

# **1973**

# **operating ratios**

**of second district member banks**

**FEDERAL RESERVE BANK of NEW YORK**

FEDERAL RESERVE BANK  
OF NEW YORK

March 29, 1974

*To All Member Banks in the  
Second Federal Reserve District:*

Recently, your chief executive officer received a copy of your bank's 1973 and 1972 individual operating ratios. We are now pleased to send you this report on the 1973 operating ratios of member banks in the Second Federal Reserve District, prepared by our Regulations and Bank Analysis Department.

We believe you will find this report useful in analyzing your operating performance and comparing it with the average results for banks of similar size and character. The report also includes comparable 1972 operating ratios.

If you have any questions about this report, you may contact our Regulations and Bank Analysis Department.

Additional copies will be furnished upon request.

ALFRED HAYES,  
*President.*

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### Explanatory Remarks

All ratios are expressed in percentages and are arithmetic averages of the ratios of individual banks in each category, rather than ratios based on aggregate dollar figures. Operating ratios that are less than .01 per cent are not shown. Ratios may not always add to totals because of rounding. Condition report figures used are averages of amounts reported for December 1972, June 1973, and December 1973.

On pages 4-9, the columns headed "Highest Quartile" indicate average ratios for those banks in the top 25 per cent, when ranked by the ratio of net income to total assets (ratio 11); in order to maintain confidentiality, however, no less than three banks are represented in the quartile. On page 4, in the table containing average operating ratios of member banks with deposits under \$5 million, only two banks in this category had a ratio of time to total deposits of under 50 per cent; accordingly, this ratio breakdown is not shown in the table.

# Income and Expenses of Second District Member Banks 1972-1973

(In millions of dollars)

| Item                                                   | All Second District member banks |         | New York City money market banks * |         | All other Second District member banks |         |
|--------------------------------------------------------|----------------------------------|---------|------------------------------------|---------|----------------------------------------|---------|
|                                                        | 1973                             | 1972    | 1973                               | 1972    | 1973                                   | 1972    |
| Number of banks at year-end .....                      | 333                              | 335     | 9                                  | 9       | 324                                    | 326     |
| <b>Current operating revenue:</b>                      |                                  |         |                                    |         |                                        |         |
| On loans .....                                         | 7,313.8                          | 4,695.0 | 4,964.5                            | 2,909.7 | 2,349.3                                | 1,785.3 |
| On U. S. Government securities .....                   | 596.7                            | 438.5   | 288.9                              | 239.2   | 307.8                                  | 199.3   |
| On other securities .....                              | 651.3                            | 767.0   | 318.7                              | 347.6   | 332.6                                  | 419.4   |
| Service charges on deposit accounts .....              | 157.8                            | 153.4   | 59.1                               | 56.1    | 98.7                                   | 97.3    |
| Trust department earnings .....                        | 450.6                            | 439.0   | 339.8                              | 336.2   | 110.8                                  | 102.8   |
| Other operating earnings .....                         | 1,009.3                          | 739.1   | 854.0                              | 617.3   | 155.3                                  | 121.8   |
| Total current operating revenue .....                  | 10,179.5                         | 7,232.0 | 6,825.0                            | 4,506.1 | 3,354.5                                | 2,725.9 |
| <b>Current operating expenses:</b>                     |                                  |         |                                    |         |                                        |         |
| Salaries and wages—officers and employees .....        | 1,536.7                          | 1,432.2 | 942.5                              | 885.3   | 594.2                                  | 546.9   |
| Pensions and other employee benefits .....             | 336.0                            | 300.6   | 218.2                              | 195.8   | 117.8                                  | 104.8   |
| Interest on time and savings deposits .....            | 3,478.8                          | 2,061.9 | 2,226.0                            | 1,122.9 | 1,252.8                                | 939.0   |
| Interest on borrowed money .....                       | 1,341.5                          | 506.5   | 1,064.4                            | 390.6   | 277.1                                  | 115.9   |
| Occupancy expenses of bank premises, net .....         | 404.8                            | 354.6   | 240.9                              | 214.1   | 163.9                                  | 140.5   |
| Furniture and equipment—depreciation, rents, etc. .... | 182.3                            | 167.4   | 102.1                              | 96.6    | 80.2                                   | 70.8    |
| Provision for loan losses .....                        | 287.9                            | 212.3   | 207.4                              | 137.0   | 80.5                                   | 75.3    |
| Other operating expenses .....                         | 913.2                            | 753.9   | 571.4                              | 451.5   | 341.8                                  | 302.4   |
| Total current operating expenses .....                 | 8,481.2                          | 5,789.4 | 5,572.9                            | 3,493.8 | 2,908.3                                | 2,295.6 |
| Net current operating earnings .....                   | 1,698.3                          | 1,442.6 | 1,252.1                            | 1,012.3 | 446.2                                  | 430.3   |
| Applicable income taxes .....                          | 447.5                            | 352.0   | 373.8                              | 282.1   | 73.7                                   | 69.9    |
| Income before securities gains or losses .....         | 1,250.8                          | 1,090.6 | 878.3                              | 730.2   | 372.5                                  | 360.4   |
| Net securities gains or losses .....                   | - 18.8                           | + 3.6   | - 14.1                             | - 2.9   | - 4.7                                  | + 6.5   |
| Net income before extraordinary items .....            | 1,232.0                          | 1,094.2 | 864.2                              | 727.3   | 367.8                                  | 366.9   |
| Extraordinary charges or credits .....                 | + 6.0                            | + 8.8   | —                                  | + 6.1   | + 6.0                                  | + 2.7   |
| Net income .....                                       | 1,238.0                          | 1,103.0 | 864.2                              | 733.4   | 373.8                                  | 369.6   |

\* Deposits over \$1 billion.

SOURCE: Income and expenses are derived from the year-end *Report of Income* submitted by member banks in the Second Federal Reserve District.

# 1973 Average Operating Ratios of Member Banks in the Second Federal Reserve District

|                                                                                | All<br>Second<br>District<br>Member<br>Banks* |         | Money<br>Market<br>Banks** |           | All other banks with deposits of— |        |                     |        |                      |        |                       |        |                              |         |
|--------------------------------------------------------------------------------|-----------------------------------------------|---------|----------------------------|-----------|-----------------------------------|--------|---------------------|--------|----------------------|--------|-----------------------|--------|------------------------------|---------|
|                                                                                |                                               |         |                            |           | Under<br>\$5<br>Million           |        | \$5-\$10<br>Million |        | \$10-\$50<br>Million |        | \$50-\$150<br>Million |        | \$150<br>Million<br>and Over |         |
|                                                                                | 1973                                          | 1972    | 1973                       | 1972      | 1973                              | 1972   | 1973                | 1972   | 1973                 | 1972   | 1973                  | 1972   | 1973                         | 1972    |
| <b>PROFITABILITY</b>                                                           | Number of banks.....                          |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
|                                                                                | 322                                           | 325     | 9                          | 9         | 21                                | 23     | 31                  | 40     | 136                  | 131    | 63                    | 62     | 62                           | 60      |
| <b>Percentage of Equity Capital Including All Reserves</b>                     |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 1. Income after taxes and before securities gains (losses)*                    | 9.42                                          | 9.23    | 10.26                      | 9.05      | 5.49                              | 5.52   | 9.58                | 7.33   | 9.15                 | 9.61   | 9.97                  | 9.29   | 10.61                        | 11.06   |
| 2. Net income.....                                                             | 9.39                                          | 9.59    | 10.06                      | 9.19      | 5.41                              | 5.82   | 9.46                | 7.87   | 9.13                 | 10.04  | 9.83                  | 9.64   | 10.70                        | 11.18   |
| <b>Percentage of Net Income</b>                                                |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 3. Cash dividends declared.....                                                | 34.71                                         | 35.44   | 47.95                      | 51.48     | 21.89                             | 28.64  | 22.83               | 19.71  | 27.82                | 30.50  | 39.53                 | 36.56  | 52.80                        | 55.77   |
| <b>SOURCES AND DISPOSITION OF INCOME</b>                                       |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| <b>Percentage of Total Assets</b>                                              |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 4. Total operating income.....                                                 | 6.65                                          | 6.02    | 6.49                       | 4.89      | 6.50                              | 5.95   | 6.74                | 5.99   | 6.62                 | 6.09   | 6.71                  | 6.09   | 6.67                         | 6.02    |
| 5. Salaries, wages, and fringe benefits.....                                   | 1.50                                          | 1.42    | 1.20                       | 1.28      | 1.69                              | 1.56   | 1.69                | 1.56   | 1.47                 | 1.36   | 1.49                  | 1.44   | 1.44                         | 1.43    |
| 6. Interest on deposits.....                                                   | 2.66                                          | 2.30    | 2.04                       | 1.14      | 2.35                              | 2.06   | 2.55                | 2.21   | 2.72                 | 2.48   | 2.86                  | 2.39   | 2.56                         | 2.11    |
| 7. Net occupancy expense of bank premises.....                                 | .28                                           | .25     | .26                        | .26       | .27                               | .21    | .26                 | .24    | .26                  | .23    | .28                   | .27    | .32                          | .29     |
| 8. All other operating expenses.....                                           | 1.24                                          | 1.08    | 1.81                       | 1.17      | 1.34                              | 1.16   | 1.16                | 1.07   | 1.20                 | 1.04   | 1.12                  | 1.02   | 1.40                         | 1.20    |
| 9. Total operating expenses.....                                               | 5.69                                          | 5.06    | 5.32                       | 3.86      | 5.66                              | 5.00   | 5.68                | 5.09   | 5.67                 | 5.12   | 5.77                  | 5.14   | 5.72                         | 5.05    |
| 10. Income after taxes and before securities gains (losses)*                   | .79                                           | .77     | .80                        | .74       | .64                               | .68    | .84                 | .66    | .78                  | .78    | .79                   | .80    | .82                          | .85     |
| 11. Net income.....                                                            | .78                                           | .80     | .79                        | .75       | .63                               | .71    | .83                 | .71    | .77                  | .81    | .78                   | .83    | .83                          | .85     |
| <b>Percentage of Total Operating Income</b>                                    |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 12. Interest on U. S. Treasury securities.....                                 | 10.13                                         | 11.45   | 3.47                       | 5.21      | 18.20                             | 18.10  | 14.84               | 16.02  | 11.11                | 12.31  | 7.52                  | 8.88   | 6.53                         | 7.56    |
| 13. Interest on securities of U. S. Govt. agencies & corporations.....         | 3.43                                          | 3.68    | 1.26                       | 1.01      | 1.32                              | 1.78   | 2.95                | 4.25   | 3.98                 | 4.09   | 3.55                  | 3.96   | 3.35                         | 3.21    |
| 14. Interest on obligations of States and political subdivisions.....          | 9.24                                          | 10.42   | 4.46                       | 7.28      | 6.78                              | 8.06   | 6.84                | 7.02   | 9.41                 | 10.72  | 10.37                 | 11.67  | 10.43                        | 12.12   |
| 15. Interest and dividends on all other securities.....                        | 1.21                                          | 1.27    | .45                        | .67       | 1.33                              | 1.88   | 1.31                | 1.06   | 1.35                 | 1.57   | 1.09                  | .86    | 1.04                         | 1.04    |
| 16. Interest and fees on loans*                                                | 68.67                                         | 65.06   | 72.43                      | 63.27     | 68.19                             | 65.15  | 68.12               | 64.55  | 67.95                | 64.87  | 69.56                 | 65.89  | 69.23                        | 65.21   |
| 17. All other operating income*                                                | 7.30                                          | 8.09    | 17.90                      | 22.53     | 4.19                              | 5.00   | 5.90                | 7.07   | 6.17                 | 6.40   | 7.88                  | 8.71   | 9.42                         | 10.83   |
| 18. Total operating income.....                                                | 100.00                                        | 100.00  | 100.00                     | 100.00    | 100.00                            | 100.00 | 100.00              | 100.00 | 100.00               | 100.00 | 100.00                | 100.00 | 100.00                       | 100.00  |
| 19. Service charges on deposit accounts* (part of item 17).....                | 3.27                                          | 3.84    | .72                        | 1.05      | 2.55                              | 3.61   | 3.58                | 4.21   | 3.34                 | 3.87   | 3.69                  | 4.15   | 3.15                         | 3.72    |
| 20. Trust department income* (part of item 17).....                            | 2.26                                          | 2.45    | 6.69                       | 9.84      | —                                 | —      | .50                 | 1.66   | 1.13                 | 1.28   | 2.48                  | 2.68   | 2.50                         | 3.00    |
| 21. Salaries and wages.....                                                    | 19.19                                         | 20.36   | 15.07                      | 21.54     | 22.35                             | 23.45  | 21.84               | 23.01  | 18.98                | 19.20  | 18.88                 | 20.17  | 18.00                        | 19.97   |
| 22. Officer and employee benefits.....                                         | 3.31                                          | 3.36    | 3.30                       | 4.53      | 3.08                              | 2.84   | 3.30                | 3.26   | 3.16                 | 3.08   | 3.41                  | 3.50   | 3.64                         | 3.90    |
| 23. Interest on deposits.....                                                  | 40.05                                         | 38.11   | 31.76                      | 23.57     | 35.99                             | 34.57  | 37.55               | 37.02  | 41.26                | 40.91  | 42.75                 | 39.30  | 38.49                        | 35.03   |
| 24. Interest on borrowed money.....                                            | 2.14                                          | 1.08    | 15.45                      | 8.61      | .48                               | .23    | .16                 | .05    | .75                  | .43    | 1.35                  | .61    | 5.59                         | 2.79    |
| 25. Net occupancy expense of bank premises.....                                | 4.17                                          | 4.20    | 4.06                       | 5.38      | 4.12                              | 3.48   | 3.82                | 4.23   | 3.98                 | 3.79   | 4.25                  | 4.44   | 4.72                         | 4.95    |
| 26. Provision for loan losses (net).....                                       | 2.06                                          | 2.40    | 2.75                       | 2.93      | 3.43                              | 5.12   | 1.90                | 1.63   | 2.12                 | 2.29   | 1.67                  | 1.94   | 1.87                         | 2.54    |
| 27. All other operating expenses.....                                          | 14.34                                         | 14.54   | 9.76                       | 12.68     | 16.31                             | 14.23  | 14.63               | 16.08  | 15.06                | 14.26  | 13.62                 | 14.15  | 13.34                        | 14.54   |
| 28. Total operating expenses.....                                              | 85.29                                         | 84.07   | 82.17                      | 79.26     | 86.29                             | 83.93  | 83.22               | 85.91  | 85.34                | 83.99  | 85.97                 | 84.14  | 85.66                        | 83.74   |
| 29. Interest on capital notes and debentures* (part of item 27).....           | .19                                           | .17     | .52                        | .90       | —                                 | —      | —                   | .09    | .05                  | .30    | .23                   | .43    | .45                          | .45     |
| 30. Income before taxes and securities gains (losses)*.....                    | 14.70                                         | 15.92   | 17.82                      | 20.73     | 13.70                             | 16.06  | 16.77               | 14.08  | 14.65                | 16.01  | 14.02                 | 15.85  | 14.34                        | 16.25   |
| 31. Income after taxes and before securities gains (losses)*.....              | 12.12                                         | 12.91   | 12.28                      | 14.97     | 10.35                             | 11.45  | 13.23               | 10.66  | 12.04                | 12.92  | 11.96                 | 13.39  | 12.47                        | 14.13   |
| 32. Net securities gains (+) or losses (-) after tax effect.....               | — .11                                         | + .47   | — .20                      | —         | — .22                             | + .51  | — .16               | + .75  | — .10                | + .60  | — .13                 | + .30  | — .05                        | + .26   |
| 33. All other additions and subtractions (net)*.....                           | + .06                                         | + .01   | —                          | + .16     | —                                 | —      | + .04               | —      | + .04                | + .01  | + .03                 | + .08  | + .17                        | — .07   |
| 34. Net income.....                                                            | 12.06                                         | 13.40   | 12.07                      | 15.13     | 10.12                             | 11.96  | 13.11               | 11.42  | 11.97                | 13.53  | 11.86                 | 13.80  | 12.59                        | 14.32   |
| <b>RATES OF RETURN ON SECURITIES AND LOANS</b>                                 |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| <b>Return on Securities<sup>f</sup></b>                                        |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 35. Interest on U. S. Treasury securities.....                                 | 6.10                                          | 5.67    | 5.77                       | 5.31      | 6.15                              | 5.38   | 6.50                | 5.73   | 6.20                 | 5.78   | 5.99                  | 5.55   | 5.82                         | 5.67    |
| 36. Interest on securities of U. S. Govt. agencies & corporations.....         | 5.33                                          | 5.09    | 6.97                       | 6.27      | 2.02                              | 2.11   | 3.22                | 3.56   | 5.62                 | 5.48   | 5.93                  | 5.73   | 6.02                         | 5.58    |
| 37. Interest on obligations of States and political subdivisions.....          | 4.23                                          | 4.13    | 4.57                       | 4.42      | 3.65                              | 4.43   | 3.81                | 3.81   | 4.30                 | 4.24   | 4.43                  | 4.06   | 4.22                         | 4.00    |
| 38. Interest and dividends on all other securities.....                        | 7.89                                          | 6.85    | 6.73                       | 6.59      | 9.30                              | 4.80   | 7.83                | 6.39   | 8.51                 | 7.20   | 7.39                  | 7.57   | 6.73                         | 6.45    |
| <b>Return on Loans<sup>g</sup></b>                                             |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 39. Interest and fees on loans.....                                            | 8.84                                          | 7.68    | 8.54                       | 5.98      | 9.95                              | 7.88   | 9.48                | 8.14   | 8.84                 | 7.75   | 8.55                  | 7.65   | 8.50                         | 7.47    |
| 40. Net losses (-) or recoveries (+) on loans.....                             | — .23                                         | — .27   | — .28                      | — .17     | — .35                             | — .50  | — .21               | — .14  | — .25                | — .26  | — .17                 | — .23  | — .22                        | — .32   |
| <b>DISTRIBUTION OF ASSETS</b>                                                  |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| <b>Percentage of Total Assets</b>                                              |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 41. U. S. Treasury securities <sup>f</sup> .....                               | 10.75                                         | 12.06   | 3.86                       | 4.71      | 18.57                             | 19.59  | 14.92               | 17.40  | 11.70                | 12.69  | 8.40                  | 9.57   | 7.33                         | 7.90    |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>f</sup> ..... | 3.57                                          | 3.53    | 1.18                       | .88       | 1.52                              | 1.63   | 3.62                | 4.17   | 4.13                 | 3.95   | 3.57                  | 3.76   | 3.34                         | 3.07    |
| 43. Obligations of States and political subdivisions <sup>f</sup> .....        | 13.74                                         | 14.98   | 6.33                       | 7.93      | 10.10                             | 10.12  | 10.27               | 10.08  | 13.64                | 15.24  | 15.69                 | 17.44  | 16.05                        | 18.03   |
| 44. All other securities <sup>f</sup> .....                                    | 1.08                                          | 1.10    | .44                        | .50       | 1.08                              | 1.92   | 1.25                | 1.00   | 1.16                 | 1.28   | 1.08                  | .78    | .91                          | .91     |
| 45. Gross loans <sup>g</sup> .....                                             | 57.07                                         | 54.31   | 55.11                      | 51.17     | 54.11                             | 53.35  | 57.65               | 53.62  | 57.12                | 54.80  | 58.25                 | 55.08  | 56.77                        | 54.85   |
| 46. Cash assets.....                                                           | 10.98                                         | 11.21   | 25.59                      | 27.78     | 12.44                             | 12.13  | 10.38               | 11.45  | 9.92                 | 9.83   | 10.28                 | 10.67  | 11.71                        | 11.77   |
| 47. Real estate assets.....                                                    | 1.62                                          | 1.55    | .91                        | 1.01      | 1.78                              | .98    | 1.59                | 1.69   | 1.58                 | 1.54   | 1.74                  | 1.70   | 1.66                         | 1.63    |
| <b>DISTRIBUTION OF LOANS</b>                                                   |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| <b>Percentage of Gross Loans<sup>b</sup></b>                                   |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 48. Real estate loans.....                                                     | 34.69                                         | 34.21   | 7.76                       | 7.72      | 34.87                             | 36.60  | 33.00               | 35.79  | 37.96                | 38.91  | 38.07                 | 37.99  | 33.98                        | 32.87   |
| 49. Loans to farmers.....                                                      | 2.73                                          | 2.97    | .10                        | .07       | 9.58                              | 11.63  | 5.93                | 4.81   | 2.77                 | 3.06   | 1.54                  | 1.36   | .33                          | .34     |
| 50. Commercial and industrial loans.....                                       | 20.66                                         | 20.35   | 48.63                      | 50.65     | 12.12                             | 13.87  | 15.67               | 14.97  | 18.70                | 17.88  | 21.04                 | 20.82  | 25.88                        | 26.25   |
| 51. Consumer loans to individuals.....                                         | 26.91                                         | 27.95   | 7.62                       | 8.40      | 25.82                             | 26.63  | 26.57               | 27.83  | 27.61                | 29.20  | 29.89                 | 29.94  | 25.67                        | 26.68   |
| 52. All other loans <sup>g</sup> .....                                         | 14.10                                         | 12.60   | 35.86                      | 33.13     | 17.60                             | 11.24  | 18.80               | 16.58  | 12.92                | 10.93  | 9.43                  | 9.87   | 4.75                         | 13.83   |
| <b>OTHER RATIOS</b>                                                            |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 53. Total capital accounts and reserves to total assets <sup>a</sup> .....     | 9.15                                          | 8.85    | 8.23                       | 8.77      | 14.22                             | 11.57  | 10.48               | 10.46  | 9.00                 | 8.52   | 8.23                  | 8.18   | 8.15                         | 8.18    |
| 54. Time and savings deposits to total deposits.....                           | 59.85                                         | 59.56   | 37.04                      | 33.36     | 57.42                             | 56.13  | 59.49               | 60.01  | 62.25                | 62.90  | 62.29                 | 61.29  | 56.45                        | 55.50   |
| 55. Interest on time and savings deposits to total time deposits.....          | 5.13                                          | 4.37    | 7.21                       | 4.34      | 4.75                              | 4.04   | 4.88                | 4.23   | 4.95                 | 4.44   | 5.24                  | 4.40   | 5.38                         | 4.43    |
| 56. Income taxes to net income plus income taxes <sup>i</sup> .....            | — 4.85                                        | 10.51   | 28.56                      | 22.85     | 14.70                             | 20.85  | 19.28               | 17.83  | — 7.65               | 12.57  | — 19.97               | 7.42   | — 6.84                       | 9.50    |
| 57. Interest and fees on loans excluding Federal funds.....                    | 7.94                                          | 7.39    | 8.32                       | 5.98      | 7.81                              | 7.58   | 7.84                | 7.53   | 7.85                 | 7.42   | 7.96                  | 7.40   | 8.15                         | 7.34    |
| <b>IN THOUSANDS OF DOLLARS</b>                                                 |                                               |         |                            |           |                                   |        |                     |        |                      |        |                       |        |                              |         |
| 58. Average total deposits.....                                                | 368,638                                       | 330,851 | 8,706,030                  | 7,730,996 | 3,420                             | 3,476  | 7,613               | 7,511  | 24,762               | 24,778 | 78,585                | 77,687 | 511,625                      | 491,749 |
| 59. Average equity capital including all reserves.....                         | 36,941                                        | 33,692  | 914,617                    | 834,109   | 612                               | 465    | 896                 | 925    | 2,393                | 2,328  | 7,172                 | 7,083  | 45,896                       | 44,185  |

Notes are on page 10.

# Member Banks with Deposits under \$5 Million

|                                                                             |  | Time deposits to total deposits |                  |        |                  |                  |        | YOUR BANK |        |
|-----------------------------------------------------------------------------|--|---------------------------------|------------------|--------|------------------|------------------|--------|-----------|--------|
|                                                                             |  | 60 per cent and under           |                  |        | Over 60 per cent |                  |        |           |        |
|                                                                             |  | Group Average                   | Highest Quartile |        | Group Average    | Highest Quartile |        |           |        |
|                                                                             |  | 1973                            | 1972             | 1973   | 1973             | 1972             | 1973   |           |        |
| PROFITABILITY                                                               |  | Number of banks                 | 13               | 16     | 6                | 8                | 7      | 3         |        |
| Percentage of Equity Capital Including All Reserves                         |  |                                 |                  |        |                  |                  |        |           |        |
| 1. Income after taxes and before securities gains (losses) <sup>a</sup>     |  |                                 | 6.04             | 4.99   | 5.21             | 4.61             | 6.75   | 6.37      |        |
| 2. Net income                                                               |  |                                 | 5.75             | 5.16   | 5.24             | 4.86             | 7.36   | 6.45      |        |
| Percentage of Net Income                                                    |  |                                 |                  |        |                  |                  |        |           |        |
| 3. Cash dividends declared                                                  |  |                                 | 25.62            | 29.78  | 23.45            | 15.85            | 26.06  | 14.85     |        |
| SOURCES AND DISPOSITION OF INCOME                                           |  |                                 |                  |        |                  |                  |        |           |        |
| Percentage of Total Assets                                                  |  |                                 |                  |        |                  |                  |        |           |        |
| 4. Total operating income                                                   |  |                                 | 6.51             | 5.90   | 6.51             | 6.49             | 6.08   | 6.45      |        |
| 5. Salaries, wages, and fringe benefits                                     |  |                                 | 1.73             | 1.66   | 1.58             | 1.63             | 1.34   | 1.64      |        |
| 6. Interest on deposits                                                     |  |                                 | 2.17             | 1.90   | 1.84             | 2.66             | 2.44   | 2.72      |        |
| 7. Net occupancy expense of bank premises                                   |  |                                 | .28              | .20    | .25              | .27              | .24    | .35       |        |
| 8. All other operating expenses                                             |  |                                 | 1.25             | 1.21   | 1.39             | 1.50             | 1.08   | 1.33      |        |
| 9. Total operating expenses                                                 |  |                                 | 5.42             | 4.96   | 5.08             | 6.07             | 5.10   | 6.05      |        |
| 10. Income after taxes and before securities gains (losses) <sup>a</sup>    |  |                                 | .88              | .66    | 1.00             | .27              | .73    | .30       |        |
| 11. Net income                                                              |  |                                 | .84              | .67    | .99              | .30              | .80    | .31       |        |
| Percentage of Total Operating Income                                        |  |                                 |                  |        |                  |                  |        |           |        |
| 12. Interest on U. S. Treasury securities                                   |  |                                 | 20.26            | 16.73  | 21.01            | 14.88            | 21.26  | 10.43     |        |
| 13. Interest on securities of U. S. Govt. agencies & corporations           |  |                                 | 1.86             | 2.11   | .16              | .45              | 1.05   | .04       |        |
| 14. Interest on obligations of States and political subdivisions            |  |                                 | 8.14             | 7.78   | 5.70             | 4.57             | 8.72   | 8.18      |        |
| 15. Interest and dividends on all other securities                          |  |                                 | 1.81             | 1.46   | 3.28             | .55              | 2.85   | .37       |        |
| 16. Interest and fees on loans <sup>b</sup>                                 |  |                                 | 62.82            | 66.41  | 65.44            | 76.91            | 62.29  | 77.86     |        |
| 17. All other operating income <sup>c</sup>                                 |  |                                 | 5.14             | 5.52   | 4.40             | 2.65             | 3.82   | 3.14      |        |
| 18. Total operating income                                                  |  |                                 | 100.00           | 100.00 | 100.00           | 100.00           | 100.00 | 100.00    | 100.00 |
| 19. Service charges on deposit accounts <sup>d</sup> (part of item 17)      |  |                                 | 3.09             | 4.08   | 3.41             | 1.68             | 2.56   | 2.46      |        |
| 20. Trust department income <sup>d</sup> (part of item 17)                  |  |                                 | —                | —      | —                | —                | —      | —         |        |
| 21. Salaries and wages                                                      |  |                                 | 23.24            | 25.16  | 21.61            | 22.23            | 19.54  | 22.90     |        |
| 22. Officer and employee benefits                                           |  |                                 | 3.18             | 3.00   | 2.56             | 2.91             | 2.50   | 2.87      |        |
| 23. Interest on deposits                                                    |  |                                 | 32.89            | 32.14  | 28.42            | 41.02            | 40.15  | 41.70     |        |
| 24. Interest on borrowed money                                              |  |                                 | .72              | .12    | .06              | .10              | .48    | .13       |        |
| 25. Net occupancy expense of bank premises                                  |  |                                 | 3.99             | 3.33   | 3.91             | 4.33             | 3.84   | 5.77      |        |
| 26. Provision for loan losses (net)                                         |  |                                 | 4.17             | 6.88   | 6.97             | 2.25             | 1.09   | 1.36      |        |
| 27. All other operating expenses                                            |  |                                 | 13.64            | 13.57  | 14.23            | 20.67            | 15.73  | 19.25     |        |
| 28. Total operating expenses                                                |  |                                 | 81.83            | 84.20  | 77.79            | 93.54            | 83.35  | 94.01     |        |
| 29. Interest on capital notes and debentures <sup>d</sup> (part of item 27) |  |                                 | —                | —      | —                | —                | —      | —         |        |
| 30. Income before taxes and securities gains (losses) <sup>a</sup>          |  |                                 | 18.17            | 15.80  | 22.20            | 6.45             | 16.65  | 5.99      |        |
| 31. Income after taxes and before securities gains (losses) <sup>a</sup>    |  |                                 | 14.20            | 11.03  | 15.54            | 4.09             | 12.43  | 3.81      |        |
| 32. Net securities gains (+) or losses (-) after tax effect                 |  |                                 | — .65            | + .24  | — .06            | + .46            | + 1.12 | + .10     |        |
| 33. All other additions and subtractions (net) <sup>e</sup>                 |  |                                 | —                | —      | —                | —                | — .01  | — .01     |        |
| 34. Net income                                                              |  |                                 | 13.55            | 11.27  | 15.48            | 4.55             | 13.54  | 3.91      |        |
| RATES OF RETURN ON SECURITIES AND LOANS                                     |  |                                 |                  |        |                  |                  |        |           |        |
| Return on Securities <sup>f</sup>                                           |  |                                 |                  |        |                  |                  |        |           |        |
| 35. Interest on U. S. Treasury securities                                   |  |                                 | 6.03             | 5.39   | 5.90             | 6.35             | 5.38   | 5.85      |        |
| 36. Interest on securities of U. S. Govt. agencies & corporations           |  |                                 | 1.70             | 1.97   | 1.06             | 2.56             | 2.46   | —         |        |
| 37. Interest on obligations of States and political subdivisions            |  |                                 | 4.47             | 4.49   | 4.58             | 2.33             | 4.30   | 2.93      |        |
| 38. Interest and dividends on all other securities                          |  |                                 | 6.19             | 5.13   | 7.36             | 14.36            | 4.06   | 4.63      |        |
| Return on Loans <sup>g</sup>                                                |  |                                 |                  |        |                  |                  |        |           |        |
| 39. Interest and fees on loans                                              |  |                                 | 9.75             | 7.91   | 9.27             | 10.29            | 7.82   | 12.35     |        |
| 40. Net losses (-) or recoveries (+) on loans                               |  |                                 | — .40            | — .62  | — .57            | — .28            | — .22  | — .18     |        |
| DISTRIBUTION OF ASSETS                                                      |  |                                 |                  |        |                  |                  |        |           |        |
| Percentage of Total Assets                                                  |  |                                 |                  |        |                  |                  |        |           |        |
| 41. U. S. Treasury securities <sup>f</sup>                                  |  |                                 | 20.77            | 17.77  | 22.28            | 15.01            | 23.75  | 11.11     |        |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>f</sup>    |  |                                 | 2.26             | 2.06   | .22              | .33              | .64    | .04       |        |
| 43. Obligations of States and political subdivisions <sup>f</sup>           |  |                                 | 11.75            | 10.15  | 7.81             | 7.43             | 10.07  | 12.41     |        |
| 44. All other securities <sup>f</sup>                                       |  |                                 | 1.51             | 1.28   | 2.48             | .38              | 3.38   | .38       |        |
| 45. Gross loans <sup>b</sup>                                                |  |                                 | 48.64            | 54.49  | 52.10            | 62.99            | 50.78  | 62.58     |        |
| 46. Cash assets                                                             |  |                                 | 13.67            | 13.09  | 14.08            | 10.46            | 9.95   | 9.36      |        |
| 47. Real estate assets                                                      |  |                                 | 1.15             | .98    | .95              | 2.82             | .98    | 3.88      |        |
| DISTRIBUTION OF LOANS                                                       |  |                                 |                  |        |                  |                  |        |           |        |
| Percentage of Gross Loans <sup>b</sup>                                      |  |                                 |                  |        |                  |                  |        |           |        |
| 48. Real estate loans                                                       |  |                                 | 34.63            | 36.01  | 33.03            | 35.25            | 37.95  | 41.57     |        |
| 49. Loans to farmers                                                        |  |                                 | 10.85            | 11.15  | 14.77            | 7.52             | 12.76  | 5.24      |        |
| 50. Commercial and industrial loans                                         |  |                                 | 12.36            | 11.21  | 9.48             | 11.72            | 19.98  | 10.62     |        |
| 51. Consumer loans to individuals                                           |  |                                 | 25.83            | 27.79  | 20.60            | 25.81            | 24.01  | 20.43     |        |
| 52. All other loans <sup>b</sup>                                            |  |                                 | 16.33            | 13.85  | 22.11            | 19.67            | 5.28   | 22.13     |        |
| OTHER RATIOS                                                                |  |                                 |                  |        |                  |                  |        |           |        |
| 53. Total capital accounts and reserves to total assets <sup>h</sup>        |  |                                 | 12.23            | 11.07  | 11.08            | 17.47            | 12.74  | 17.97     |        |
| 54. Time and savings deposits to total deposits                             |  |                                 | 51.75            | 52.01  | 47.01            | 66.66            | 65.56  | 69.47     |        |
| 55. Interest on time and savings deposits to total time deposits            |  |                                 | 4.59             | 3.90   | 3.65             | 5.02             | 4.39   | 4.93      |        |
| 56. Income taxes to net income plus income taxes <sup>i</sup>               |  |                                 | 16.29            | 21.78  | 20.30            | 12.13            | 18.73  | 8.35      |        |
| 57. Interest and fees on loans excluding Federal funds                      |  |                                 | 7.87             | 7.56   | 7.81             | 7.72             | 7.66   | 7.76      |        |
| IN THOUSANDS OF DOLLARS                                                     |  |                                 |                  |        |                  |                  |        |           |        |
| 58. Average total deposits                                                  |  |                                 | 3,347            | 3,570  | 2,986            | 3,537            | 3,262  | 3,867     |        |
| 59. Average equity capital including all reserves                           |  |                                 | 475              | 441    | 354              | 835              | 519    | 836       |        |

Notes are on page 10.

# Member Banks with Deposits of \$5 Million to \$10 Million

|                                                                                  |  | Time deposits to total deposits |        |                  |                |        |                  |                  |        | YOUR BANK |                  |        |
|----------------------------------------------------------------------------------|--|---------------------------------|--------|------------------|----------------|--------|------------------|------------------|--------|-----------|------------------|--------|
|                                                                                  |  | Under 50 per cent               |        |                  | 50-60 per cent |        |                  | Over 60 per cent |        |           |                  |        |
|                                                                                  |  | Group Average                   |        | Highest Quartile | Group Average  |        | Highest Quartile | Group Average    |        |           | Highest Quartile |        |
|                                                                                  |  | 1973                            | 1972   | 1973             | 1973           | 1972   | 1973             | 1973             | 1972   |           | 1973             |        |
| PROFITABILITY                                                                    |  | Number of banks                 | 4      | 6                | 3              | 11     | 11               | 3                | 16     | 23        | 4                |        |
| Percentage of Equity Capital Including All Reserves                              |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 1. Income after taxes and before securities gains (losses) <sup>a</sup> ...      |  |                                 | 10.37  | 3.59             | 10.49          | 11.88  | 9.98             | 15.48            | 7.80   | 7.04      | 8.06             |        |
| 2. Net income.....                                                               |  |                                 | 8.97   | 3.86             | 10.54          | 11.74  | 10.79            | 16.50            | 8.02   | 7.52      | 8.33             |        |
| Percentage of Net Income                                                         |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 3. Cash dividends declared.....                                                  |  |                                 | 36.40  | 25.20            | 33.93          | 20.91  | 16.98            | 18.22            | 20.75  | 19.59     | 11.57            |        |
| SOURCES AND DISPOSITION OF INCOME                                                |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| Percentage of Total Assets                                                       |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 4. Total operating income.....                                                   |  |                                 | 5.93   | 5.46             | 5.80           | 6.52   | 6.06             | 6.33             | 7.10   | 6.09      | 7.07             |        |
| 5. Salaries, wages, and fringe benefits.....                                     |  |                                 | 1.87   | 1.90             | 1.82           | 1.70   | 1.59             | 1.43             | 1.65   | 1.45      | 1.69             |        |
| 6. Interest on deposits.....                                                     |  |                                 | 1.48   | 1.34             | 1.51           | 2.26   | 2.15             | 2.26             | 3.02   | 2.47      | 3.22             |        |
| 7. Net occupancy expense of bank premises.....                                   |  |                                 | .24    | .25              | .23            | .22    | .27              | .19              | .30    | .22       | .47              |        |
| 8. All other operating expenses.....                                             |  |                                 | 1.15   | 1.44             | .95            | .93    | .99              | .78              | 1.32   | 1.02      | 1.40             |        |
| 9. Total operating expenses.....                                                 |  |                                 | 4.75   | 4.95             | 4.52           | 5.11   | 5.01             | 4.67             | 6.30   | 5.17      | 6.78             |        |
| 10. Income after taxes and before securities gains (losses) <sup>a</sup> ...     |  |                                 | .89    | .29              | .95            | 1.03   | .81              | 1.30             | .70    | .69       | .63              |        |
| 11. Net income.....                                                              |  |                                 | .79    | .31              | .96            | 1.01   | .87              | 1.38             | .72    | .74       | .66              |        |
| Percentage of Total Operating Income                                             |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 12. Interest <sup>c</sup> on U. S. Treasury securities.....                      |  |                                 | 28.88  | 23.69            | 32.83          | 15.06  | 18.47            | 6.56             | 11.19  | 12.86     | 10.20            |        |
| 13. Interest on securities of U. S. Govt. agencies & corporations.....           |  |                                 | .59    | .93              | .76            | 4.11   | 5.34             | 3.39             | 2.75   | 4.60      | 3.61             |        |
| 14. Interest on obligations of States and political subdivisions.....            |  |                                 | 8.32   | 4.45             | 8.56           | 6.78   | 7.16             | 11.89            | 6.51   | 7.62      | 9.47             |        |
| 15. Interest and dividends on all other securities.....                          |  |                                 | .32    | .49              | .19            | 1.85   | 1.51             | 6.33             | 1.18   | 1.00      | .44              |        |
| 16. Interest and fees on loans <sup>b</sup> .....                                |  |                                 | 55.22  | 63.98            | 52.37          | 65.12  | 59.02            | 63.02            | 73.41  | 67.34     | 72.51            |        |
| 17. All other operating income <sup>c</sup> .....                                |  |                                 | 6.62   | 6.45             | 5.26           | 7.05   | 8.49             | 8.80             | 4.93   | 6.55      | 3.75             |        |
| 18. Total operating income.....                                                  |  |                                 | 100.00 | 100.00           | 100.00         | 100.00 | 100.00           | 100.00           | 100.00 | 100.00    | 100.00           | 100.00 |
| 19. Service charges on deposit accounts <sup>d</sup> (part of item 17).....      |  |                                 | 4.54   | 4.63             | 3.46           | 3.80   | 4.69             | 1.90             | 3.19   | 3.87      | 2.64             |        |
| 20. Trust department income <sup>d</sup> (part of item 17).....                  |  |                                 | —      | .84              | —              | —      | —                | —                | —      | 2.49      | —                |        |
| 21. Salaries and wages.....                                                      |  |                                 | 27.00  | 29.52            | 26.20          | 23.09  | 23.47            | 19.95            | 19.69  | 21.09     | 20.17            |        |
| 22. Officer and employee benefits.....                                           |  |                                 | 4.53   | 5.14             | 5.25           | 2.85   | 2.64             | 2.69             | 3.30   | 3.08      | 2.89             |        |
| 23. Interest on deposits.....                                                    |  |                                 | 25.32  | 24.76            | 26.29          | 34.83  | 35.68            | 35.82            | 42.48  | 40.86     | 44.90            |        |
| 24. Interest on borrowed money.....                                              |  |                                 | .10    | —                | .14            | .27    | .04              | —                | .10    | .07       | —                |        |
| 25. Net occupancy expense of bank premises.....                                  |  |                                 | 4.13   | 4.60             | 4.02           | 3.37   | 4.46             | 3.02             | 4.06   | 4.02      | 5.87             |        |
| 26. Provision for loan losses (net).....                                         |  |                                 | 1.00   | 2.82             | .73            | 1.48   | 1.20             | .89              | 2.41   | 1.53      | 1.20             |        |
| 27. All other operating expenses.....                                            |  |                                 | 18.03  | 23.04            | 15.45          | 12.23  | 15.04            | 11.05            | 15.43  | 15.80     | 17.33            |        |
| 28. Total operating expenses.....                                                |  |                                 | 80.15  | 89.92            | 78.09          | 78.15  | 82.55            | 73.45            | 87.48  | 86.48     | 92.38            |        |
| 29. Interest on capital notes and debentures <sup>d</sup> (part of item 27)..... |  |                                 | —      | —                | —              | —      | —                | —                | —      | —         | —                |        |
| 30. Income before taxes and securities gains (losses) <sup>a</sup> .....         |  |                                 | 19.85  | 10.08            | 21.90          | 21.84  | 17.45            | 26.54            | 12.51  | 13.51     | 7.62             |        |
| 31. Income after taxes and before securities gains (losses) <sup>a</sup> ...     |  |                                 | 15.03  | 5.86             | 16.39          | 16.16  | 13.39            | 20.93            | 10.76  | 10.61     | 10.95            |        |
| 32. Net securities gains (+) or losses (—) after tax effect...                   |  |                                 | — 1.49 | + .41            | + .09          | — .27  | + 1.04           | + 1.21           | + .24  | + .70     | + .43            |        |
| 33. All other additions and subtractions (net) <sup>e</sup> .....                |  |                                 | —      | —                | —              | + .04  | + .03            | —                | + .05  | — .01     | —                |        |
| 34. Net income.....                                                              |  |                                 | 13.52  | 6.28             | 16.47          | 15.93  | 14.47            | 22.15            | 11.07  | 11.30     | 11.39            |        |
| RATES OF RETURN ON SECURITIES AND LOANS                                          |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| Return on Securities <sup>f</sup>                                                |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 35. Interest on U. S. Treasury securities.....                                   |  |                                 | 6.66   | 5.52             | 6.56           | 6.25   | 6.32             | 5.93             | 6.63   | 5.50      | 7.47             |        |
| 36. Interest on securities of U. S. Govt. agencies & corporations.....           |  |                                 | 1.75   | 2.08             | 2.23           | 3.15   | 4.05             | 5.52             | 3.63   | 3.72      | 3.38             |        |
| 37. Interest on obligations of States and political subdivisions.....            |  |                                 | 4.06   | 4.22             | 4.14           | 4.12   | 3.74             | 4.20             | 3.53   | 3.74      | 3.48             |        |
| 38. Interest and dividends on all other securities.....                          |  |                                 | 5.05   | 6.44             | 5.62           | 4.70   | 5.51             | 6.08             | 10.67  | 6.81      | 19.87            |        |
| Return on Loans <sup>g</sup>                                                     |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 39. Interest and fees on loans.....                                              |  |                                 | 8.03   | 8.09             | 7.60           | 9.31   | 8.21             | 11.35            | 9.95   | 8.11      | 10.32            |        |
| 40. Net losses (—) or recoveries (+) on loans.....                               |  |                                 | — .12  | — .36            | — .09          | — .04  | — .02            | — .04            | — .35  | — .15     | — .31            |        |
| DISTRIBUTION OF ASSETS                                                           |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| Percentage of Total Assets                                                       |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 41. U. S. Treasury securities <sup>f</sup> .....                                 |  |                                 | 25.86  | 21.58            | 29.33          | 15.08  | 18.75            | 7.12             | 12.08  | 15.66     | 9.78             |        |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>f</sup> .....   |  |                                 | 1.06   | 1.22             | .69            | 4.80   | 4.95             | 4.11             | 3.44   | 4.57      | 5.72             |        |
| 43. Obligations of States and political subdivisions <sup>f</sup> .....          |  |                                 | 11.55  | 6.70             | 11.18          | 10.37  | 9.80             | 17.57            | 9.88   | 11.10     | 14.00            |        |
| 44. All other securities <sup>f</sup> .....                                      |  |                                 | .57    | .59              | .29            | 1.53   | 1.22             | 4.96             | 1.24   | 1.00      | .22              |        |
| 45. Gross loans <sup>b</sup> .....                                               |  |                                 | 45.05  | 51.64            | 43.33          | 54.88  | 50.47            | 49.74            | 62.70  | 55.64     | 61.06            |        |
| 46. Cash assets.....                                                             |  |                                 | 14.04  | 14.69            | 13.37          | 11.77  | 13.05            | 15.23            | 8.50   | 9.83      | 7.39             |        |
| 47. Real estate assets.....                                                      |  |                                 | 1.80   | 2.18             | 1.73           | 1.46   | 1.57             | 1.04             | 1.63   | 1.62      | 1.21             |        |
| DISTRIBUTION OF LOANS                                                            |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| Percentage of Gross Loans <sup>b</sup>                                           |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 48. Real estate loans.....                                                       |  |                                 | 14.43  | 11.70            | 8.54           | 34.24  | 41.04            | 30.73            | 36.80  | 39.56     | 35.75            |        |
| 49. Loans to farmers.....                                                        |  |                                 | 5.31   | 3.41             | 6.65           | 8.58   | 4.29             | 10.40            | 4.26   | 5.42      | 3.15             |        |
| 50. Commercial and industrial loans.....                                         |  |                                 | 23.70  | 30.45            | 20.01          | 14.44  | 13.87            | 11.02            | 14.51  | 11.45     | 13.06            |        |
| 51. Consumer loans to individuals.....                                           |  |                                 | 34.64  | 24.56            | 40.19          | 24.81  | 23.12            | 16.92            | 25.77  | 30.93     | 24.90            |        |
| 52. All other loans <sup>b</sup> .....                                           |  |                                 | 21.90  | 29.85            | 24.59          | 17.91  | 17.66            | 30.92            | 18.65  | 12.61     | 23.12            |        |
| OTHER RATIOS                                                                     |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 53. Total capital accounts and reserves to total assets <sup>a</sup> .....       |  |                                 | 8.84   | 12.04            | 9.48           | 8.91   | 8.75             | 8.56             | 11.96  | 10.86     | 14.24            |        |
| 54. Time and savings deposits to total deposits.....                             |  |                                 | 35.71  | 38.68            | 36.94          | 55.69  | 56.01            | 53.45            | 68.04  | 67.48     | 71.31            |        |
| 55. Interest on time and savings deposits to total time deposits.....            |  |                                 | 4.60   | 4.08             | 4.54           | 4.54   | 4.29             | 4.62             | 5.19   | 4.24      | 5.52             |        |
| 56. Income taxes to net income plus income taxes <sup>h</sup> .....              |  |                                 | 26.88  | 21.09            | 23.55          | 26.46  | 20.48            | 19.66            | 12.45  | 15.71     | — 1.53           |        |
| 57. Interest and fees on loans excluding Federal funds.....                      |  |                                 | 7.30   | 7.33             | 7.03           | 7.59   | 7.49             | 7.47             | 8.16   | 7.60      | 8.03             |        |
| IN THOUSANDS OF DOLLARS                                                          |  |                                 |        |                  |                |        |                  |                  |        |           |                  |        |
| 58. Average total deposits.....                                                  |  |                                 | 8,709  | 8,229            | 8,740          | 7,083  | 7,097            | 6,679            | 7,209  | 7,522     | 6,851            |        |
| 59. Average equity capital including all reserves.....                           |  |                                 | 863    | 1,223            | 937            | 781    | 696              | 607              | 983    | 956       | 1,152            |        |

Notes are on page 10.

# Member Banks with Deposits of

|                                                                                |  | Time deposits to total deposits |        |                  |                |        |                  |                |        |
|--------------------------------------------------------------------------------|--|---------------------------------|--------|------------------|----------------|--------|------------------|----------------|--------|
|                                                                                |  | Under 50 per cent               |        |                  | 50-55 per cent |        |                  | 55-60 per cent |        |
|                                                                                |  | Group Average                   |        | Highest Quartile | Group Average  |        | Highest Quartile | Group Average  |        |
|                                                                                |  | 1973                            | 1972   | 1973             | 1973           | 1972   | 1973             | 1973           | 1972   |
| Number of banks.....                                                           |  | 10                              | 8      | 3                | 21             | 16     | 5                | 21             | 18     |
| <b>PROFITABILITY</b>                                                           |  |                                 |        |                  |                |        |                  |                |        |
|                                                                                |  |                                 |        |                  |                |        |                  |                |        |
| <b>Percentage of Equity Capital Including All Reserves</b>                     |  |                                 |        |                  |                |        |                  |                |        |
| 1. Income after taxes and before securities gains (losses) <sup>a</sup> ..     |  | 8.60                            | 7.53   | 12.02            | 4.78           | 7.80   | 3.82             | 5.84           | 8.42   |
| 2. Net income .....                                                            |  | 9.50                            | 8.05   | 13.00            | 4.68           | 8.09   | 4.03             | 5.71           | 8.83   |
| <b>Percentage of Net Income</b>                                                |  |                                 |        |                  |                |        |                  |                |        |
| 3. Cash dividends declared .....                                               |  | 26.37                           | 20.03  | 8.96             | 18.90          | 30.35  | 31.23            | 31.58          | 29.83  |
| <b>SOURCES AND DISPOSITION OF INCOME</b>                                       |  |                                 |        |                  |                |        |                  |                |        |
| <b>Percentage of Total Assets</b>                                              |  |                                 |        |                  |                |        |                  |                |        |
| 4. Total operating income .....                                                |  | 6.87                            | 5.89   | 6.69             | 6.54           | 5.96   | 6.55             | 6.70           | 6.00   |
| 5. Salaries, wages, and fringe benefits .....                                  |  | 1.90                            | 1.63   | 1.58             | 1.75           | 1.63   | 1.50             | 1.76           | 1.47   |
| 6. Interest on deposits .....                                                  |  | 1.97                            | 1.64   | 1.65             | 2.26           | 1.95   | 2.22             | 2.55           | 2.22   |
| 7. Net occupancy expense of bank premises .....                                |  | .35                             | .31    | .25              | .34            | .30    | .30              | .34            | .23    |
| 8. All other operating expenses .....                                          |  | 1.65                            | 1.75   | 1.60             | 1.71           | 1.17   | 1.64             | 1.41           | 1.12   |
| 9. Total operating expenses .....                                              |  | 5.90                            | 5.34   | 5.08             | 6.07           | 5.05   | 5.68             | 6.07           | 5.05   |
| 10. Income after taxes and before securities gains (losses) <sup>a</sup> ..    |  | .72                             | .36    | 1.23             | .43            | .65    | .57              | .55            | .76    |
| 11. Net income .....                                                           |  | .76                             | .41    | 1.31             | .42            | .68    | .60              | .53            | .79    |
| <b>Percentage of Total Operating Income</b>                                    |  |                                 |        |                  |                |        |                  |                |        |
| 12. Interest on U. S. Treasury securities .....                                |  | 9.93                            | 19.45  | 11.65            | 12.89          | 15.54  | 15.97            | 12.66          | 10.62  |
| 13. Interest on securities of U. S. Govt. agencies & corporations .....        |  | 4.20                            | 1.53   | 1.49             | 3.70           | 5.53   | 1.00             | 4.35           | 3.32   |
| 14. Interest on obligations of States and political subdivisions .....         |  | 3.81                            | 11.31  | 6.56             | 8.42           | 8.45   | 11.15            | 7.74           | 9.74   |
| 15. Interest and dividends on all other securities .....                       |  | .38                             | .27    | .41              | 1.38           | 1.66   | .18              | .45            | .89    |
| 16. Interest and fees on loans <sup>b</sup> .....                              |  | 73.03                           | 60.36  | 70.59            | 67.28          | 60.93  | 64.84            | 68.01          | 67.99  |
| 17. All other operating income <sup>c</sup> .....                              |  | 8.63                            | 7.06   | 9.28             | 6.29           | 7.87   | 6.82             | 6.76           | 7.41   |
| 18. Total operating income .....                                               |  | 100.00                          | 100.00 | 100.00           | 100.00         | 100.00 | 100.00           | 100.00         | 100.00 |
| 19. Service charges on deposit accounts <sup>d</sup> (part of item 17) .....   |  | 4.60                            | 4.22   | 3.06             | 3.80           | 5.02   | 4.20             | 3.70           | 4.36   |
| 20. Trust department income <sup>d</sup> (part of item 17) .....               |  | 1.08                            | .35    | —                | 1.28           | 1.07   | —                | .35            | 1.78   |
| 21. Salaries and wages .....                                                   |  | 24.37                           | 24.82  | 19.99            | 22.77          | 23.25  | 19.81            | 22.16          | 21.38  |
| 22. Officer and employee benefits .....                                        |  | 3.32                            | 2.38   | 3.65             | 4.10           | 4.05   | 2.68             | 3.84           | 3.12   |
| 23. Interest on deposits .....                                                 |  | 28.89                           | 28.27  | 25.23            | 34.63          | 32.88  | 34.23            | 38.19          | 37.10  |
| 24. Interest on borrowed money .....                                           |  | 1.58                            | 4.03   | 3.53             | 1.61           | .17    | 1.63             | .90            | .10    |
| 25. Net occupancy expense of bank premises .....                               |  | 5.13                            | 5.18   | 3.56             | 5.24           | 5.06   | 4.59             | 5.02           | 3.98   |
| 26. Provision for loan losses (net) .....                                      |  | 1.63                            | 5.38   | .48              | 4.85           | 2.51   | 9.10             | 2.40           | 3.17   |
| 27. All other operating expenses .....                                         |  | 20.68                           | 19.91  | 19.05            | 19.24          | 16.72  | 12.68            | 17.39          | 15.16  |
| 28. Total operating expenses .....                                             |  | 85.62                           | 90.00  | 75.48            | 92.47          | 84.68  | 84.90            | 89.93          | 84.03  |
| 29. Interest on capital notes and debentures <sup>d</sup> (part of item 27) .. |  | .09                             | .15    | —                | .21            | .11    | —                | —              | —      |
| 30. Income before taxes and securities gains (losses) <sup>a</sup> .....       |  | 14.37                           | 9.99   | 24.51            | 7.53           | 15.31  | 15.09            | 10.07          | 15.96  |
| 31. Income after taxes and before securities gains (losses) <sup>a</sup> ..    |  | 10.66                           | 7.00   | 18.66            | 7.12           | 11.13  | 10.25            | 8.68           | 12.78  |
| 32. Net securities gains (+) or losses (—) after tax effect .....              |  | + .67                           | + 1.13 | + 1.41           | — .29          | + .44  | + .40            | — .08          | + .66  |
| 33. All other additions and subtractions (net) <sup>e</sup> .....              |  | —                               | — .18  | —                | —              | + .04  | —                | — .12          | — .08  |
| 34. Net income .....                                                           |  | 11.33                           | 7.94   | 20.08            | 6.83           | 11.62  | 10.66            | 8.46           | 13.36  |
| <b>RATES OF RETURN ON SECURITIES AND LOANS</b>                                 |  |                                 |        |                  |                |        |                  |                |        |
| <b>Return on Securities<sup>f</sup></b>                                        |  |                                 |        |                  |                |        |                  |                |        |
| 35. Interest on U. S. Treasury securities .....                                |  | 5.77                            | 5.50   | 5.13             | 6.09           | 5.77   | 6.49             | 6.19           | 5.58   |
| 36. Interest on securities of U. S. Govt. agencies & corporations .....        |  | 4.76                            | 2.89   | 2.05             | 4.73           | 4.89   | 2.25             | 4.91           | 8.56   |
| 37. Interest on obligations of States and political subdivisions ..            |  | 3.71                            | 4.71   | 3.17             | 3.92           | 4.34   | 3.57             | 3.90           | 3.85   |
| 38. Interest and dividends on all other securities .....                       |  | 13.82                           | 6.16   | 6.28             | 8.96           | 6.68   | 5.71             | 6.60           | 5.42   |
| <b>Return on Loans<sup>g</sup></b>                                             |  |                                 |        |                  |                |        |                  |                |        |
| 39. Interest and fees on loans .....                                           |  | 10.02                           | 8.16   | 12.12            | 9.21           | 7.51   | 9.59             | 8.47           | 7.70   |
| 40. Net losses (—) or recoveries (+) on loans .....                            |  | — .67                           | — .93  | — .03            | — .65          | — .31  | — 1.36           | — .11          | — .42  |
| <b>DISTRIBUTION OF ASSETS</b>                                                  |  |                                 |        |                  |                |        |                  |                |        |
| <b>Percentage of Total Assets</b>                                              |  |                                 |        |                  |                |        |                  |                |        |
| 41. U. S. Treasury securities <sup>h</sup> .....                               |  | 11.53                           | 19.68  | 14.56            | 13.70          | 15.66  | 16.00            | 13.47          | 11.33  |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>h</sup> ..    |  | 4.69                            | 1.63   | 1.80             | 3.66           | 5.07   | 1.10             | 4.62           | 2.78   |
| 43. Obligations of States and political subdivisions <sup>h</sup> .....        |  | 5.75                            | 13.53  | 9.53             | 11.93          | 12.03  | 15.11            | 11.62          | 14.94  |
| 44. All other securities <sup>h</sup> .....                                    |  | .30                             | .23    | .45              | 1.12           | 1.43   | .21              | .50            | .82    |
| 45. Gross loans <sup>h</sup> .....                                             |  | 61.50                           | 49.52  | 57.46            | 55.62          | 51.36  | 53.98            | 57.32          | 57.33  |
| 46. Cash assets .....                                                          |  | 13.50                           | 13.23  | 13.69            | 11.40          | 12.07  | 11.18            | 9.98           | 10.26  |
| 47. Real estate assets .....                                                   |  | 1.68                            | 1.38   | 1.51             | 1.69           | 1.65   | 1.58             | 1.61           | 1.71   |
| <b>DISTRIBUTION OF LOANS</b>                                                   |  |                                 |        |                  |                |        |                  |                |        |
| <b>Percentage of Gross Loans<sup>b</sup></b>                                   |  |                                 |        |                  |                |        |                  |                |        |
| 48. Real estate loans .....                                                    |  | 25.04                           | 25.41  | 32.77            | 27.27          | 37.70  | 29.09            | 39.27          | 35.55  |
| 49. Loans to farmers .....                                                     |  | 2.31                            | .55    | 1.31             | 1.26           | 1.01   | 1.24             | 2.37           | 3.38   |
| 50. Commercial and industrial loans .....                                      |  | 28.55                           | 37.14  | 19.13            | 28.17          | 21.57  | 31.03            | 19.27          | 17.41  |
| 51. Consumer loans to individuals .....                                        |  | 28.46                           | 24.10  | 24.31            | 27.54          | 29.91  | 19.67            | 27.76          | 31.10  |
| 52. All other loans <sup>h</sup> .....                                         |  | 15.62                           | 12.79  | 22.45            | 15.73          | 9.78   | 18.95            | 11.21          | 12.55  |
| <b>OTHER RATIOS</b>                                                            |  |                                 |        |                  |                |        |                  |                |        |
| 53. Total capital accounts and reserves to total assets <sup>a</sup> .....     |  | 8.40                            | 8.25   | 11.27            | 10.69          | 9.15   | 11.00            | 9.37           | 8.72   |
| 54. Time and savings deposits to total deposits .....                          |  | 43.21                           | 43.42  | 41.47            | 52.29          | 52.08  | 51.92            | 57.95          | 57.60  |
| 55. Interest on time and savings deposits to total time deposits ..            |  | 5.16                            | 4.39   | 4.73             | 5.03           | 4.26   | 5.04             | 5.01           | 4.35   |
| 56. Income taxes to net income plus income taxes <sup>i</sup> .....            |  | —82.23                          | 15.39  | 22.12            | —43.51         | 17.30  | 18.93            | — 2.46         | 11.69  |
| 57. Interest and fees on loans excluding Federal funds .....                   |  | 8.22                            | 7.43   | 7.89             | 7.97           | 7.13   | 8.26             | 7.87           | 7.44   |
| <b>IN THOUSANDS OF DOLLARS</b>                                                 |  |                                 |        |                  |                |        |                  |                |        |
| 58. Average total deposits .....                                               |  | 29,238                          | 27,038 | 27,549           | 24,505         | 27,275 | 25,461           | 23,149         | 23,547 |
| 59. Average equity capital including all reserves .....                        |  | 2,445                           | 2,595  | 3,134            | 2,735          | 2,674  | 3,267            | 2,363          | 2,201  |

Notes are on page 10.

# \$10 Million to \$50 Million

| Time deposits to total deposits |                  |        |                     |                  |        |                     |                  |        |                     | YOUR<br>BANK |  |
|---------------------------------|------------------|--------|---------------------|------------------|--------|---------------------|------------------|--------|---------------------|--------------|--|
| 60-65 per cent                  |                  |        | 65-70 per cent      |                  |        | Over 70 per cent    |                  |        |                     |              |  |
| Highest<br>Quartile             | Group<br>Average |        | Highest<br>Quartile | Group<br>Average |        | Highest<br>Quartile | Group<br>Average |        | Highest<br>Quartile |              |  |
| 1973                            | 1973             | 1972   | 1973                | 1973             | 1972   | 1973                | 1973             | 1972   | 1973                |              |  |
| 5                               | 29               | 33     | 7                   | 26               | 28     | 7                   | 29               | 28     | 7                   |              |  |
| 6.81                            | 12.12            | 10.41  | 16.05               | 11.24            | 10.75  | 15.41               | 10.05            | 9.91   | 12.72               | 1.           |  |
| 7.50                            | 11.91            | 10.79  | 16.59               | 11.19            | 11.21  | 15.83               | 10.15            | 10.44  | 13.60               | 2.           |  |
| 14.92                           | 29.50            | 29.54  | 14.78               | 29.66            | 28.91  | 21.03               | 28.74            | 36.73  | 28.32               | 3.           |  |
| 6.65                            | 6.55             | 6.05   | 6.74                | 6.56             | 6.11   | 6.44                | 6.87             | 6.29   | 6.59                | 4.           |  |
| 1.36                            | 1.40             | 1.35   | 1.34                | 1.27             | 1.25   | 1.14                | 1.17             | 1.17   | 1.08                | 5.           |  |
| 2.66                            | 2.64             | 2.45   | 2.53                | 2.93             | 2.68   | 2.72                | 3.33             | 3.04   | 3.02                | 6.           |  |
| .20                             | .23              | .23    | .21                 | .20              | .19    | .17                 | .20              | .20    | .16                 | 7.           |  |
| 1.36                            | .99              | .94    | .84                 | .98              | .93    | .73                 | .93              | .92    | .75                 | 8.           |  |
| 5.59                            | 5.27             | 4.99   | 4.93                | 5.39             | 5.07   | 4.78                | 5.65             | 5.33   | 5.02                | 9.           |  |
| .89                             | 1.05             | .88    | 1.41                | .91              | .83    | 1.31                | .83              | .81    | 1.22                | 10.          |  |
| .91                             | 1.03             | .92    | 1.46                | .90              | .87    | 1.35                | .84              | .85    | 1.29                | 11.          |  |
| 10.92                           | 10.45            | 12.22  | 8.79                | 8.89             | 10.73  | 9.00                | 11.74            | 11.20  | 11.87               | 12.          |  |
| 1.68                            | 1.93             | 4.12   | 1.10                | 6.66             | 5.37   | 10.98               | 3.51             | 3.19   | 3.13                | 13.          |  |
| 10.36                           | 12.73            | 12.38  | 14.16               | 10.07            | 10.12  | 13.98               | 9.37             | 11.14  | 12.45               | 14.          |  |
| .19                             | 1.65             | 1.08   | 1.73                | 1.47             | 1.93   | 3.92                | 1.91             | 2.56   | 1.21                | 15.          |  |
| 72.28                           | 67.47            | 63.79  | 69.37               | 66.44            | 65.72  | 53.82               | 68.46            | 66.82  | 68.05               | 16.          |  |
| 4.56                            | 5.74             | 6.38   | 4.82                | 6.44             | 6.10   | 8.28                | 4.98             | 5.06   | 3.27                | 17.          |  |
| 100.00                          | 100.00           | 100.00 | 100.00              | 100.00           | 100.00 | 100.00              | 100.00           | 100.00 | 100.00              | 18.          |  |
| 2.44                            | 3.43             | 3.89   | 3.40                | 3.01             | 3.59   | 2.97                | 2.50             | 3.03   | 1.99                | 19.          |  |
| .46                             | .37              | 1.29   | —                   | 2.56             | 1.33   | 3.47                | .79              | 1.02   | —                   | 20.          |  |
| 17.73                           | 18.10            | 18.92  | 16.82               | 16.60            | 17.48  | 15.62               | 15.07            | 15.91  | 13.81               | 21.          |  |
| 2.45                            | 3.10             | 3.27   | 2.98                | 2.71             | 2.91   | 2.13                | 2.42             | 2.65   | 2.54                | 22.          |  |
| 39.91                           | 40.46            | 40.65  | 37.59               | 44.84            | 44.23  | 42.34               | 50.15            | 48.55  | 45.97               | 23.          |  |
| .04                             | .30              | .13    | —                   | .70              | .31    | .35                 | .23              | .24    | .26                 | 24.          |  |
| 2.90                            | 3.51             | 3.86   | 3.12                | 3.17             | 3.11   | 2.77                | 3.10             | 3.15   | 2.46                | 25.          |  |
| 2.29                            | 1.40             | 2.14   | .59                 | 1.32             | 1.32   | .58                 | 1.54             | 1.85   | .98                 | 26.          |  |
| 17.33                           | 13.28            | 13.23  | 11.75               | 12.82            | 13.61  | 10.47               | 12.21            | 12.51  | 10.19               | 27.          |  |
| 82.69                           | 80.18            | 82.24  | 72.86               | 82.19            | 83.00  | 74.29               | 84.76            | 84.88  | 76.23               | 28.          |  |
| —                               | .07              | .04    | .04                 | .07              | .04    | —                   | .09              | .05    | .35                 | 29.          |  |
| 17.31                           | 19.81            | 17.75  | 27.13               | 17.90            | 16.99  | 25.70               | 15.23            | 15.11  | 23.76               | 30.          |  |
| 13.58                           | 16.25            | 14.74  | 21.06               | 13.97            | 13.65  | 20.42               | 12.57            | 12.85  | 18.64               | 31.          |  |
| + 1.02                          | — .30            | + .60  | + .55               | — .13            | + .54  | + .15               | — .03            | + .55  | —                   | 32.          |  |
| —                               | —                | + .03  | + .04               | + .10            | + .01  | + .41               | + .18            | + .09  | + 1.01              | 33.          |  |
| 14.61                           | 15.94            | 15.37  | 21.66               | 13.93            | 14.21  | 20.99               | 12.72            | 13.50  | 19.66               | 34.          |  |
| 6.37                            | 6.30             | 5.90   | 6.45                | 5.68             | 5.88   | 5.46                | 6.80             | 5.74   | 6.17                | 35.          |  |
| 4.81                            | 6.97             | 4.18   | 15.93               | 6.23             | 5.94   | 7.17                | 5.20             | 5.67   | 6.90                | 36.          |  |
| 4.30                            | 4.75             | 4.22   | 4.45                | 4.45             | 4.13   | 4.40                | 4.49             | 4.45   | 4.90                | 37.          |  |
| 6.13                            | 11.09            | 7.98   | 24.67               | 6.79             | 7.03   | 9.33                | 6.72             | 8.21   | 8.67                | 38.          |  |
| 9.02                            | 8.97             | 7.71   | 10.42               | 8.21             | 7.76   | 8.17                | 8.87             | 7.83   | 8.44                | 39.          |  |
| — .28                           | — .11            | — .20  | —                   | — .15            | — .10  | — .07               | — .16            | — .18  | — .05               | 40.          |  |
| 11.43                           | 10.66            | 12.40  | 8.39                | 9.52             | 10.84  | 10.64               | 12.00            | 12.08  | 12.15               | 41.          |  |
| 2.23                            | 1.92             | 3.80   | 1.05                | 6.38             | 5.85   | 9.79                | 4.12             | 3.03   | 2.93                | 42.          |  |
| 15.11                           | 18.16            | 17.60  | 21.62               | 14.84            | 14.31  | 20.91               | 13.46            | 15.90  | 16.79               | 43.          |  |
| .20                             | 1.21             | .84    | .67                 | 1.19             | 1.24   | 2.67                | 1.88             | 2.35   | 1.56                | 44.          |  |
| 58.42                           | 56.50            | 53.33  | 57.38               | 56.79            | 56.31  | 45.84               | 57.46            | 56.86  | 57.45               | 45.          |  |
| 10.31                           | 9.53             | 9.98   | 9.28                | 8.79             | 9.09   | 8.31                | 8.96             | 7.87   | 7.07                | 46.          |  |
| 1.32                            | 1.44             | 1.46   | 1.26                | 1.61             | 1.59   | 1.26                | 1.56             | 1.45   | 1.66                | 47.          |  |
| 35.35                           | 41.30            | 42.19  | 35.00               | 42.88            | 39.80  | 45.69               | 41.47            | 40.86  | 45.37               | 48.          |  |
| 6.40                            | 1.86             | 1.76   | 2.44                | 2.77             | 3.23   | 3.31                | 5.21             | 6.10   | 3.22                | 49.          |  |
| 19.87                           | 15.23            | 15.90  | 13.71               | 17.48            | 19.38  | 15.68               | 12.61            | 11.38  | 12.56               | 50.          |  |
| 26.90                           | 26.66            | 28.60  | 25.16               | 27.31            | 27.16  | 25.40               | 28.48            | 31.77  | 29.06               | 51.          |  |
| 11.46                           | 14.92            | 11.52  | 23.67               | 9.54             | 10.40  | 9.90                | 12.21            | 9.86   | 9.77                | 52.          |  |
| 10.13                           | 8.92             | 8.65   | 9.12                | 8.25             | 8.14   | 8.62                | 8.46             | 8.31   | 10.32               | 53.          |  |
| 58.73                           | 62.70            | 62.71  | 62.94               | 67.15            | 67.23  | 66.82               | 74.28            | 73.75  | 74.52               | 54.          |  |
| 5.15                            | 4.74             | 4.40   | 4.53                | 4.91             | 4.49   | 4.55                | 5.03             | 4.63   | 4.63                | 55.          |  |
| 12.03                           | 8.51             | 10.99  | 21.31               | 9.91             | 15.07  | 17.91               | 8.80             | 8.99   | 16.81               | 56.          |  |
| 7.93                            | 7.80             | 7.44   | 8.04                | 7.72             | 7.40   | 7.54                | 7.78             | 7.58   | 7.63                | 57.          |  |
| 16,018                          | 22,754           | 24,131 | 15,733              | 29,442           | 25,634 | 28,925              | 22,387           | 23,403 | 22,224              | 58.          |  |
| 1,853                           | 2,205            | 2,340  | 1,544               | 2,717            | 2,306  | 2,756               | 2,047            | 2,143  | 2,566               | 59.          |  |

# Member Banks with Deposits of \$50 Million to \$150 Million

|                                                                                  |  | Time deposits to total deposits |        |                  |                |        |                  |                  |        |                  | YOUR BANK |
|----------------------------------------------------------------------------------|--|---------------------------------|--------|------------------|----------------|--------|------------------|------------------|--------|------------------|-----------|
|                                                                                  |  | Under 50 per cent               |        |                  | 50-60 per cent |        |                  | Over 60 per cent |        |                  |           |
|                                                                                  |  | Group Average                   |        | Highest Quartile | Group Average  |        | Highest Quartile | Group Average    |        | Highest Quartile |           |
|                                                                                  |  | 1973                            | 1972   | 1973             | 1973           | 1972   | 1973             | 1973             | 1972   | 1973             |           |
| PROFITABILITY                                                                    |  | 7                               | 8      | 3                | 16             | 18     | 4                | 40               | 36     | 10               |           |
| Number of banks.....                                                             |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| Percentage of Equity Capital Including All Reserves                              |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 1. Income after taxes and before securities gains (losses) <sup>a</sup> ..       |  | 11.68                           | 11.31  | 14.11            | 9.03           | 5.79   | 10.64            | 10.04            | 10.60  | 13.33            |           |
| 2. Net income.....                                                               |  | 11.96                           | 11.88  | 14.04            | 9.27           | 6.09   | 11.66            | 9.68             | 10.91  | 13.41            |           |
| Percentage of Net Income                                                         |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 3. Cash dividends declared.....                                                  |  | 32.75                           | 36.53  | 45.83            | 49.08          | 40.16  | 43.32            | 36.90            | 34.76  | 32.29            |           |
| SOURCES AND DISPOSITION OF INCOME                                                |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| Percentage of Total Assets                                                       |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 4. Total operating income.....                                                   |  | 6.61                            | 5.58   | 6.59             | 6.55           | 6.04   | 6.37             | 6.79             | 6.23   | 6.82             |           |
| 5. Salaries, wages, and fringe benefits.....                                     |  | 1.77                            | 1.62   | 1.61             | 1.58           | 1.51   | 1.46             | 1.41             | 1.37   | 1.32             |           |
| 6. Interest on deposits.....                                                     |  | 1.86                            | 1.38   | 1.79             | 2.53           | 2.12   | 2.41             | 3.17             | 2.76   | 3.06             |           |
| 7. Net occupancy expense of bank premises.....                                   |  | .43                             | .37    | .54              | .27            | .27    | .22              | .26              | .24    | .21              |           |
| 8. All other operating expenses.....                                             |  | 1.18                            | .98    | .83              | 1.27           | 1.16   | 1.04             | 1.05             | .96    | .90              |           |
| 9. Total operating expenses.....                                                 |  | 5.26                            | 4.37   | 4.78             | 5.66           | 5.07   | 5.15             | 5.91             | 5.34   | 5.49             |           |
| 10. Income after taxes and before securities gains (losses) <sup>a</sup> ..      |  | .95                             | .90    | 1.20             | .77            | .77    | 1.06             | .77              | .80    | 1.10             |           |
| 11. Net income.....                                                              |  | .97                             | .94    | 1.19             | .79            | .78    | 1.14             | .75              | .82    | 1.10             |           |
| Percentage of Total Operating Income                                             |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 12. Interest on U. S. Treasury securities.....                                   |  | 9.36                            | 10.58  | 9.46             | 6.74           | 9.29   | 6.37             | 7.51             | 8.31   | 8.20             |           |
| 13. Interest on securities of U. S. Govt. agencies & corporations.....           |  | 2.30                            | 2.36   | 1.66             | 3.91           | 5.66   | 3.43             | 3.63             | 3.47   | 4.37             |           |
| 14. Interest on obligations of States and political subdivisions.....            |  | 10.64                           | 12.02  | 13.32            | 10.89          | 11.38  | 13.19            | 10.11            | 11.74  | 13.25            |           |
| 15. Interest and dividends on all other securities.....                          |  | .30                             | .41    | .42              | 1.16           | 1.02   | .66              | 1.20             | .87    | .56              |           |
| 16. Interest and fees on loans <sup>b</sup> .....                                |  | 65.21                           | 60.78  | 60.18            | 68.71          | 63.28  | 67.22            | 70.66            | 68.33  | 65.69            |           |
| 17. All other operating income <sup>c</sup> .....                                |  | 12.16                           | 13.82  | 14.93            | 8.56           | 9.34   | 9.10             | 6.86             | 7.26   | 7.90             |           |
| 18. Total operating income.....                                                  |  | 100.00                          | 100.00 | 100.00           | 100.00         | 100.00 | 100.00           | 100.00           | 100.00 | 100.00           | 100.00    |
| 19. Service charges on deposit accounts <sup>d</sup> (part of item 17).....      |  | 4.34                            | 5.02   | 3.66             | 3.84           | 4.77   | 3.57             | 3.51             | 3.65   | 3.70             |           |
| 20. Trust department income <sup>d</sup> (part of item 17).....                  |  | 7.65                            | 8.59   | —                | 3.07           | 2.92   | 5.10             | 1.33             | 1.25   | 1.44             |           |
| 21. Salaries and wages.....                                                      |  | 22.56                           | 24.12  | 20.67            | 20.63          | 21.36  | 19.18            | 17.54            | 18.69  | 16.49            |           |
| 22. Officer and employee benefits.....                                           |  | 4.14                            | 4.45   | 3.55             | 3.42           | 3.70   | 3.57             | 3.28             | 3.19   | 2.87             |           |
| 23. Interest on deposits.....                                                    |  | 28.33                           | 24.76  | 27.51            | 38.72          | 35.26  | 38.01            | 46.89            | 44.55  | 44.86            |           |
| 24. Interest on borrowed money.....                                              |  | 1.18                            | .52    | .16              | 1.43           | .65    | .66              | 1.35             | .61    | .82              |           |
| 25. Net occupancy expense of bank premises.....                                  |  | 6.13                            | 6.44   | 7.17             | 4.19           | 4.51   | 3.56             | 3.95             | 3.97   | 3.12             |           |
| 26. Provision for loan losses (net).....                                         |  | 1.79                            | .71    | .07              | 2.10           | 2.92   | 1.46             | 1.48             | 1.72   | 1.15             |           |
| 27. All other operating expenses.....                                            |  | 14.83                           | 16.07  | 12.34            | 15.74          | 15.70  | 14.11            | 12.57            | 12.95  | 11.19            |           |
| 28. Total operating expenses.....                                                |  | 78.99                           | 77.09  | 71.50            | 86.27          | 84.14  | 80.56            | 87.07            | 85.71  | 80.52            |           |
| 29. Interest on capital notes and debentures <sup>d</sup> (part of item 27)..... |  | .44                             | .20    | —                | .45            | .27    | .36              | .23              | .21    | —                |           |
| 30. Income before taxes and securities gains (losses) <sup>a</sup> .....         |  | 21.00                           | 22.90  | 28.50            | 13.72          | 15.85  | 19.43            | 12.92            | 14.28  | 19.48            |           |
| 31. Income after taxes and before securities gains (losses) <sup>a</sup> ..      |  | 15.14                           | 17.10  | 19.67            | 11.99          | 12.72  | 16.80            | 11.40            | 12.90  | 16.18            |           |
| 32. Net securities gains (+) or losses (-) after tax effect.....                 |  | + .23                           | + .16  | - .10            | + .24          | + .36  | + 1.24           | - .34            | + .30  | - .04            |           |
| 33. All other additions and subtractions (net) <sup>e</sup> .....                |  | —                               | .65    | —                | —              | .11    | —                | + .05            | + .05  | + .13            |           |
| 34. Net income.....                                                              |  | 15.37                           | 17.93  | 19.56            | 12.23          | 13.04  | 18.05            | 11.10            | 13.26  | 16.26            |           |
| RATES OF RETURN ON SECURITIES AND LOANS                                          |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| Return on Securities <sup>f</sup>                                                |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 35. Interest on U. S. Treasury securities.....                                   |  | 5.39                            | 5.43   | 4.75             | 5.90           | 5.62   | 5.92             | 6.13             | 5.55   | 6.01             |           |
| 36. Interest on securities of U. S. Govt. agencies & corporations.....           |  | 4.65                            | 4.71   | 3.91             | 6.72           | 6.13   | 6.39             | 5.83             | 5.75   | 5.42             |           |
| 37. Interest on obligations of States and political subdivisions.....            |  | 5.44                            | 4.24   | 5.64             | 4.21           | 3.76   | 4.12             | 4.35             | 4.18   | 4.64             |           |
| 38. Interest and dividends on all other securities.....                          |  | 5.21                            | 4.96   | 5.78             | 7.39           | 7.27   | 11.34            | 7.77             | 8.30   | 7.91             |           |
| Return on Loans <sup>g</sup>                                                     |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 39. Interest and fees on loans.....                                              |  | 9.46                            | 7.45   | 10.81            | 8.34           | 7.65   | 8.35             | 8.48             | 7.70   | 8.57             |           |
| 40. Net losses (-) or recoveries (+) on loans.....                               |  | - .13                           | - .09  | + .18            | - .22          | - .42  | - .22            | - .16            | - .17  | - .13            |           |
| DISTRIBUTION OF ASSETS                                                           |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| Percentage of Total Assets                                                       |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 41. U. S. Treasury securities <sup>h</sup> .....                                 |  | 11.03                           | 11.03  | 11.30            | 7.44           | 9.68   | 6.96             | 8.32             | 9.19   | 9.14             |           |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>h</sup> .....   |  | 2.50                            | 2.43   | 2.16             | 3.97           | 5.00   | 3.57             | 3.61             | 3.44   | 4.29             |           |
| 43. Obligations of States and political subdivisions <sup>h</sup> .....          |  | 13.76                           | 15.64  | 15.83            | 16.71          | 17.64  | 20.29            | 15.62            | 17.75  | 19.46            |           |
| 44. All other securities <sup>h</sup> .....                                      |  | .39                             | .63    | .53              | 1.07           | .83    | .35              | 1.20             | .78    | .56              |           |
| 45. Gross loans <sup>h</sup> .....                                               |  | 53.06                           | 51.22  | 48.09            | 57.09          | 52.82  | 56.35            | 59.62            | 57.06  | 54.61            |           |
| 46. Cash assets.....                                                             |  | 16.54                           | 16.38  | 19.50            | 10.87          | 11.24  | 10.07            | 8.95             | 9.12   | 9.14             |           |
| 47. Real estate assets.....                                                      |  | 1.46                            | 1.46   | 1.13             | 1.87           | 1.83   | 1.42             | 1.73             | 1.69   | 1.60             |           |
| DISTRIBUTION OF LOANS                                                            |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| Percentage of Gross Loans <sup>b</sup>                                           |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 48. Real estate loans.....                                                       |  | 20.78                           | 21.04  | 15.90            | 39.82          | 38.90  | 44.59            | 40.40            | 41.30  | 39.51            |           |
| 49. Loans to farmers.....                                                        |  | 3.30                            | 3.13   | 7.27             | .82            | .13    | .18              | 1.52             | 1.58   | 2.69             |           |
| 50. Commercial and industrial loans.....                                         |  | 33.29                           | 30.39  | 26.70            | 21.69          | 21.77  | 17.60            | 18.63            | 18.24  | 16.60            |           |
| 51. Consumer loans to individuals.....                                           |  | 20.45                           | 21.46  | 16.69            | 29.83          | 30.32  | 27.51            | 31.57            | 31.64  | 32.87            |           |
| 52. All other loans <sup>h</sup> .....                                           |  | 22.16                           | 24.06  | 33.43            | 7.82           | 8.85   | 10.10            | 7.85             | 7.22   | 8.31             |           |
| OTHER RATIOS                                                                     |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 53. Total capital accounts and reserves to total assets <sup>a</sup> .....       |  | 8.94                            | 8.69   | 9.25             | 8.77           | 8.52   | 10.08            | 7.89             | 7.90   | 8.35             |           |
| 54. Time and savings deposits to total deposits.....                             |  | 40.53                           | 39.34  | 40.35            | 56.59          | 56.27  | 56.73            | 68.37            | 68.68  | 68.42            |           |
| 55. Interest on time and savings deposits to total time deposits.....            |  | 5.31                            | 4.07   | 5.18             | 5.11           | 4.29   | 4.85             | 5.28             | 4.53   | 5.06             |           |
| 56. Income taxes to net income plus income taxes <sup>i</sup> .....              |  | 21.74                           | 23.83  | 31.94            | 8.59           | 15.76  | 10.88            | -38.69           | - .38  | 13.57            |           |
| 57. Interest and fees on loans excluding Federal funds.....                      |  | 7.99                            | 6.79   | 7.66             | 7.79           | 7.36   | 7.46             | 8.01             | 7.55   | 8.08             |           |
| IN THOUSANDS OF DOLLARS                                                          |  |                                 |        |                  |                |        |                  |                  |        |                  |           |
| 58. Average total deposits.....                                                  |  | 77,830                          | 77,775 | 82,248           | 71,277         | 70,930 | 85,802           | 81,640           | 81,046 | 73,573           |           |
| 59. Average equity capital including all reserves.....                           |  | 7,886                           | 7,664  | 9,390            | 6,968          | 6,934  | 9,769            | 7,128            | 7,029  | 7,021            |           |

Notes are on page 10.

# Member Banks with Deposits of \$150 Million and Over

|                                                                                  |  | Time deposits to total deposits |         |                  |                |         |                  |                  |         |                  | YOUR BANK |
|----------------------------------------------------------------------------------|--|---------------------------------|---------|------------------|----------------|---------|------------------|------------------|---------|------------------|-----------|
|                                                                                  |  | Under 50 per cent               |         |                  | 50-60 per cent |         |                  | Over 60 per cent |         |                  |           |
|                                                                                  |  | Group Average                   |         | Highest Quartile | Group Average  |         | Highest Quartile | Group Average    |         | Highest Quartile |           |
|                                                                                  |  | 1973                            | 1972    | 1973             | 1973           | 1972    | 1973             | 1973             | 1972    | 1973             |           |
| Number of banks.....                                                             |  | 14                              | 13      | 4                | 25             | 25      | 6                | 23               | 22      | 3                |           |
| <b>PROFITABILITY</b>                                                             |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| <b>Percentage of Equity Capital Including All Reserves</b>                       |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 1. Income after taxes and before securities gains (losses) <sup>a</sup> ...      |  | 10.88                           | 9.29    | 12.63            | 9.82           | 10.19   | 12.32            | 11.30            | 13.10   | 17.60            |           |
| 2. Net income.....                                                               |  | 10.77                           | 9.69    | 12.63            | 9.85           | 10.20   | 12.64            | 11.56            | 13.19   | 17.64            |           |
| <b>Percentage of Net Income</b>                                                  |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 3. Cash dividends declared.....                                                  |  | 60.50                           | 76.51   | 60.61            | 53.04          | 55.79   | 42.25            | 49.18            | 43.49   | 25.04            |           |
| <b>SOURCES AND DISPOSITION OF INCOME</b>                                         |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| <b>Percentage of Total Assets</b>                                                |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 4. Total operating income.....                                                   |  | 6.43                            | 5.61    | 5.90             | 6.66           | 5.95    | 6.62             | 6.82             | 6.35    | 7.72             |           |
| 5. Salaries, wages, and fringe benefits.....                                     |  | 1.56                            | 1.56    | 1.36             | 1.50           | 1.51    | 1.47             | 1.28             | 1.27    | 1.18             |           |
| 6. Interest on deposits.....                                                     |  | 1.95                            | 1.47    | 1.67             | 2.54           | 2.07    | 2.40             | 2.95             | 2.52    | 3.07             |           |
| 7. Net occupancy expense of bank premises.....                                   |  | .36                             | .33     | .29              | .34            | .31     | .27              | .25              | .25     | .21              |           |
| 8. All other operating expenses.....                                             |  | 1.50                            | 1.28    | 1.07             | 1.34           | 1.15    | .99              | 1.40             | 1.22    | 1.44             |           |
| 9. Total operating expenses.....                                                 |  | 5.38                            | 4.66    | 4.39             | 5.74           | 5.05    | 5.14             | 5.89             | 5.27    | 5.90             |           |
| 10. Income after taxes and before securities gains (losses) <sup>a</sup> ...     |  | .86                             | .78     | 1.22             | .78            | .79     | 1.12             | .84              | .95     | 1.63             |           |
| 11. Net income.....                                                              |  | .86                             | .81     | 1.23             | .79            | .80     | 1.15             | .86              | .95     | 1.63             |           |
| <b>Percentage of Total Operating Income</b>                                      |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 12. Interest on U. S. Treasury securities.....                                   |  | 5.44                            | 6.70    | 6.64             | 7.10           | 8.24    | 8.10             | 6.55             | 7.31    | 5.39             |           |
| 13. Interest on securities of U. S. Govt. agencies & corporations.....           |  | 1.79                            | 1.36    | .84              | 2.08           | 2.12    | 2.56             | 5.67             | 5.55    | 6.51             |           |
| 14. Interest on obligations of States and political subdivisions.....            |  | 10.91                           | 11.72   | 16.98            | 10.13          | 12.38   | 11.42            | 10.46            | 12.06   | 13.31            |           |
| 15. Interest and dividends on all other securities.....                          |  | .60                             | .59     | .47              | 1.17           | 1.62    | 2.48             | 1.15             | .64     | .50              |           |
| 16. Interest and fees on loans <sup>b</sup> .....                                |  | 69.49                           | 66.22   | 65.69            | 70.11          | 65.18   | 66.52            | 68.10            | 64.67   | 57.59            |           |
| 17. All other operating income <sup>c</sup> .....                                |  | 11.75                           | 13.38   | 9.36             | 9.39           | 10.45   | 8.90             | 8.04             | 9.74    | 16.64            |           |
| 18. Total operating income.....                                                  |  | 100.00                          | 100.00  | 100.00           | 100.00         | 100.00  | 100.00           | 100.00           | 100.00  | 100.00           | 100.00    |
| 19. Service charges on deposit accounts <sup>d</sup> (part of item 17).....      |  | 3.45                            | 3.90    | 3.52             | 3.52           | 4.17    | 4.27             | 2.55             | 3.09    | 2.16             |           |
| 20. Trust department income <sup>d</sup> (part of item 17).....                  |  | 4.01                            | 4.91    | 3.50             | 2.38           | 2.57    | 1.97             | 1.86             | 2.28    | 1.43             |           |
| 21. Salaries and wages.....                                                      |  | 20.09                           | 23.01   | 18.82            | 18.75          | 21.13   | 18.25            | 15.91            | 16.87   | 13.55            |           |
| 22. Officer and employee benefits.....                                           |  | 4.14                            | 4.47    | 4.46             | 3.92           | 4.16    | 3.90             | 3.02             | 3.26    | 2.55             |           |
| 23. Interest on deposits.....                                                    |  | 30.45                           | 26.75   | 28.63            | 38.37          | 35.11   | 36.39            | 43.51            | 39.82   | 40.38            |           |
| 24. Interest on borrowed money.....                                              |  | 6.81                            | 2.91    | 3.32             | 4.32           | 1.77    | 1.49             | 6.22             | 3.86    | 4.05             |           |
| 25. Net occupancy expense of bank premises.....                                  |  | 5.57                            | 5.96    | 4.94             | 5.09           | 5.26    | 4.14             | 3.80             | 3.99    | 2.91             |           |
| 26. Provision for loan losses (net).....                                         |  | 1.94                            | 3.88    | 1.15             | 2.12           | 2.36    | 1.21             | 1.53             | 1.95    | 1.10             |           |
| 27. All other operating expenses.....                                            |  | 14.32                           | 15.74   | 13.42            | 13.52          | 15.01   | 12.19            | 12.53            | 13.32   | 12.52            |           |
| 28. Total operating expenses.....                                                |  | 83.35                           | 82.73   | 74.76            | 86.12          | 84.83   | 77.60            | 86.55            | 83.10   | 58.73            |           |
| 29. Interest on capital notes and debentures <sup>d</sup> (part of item 27)..... |  | .63                             | .63     | .33              | .22            | .29     | .20              | .52              | .54     | .67              |           |
| 30. Income before taxes and securities gains (losses) <sup>a</sup> .....         |  | 16.64                           | 17.26   | 25.23            | 13.87          | 15.16   | 22.39            | 13.44            | 16.89   | 22.94            |           |
| 31. Income after taxes and before securities gains (losses) <sup>a</sup> .....   |  | 13.81                           | 14.26   | 20.83            | 11.86          | 13.46   | 17.06            | 12.30            | 14.80   | 20.69            |           |
| 32. Net securities gains (+) or losses (-) after tax effect.....                 |  | -.21                            | +.48    | -.03             | +.06           | +.32    | +.53             | -.08             | +.06    | -.07             |           |
| 33. All other additions and subtractions (net) <sup>e</sup> .....                |  | +.11                            | +.13    | +.14             | +.03           | -.24    | —                | +.35             | —       | +.11             |           |
| 34. Net income.....                                                              |  | 13.71                           | 14.87   | 20.93            | 11.96          | 13.54   | 17.58            | 12.57            | 14.87   | 20.73            |           |
| <b>RATES OF RETURN ON SECURITIES AND LOANS</b>                                   |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| <b>Return on Securities<sup>f</sup></b>                                          |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 35. Interest on U. S. Treasury securities.....                                   |  | 5.31                            | 4.97    | 5.56             | 5.73           | 5.88    | 4.93             | 6.20             | 5.84    | 6.82             |           |
| 36. Interest on securities of U. S. Govt. agencies & corporations.....           |  | 5.04                            | 5.00    | 3.12             | 6.58           | 5.54    | 7.42             | 5.98             | 5.96    | 6.74             |           |
| 37. Interest on obligations of States and political subdivisions.....            |  | 4.11                            | 3.71    | 4.19             | 4.19           | 4.05    | 4.14             | 4.32             | 4.11    | 5.13             |           |
| 38. Interest and dividends on all other securities.....                          |  | 6.31                            | 6.62    | 5.60             | 6.94           | 6.39    | 8.62             | 6.75             | 6.42    | 13.12            |           |
| <b>Return on Loans<sup>g</sup></b>                                               |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 39. Interest and fees on loans.....                                              |  | 8.51                            | 7.26    | 8.08             | 8.35           | 7.27    | 8.37             | 8.66             | 7.81    | 9.87             |           |
| 40. Net losses (-) or recoveries (+) on loans.....                               |  | -.29                            | -.48    | -.16             | -.24           | -.31    | -.15             | -.14             | -.23    | +.03             |           |
| <b>DISTRIBUTION OF ASSETS</b>                                                    |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| <b>Percentage of Total Assets</b>                                                |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 41. U. S. Treasury securities <sup>f</sup> .....                                 |  | 6.24                            | 7.19    | 6.95             | 8.15           | 8.43    | 9.97             | 7.08             | 7.71    | 5.59             |           |
| 42. Securities of other U. S. Govt. agencies & corporations <sup>f</sup> .....   |  | 1.93                            | 1.29    | .80              | 1.98           | 2.07    | 2.15             | 5.66             | 5.25    | 7.80             |           |
| 43. Obligations of States and political subdivisions <sup>f</sup> .....          |  | 16.28                           | 17.34   | 23.25            | 15.76          | 18.14   | 17.51            | 16.21            | 18.32   | 19.41            |           |
| 44. All other securities <sup>f</sup> .....                                      |  | .62                             | .48     | .66              | .94            | 1.36    | 1.64             | 1.05             | .65     | .39              |           |
| 45. Gross loans <sup>h</sup> .....                                               |  | 54.72                           | 55.55   | 48.77            | 57.97          | 55.26   | 55.18            | 56.70            | 53.98   | 49.14            |           |
| 46. Cash assets.....                                                             |  | 15.00                           | 14.49   | 12.79            | 11.68          | 11.58   | 10.62            | 9.74             | 10.39   | 10.96            |           |
| 47. Real estate assets.....                                                      |  | 1.70                            | 1.70    | 1.64             | 1.73           | 1.67    | 1.66             | 1.55             | 1.53    | 1.70             |           |
| <b>DISTRIBUTION OF LOANS</b>                                                     |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| <b>Percentage of Gross Loans<sup>h</sup></b>                                     |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 48. Real estate loans.....                                                       |  | 26.18                           | 22.77   | 32.01            | 34.49          | 35.58   | 35.93            | 38.17            | 35.77   | 38.99            |           |
| 49. Loans to farmers.....                                                        |  | .22                             | .22     | .17              | .18            | .17     | .10              | .56              | .61     | .07              |           |
| 50. Commercial and industrial loans.....                                         |  | 35.84                           | 36.06   | 28.59            | 25.44          | 23.63   | 18.60            | 20.30            | 23.43   | 18.02            |           |
| 51. Consumer loans to individuals.....                                           |  | 23.36                           | 22.21   | 28.24            | 26.17          | 26.76   | 26.63            | 26.53            | 29.23   | 20.41            |           |
| 52. All other loans <sup>h</sup> .....                                           |  | 17.13                           | 18.71   | 20.61            | 13.70          | 13.83   | 18.72            | 14.42            | 10.94   | 22.52            |           |
| <b>OTHER RATIOS</b>                                                              |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 53. Total capital accounts and reserves to total assets <sup>a</sup> .....       |  | 8.64                            | 8.84    | 10.30            | 8.17           | 8.07    | 9.39             | 7.83             | 7.90    | 10.27            |           |
| 54. Time and savings deposits to total deposits.....                             |  | 42.49                           | 40.35   | 40.57            | 55.83          | 55.12   | 56.14            | 65.61            | 64.60   | 68.06            |           |
| 55. Interest on time and savings deposits to total time deposits.....            |  | 5.39                            | 4.26    | 4.81             | 5.30           | 4.32    | 4.91             | 5.44             | 4.65    | 5.44             |           |
| 56. Income taxes to net income plus income taxes <sup>i</sup> .....              |  | 10.78                           | 15.85   | 9.39             | 19.70          | 7.19    | 22.59            | 3.59             | 5.46    | 9.39             |           |
| 57. Interest and fees on loans excluding Federal funds.....                      |  | 8.52                            | 7.11    | 8.85             | 8.15           | 7.21    | 7.97             | 7.91             | 7.62    | 8.94             |           |
| <b>IN THOUSANDS OF DOLLARS</b>                                                   |  |                                 |         |                  |                |         |                  |                  |         |                  |           |
| 58. Average total deposits.....                                                  |  | 716,558                         | 723,093 | 454,710          | 536,223        | 466,100 | 229,232          | 360,145          | 384,183 | 374,116          |           |
| 59. Average equity capital including all reserves.....                           |  | 64,102                          | 65,465  | 59,718           | 49,935         | 42,204  | 23,496           | 30,426           | 33,863  | 39,570           |           |

Notes are on page 10.

## NOTES TO TABLES

<sup>a</sup> Excludes minority interest in operating income, if any.

<sup>b</sup> Loans include Federal funds sold and securities purchased under agreements to resell.

<sup>c</sup> Includes net income on trading account securities.

<sup>d</sup> Averages exclude banks not reporting these items, or reporting negligible amounts. Ratios are not shown when fewer than three banks comprise the group.

<sup>e</sup> Net of tax effect. Includes minority interest in operating income, if any.

<sup>f</sup> Excludes trading account securities.

<sup>g</sup> Denominator is average of total loans for the 15 calendar days ending with each call date. Loans include Federal funds sold and securities purchased under agreements to resell.

<sup>h</sup> Total capital accounts include capital notes and debentures, and all valuation reserves.

<sup>i</sup> Negative sign (—) for this ratio reflects tax credit.

\* Excludes eleven member banks whose ratios would have distorted the averages.

\*\* Banks headquartered in Manhattan with deposits over \$1 billion.