		1,174		
Operating Expenses:								
Salaries and employee benefits		474		-		474		
Information systems and communications		127		-		127		
Transaction processing services		95		-		95		
Occupancy		88		- 16 <sup>(2</sup>	١	88		
Merger and integration costs		-		16 <sup>(2</sup>	,	16		
Other		106				106		
Total operating expenses Income before income taxes	-	890 294	-	16 (26)		906 268		
Income taxes		294 96		(26) (5) <sup>(3</sup>	)	200 91		
Taxable-equivalent adjustment		10		(10) (1	)	-		
Net Income	\$	188	\$	(11)	\$	177		
Diluted Earnings Per Share	\$	.55	\$	(.03)	\$	.52		
Average Diluted Shares (in thousands)		339,348				339,348		
Return on equity		12.3	%			11.7	•	

#### Notes:

Reported results agree with the Corporation's Consolidated Statement of Income.

- (1) Taxable-equivalent adjustment is not included in reported results.
- (2) Merger and integration costs associated with the acquisition of the GSS business.
- (3) Reflects the tax benefit associated with the merger and integration costs.

#### II. SUPPLEMENTAL INCOME STATEMENT INFORMATION - RECONCILIATION OF OPERATING RESULTS

#### **Reconciliation of Financial Results**

(Dollars in millions)	
Nine months ended September 30,	

Fee Revenue:		Operating Results		Other			Reported Results		
	•	4 000				•	4 000		
Servicing fees	\$	1,693				\$	1,693		
Management fees		456 201					456 201		
Global securities lending		309					309		
Foreign exchange trading		112					112		
Brokerage fees Processing fees and other		248					248		
Total fee revenue		3,019	•		-		3,019	-	
Net Interest Revenue:									
Net Interest Revenue		675	\$	(33)	(1)		642		
Provision for loan losses		-	*	(00)					
Net interest revenue after provision for loan losses		675		(33)	-		642	-	
Gains on the sales of available-for-sale investment securities, net		19		-			19		
Total Revenue		3,713		(33)	_		3,680	-	
Operating Expenses:									
Salaries and employee benefits		1,446		-			1,446		
Information systems and communications		396		-			396		
Transaction processing services		294		-			294		
Occupancy		262		-			262		
Merger and integration costs		-		50	(2)		50		
Other		319		-	_		319	_	
Total operating expenses		2,717		50	_		2,767	_	
Income before income taxes		996		(83)	(0)		913		
Income taxes		316		(17)			299		
Taxable-equivalent adjustment		33		(33)	(1)		-	_	
Net Income	\$	647	\$	(33)	=	\$	614	=	
Diluted Earnings Per Share	\$	1.90	\$	(.10)		\$	1.80		
Average Diluted Shares (in thousands)		340,529					340,529		
Return on equity		14.5	%				13.8	%	

#### Notes:

Reported results agree with the Corporation's Consolidated Statement of Income.

- (1) Taxable-equivalent adjustment is not included in reported results.
- (2) Merger and integration costs associated with the acquisition of the GSS business.
- (3) Reflects the tax benefit associated with the merger and integration costs.

#### III. SUPPLEMENTAL INCOME STATEMENT INFORMATION - RECONCILIATION OF REPORTED RESULTS TO NON-GAAP MEASURES

	Total Revenue	Оре	otal erating enses	Bo Ind	come efore come axes	Exp	come Fax pense enefit)	Net come	nings Share
Three months ended September 30, 2004									
Reported results - GAAP	\$ 1,174	\$	906	\$	268	\$	91	\$ 177	\$ .52
Non-operating businsess activities:  Merger and integration costs	_		(16)		16		5	11	.03
Total non-operating business activities	-		(16)		16		5	11	.03
Taxable-equivalent adjustment	10				10		10	 	 
Operating results	\$ 1,184	\$	890	\$	294	\$	106	\$ 188	\$ .55
Three months ended September 30, 2003									
Reported results - GAAP	\$ 1,126	\$	821	\$	305	\$	103	\$ 202	\$ .60
Results of the divested Private Asset Management business	(19)		(11)		(8)		(2)	(6)	(.01)
Non-operating business activities:									
Restructuring costs	-		(3)		3		-	3	.01
Merger and integration costs			(26)		26			 26	 .05
Total non-operating business activities	-		(29)		29		-	29	.06
Taxable-equivalent adjustment	13				13		13	 -	 -
Operating results	\$ 1,120	\$	781	\$	339	\$	114	\$ 225	\$ .65

#### IV. SUPPLEMENTAL INCOME STATEMENT INFORMATION - OPERATING RESULTS YEAR OVER YEAR COMPARISON

Operating results are a non-GAAP measure defined by State Street as reported results presented on a taxable-equivalent basis, adjusted for significant non-operating items and the related tax effects; For 2004, operating results exclude merger and integration costs, and for 2003, exclude the results of a divested business, merger and integration costs, restructuring costs, and for the nine months ended September 30, 2003, settlement of a state tax matter and the loss on sale of certain real

	## 1568   \$   1568   \$	,		Operating Results Nine months ended September 3							
(Dollars in millions, except per share data)	2	004	20	03 (1)	% Change		2004	2	003 (2)	% Change	
Operating Fee Revenue:											
Servicing fees	\$	568	\$	505	12 %	\$	1,693	\$	1,425	19 %	%
Management fees		156		122	28		456		341	34	
Global securities lending		48		61	(21)		201		192	5	
Foreign exchange trading		75		101	(26)		309		276	12	
Brokerage fees		31		28	11		112		85	32	
Processing fees and other		83		92	(10)		248		237	5	
Total Operating Fee Revenue		961		909	6		3,019		2,556	18	
Operating Net Interest Revenue:											
Net interest revenue		223		216			675		639		
Provision for loan losses		-		-			-		-		
Operating net interest revenue after provision for loan losses		223		216	3		675		639	6	
(taxable-equivalent basis)											
Gains on the sales of available-for-sale investment securities, net		_		(5)	(100)		19		29	(34)	
Total Operating Revenue		1,184		1,120	6		3,713		3,224	15	
Expenses - Operating Results:											
Salaries and employee benefits		474		402	18		1,446		1,276	13	
Information systems and communications		127		140	(9)		396		409	(3)	
Transaction processing services				79	20		294		230	28	
Occupancy		88		83	6		262		227	15	
Other				77	38		319		242	32	
Total Expenses - Operating Results				781	14		2,717		2,384	14	
Operating Income before income taxes				339	(13)		996		840	19	
Income taxes				107			316		272		
Taxable-equivalent adjustment				13			33		39		
Net Operating Income	\$	188	\$	219	(14)	\$	647	\$	529	22	
Diluted Operating Earnings Per Share	\$	.55	\$	.65	(15)	\$	1.90	\$	1.58	20	

#### Notes:

<sup>(1)</sup> Reflects restatement of previously issued operating-basis supplemental financial information to exclude the results of the divested Private Asset Management business, including \$19 million of revenue, \$11 million of expenses and \$.01 in diluted operating earnings per share.

<sup>(2)</sup> Reflects restatement of previously issued operating-basis supplemental financial information to exclude the results of the divested Private Asset Management business, including \$56 million of revenue, \$34 million of expenses and \$.04 in diluted operating earnings per share.

#### IV. SUPPLEMENTAL INCOME STATEMENT INFORMATION - OPERATING RESULTS QUARTER OVER QUARTER COMPARISON

Operating results are a non-GAAP measure defined by State Street as reported results presented on a taxable-equivalent basis, and in 2004, excluding merger and integration costs and the related tax effects of such costs.

	Operating Results Quarter ended								
	September 30,	June 30,							
(Dollars in millions, except per share data)	2004	2004	% Change						
Operating Fee Revenue:									
Servicing fees	\$ 568	\$ 570	- %						
Management fees	156	153	2						
Global securities lending	48	89	(46)						
Foreign exchange trading	75	116	(35)						
Brokerage fees	31	36	(14)						
Processing fees and other	83	81	2						
Total Operating Fee Revenue	961	1,045	(8)						
Operating Net Interest Revenue:									
Net interest revenue	223	238							
Provision for loan losses	-	-							
Operating net interest revenue after provision for loan losses	223	238	(6)						
(taxable-equivalent basis)									
Gains on the sales of available-for-sale investment securities, net	-	16	(100)						
Total Operating Revenue	1,184	1,299	(9)						
Expenses - Operating Results:									
Salaries and employee benefits	474	510	(7)						
Information systems and communications	127	130	(2)						
Transaction processing services	95	103	(8)						
Occupancy	88	84	5						
Other	106_	110	(4)						
Total Expenses - Operating Results	890	937	(5)						
Operating Income before income taxes	294	362	(19)						
Income taxes	96	119							
Taxable-equivalent adjustment	10	12							
Net Operating Income	<u>\$ 188</u>	\$ 231	(19)						
Diluted Operating Earnings Per Share	\$ .55	\$ .68	(19)						

#### V. CONSOLIDATED STATEMENT OF CONDITION

		otember 30,	Dec	cember 31,	September 30,		
(Dollars in millions)		2004		2003		2003	
Accepta							
Assets	•	C 050	æ	2.276	æ	1 601	
Cash and due from banks	\$	6,058	\$	3,376	\$	1,691	
Interest-bearing deposits with banks		30,392		21,738		22,333	
Securities purchased under resale agreements		10,378		9,447		8,737	
Federal funds sold		2,700		104		4.050	
Trading account assets		673		405		1,059	
Investment securities		36,818		38,215		32,364	
Loans (less allowance of \$36, \$61 and \$61)		5,512		4,960		6,168	
Premises and equipment		1,431		1,212		1,154	
Accrued income receivable		1,085		1,015		1,010	
Goodwill		1,462		1,326		1,301	
Other intangible assets		466		525		508	
Other assets		3,552		5,211		5,451	
Total Assets	\$	100,527	\$	87,534	\$	81,776	
Liabilities							
Deposits:							
Noninterest-bearing	\$	9,793	\$	7,893	\$	10,690	
Interest-bearing U.S.	•	6,093	•	5,062	*	3,746	
Interest-bearing Non-U.S.		42,043		34,561		28,722	
Total Deposits		57,929		47,516		43,158	
Total Bopoolio		0.,020		17,010		10,100	
Securities sold under repurchase agreements		20,702		22,806		21,895	
Federal funds purchased		5,500		1,019		1,778	
Other short-term borrowings		1,881		1,437		1,842	
Accrued taxes and other expenses		2,513		2,424		2,199	
Other liabilities		3,415		4,363		3,509	
Long-term debt		2,436		2,222		2,151	
Total Liabilities	<u></u>	94,376		81,787	'	76,532	
Stockholders' Equity							
Preferred stock, no par: authorized 3,500,000; issued none							
Common stock, \$1 par: authorized 500,000,000;							
issued 337,126,000, 337,132,000 and 337,135,000		337		337		337	
Surplus		287		329		336	
Retained earnings		5,463		5,007		4,610	
Accumulated other comprehensive income		86		192		126	
Treasury stock at cost (576,000, 2,658,000 and 3,738,000 shares)		(22)		(118)		(165)	
Total Stockholders' Equity		6,151		5,747		5,244	
Total Liabilities and Stockholders' Equity	\$	100,527	\$	87,534	\$	81,776	
• •	<u> </u>				<del></del>		