

TOTAL FIRMS
INCOME STATEMENT
\$ Millions

07:Q2

REVENUE:

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| Commissions | 6,957.4 |
| - Commissions - Listed Equity on an Exchange | 3,536.5 |
| - Commissions - Listed Equity OTC | 512.4 |
| - Commissions - Listed Options | 445.9 |
| - Commissions - All Other | 2,462.6 |
| Trading Gain (Loss) | 6,558.6 |
| - Gain from OTC Market Making | 143.8 |
| - - Gain from OTC Market Making in Listed Equity | 0.1 |
| - Gain from Debt Trading | 1,622.7 |
| - Gain from Listed Options Market Making | 80.0 |
| - Gain from All Other Trading | -339.4 |
| Investment Account Gain (Loss) | 1,035.6 |
| - Realized Gain | 556.5 |
| - Unrealized Gain | -159.6 |
| Underwriting Revenue | 6,580.1 |
| - Equity Underwriting Revenue | 2,092.1 |
| Margin Interest | 7,257.7 |
| Mutual Fund Sale Revenue | 1,895.1 |
| Fees, Asset Management | 5,418.8 |
| Research Revenue | 8.1 |
| Commodities Revenue | -113.8 |
| Other Revenue Related to the Securities Business | 50,385.2 |
| Other Revenue | 9,259.1 |
| TOTAL REVENUE | 95,240.5 |

EXPENSES:

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| Total Compensation | 19,503.9 |
| - Registered Representative Compensation | 7,436.3 |
| - Clerical Employee Compensation | 11,638.3 |
| - Voting Officer Compensation | 248.8 |
| - Other Employee Compensation (FOCUS IIA Only) | 180.4 |
| Total Floor Costs | 1,670.3 |
| - Floor Brokerage Paid to Brokers | 326.0 |
| - Commissions & Clearance Paid to Other Brokers | 997.7 |
| - Clearance Paid to Non-Brokers | 335.6 |
| - Commissions Paid to Broker-Dealers (FOCUS IIA Only) | 11.1 |
| Communications Expense | 1,338.3 |
| Occupancy & Equipment Costs | 1,346.4 |
| Promotional Costs | 364.9 |
| Interest Expense | 60,612.9 |
| Losses from Error Accounts & Bad Debts | -173.2 |
| Data Processing Costs | 706.1 |
| Regulatory Fees & Expenses | 344.9 |
| Non-Recurring Charges | -4.7 |
| Other Expenses | 5,299.6 |
| TOTAL EXPENSES | 91,009.5 |

PRE-TAX NET INCOME **4,231.0**

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| Federal Income Tax (Tax Benefit) | 935.8 |
| Income (Loss) from Unconsolidated Subsidiaries | 842.0 |
| Extraordinary Gain (Loss) | -0.7 |
| Cumulative Effect of Accounting Changes | 0.0 |

NET INCOME **4,136.5**

TOTAL FIRMS

BALANCE SHEET

\$ Millions

07:Q2

ASSETS:

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|--|--------------------|
| Cash | 24,446.1 |
| Segregated Cash | 46,004.3 |
| Receivables - Brokers, Dealers, Clearing Organizations | 2,596,075.8 |
| - Receivables: Failed to Deliver | 42,102.8 |
| - Receivables: Securities Borrowed | 2,368,397.3 |
| - Receivables: Omnibus Accounts | 16,552.9 |
| - Receivables: Clearing Organizations | 124,569.9 |
| - Receivables: Other | 44,452.9 |
| Receivables from Customers | 267,845.9 |
| Receivables from Non-Customers | 33,427.5 |
| Reverse Repurchase Agreements | 1,177,325.8 |
| Securities & Spot Commodities Owned | 1,244,326.1 |
| - Bankers Acceptances, CDs, Commercial Paper | 24,871.3 |
| - U.S. & Canadian Government Obligations | 290,683.2 |
| - State & Municipal Government Obligations | 14,460.8 |
| - Corporate Obligations | 201,818.2 |
| - Stocks & Warrants | 98,109.8 |
| - Options | 8,712.9 |
| - Arbitrage | 11,529.1 |
| - Other Securities | 9,052.1 |
| - Spot Commodities | 0.0 |
| - Exempted Securities (FOCUS IIA Only) | 182.1 |
| - Debt Securities (FOCUS IIA Only) | 169.1 |
| Securities Owned Not Readily Marketable | 16,373.1 |
| Other Investments Not Readily Marketable | 2,681.4 |
| Securities Borrowed Under Subordinated Agreements | 78.6 |
| Secured Demand Notes | 283.1 |
| Exchange Memberships | 308.7 |
| Investments in Subsidiaries, Affiliates & Partnerships | 27,001.9 |
| Property, Furniture & Equipment | 5,733.1 |
| Other Assets | 364,151.9 |
| TOTAL ASSETS | 5,870,865.3 |

TOTAL FIRMS

LIABILITIES:

07:Q2

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| Bank Loans Payable | 96,712.2 |
| Repurchase Agreements | 2,316,774.1 |
| Payables - Brokers, Dealers, Clearing Organizations | 1,333,507.3 |
| - Payables: Failed to Receive | 150,524.7 |
| - Payables: Securities Loaned | 1,138,126.4 |
| - Payables: Omnibus Accounts | 11,435.2 |
| - Payables: Clearing Organizations | 10,049.2 |
| - Payables: Other | 23,371.8 |

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| Payables to Customers | 552,313.1 |
| - Payables: Securities Accounts | 482,262.2 |
| - Payables: Commodities Accounts | 70,050.9 |
| Payables to Non-Customers | 128,171.6 |
| - Payables: Securities Accounts | 111,265.4 |
| - Payables: Commodities Accounts | 16,906.2 |
| Securities Sold Short | 527,507.0 |
| Accounts Payable & Accrued Liabilities | 532,498.1 |
| - Drafts Payable | 6,536.4 |
| - Accounts Payable | 63,536.1 |
| - Income Taxes Payable | 3,174.8 |
| - Deferred Income Taxes | 147.4 |
| - Accrued Expenses, Other Liabilities | 138,131.0 |
| - Other Payables & Accrued Liabilities | 22,616.5 |
| - Accounts Payable & Accrued Liabilities (FOCUS IIA) | 100.7 |
| Notes & Mortgages Payable | 92,006.5 |
| Subordinated Liabilities | 112,252.1 |
| - Cash Borrowings | 111,787.3 |
| - Securities Borrowed | 0.0 |
| - Secured Demand Notes | 259.1 |
| - Exchange Memberships | 0.3 |
| - Other (Not Qualified for Net Capital) | 205.4 |
| TOTAL LIABILITIES | 5,752,060.3 |

OWNERSHIP EQUITY

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|-------------------------------|------------------|
| Equity: Sole Proprietorship | 1.5 |
| Equity: Partnership | 13,220.2 |
| Equity: Corporation | 105,583.3 |
| - Preferred Stock | 1,437.0 |
| - Common Stock | 314.4 |
| - Additional Paid-in Capital | 73,245.6 |
| - Retained Earnings | 30,656.9 |
| - Less Treasury Stock | -70.7 |
| TOTAL OWNERSHIP EQUITY | 118,805.0 |

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| TOTAL LIABILITIES & OWNERSHIP EQUITY | 5,870,865.3 |
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| TOTAL CAPITAL | 231,057.1 |
| TOTAL NET CAPITAL | 79,108.5 |
| LEVERAGE RATIO | |

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| NUMBER OF FIRMS IN CATEGORY | 193 |
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| PERSONNEL - INCOME PRODUCING | 146,706 |
| PERSONNEL - ALL OTHER | 168,047 |
| PERSONNEL - TOTAL | 314,753 |