

## Selected Financial Data

(dollars in millions, except per share amounts)	Year Ended Last Friday in December				
	2006 (52 weeks)	2005 (52 weeks)	2004 (53 weeks)	2003 (52 weeks)	2002 (52 weeks)
<b>Results of Operations</b>					
Total Revenues	\$ 70,591	\$ 47,796	\$ 32,619	\$ 27,924	\$ 28,361
Less Interest Expense	35,932	21,774	10,560	8,024	9,990
Net Revenues	34,659	26,022	22,059	19,900	18,371
Non-Interest Expenses	24,233	18,791	16,223	14,680	16,059
Earnings Before Income Taxes	10,426	7,231	5,836	5,220	2,312
Income Tax Expense	2,927	2,115	1,400	1,384	604
Net Earnings	\$ 7,499	\$ 5,116	\$ 4,436	\$ 3,836	\$ 1,708
Net Earnings Applicable to Common Stockholders <sup>(1)</sup>	\$ 7,311	\$ 5,046	\$ 4,395	\$ 3,797	\$ 1,670
<b>Financial Position</b>					
Total Assets	\$ 841,299	\$ 681,015	\$ 628,098	\$ 480,233	\$ 440,252
Short-Term Borrowings <sup>(2)</sup>	284,226	221,389	180,058	111,727	98,371
Deposits	84,124	80,016	79,746	79,457	81,842
Long-Term Borrowings	181,400	132,409	119,513	85,178	79,788
Junior Subordinated Notes (related to trust preferred securities)	3,813	3,092	3,092	3,203	3,188
Total Stockholders' Equity	39,038	35,600	31,370	28,884	24,081
<b>Common Share Data</b>					
(in thousands, except per share amounts)					
Earnings Per Share:					
Basic	\$ 8.42	\$ 5.66	\$ 4.81	\$ 4.22	\$ 1.94
Diluted	\$ 7.59	\$ 5.16	\$ 4.38	\$ 3.87	\$ 1.77
Weighted-Average Shares Outstanding:					
Basic	868,095	890,744	912,935	900,711	862,318
Diluted	962,962	977,736	1,003,779	980,947	947,282
Shares Outstanding at Year-End	867,972	919,201	931,826	949,907	873,780
Book Value Per Share	\$ 41.35	\$ 35.82	\$ 32.99	\$ 29.96	\$ 27.07
Dividends Paid Per Share	\$ 1.00	\$ 0.76	\$ 0.64	\$ 0.64	\$ 0.64
<b>Financial Ratios</b>					
Pre-Tax Profit Margin	30.1%	27.8%	26.5%	26.2%	12.6%
Common Dividend Payout Ratio	11.9%	13.4%	13.3%	15.2%	33.0%
Return on Average Assets	0.9%	0.7%	0.8%	0.8%	0.4%
Return on Average Common Stockholders' Equity	21.3%	16.0%	14.9%	14.8%	7.5%
<b>Other Statistics</b>					
Full-Time Employees:					
U.S.	43,700	43,200	40,200	38,200	40,000
Non-U.S.	12,500	11,400	10,400	9,900	10,900
Total <sup>(3)</sup>	56,200	54,600	50,600	48,100	50,900
Private Client Financial Advisors	15,880	15,160	14,140	13,530	14,010
Private Client Assets (dollars in billions)	\$ 1,619	\$ 1,458	\$ 1,359	\$ 1,267	\$ 1,098

(1) Net earnings less preferred stock dividends.

(2) Consists of payables under repurchase agreements and securities loaned transactions and short-term borrowings.

(3) Excludes 100, 200, 100, 200, and 1,500 full-time employees on salary continuation severance at year-end 2006, 2005, 2004, 2003 and 2002, respectively.