

COMMERCIAL BANKING PERFORMANCE —THIRD QUARTER 1988

- Banks Earn Record \$5.9 Billion in Third Quarter
- Industry Increases Equity Capital By \$4.7 Billion
- Nonperforming Assets Jump \$3.2 Billion in Third Quarter
- Southwest Region Accounts for Majority of "Problem", Failed Banks

The commercial banking sector continued its strong 1988 performance, earning a record $\$ 5.9$ billion in the third quarter, $\$ 100$ million more than in the third quarter of 1987, the previous high. Profitability was strengthened by higher noninterest revenues and improved control of overhead expense. For the first nine months of the year, commercial banks reported net income totaling $\$ 18.7$ billion, surpassing the previous fullyear record of $\$ 18.1$ billion recorded in 1985 . Net operating income was $\$ 5.8$ billion for the quarter and $\$ 17.6$ billion for the first nine months, both record amounts. The recent improvement in earnings performance should continue through the rest of the year. Many large banks are expected to book interest arrearages on their Brazilian loans during the fourth quarter, which will add more than $\$ 1.5$ billion to earnings.


- 1988 amounts are adjusted for effect of First Republic Failures. See Note, page 2.

Real estate loan growth continued to lead asset expansion in the third quarter. Total banking assets grew by $\$ 39.7$ billion, with almost threequarters of the growth representing increases in
real estate and consumer loans. Home mortgage loans and commercial real estate loans each grew by over $\$ 8$ billion. Home equity lines of credit accounted for $\$ 2.8$ billion of real estate loan growth, representing an annualized growth rate of 31 percent. Commercial and industrial loans, while up 2.5 percent from year-earlier levels, declined by $\$ 4.3$ billion in the quarter. Total assets grew 5.2 percent on both a year-to-year and annualized quarter-to-quarter basis. Year-toyear deposit growth of 4.8 percent failed to keep pace with asset expansion, as banks' reliance on higher-cost, non-deposit liabilities increased.

Average loan yields increased, due in part to the growing proportion of high-yield consumer and real estate loans, but a $\$ 3.2$ billion increase in nonperforming assets in the third quarter limited interest income growth. At the same time, the shift in funding away from noninterest-bearing deposits to interest-bearing deposits and nondeposit liabilities contributed to higher interest expense. As a result, net interest margins were essentially flat. Noninterest income continued to increase its relative contribution to earnings, accounting for over 14 percent of total gross revenues; as recently as 1984, noninterest income represented less than 10 percent of total revenues. Sources of noninterest income include deposit account and other service charges and fees, foreign exchange and bond trading income, fees from issuance of letters of credit, and loan sales and servicing. Loan sales in particular have become an increasingly popular way for banks to provide loan services while diversifying their risks and affording greater flexibility in balance sheet management. While banks in all size groups have been aggregate net sellers of loans, the dozen largest banks account for over 80 percent of loan sales. The greatest purchasers of loans are banks in the $\$ 1$-to- 30 billion size range, but most loans are sold to non-bank investors. The trend toward increased loan brokering is expected to continue.


The commercial banking industry's equity capital level reached a new high as of September 30, growing $\$ 4.7$ billion in the third quarter. Strong earnings, as well as the addition of more than $\$ 1$ billion in new capital stock ( $\$ 737$ million of which was to capitalize NCNB-Texas National Bank, the successor to the First Republic banks) were responsible for the improvement. The industry's equity capital ratio stood at 6.25 percent of total assets at the end of the quarter, its highest level since before the extraordinary transfers from capital to loss reserves five quarters ago. At the same time, many large banks continued to draw down the large loan-loss allowances that they created last year. Loss allowance coverage of noncurrent loans and leases fell in all regions except the Southwest and Midwest.
Nonperforming assets were 0.8 percent higher than a year ago. Compared to a year ago, they were a smaller percentage of assets in all regions except the Southwest; however, nonperforming asset ratios increased from second quarter levels everywhere except the Midwest and West. Third quarter nonperforming asset growth was greatest in the Northeast and Southwest regions. Increases in nonperforming real estate loans and other real estate acquired through foreclosure accounted for more than half of the growth in nonperforming assets.


Midwest banks continued to exhibit signs of credit quality improvement. Their level of nonperforming assets declined, even as their loan charge-off rate fell. The percentage of Midwest
banks with earnings losses has remained in the single-digit range this year, in contrast to recent years. Results for the region as a whole offer no evidence of problems from this summer's drought.
Credit-quality problems continued to plague banks in the Southwest, especially in Texas. More than one in four Southwestern banks lost money in the third quarter. Nonperforming asset levels continued to increase despite higher net charge-off rates, indicating that a number of institutions are still losing ground in their efforts to stabilize loss levels. More than half of the 186 banks that failed or required assistance to avert failure in the first nine months of this year were Texas banks. Over half of the 1,429 banks on FDIC's "Problem" list as of September 30 were located in the Southwest region. Southwest banks were the only regional group whose third quarter profitability was lower than in the same period a year ago.

## Chart D - Distribution of Failed/Assisted Banks First Three Quarters, 1988



The outlook for the balance of this year remains favorabie, even though the return to more traditional profitability levels is bypassing Southwest banks. A significant portion of this year's earnings, however, will be attributable to the drawdown by large banks of the sizable loss reserves established last year, the restoration of interest on troubled foreign debt, and nonrecurring gains from asset sales. Full-year net income should exceed $\$ 23$ billion, and aggregate profitability will be at its highest level of the last five years.

NOTE: Quarterly earnings for the banking industry are normally derived by subtracting the reported year-to-date results for the prior quarter from those reported for the current quarter. Using this approach, the sum of quarterly earnings will equal the year-to-date total. However, the failure in July of 42 bariks of First Republicbank Corporation effectively removed $\$ 2.3$ billion in losses and $\$ 641$ million in negative equity capital from year-to-date aggregates. Given the unusual magnitude of these losses, and to avoid overstating third quarter eamings, the First Republic banks were excluded to amive at a more accurate portrayal of third quarter performance.

Table I. Selected Indicators, FDIC-Insured Commercial Banks

|  | 1988* | 1987* | 1987 | 1986 | 1985 | 1984 | 1983 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on assets | 0.82\% | 0.02\% | 0.12\% | 0.63\% | 0.70\% | 0.65\% | 0.66\% |
| Return on equity | 13.38 | 0.34 | 2.00 | 9.94 | 11.31 | 10.73 | 10.70 |
| Equity capital to assets | 6.25 | 6.13 | 6.04 | 6.20 | 6.20 | 6.15 | 6.00 |
| Primary capital ratio | 7.84 | 7.75 | 7.70 | 7.22 | 6.91 | 6.91 | 6.59 |
| Nonperforming assets to assets | 2.47 | 2.58 | 2.46 | 1.94 | 1.87 | 1.97 | 1.97 |
| Net chargeoffs to loans. | 0.91 | 0.80 | 0.92 | 0.98 | 0.84 | 0.76 | 0.67 |
| Asset growth rate. | 5.18 | 5.03 | 2.03 | 7.71 | 8.86 | 7.11 | 6.75 |
| Net operating income growth | N/M | N/M | -85.27 | -20.65 | 6.30 | 3.40 | -3.69 |
| Percentage of unprofitable banks | 13.30 | 16.86 | 17.66 | 19.79 | 17.09 | 13.06 | 10.58 |
| Number of problem banks | 1,429 | 1,591 | 1,559 | 1,457 | 1,098 | 800 | 603 |
| Number of failed/assisted banks | 186 | 151 | 201 | 144 | 118 | 78 | 45 |

Table II. Aggregate Condition and Income Data, FDIC-Insured Commercial Banks (dollar figures in millions)

|  |  |  | $\begin{gathered} \text { Preliminary } \\ \text { 3rd Otr Otr } \\ 1988 \end{gathered}$ | $\begin{gathered} \text { 2nd Qtr } \\ 1988 \end{gathered}$ | 3rd Qtr 1987 | \%Change 87:3-88:3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of banks reporting |  |  | 13,239 | 13,411 | 13,851 | -4.4 |
| Total employees (full-time equivalent). |  |  | 1,528,627 | 1,536,440 | 1,554,143 | -1.6 |
| CONDITION DATA |  |  |  |  |  |  |
| Total assets |  |  | \$3,094,988 | \$3,055,286 | \$2,942,641 | 5.2 |
| Real estate loans |  |  | 657,338 | 637,795 | 579,034 | 13.5 |
| Commercial \& industrial loans |  |  | 595,150 | 599,452 | 580,394 | 2.5 |
| Loans to individuals |  |  | 367,374 | 358,217 | 341,834 | 7.5 |
| Farm loans |  |  | 31,130 | 30,686 | 31,045 | 0.3 |
| Other loans and leases |  |  | 251,190 | 256,598 | 265,805 | -5.5 |
| Total loans and leases. |  |  | 1,902,182 | 1,882,749 | 1,798,112 | 5.8 |
| LESS: Reserve for losses |  |  | 49,171 | 49,247 | 47,411 | 3.7 |
| Net loans and leases. |  |  | 1,853,011 | 1,833,503 | 1,750,701 | 5.8 |
| Temporary investments |  |  | 472,400 | 467,678 | 446,338 | 5.8 |
| Secunties over 1 year |  |  | 393,662 | 387,662 | 387,395 | 1.6 |
| All other assets |  |  | 375,915 | 366,444 | 358,207 | 4.9 |
| Total liabilities and capital |  |  | \$3,094,988 | \$3,055,286 | \$2,942,641 | 5.2 |
| Noninterest-bearing deposits |  |  | 451,199 | 462,958 | 450,382 | 0.2 |
| Interest-bearing deposits |  |  | 1,924,198 | 1,892,791 | 1,816,232 | 5.9 |
| Other borrowed funds |  |  | 403,819 | 391,070 | 367,419 | 9.9 |
| Subordinated debt |  |  | 17,197 | 17,207 | 17,433 | -1.4 |
| All other liabilities |  |  | 105,229 | 103,298 | 110,775 | -5.0 |
| Equity capital |  |  | 193,346 | 188,012 | 180,399 | 7.2 |
| Primary capital |  |  | 246,136 | 241,079 | 231,478 | 6.3 |
| Nonperforming assets |  |  | 76,530 | 73,367 | 75,901 | 0.8 |
| Loan commitments and letters of credit |  |  | 819,002 | 812,740 | 773,627 | 5.9 |
| Domestic office assets |  |  | 2,678,870 | 2,637,865 | 2,519,000 | 6.3 |
| Foreign office assets |  |  | 416,119 | 417,421 | 423,642 | -1.8 |
| Domestic office deposits |  |  | 2,047,035 | 2,026,577 | 1,922,216 | 6.5 |
| Foreign office deposits |  |  | 328,362 | 329,122 | 344,398 | -4.7 |
| Eaming assets |  |  | 2,719,056 | 2,688,843 | 2,584,434 | 5.2 |
| Volatile liabilities |  |  | 1,101,438 | 1,070,628 | 1,039,873 | 5.9 |
| INCOME DATA | Preliminary First Three Quarters 1988 | First Three Quarters 1987 | \%Change | $\begin{gathered} \text { Preliminary } \\ 3 r d \text { Otr } \\ 1988^{* *} \\ \hline \end{gathered}$ | $\begin{gathered} 3 \mathrm{rd} \text { Qtr } \\ 1987 \\ \hline \end{gathered}$ | \% Change |
| Total interest income | \$197,479 | \$180,423 | 9.5 | \$69,313 | \$61,761 | 12.2 |
| Total interest expense | 119,697 | 106,418 | 12.5 | 42,641 | 36,508 | 16.8 |
| Net interest income | 77,782 | 74,005 | 5.1 | 26,672 | 25,252 | 5.6 |
| Provisions for loan losses | 11,579 | 29,249 | -60.4 | 4,395 | 3,874 | 13.4 |
| Total noninterest income | 33,338 | 29,422 | 13.3 | 11,383 | 10,366 | 9.8 |
| Total noninterest expense | 74,537 | 71,245 | 4.6 | 25,281 | 24,194 | 4.5 |
| Applicable incorne taxes | 7,411 | 4,044 | 83.3 | 2,593 | 2,035 | 27.4 |
| Net operating income. | 17,593 | -1,112 | N/M | 5,786 | 5,516 | 21.5 |
| Securities gains, ret.. | 517 | 1,395 | -62.9 | -18 | 264 | N/M |
| Extraordinary gains, net | 611 | 181 | 237.6 | 175 | 69 | 153.6 |
| Net income | 18,721 | 464 | 3,934.7 | 5,943 | 5,849 | 1.6 |
| Net charge-offs | 12,727 | 10,647 | 19.5 | 4,225 | 3,698 | 14.3 |
| Net additions to capital stock. | 1,388 | 1,114 | 24.6 | 1,071 | 371 | 188.7 |
| Cash dividends on capital stock. | 9,117 | 6,969 | 30.8 | 2,866 | 2,279 | 25.8 |

* through September 30; ratios annualized where appropriate
** Adjusted for effect of First Republic failures - See Note, Page 2.
N/M-Not meaningful

Table III. Third Quarter Bank Data* (Dollar figures in billions, ratios in \%)

|  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

* All income adjusted for effect of First Republic failures; See Note, Page 2.

REGIONS: Northeast - Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Puerto Rico, Rhode Island, Vermont
Southeast - Alabama, Flonida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia
Central - Illinois, Indiana, Kentucky, Michigan, Ohio, Wisconsin
Midwest - Iowa, Kansas, Minnesota, Missouni, Nebraska, North Dakota, South Dakota
Southwest - Arkansas, Louisiana, New Mexico, Oklahoma, Texas
West - Alaska, Arizona, Califomia, Colorado, Hawaii, Idaho, Montana, Nevada, Oregon, Pacific Islands, Utah, Washington, Wyoming

Table IV. First Three Quarters 1988 Bank Data (Dollar figures in billions, ratios in \%)

| FIRST THREE QUARTERS PRELIMINARY (The way it is ...) | All Banks | Asset Size Distribution |  |  |  | Geographic Distribution |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Less than $\$ 100$ Million | \$100 Million to \$1 Billion | \$1-10 <br> Billion | Greater than \$10 Billion | EAST |  |  | WEST |  |  |
|  |  |  |  |  |  | Northeast Region | Southeast Region | Central Region | Midwest Region | Southwest Region | West Region |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Number of banks reporting | 13,239 | 10,464 | 2,410 | 328 | 37 | 1,085 | 1,931 | 2,945 | 3,130 | 2,630 | 1,518 |
| Net Income (in millions) | \$18,721 | \$2,124 | \$3,289 | \$5,565 | \$7,743 | \$8,762 | \$3,116 | \$3,891 | \$1,607 | -\$1,499 | \$2,844 |
| Percentage of banks losing money | 13.3\% | 14.7\% | 7.6\% | 7.0\% | 5.4\% | 9.5\% | 11.8\% | 4.1\% | 6.9\% | 29.0\% | 20.0\% |
| Performance ratios (annualized) |  |  |  |  |  |  |  |  |  |  |  |
| Yield on eaming assets | 9.84\% | 9.78\% | 9.90\% | 9.87\% | 10.32\% | 10.32\% | 9.87\% | 9.54\% | 10.11\% | 9.56\% | 10.11\% |
| Cost of funding eaming asset | 5.96 | 5.34 | 5.46 | 5.63 | 7.05 | 6.81 | 5.57 | 5.66 | 5.73 | 5.84 | 5.27 |
| Net interest margin .... | 3.88 | 4.43 | 4.44 | 4.24 | 3.27 | 3.52 | 4.30 | 3.89 | 4.37 | 3.72 | 4.84 |
| Net noninterest expense to earning assets ... | 2.05 | 2.77 | 2.63 | 2.25 | 1.41 | 1.61 | 2.43 | 2.02 | 2.07 | 2.88 | 2.71 |
| Net operating cash flow to assets | 1.60 | 1.51 | 1.63 | 1.75 | 1.58 | 1.65 | 1.66 | 1.67 | 2.06 | 0.74 | 1.81 |
| Net operating income to assets | 0.77 | 0.74 | 0.78 | 0.75 | 0.87 | 0.90 | 0.99 | 1.05 | 1.03 | -0.83 | 0.78 |
| Return on assets | 0.82 | 0.77 | 0.80 | 0.78 | 0.95 | 0.97 | 1.03 | 1.08 | 1.06 | -0.79 | 0.85 |
| Return on equity | 13.38 | 8.79 | 10.85 | 12.45 | 20.45 | 17.32 | 14.80 | 16.08 | 14.06 | -12.33 | 14.65 |
| Net charge-offs to loans and leases | 0.91 | 0.83 | 0.75 | 1.03 | 0.92 | 0.73 | 0.65 | 0.69 | 1.30 | 2.66 | 0.97 |
| Loan loss provision to net charge-offs | 90.18 | 107.11 | 119.32 | 101.09 | 63.98 | 85.07 | 94.94 | 81.29 | 90.25 | 101.81 | 90.87 |
| Growth Rates (year to year) |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 5.1\% | 5.9\% | 11.0\% | 14.5\% | 3.2\% | 7.7\% | 6.3\% | 6.6\% | 4.7\% | -10.5\% | 5.1\% |
| Net income | 3,934.7 | 11.1 | 4.3 | 40.2 | N/M | N/M | 11.2 | 157.1 | 61.2 | N/M | N/M |
| Net charge-offs | 19.5 | -5.3 | 19.7 | 62.7 | 21.3 | 36.0 | 38.8 | 38.6 | -5.4 | 15.1 | -1.9 |
| Loan loss provision | -60.4 | -13.6 | 8.6 | -8.9 | -83.9 | -76.4 | -13.4 | -61.3 | -38.8 | -12.2 | -62.4 |
| PRIOR FIRST THREE QUARTERS (The way it was . . .) |  |  |  |  |  |  |  |  |  |  |  |
| Retum on assets . . . . . . . . . . . . . . . . 1987 | 0.02 | 0.67\% | 0.73\% | 0.59\% | -1.04\% | -0.39\% | 0.99\% | 0.44\% | 0.66\% | -0.47\% | -0.16\% |
| . . . . . . . . . . 1985 | 0.76 | 0.89 | 0.92 | 0.89 | 0.52 | 0.80 | 1.12 | 0.85 | 0.85 | 0.63 | 0.40 |
| . . . . . . . . . . 1983 | 0.72 | 1.14 | 0.92 | 0.63 | 0.49 | 0.69 | 1.04 | 0.75 | 1.07 | 0.73 | 0.43 |
| Net charge-offs to loans and leases . 1987 | 0.80 | 1.02 | 0.82 | 0.76 | 0.79 | 0.58 | 0.53 | 0.54 | 1.43 | 1.93 | 1.00 |
| . . . . . . . . . . . . . . . . 1985 | 0.71 | 1.03 | 0.68 | 0.61 | 0.71 | 0.43 | 0.48 | 0.58 | 1.38 | 1.15 | 1.07 |
| . . . . . . . . . . . . . . . 1983 | 0.60 | 0.62 | 0.56 | 0.70 | 0.56 | 0.37 | 0.49 | 0.63 | 0.54 | 1.26 | 0.71 |

## NOTES TO USERS

## COMPUTATION METHODOLOGY FOR PERFORMANCE AND CONDITION RATIOS

All income figures used in calculating performance ratios represent amounts for that period, annualized (multiplied by the number of periods in a year).
All asset and liability figures used in calculating performance ratios represent average amounts for the period (beginning-of-period amount plus end-of-period amount plus any periods in between, divided by the total number of periods).
All asset and liability figures used in calculating the condition ratios represent amounts as of the end of the quarter.

## DEFINITIONS

"Problem" Banks-Federal regulators assign to each financial institution a uniform composite rating, based upon an evaluation of financial and operational criteria. The rating is based on a scale of 1 to 5 in ascending order of supervisory concern. "Problem" banks are those institutions with financial, operational or managerial weaknesses that threaten their continued financial viability. Depending upon the degree of risk and supervisory concem, they are rated either " 4 " or " 5 ".
Eaming Assets-all loans and other investments that earn interest, dividend or fee incorne.
Yield on Eaming Assets-total interest, dividend and fee income eamed on loans and investments as a percentage of average earning assets.
Cost of Funding Earning Assets-total interest expense paid on deposits and other borrowed money as a percentage of average earning assets.
Net Interest Margin-the difference between the yield on eaming assets and the cost of funding them, i.e., the profit margin a bank earns on its loans and investments.
Net Nonirterest Expense-total noninterest expense, excluding the expense of providing for loan losses, less total noninterest income. A measure of banks' overhead costs.
Net Operating Income-income after taxes and before gains (or losses) from securities transactions and from nonrecurring items. The profit earned on banks' regular banking business.
Net Operating Cash Flow-pre-tax net operating income before the provision for loan and lease losses; a measurement of banks' cash flow, net of interest and overhead expenses, from regular operations. Previously referred to as "adjusted net operating income".
Return on Assets-net income (including securities transactions and nonrecurring items) as a percentage of average total assets. The basic yardstick of bank profitability.
Retum on Equity-net income as a percentage of average total equity capital.
Net Charge-offs-total loans and leases charged off (removed from balance sheet because of uncollectibility) during the quarter, less amounts recovered on loans and leases previously charged off.
Nonperforming Assets-the sum of loans past-due 90 days or more, loans in nonaccrual status, and noninvestment real estate owned other than bank premises.
Noncurrent Loans \& Leases-the sum of loans past-due 90 days or more and loans in nonaccrual status.
Primary Capital-total equity capital plus the allowance for loan and lease losses plus minority interests in consolidated subsidiaries plus qualifying mandatory convertible debt (cannot exceed 20 percent of total primary capital), less intangible assets except purchased mortgage servicing rights.
Net Loans and Leases-total loans and leases less uneamed income and the allowance for loan and lease losses.
Temporary Investments-the sum of interest-bearing balances due from depository institutions, federal funds sold and resold, trading-account assets and investment securities with remaining maturities of one year or less.
Volatile Liabilities-the sum of large denomination time deposits, foreign office deposits, federal funds purchased, and other borrowed money.
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