

60 Dias Sul de 1992

GCB BRAZIL BRANCHES
 Sales Planning & Control
 Volumes Medios: Real x Meta - Outubro/92
 DATA: 16/10/92

DOLAR RATE: CR\$ 8015.00
 Valores em US\$ MM
 c:meta

	DOA			VIP			TIME			DER			CITTIPLAN			CITICREDITO			CT/TP			ADV			REVOLVING			FUNDS			TOTAL		
	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)	MEDIA	META	(%)
RIO	2.24	2.58	86.8%	.41	.47	88.4%	9.52	21.16	45.0%	9.95	10.16	97.9%	.00	.05	.0%	.14	.13	112.8%	.27	.41	66.1%	.19	.18	105.0%	1.29	1.52	84.9%	70.11	77.99	89.9%	93.99	114.47	82.1
BHZ	.55	.67	83.2%	.11	.13	81.3%	7.49	8.65	86.6%	1.46	1.68	87.0%	.00	.01	.0%	.04	.05	88.9%	.14	.14	101.7%	.04	.07	55.5%	.35	.45	78.4%	13.61	15.40	88.4%	23.75	27.19	87.4
BSB	.81	1.22	66.7%	.12	.11	105.6%	1.72	2.88	59.7%	.61	.67	91.0%	.01	.01	101.7%	.03	.02	114.0%	.01	.01	153.7%	.02	.02	87.2%	.26	.32	83.2%	7.24	7.40	97.7%	10.78	12.63	85.4
GOI	.18	.19	91.1%	.02	.02	101.7%	.55	.61	91.9%	.04	.04	97.3%	.00	.01	.0%	.02	.02	95.3%	.03	.01	531.2%	.02	.04	42.5%	.12	.16	77.9%	2.73	3.04	89.8%	3.70	4.11	89.9
CENTRO	3.78	4.65	81.2%	.66	.73	90.2%	19.28	33.30	57.9%	12.06	12.55	96.1%	.01	.08	13.0%	.23	.22	105.0%	.45	.55	80.4%	.27	.31	84.6%	2.03	2.44	83.1%	98.69	103.84	90.2%	132.22	158.40	83.5
SPP	1.35	1.82	73.8%	.27	.28	98.1%	17.59	23.17	75.9%	3.98	4.89	81.3%	.00	.02	.0%	.08	.22	35.1%	.30	.37	80.1%	.28	.34	82.7%	.92	1.24	74.3%	52.46	57.69	90.9%	77.15	89.80	85.9
CIMOS	1.51	1.84	82.2%	.25	.28	87.1%	9.94	14.61	68.0%	2.33	2.75	84.7%	.01	.03	44.0%	.14	.22	62.6%	.28	.51	54.9%	.20	.38	52.5%	1.67	1.84	90.7%	40.28	42.20	95.4%	56.46	64.42	87.6
STA	.17	.21	80.3%	.02	.04	62.6%	.46	.77	59.6%	.12	.18	64.1%	.01	.01	202.5%	.02	.05	37.9%	.02	.03	53.3%	.03	.05	70.2%	.21	.24	84.4%	2.95	3.11	94.8%	3.98	4.64	85.7
SPALDO	3.03	3.88	78.2%	.54	.60	90.7%	27.99	38.56	72.6%	6.42	7.82	82.1%	.03	.05	47.6%	.23	.48	48.2%	.59	.91	66.0%	.52	.77	67.1%	2.79	3.32	84.1%	95.69	103.00	92.9%	137.53	158.85	86.6
OH	.35	.43	83.1%	.05	.07	86.8%	7.53	7.71	97.6%	1.42	1.67	85.0%	.00	.04	0%	.06	.09	70.8%	.14	.11	125.9%	.33	.42	76.6%	.48	.49	98.2%	14.33	15.17	94.5%	24.64	26.03	94.5
FOA	.42	.52	81.5%	.08	.12	67.9%	2.04	3.92	52.1%	1.68	1.99	84.4%	.10	.02	554.3%	.08	.10	78.0%	.60	.75	79.9%	.24	.30	80.2%	.54	.58	92.3%	14.51	16.22	89.4%	20.11	24.40	82.4
OPS	.32	.38	86.9%	.05	.05	95.5%	2.24	3.04	73.8%	.64	.73	88.2%	.02	.01	302.2%	.04	.05	72.1%	.09	.13	71.7%	.13	.16	78.5%	.28	.31	91.2%	8.34	9.58	87.0%	12.11	14.38	84.2
BLU	.11	.13	89.6%	.02	.02	95.0%	.60	.86	69.8%	.46	.58	78.8%	.00	.00	0%	.02	.01	185.5%	.19	.22	86.6%	.09	.11	80.1%	.11	.13	82.2%	2.68	3.26	82.2%	4.27	5.32	80.2
RPT	.31	.29	107.9%	.07	.05	126.7%	3.11	3.54	87.9%	.27	.30	91.8%	.00	.00	0%	.02	.02	116.2%	.09	.14	67.2%	.09	.13	68.6%	.15	.17	87.7%	3.16	3.32	95.2%	7.25	7.93	91.4
SJPP	.12	.20	60.4%	.16	.04	449.3%	1.39	1.66	83.7%	.08	.10	75.7%	.00	.01	0%	.03	.03	91.2%	.19	.21	88.5%	.09	.10	92.3%	.17	.21	82.2%	1.74	2.11	82.1%	3.93	4.63	84.9
OR	.14	.15	92.8%	.04	.03	136.9%	1.13	1.45	77.9%	.02	.02	102.8%	.00	.01	0%	.02	.01	192.6%	.32	.43	75.9%	.10	.17	59.5%	.24	.28	85.7%	.96	1.09	88.1%	2.95	3.62	81.8
SUL	1.78	2.08	86.0%	.49	.39	124.1%	18.05	22.19	81.4%	4.58	5.40	84.8%	.12	.09	140.3%	.26	.31	85.4%	1.62	1.93	81.9%	1.05	1.39	76.1%	1.98	2.18	90.8%	45.71	50.75	90.1%	75.27	85.37	87.2
SAV	.50	.59	84.6%	.10	.12	80.1%	2.97	4.50	65.9%	1.98	2.32	85.3%	.00	.02	.0%	.07	.11	63.6%	.23	.25	92.7%	.11	.15	78.2%	.51	.59	87.1%	18.80	20.70	90.8%	25.21	29.22	86.3
REC	.55	.59	94.8%	.10	.12	80.5%	2.30	3.30	69.8%	1.27	1.49	84.9%	.01	.02	68.6%	.05	.11	57.7%	.05	.03	67.4%	.05	.05	87.5%	.46	.55	83.6%	14.20	15.92	89.2%	18.98	22.11	85.9
FOR	.15	.15	97.9%	.02	.03	74.5%	.64	.86	74.8%	.35	.42	83.5%	.00	.00	.0%	.01	.04	24.1%	.02	.02	73.0%	.01	.01	62.8%	.12	.13	92.4%	3.51	3.97	88.6%	4.82	5.59	86.2
NORTE	1.20	1.33	90.7%	.22	.28	79.6%	5.91	8.66	68.3%	3.60	4.23	85.0%	.01	.04	29.1%	.14	.26	55.0%	.30	.35	86.0%	.17	.21	79.7%	1.09	1.27	85.1%	35.51	40.59	90.0%	49.01	56.92	86.1
BRASIL	9.79	11.93	82.0%	1.91	2.00	95.6%	71.24	102.71	69.4%	26.66	30.01	88.9%	.17	.26	64.9%	.87	1.27	68.6%	2.97	3.81	78.0%	2.01	2.69	74.8%	7.90	9.21	85.7%	271.60	298.18	91.1%	394.08	460.54	85.6

OBS: Media projetada do dia 13/10

GCB BRAZIL BRANCHES
Sales Planning & Control
Abertura de Conta Corrente - Outubro/92
Posicao ate 15 de Outubro
 contas

	CONTAS SETEMBRO	CONTAS ABERTAS			ATTRITION	NET	CONTAS OUTUBRO	RUN. RATE	TOTAL VEND.	RATIO C/C	CONTAS/ VEND.	CONTAS INATIVAS		
		MTD	GOAL	B/(W)								OUTUBRO	SETEMBRO	B/(W)
RIO	21,808	90	193	(103)	(584)	(494)	21,314	9	44	2.0	484	253	292	39
BHZ	7,144	38	61	(23)	(296)	(258)	6,886	2	14	2.7	492	115	133	18
BSB	3,476	25	34	(9)	(169)	(144)	3,332	1	8	3.1	417	54	59	5
GOI	1,610	4	22	(18)	(104)	(100)	1,510	2	5	.8	302	43	57	14
CENTRO	34,038	157	310	(153)	(1,153)	(996)	33,042	14	71	2.2	465	465	541	76
SP	32,647	121	308	(187)	(1,702)	(1,581)	31,066	17	67	1.8	464	399	485	86
STA	2,315	8	24	(16)	(137)	(129)	2,186	1	6	1.3	364	30	41	11
SPAUULO	34,962	129	332	(203)	(1,839)	(1,710)	33,252	18	73	1.8	456	429	526	97
CMB	4,595	6	46	(40)	(286)	(280)	4,315	4	11	.5	392	55	79	24
POA	5,226	26	68	(42)	(278)	(252)	4,974	4	16	1.6	311	59	81	22
CPS	3,885	10	39	(29)	(217)	(207)	3,678	3	9	1.1	409	33	43	10
BLU	1,622	2	17	(15)	(133)	(131)	1,491	1	4	.5	373	14	20	6
RPT	2,275	3	22	(19)	(162)	(159)	2,116	2	5	.6	423	13	20	7
SJRP	1,110	3	20	(17)	(72)	(69)	1,041	2	4	.8	260	22	25	3
CGR	1,310	6	25	(19)	(43)	(37)	1,273	2	5	1.2	255	45	55	10
SUL	20,023	56	237	(181)	(1,191)	(1,135)	18,888	16	54	1.0	350	241	323	82
SAV	5,875	14	81	(67)	(189)	(175)	5,700	6	18	.8	317	55	57	2
REC	5,614	8	86	(78)	(172)	(164)	5,450	7	19	.4	287	55	74	19
FOR	1,468	8	22	(14)	(70)	(62)	1,406	1	5	1.6	281	50	44	-6
NORTE	12,957	30	189	(159)	(431)	(401)	12,556	14	42	.7	299	160	175	15
BRASIL	101,980	372	1,068	(696)	(4,614)	(4,242)	97,738	63	240	1.6	407	1,295	1,565	270

OBS:MTD -> contas novas abertas no mes ate a data

Goal -> 5 contas vend.Citione, 5 contas vend.Citigold e 2 contas vend.Citiempresa

Run.Rate-> quantidade de contas a serem abertas por dia para atingir o goal do mes

Ratio CC -> numero de contas abertas por vendedor no mes

Tot. Vend. -> vendedores citione, citiempresa e citigold

Contas/Vendedores -> total de contas da filial do mes sobre o total de vendedores

GCB BRAZIL BRANCHES
 Sales Planning & Control
 Footings (US\$ MM) - Dolar Rate: Cr\$ 8015.00

Data: 16/10/92
 c:footings.cal

	DDA	VIP	DDA+VIP	TIME	DER	S/T LIAB.	REVOL.	ADV	CT/NP	CITI CREDITO	OTHER	S/T ASSETS	CITI CONTA	CITI PLIC	CITI CORP	CITI-DI EMPRES.	CITI-DI P.FISICA	CITI ACOESR.	ACOES MISTA	CITI LIVRE	OURO	CITI HEDGE	CITI COMMOD.	CITI COMMOD.DI	CITIN VEST	S/T M.FUNDS	TOTAL
Dez/91	6.6	15.4	22.0	35.1	13.7	55.3	12.0	5.9	6.8	-	6.8	31.5	78.5	78.5	1.9	2.2	5.1	10.2	-	-31.4	-	-	-	-	.4	208.1	294.9
Jan	6.1	11.8	17.8	34.8	17.2	58.1	12.3	5.4	6.8	-	5.3	29.7	84.3	88.6	1.7	2.0	13.0	22.0	-	-28.2	-	-	-	-	.5	240.2	327.9
Fev	5.7	10.8	16.5	47.7	19.9	73.3	11.3	4.2	7.0	-	7.1	29.6	91.7	87.1	1.7	1.8	16.7	27.6	-	-26.9	-	-	-	-	.5	253.8	356.7
Mar	6.3	10.4	16.7	60.9	23.6	90.9	11.1	3.2	6.0	-	5.8	26.1	90.5	93.0	2.9	1.8	17.6	30.8	-	-25.9	-	-	-	-	.5	263.1	380.1
Abr	13.4	4.3	17.7	62.7	26.9	103.1	10.7	2.6	4.8	-	7.7	25.9	90.6	111.7	4.3	2.1	14.6	38.3	-	-25.5	-	-	-	-	.5	287.6	416.6
Mai	13.8	3.2	17.0	71.8	29.3	114.9	10.8	2.1	4.4	-	5.5	22.8	89.6	115.9	4.5	1.9	14.2	37.9	-	-25.8	-	-	-	-	.5	290.3	428.0
Jun	13.0	2.9	15.9	79.4	29.7	122.1	9.4	1.5	3.8	-	6.1	20.8	91.0	117.3	2.8	1.4	12.5	28.5	.0	-25.8	-	-	-	-	.5	279.7	422.6
Jul	12.1	2.7	14.8	96.8	31.7	140.6	8.5	1.2	3.4	-	6.9	19.9	85.8	119.6	2.4	1.5	11.8	23.3	.7	-26.2	-	-	-	-	.5	271.9	432.4
Ago	11.3	2.4	13.7	102.8	33.2	147.3	8.3	1.5	3.5	-	5.5	18.8	80.0	119.6	2.4	1.6	15.2	19.8	1.8	-25.6	-	-	-	-	.5	266.5	432.6
Set	10.9	1.8	12.7	93.4	31.0	135.3	8.2	1.7	3.3	.3	5.8	19.3	74.2	114.8	1.9	3.0	22.6	18.1	4.0	.4 26.1	.7	4.8	.2	.5	271.1	425.7	
Out Fcst	10.9	1.9	12.8	97.4	30.0	138.3	8.6	1.8	3.6	.4	5.6	20.0	74.5	116.0	3.2	1.8	20.5	17.6	4.5	.3 25.5	2.0	8.5	2.0	.5	276.8	435.1	
Out Goal	11.9	2.0	13.9	102.7	30.0	144.6	9.2	2.7	3.8	1.3	5.6	22.6	81.6	126.3	2.1	3.3	24.9	19.9	4.4	.4 28.7	.8	5.3	.2	.5	298.2	465.4	
Out Daily																											
01	12.7	2.0	14.7	95.2	32.5	140.5	11.0	2.3	3.7	.6	5.5	23.1	82.2	122.7	1.9	3.6	23.3	21.0	6.6	1.1 28.3	1.8	18.0	1.2	.5	312.2	475.8	
02	11.3	2.0	13.4	92.6	32.6	136.6	10.3	2.2	3.7	.7	5.5	22.3	83.6	122.5	1.9	3.6	22.5	20.6	6.8	1.1 28.9	1.8	19.2	1.3	.5	314.3	473.2	
05	11.2	2.0	13.2	91.7	32.3	135.2	10.2	2.2	3.7	.7	5.5	22.2	81.5	122.5	2.0	3.6	22.0	19.1	6.8	1.1 28.3	1.9	20.7	1.4	.5	311.3	468.6	
06	11.8	2.2	14.0	90.5	32.5	134.7	10.2	2.3	3.6	.8	5.5	22.4	80.5	122.9	2.0	3.6	21.6	19.2	7.0	1.1 27.6	1.9	21.9	1.4	.5	311.1	468.2	
07	11.1	2.0	13.0	90.2	32.4	133.6	9.6	2.5	3.6	.8	5.5	22.0	79.5	123.1	2.0	3.3	20.8	18.2	6.9	1.1 28.1	1.9	23.2	1.4	.5	309.9	465.5	
08	11.3	2.1	13.4	87.2	32.2	130.7	9.2	2.4	3.6	.9	5.5	21.6	80.1	123.5	2.2	3.3	20.4	17.8	6.9	1.1 28.0	1.9	25.3	1.4	.5	312.4	464.7	
09	11.2	2.0	13.2	84.4	32.2	127.8	8.4	2.2	3.6	.9	5.5	20.7	79.5	124.2	2.1	3.2	19.9	18.1	7.0	1.1 27.9	1.9	28.9	1.5	.6	316.0	464.4	
13	11.8	2.4	14.2	83.9	32.1	127.8	9.0	2.4	3.5	1.0	5.5	21.4	76.1	123.5	2.2	3.1	19.3	17.6	7.0	1.1 27.2	2.0	30.8	1.5	.6	311.9	461.1	
Out Avg.	9.8	1.9	11.7	71.2	26.7	107.7	7.9	2.0	3.0	.9	4.8	18.6	64.6	107.6	2.0	2.6	15.6	14.2	6.2	1.0 23.4	1.8	30.7	1.5	.5	271.6	397.9	
B/(W) Prior	(1.1)	.1	(1.0)	(22.2)	(4.3)	(27.6)	(.3)	.3	(.3)	.6	(1.0)	(.7)	(9.6)	(7.2)	.2	(.4)	(7.0)	(3.9)	2.3	.6 (2.7)	1.1	25.9	1.3	.0	.5	(27.8)	
Fcst	(1.1)	.0	(1.1)	(26.2)	(3.3)	(30.6)	(.7)	.2	(.6)	.5	(.8)	(1.4)	(9.9)	(8.4)	(1.2)	.8	(4.9)	(3.4)	1.7	.7 (2.1)	(.2)	22.2	(.5)	.0	(5.2)	(37.2)	
Goal	(2.1)	(.1)	(2.2)	(31.5)	(3.3)	(37.0)	(1.3)	(.7)	(.8)	(.4)	(.8)	(4.0)	(17.0)	(18.7)	(.1)	(.7)	(9.3)	(5.7)	1.8	.5 (5.3)	1.1	25.4	1.3	.0	(26.6)	(67.6)	

GCB BRAZIL BRANCHES
Sales Planning & Control
Out 16/92
opprisko

TR = 25.50
pool free= 27.93
dollar = 8327.88

TR = 25.07
pool free= 28.15
dollar = 8015.00

OCT.FYF9

OPPORTUNITIES/(RISKS) - \$MM

OCT.FLASH

	VOLUME (\$ MM)	SPREAD (%)	R/(E) (\$ MM)	VOLUME (\$ MM)	O/(R)	SPREAD (%)	O/(R)	OTHER O/(R)	TOTAL O/(R)	VOLUME (\$ MM)	SPREAD (%)	R/(E) (\$ MM)
Demand Deposit	10.9	18.68	2.04	(1.1)	(.21)	.18	.02		(.19)	9.8	18.86	1.85
Vip Account	1.9	27.93	.52	.1	.02	.22			.02	1.9	28.15	.54
Time Deposit	97.4	.15	.15	(26.2)	(.04)				(.04)	71.2	.15	.11
Time Gap Earnings		.05	.05				.02		.02		.10	.07
DER	30.0	4.23	1.27	(3.3)	(.14)				(.14)	26.7	4.23	1.13
S/T Cust.Liabilities	140.1	2.87	4.02	(30.5)	(.37)		.04		(.33)	109.6	3.37	3.69
Other Cust Liabilities	1.9	5.25	.10			.04				1.9	5.29	.10
TOTAL CUST. LIABILITIES	142.1	2.90	4.12	(30.5)	(.37)		.05		(.33)	111.5	3.40	3.79
Ready Credit	.4	9.11	.04	.4	.04	(.11)			.04	.9	9.00	.08
Citiplan	.2	9.00	.02							.2	9.00	.02
Cititem/MP	3.6	4.63	.17	(.6)	(.03)	(.63)	(.02)		(.05)	3.0	4.00	.12
ADV	1.8	9.00	.16	.2	.02				.02	2.0	9.00	.18
Citimatic/Citimax	8.6	25.01	2.14	(.7)	(.16)	(2.36)	(.19)		(.35)	7.9	22.65	1.79
Renegotiated Loans	.6	(2.50)	(.02)							.6	(2.50)	(.02)
Other Loans	.4	48.15	.17			.22				.4	48.37	.17
PDO	1.3	(10.53)	(.14)	(.7)	.07	(.22)			.07	.6	(10.75)	(.06)
Leasing	1.2	.46	.01							1.2	.46	.01
Rural	1.5	(2.49)	(.04)							1.5	(2.49)	(.04)
Staff Loans	.4	(17.69)	(.08)			(.22)				.4	(17.91)	(.08)
S/T Cust.Assets	20.0	12.16	2.43	(1.3)	(.06)		(.21)		(.27)	18.6	11.60	2.16
Vault Cash	.7	(27.96)	(.20)			(.19)				.7	(28.15)	(.20)
DER Placements	25.0	(3.10)	(.78)							25.0	(3.10)	(.78)
Other Cust.Assets	1.8	(27.94)	(.51)			(.22)				1.8	(28.16)	(.51)
TOTAL CUST. ASSETS	47.5	2.00	.95	(1.3)	(.06)		(.21)		(.27)	46.2	1.47	.68
Adjust/Refunds			.07									.07
Citiconta	74.5	.60	.45	(9.9)	(.06)				(.06)	64.6	.60	.39
Citiplic	116.0	.43	.50	(8.4)	(.04)				(.04)	107.6	.43	.47
Citicorp	3.2	.27	.01	(1.2)		.08				2.0	.35	.01
Citi DI Emp.	1.8	.27		.7						2.6	.27	.01
Citi DI Con.	20.5	.43	.09	(4.9)	(.02)				(.02)	15.6	.43	.07
Citiacoes	17.6	.68	.12	(3.4)	(.02)				(.02)	14.2	.68	.10
Citiacoes-Mista	4.5	.68	.03	1.7	.01	(.25)	(.02)			6.2	.43	.03
Citiacoes-Livre	.3	.68		.7		(.08)				1.0	.60	.01
Citiouro	25.5	.18	.05	(2.1)						23.4	.18	.04
Citihedge	2.0	.43	.01	(.1)						1.8	.43	.01
Citinmodity	8.5	.36	.03	(2.2)	.08	.24	.07		.15	30.7	.60	.18
Citinmodity DI	2.0	.36	.01	(.5)		.24				1.5	.60	.01
Citinvest	.5									.5		
S/T Mutual Funds	276.8	.47	1.30	(5.2)	(.05)		.06		.01	271.6	.48	1.31
Insurance			.32									.32
Gold Custody			.05									.05
Exchange			.05					.02	.02			.07
Citione Statement			.17					.01	.01			.18
Safekeeping			.14									.14
Revolving Limit			.13									.13
Citicard			.04					.03	.03			.07
Other Fees			.09					.06	.06			.15
FEES/COMMISSIONS			2.29	(5.2)	(.05)		.06	.12	.13			2.42
CNR	435.1	1.68	7.29	(37.2)	(.48)		(.11)	.12	(.47)	397.9	1.71	6.82

GCB BRAZIL BRANCHES
Sales Planning & Control
Out 16/92

TR = 25.50
pool free= 27.93
dollar = 8327.88

TR = 25.07
pool free= 28.15
dollar = 8015.00

OCT.FYF9

OPORTUNITIES/(RISKS) - \$MM

OCT.FLASH

	VOLUME (\$ MM)	SPREAD (%)	R/(E) (\$ MM)	VOLUME (\$ MM)	O/(R)	SPREAD (%)	O/(R)	OTHER O/(R)	TOTAL O/(R)	VOLUME (\$ MM)	SPREAD (%)	R/(E) (\$ MM)
CNR	435.1	1.68	7.29	(37.2)	(.48)	(.11)		.12	(.47)	397.9	1.71	6.82
Gross Write Offs			.17									.17
Recoveries			.12									.12
NCHO			.04									.04
Staff Expenses			3.35									3.35
Marketing			.23									.28
Sales			1.50				(.04)	(.04)				1.52
Quality			.02				(.02)	(.02)				.03
Premises			.12									.16
Technology & Operations			1.08				(.04)	(.04)				1.10
Human Resources			.09				(.03)	(.03)				.09
Credit & Collection			.04				(.01)	(.01)				.05
COS, Admin. & Other			.10									.10
S/T OOE			3.18					(.14)	(.14)			3.33
Direct Charges			(.20)									(.20)
Allocated Expenses			(.07)									(.07)
OPERATING EXPENSES			6.26					(.14)	(.14)			6.40
Accrued Expenses	I (.8)	(39.53)	.32							(.8)	(39.53)	.32
Payable Items	I .6	27.91	.17			.24				.6	28.15	.17
Other non Cust Liabil.	I (2.1)	27.91	(.58)			.24				(2.1)	28.15	(.58)
Prepaid Expenses	(E) .5	(27.95)	(.15)			(.20)				.5	(28.15)	(.15)
Account Receivable	(E) 1.0	(31.46)	(.31)							1.0	(31.46)	(.31)
Fixed Assets/Goodwill	(E) 34.6	(.27)	(.09)							34.6	(.27)	(.09)
Building COF	(E)		(.07)									(.07)
Other non Cust Assets	(E) .3	(25.26)	(.07)			(.22)				.3	(25.48)	(.07)
OTHER I/(E)			(.78)					(.01)	(.01)			(.79)
BUSINESS INCOME			.20	(.48)		(.11)	(.02)	(.62)				(.41)
Other Revenue/Expenses			.02									.02
Matrix Earn./Alloc.Equity			.35									.35
OTHER MISCELLANEOUS			.36									.36
EBIT			.57	(.48)		(.11)	(.02)	(.62)				(.05)
Taxes		32.56	.18	.35		.09	.02	.45		508.95		(.27)
P C E			.38	(.14)		(.02)	(.01)	(.17)				.21