

8 FINANCIAL HIGHLIGHTS

(In Millions, Except Per Share Amounts and as Noted)	GROWTH RATE 1-YEAR			
	2009-10	2010	2009	2008
Net revenues	1%	\$ 4,248	\$ 4,193	\$ 5,150
Expenses excluding interest	19%	\$ 3,469	\$ 2,917	\$ 3,122
Net income	(42%)	\$ 454	\$ 787	\$ 1,212
Income from continuing operations per share — basic	(44%)	\$.38	\$.68	\$ 1.07
Income from continuing operations per share — diluted	(44%)	\$.38	\$.68	\$ 1.06
Basic earnings per share	(44%)	\$.38	\$.68	\$ 1.06
Diluted earnings per share	(44%)	\$.38	\$.68	\$ 1.05
Dividends declared per common share	—	\$.24	\$.24	\$.22
Weighted-average common shares outstanding — diluted	3%	1,194	1,160	1,157
Closing market price per share (at year-end)	(9%)	\$ 17.11	\$ 18.82	\$ 16.17
Book value per common share (at year-end)	19%	\$ 5.18	\$ 4.37	\$ 3.51
Net revenue growth (decline)		1%	(19%)	3%
Pre-tax profit margin from continuing operations		18.3%	30.4%	39.4%
Return on stockholders' equity		8%	17%	31%
Full-time equivalent employees (at year end, in thousands)	3%	12.8	12.4	13.4
Net revenues per average full-time equivalent employee (in thousands)	—	\$ 337	\$ 338	\$ 383

RECONCILIATION OF NET INCOME EXCLUDING CERTAIN CHARGES TO REPORTED NET INCOME

(In Millions, Except Per Share Amounts, Unaudited)	2010	
	AMOUNT	EARNINGS PER SHARE ⁽¹⁾
Net Income Excluding Certain Charges	\$ 775	\$ 0.65
Class action litigation and regulatory reserve	320	
Money market mutual fund charges	132	
Other expense	30	
Total charges	482	
Tax effect	(161)	
Total charges, net of tax	321	
Reported Net Income	\$ 454	\$ 0.38
Pre-Tax Profit Margin Excluding Certain Charges ⁽²⁾	29.7%	
Pre-Tax Profit Margin Including Certain Charges	18.3%	

(1) Earnings per share calculated based on diluted weighted-average common shares outstanding of 1,194 million.

(2) Calculated as pre-tax profit of \$779 million plus \$482 million of certain charges listed above, divided by net revenues of \$4,248 million.