## STATEMENT OF INCOME (LOSS) AND EXPENSE UNCONSOLIDATED

**($ in Millions)** **2013**

| | | Item | 1st QTR | 2nd QTR | 3rd QTR | 4th QTR | Total |
|---|---|---|---|---|---|---|---|
| **REVENUE** | | | | | | | |
| 1. | Commissions: | | | | | | |
| | a. Commissions on transactions in listed equity securities executed on an exchange | 3935 | $2,395 | $2,691 | $2,226 | $2,382 | $9,694 |
| | b. Commissions on transactions in exchange listed equity securities executed over-the-counter | 3937 | 1,126 | 1,144 | 1,034 | 1,103 | 4,407 |
| | c. Commissions on listed option transactions | 3938 | 492 | 497 | 385 | 528 | 1,902 |
| | d. All other securities commissions | 3939 | 1,720 | 1,871 | 1,758 | 1,753 | 7,102 |
| | e. Total securities commissions | 3940 | 5,733 | 6,203 | 5,403 | 5,766 | 23,105 |
| 2. | Gains or losses on firm securities trading accounts | 3950 | 5,728 | 551 | 1,916 | 2,524 | 10,719 |
| | a. Includes gains or (losses) from market making in options on a national securities exchange | 3945 | 220 | 203 | (133) | (366) | (76) |
| 3. | Gains or losses on firm securities investment accounts | 3952 | 271 | 144 | 204 | 116 | 735 |
| 4. | Profits or losses from underwriting and selling groups | 3955 | 6,240 | 6,397 | 5,663 | 6,552 | 24,852 |
| 5. | Margin interest | 3960 | 1,435 | 1,458 | 1,412 | 1,484 | 5,789 |
| 6. | Income from sale of investment company shares | 3970 | 1,618 | 1,661 | 1,556 | 1,632 | 6,467 |
| 7. | Fees for account supervision, investment advisory and administrative services | 3975 | 7,818 | 8,201 | 8,245 | 8,973 | 33,237 |
| 8. | Revenue from research services | 3980 | 17 | 19 | 214 | 28 | 278 |
| 9. | Other revenue related to securities business | 3985 | 10,263 | 10,433 | 9,217 | 9,857 | 39,770 |
| 10. | Commodities revenue | 3990 | 541 | 641 | 308 | 499 | 1,989 |
| 11. | Other revenue unrelated to securities business | 3995 | 3,704 | 3,797 | 3,623 | 4,294 | 15,418 |
| 12. | Total revenue | 4030 | $43,368 | $39,505 | $37,761 | $41,725 | $162,359 |
| **EXPENSES** | | | | | | | |
| 13. | Registered representatives' compensation | 4110 | $8,756 | $8,353 | $8,117 | $8,596 | $33,822 |
| 14. | Clerical and administrative employees' expenses | 4040 | 10,420 | 8,679 | 8,050 | 7,602 | 34,751 |
| 15. | Salaries and other employment costs for general partners and voting stockholder officers | 4120 | 360 | 360 | 373 | 388 | 1,481 |
| 16. | Other employee compensation and benefits | 4115 | 61 | 63 | 56 | 61 | 241 |
| 17. | Commission paid to other brokers | 4140 | 39 | 60 | 63 | 60 | 222 |
| 18. | Floor brokerage paid to certain brokers | 4055 | 225 | 244 | 247 | 223 | 939 |
| 19. | Commissions and clearance paid to all other brokers | 4145 | 1,120 | 1,204 | 1,095 | 1,269 | 4,688 |
| 20. | Clearance paid to non-brokers | 4135 | 685 | 714 | 637 | 638 | 2,674 |
| 21. | Communications | 4060 | 1,235 | 1,389 | 1,434 | 1,472 | 5,530 |
| 22. | Occupancy and equipment costs | 4080 | 1,272 | 1,313 | 1,290 | 1,348 | 5,223 |
| 23. | Promotional costs | 4150 | 275 | 307 | 271 | 387 | 1,240 |
| 24. | Interest expense | 4075 | 3,894 | 3,948 | 2,742 | 3,777 | 14,361 |
| 25. | Losses in error account and bad debts | 4170 | 45 | 40 | 42 | 102 | 229 |
| 26. | Data processing costs (including service bureau service charges) | 4186 | 517 | 498 | 500 | 498 | 2,013 |
| 27. | Non-recurring charges | 4190 | 0 | 0 | 5 | 193 | 198 |
| 28. | Regulatory fees and expenses | 4195 | 413 | 404 | 369 | 352 | 1,538 |
| 29. | Other expenses | 4100 | 7,458 | 8,432 | 9,025 | 11,575 | 36,490 |
| 30. | Total expenses | 4200 | $36,775 | $36,008 | $34,316 | $38,541 | $145,640 |
| **NET INCOME** | | | | | | | |
| 31. | Unconsolidated net income (loss) before Federal income taxes, extraordinary gains, and changes in accounting principles | 4210 | $6,593 | $3,497 | $3,445 | $3,184 | $16,719 |
| 32. | Capital and subordinated liabilities(1800,1710,1720,1730,1740,1750) | | $284,107 | $285,265 | $285,856 | $281,525 | |
| | Number of Firms Profitable | | 113 | 109 | 101 | 97 | |
| | Number of Firms Loss | | 51 | 54 | 59 | 59 | |
| | TOTAL NUMBER OF FIRMS | | 164 | 163 | 160 | 156 | |