FINANCIAL STATEMENTS

E*TRADE FINANCIAL CORPORATION AND SUBSIDIARIES Consolidated Statements of Income (In thousands, except per share amounts) (Unaudited)

| | Three Mo | onths Ende | Six Months Ended | | |
|--|-----------|------------|------------------|-----------|--|
| | Jui | ne 30, | Jui | ne 30, | |
| | 2006 | 2005 | 2006 | 2005 | |
| Revenue: | | | | | |
| Interest income | \$660,373 | \$387,749 | \$1,254,667 | \$724,270 | |
| Interest expense | | (179,640) | (585,276) | | |
| Net interest income | 344,602 | 208,109 | 669,391 | 395,839 | |
| Provision for loan losses | (10,270) | (12,997) | (20,467) | (25,037) | |
| Net interest income after | | | | | |
| provision for loan losses | 334,332 | 195,112 | 648,924 | 370,802 | |
| Commission | 167,296 | 98,939 | 343,165 | 208,833 | |
| Service charges and fees | 33,640 | 34,453 | 65,630 | 67,746 | |
| Principal transactions | 31,590 | 21,753 | 62,282 | 51,754 | |
| Gain on sales of loans and | | | | | |
| securities, net | 11,107 | 17,256 | 22,735 | 62,271 | |
| Other revenue | 33,393 | 20,174 | 66,971 | 43,678 | |
| Total non-interest income | 277,026 | 192,575 | 560,783 | 434,282 | |
| Total net revenue | 611,358 | 387,687 | 1,209,707 | 805,084 | |
| Expense excluding interest: | 105 641 | 04 000 | 0.41 .600 | 177 200 | |
| Compensation and benefits | 125,641 | 84,928 | 241,629 | 177,388 | |
| Clearing and servicing | 64,138 | 42,811 | 127,426 | 85,790 | |
| Advertising and market | 20 400 | 06 400 | CF 001 | F2 064 | |
| development | 30,420 | 26,482 | 65,201 | 53,064 | |
| Communications | 27,834 | 19,402 | 59,242 | 36,440 | |
| Professional services | 23,219 | 16,763 | 50,974 | 36,465 | |
| Depreciation and amortization | 18,827 | 17,791 | 37,616 | 34,867 | |
| Occupancy and equipment | 20,428 | 16,972 | 40,932 | 34,424 | |
| Amortization of other | 11 072 | 1 206 | 23,304 | 9,369 | |
| intangibles | 11,972 | 4,386 | 23,304 | 9,309 | |
| Facility restructuring and other exit activities | 2,884 | 407 | 2,631 | 964 | |
| Other exit activities Other | 25,208 | 16,416 | 56,213 | 42,788 | |
| Total expense excluding | 23,200 | 10,410 | 30,213 | 42,700 | |
| interest | 350,571 | 246,358 | 705,168 | 511,559 | |
| Income before other income | 330,371 | 240,330 | 703,100 | 311,339 | |
| (expense), income taxes, | | | | | |
| minority interest and | | | | | |
| discontinued operations | 260,787 | 141,329 | 504,539 | 293,525 | |
| Other income (expense): | 200,.0. | | 301,333 | 233,023 | |
| Corporate interest income | 2,188 | 2,425 | 4,149 | 4,387 | |
| Corporate interest expense | | (11,625) | | (23,192) | |
| Gain on sales and impairment | (00)===/ | (,, | (,, | (==,==, | |
| of investments | 15,290 | 30,607 | 32,906 | 46,144 | |
| Loss on early extinguishment | | 33,33 | 0=,000 | , | |
| of debt | (568) | _ | (703) | _ | |
| Equity in income (loss) of | (000) | | (100) | | |
| investments and venture funds | 189 | 1,398 | (818) | 4,039 | |
| Total other income (expense) | | 22,805 | (41,088) | | |
| Income before income taxes, | (==, ===, | , | (,, | , | |
| minority interest and | | | | | |
| discontinued operations | 241,772 | 164,134 | 463,451 | 324,903 | |
| Income tax expense | • | 54,745 | • | | |
| Minority interest in | , | • | , | • | |
| subsidiaries | _ | 6 | _ | 58 | |
| Net income from continuing | | | | | |
| operations | 156,692 | 109,383 | 299,676 | 211,589 | |
| Discontinued operations, | • | • | | • | |
| net of tax: | | | | | |
| | | | | | |

| Loss from discontinued | | | | | | | | |
|--|------|--------|----|---------|----|---------|----|---------|
| operations | | (208) | | (5,225) | | (721) | (| 15,437) |
| Loss on disposal of | | | | /2 E01\ | | | | /2 E01\ |
| discontinued operations Net loss from discontinued | | - | | (2,591) | | _ | | (2,591) |
| operations | | (208) | | (7,816) | | (721) | (| 18,028) |
| Net income | \$1! | | | 01,567 | | | | 93,561 |
| | • | , | · | • | | . , | • | • |
| Basic earnings per share from | | | | | | | | |
| continuing operations | \$ | 0.37 | \$ | 0.30 | \$ | 0.72 | \$ | 0.58 |
| Basic loss per share from | | | | | | 40.00 | | |
| discontinued operations | _ | | | | | (0.00) | | |
| Basic net earnings per share | Ş | 0.37 | Ş | 0.28 | Ş | 0.72 | Ş | 0.53 |
| Diluted earnings per share from | | | | | | | | |
| continuing operations | \$ | 0.36 | \$ | 0.29 | \$ | 0.69 | \$ | 0.56 |
| Diluted loss per share from | | | | | | | | |
| discontinued operations | | | | | | (0.00) | | (0.05) |
| Diluted net earnings per share | \$ | 0.36 | \$ | 0.27 | \$ | 0.69 | \$ | 0.51 |
| Shares used in computation of | | | | | | | | |
| per share data: | | | | | | | | |
| Basic | 42 | 21,929 | 3 | 65,180 | | 418,324 | 3 | 65,643 |
| Diluted | | 39,460 | | 76,345 | | 435,918 | | 77,511 |
| | | • | | • | | · · | | |

E*TRADE FINANCIAL CORPORATION AND SUBSIDIARIES Consolidated Statements of Income (In thousands, except per share amounts) (Unaudited)

Three Months Ended

| | Three Months Ended | | | | |
|--------------------------------------|--------------------|-----------|-----------|--|--|
| | June 30, | March 31, | June 30, | | |
| | 2006 | 2006 | 2005 | | |
| Revenue: | | | | | |
| Interest income | \$660,373 | \$594,294 | \$387,749 | | |
| Interest expense | (315,771) | (269,505) | (179,640) | | |
| Net interest income | 344,602 | 324,789 | 208,109 | | |
| Provision for loan losses | (10,270) | (10,197) | (12,997) | | |
| Net interest income after | | | | | |
| provision for loan losses | 334,332 | 314,592 | 195,112 | | |
| Commission | 167,296 | 175,869 | 98,939 | | |
| Service charges and fees | 33,640 | 31,990 | 34,453 | | |
| Principal transactions | 31,590 | 30,692 | 21,753 | | |
| Gain on sales of loans and | | | | | |
| securities, net | 11,107 | 11,628 | 17,256 | | |
| Other revenue | 33,393 | 33,578 | 20,174 | | |
| Total non-interest income | 277,026 | 283,757 | 192,575 | | |
| Total net revenue | 611,358 | 598,349 | 387,687 | | |
| Expense excluding interest: | | | | | |
| Compensation and benefits | 125,641 | 115,988 | 84,928 | | |
| Clearing and servicing | 64,138 | 63,288 | 42,811 | | |
| Advertising and market development | 30,420 | 34,781 | 26,482 | | |
| Communications | 27,834 | 31,408 | 19,402 | | |
| Professional services | 23,219 | 27,755 | 16,763 | | |
| Depreciation and amortization | 18,827 | 18,789 | 17,791 | | |
| Occupancy and equipment | 20,428 | 20,504 | 16,972 | | |
| Amortization of other intangibles | 11,972 | 11,332 | 4,386 | | |
| Facility restructuring and other | | | | | |
| exit activities | 2,884 | (253) | 407 | | |
| Other | 25,208 | 31,005 | 16,416 | | |
| Total expense excluding interest | 350,571 | 354,597 | 246,358 | | |
| Income before other income | | | | | |
| (expense), income taxes, minority | | | | | |
| interest and discontinued operations | 260,787 | 243,752 | 141,329 | | |
| - | | | | | |

| Other income (expense): | | | | | | |
|--------------------------------------|------|--------|-----|---------|----|---------|
| Corporate interest income | | 2,188 | | 1,961 | | 2,425 |
| Corporate interest expense | | 6,114) | (| 40,508) | (| 11,625) |
| Gain on sales and impairment of | • | , , | • | , , | · | , , |
| investments | 1 | 5,290 | | 17,616 | | 30,607 |
| Loss on early extinguishment of debt | | (568) | | (135) | | _ |
| Equity in income (loss) of | | • • | | | | |
| investments and venture funds | | 189 | | (1,007) | | 1,398 |
| Total other income (expense) | (1 | 9,015) | | 22,073) | : | 22,805 |
| Income before income taxes, | • | ., | • | , , | | , |
| minority interest and discontinued | | | | | | |
| operations | 24 | 1,772 | 2 | 21,679 | 1 | 64,134 |
| Income tax expense | | 5,080 | | 78,695 | | 54,745 |
| Minority interest in subsidiaries | _ | _ | | - | | 6 |
| Net income from continuing | | | | | | • |
| operations | 15 | 6,692 | 1 | 42,984 | 1 | 09,383 |
| Discontinued operations, | | -, | _ | , | _ | , |
| net of tax: | | | | | | |
| Loss from discontinued operations | | (208) | | (513) | | (5,225) |
| Loss on disposal of discontinued | | (/ | | (, | | (-,, |
| operations | | _ | | _ | | (2,591) |
| Net loss from discontinued | | | | | | (-,, |
| operations | | (208) | | (513) | | (7,816) |
| Net income | \$15 | 6,484 | \$1 | 42,471 | | 01,567 |
| Basic earnings per share from | • | - , | • | , | • | . , |
| continuing operations | Ś | 0.37 | \$ | 0.34 | \$ | 0.30 |
| Basic loss per share from | • | | • | | • | |
| discontinued operations | | (0.00) | | (0.00) | | (0.02) |
| Basic net earnings per share | \$ | 0.37 | \$ | 0.34 | \$ | 0.28 |
| | • | | • | | • | |
| Diluted earnings per share from | | | | | | |
| continuing operations | \$ | 0.36 | \$ | 0.33 | \$ | 0.29 |
| Diluted loss per share from | | | • | | • | |
| discontinued operations | | (0.00) | | (0.00) | | (0.02) |
| Diluted net earnings per share | \$ | 0.36 | \$ | 0.33 | \$ | 0.27 |
| Shares used in computation of per | • | | • | | • | |
| share data: | | | | | | |
| Basic | 42 | 1,929 | 4 | 14,679 | 3 | 65,180 |
| Diluted | | 9,460 | | 32,302 | | 76,345 |
| | _ | , | | , | _ | , - |

E*TRADE FINANCIAL CORPORATION AND SUBSIDIARIES Consolidated Balance Sheet (Dollars in thousands, except share amounts) (Unaudited)

| | | June 30, 2006 | Dec | ember 31, 2005 |
|--|------|------------------|------|-------------------|
| ASSETS | | | | |
| Cash and equivalents | \$ | 876,405 | \$ | 844,188 |
| Cash and investments required to be segregated | | | | |
| under Federal or other regulations | | 268,834 | | 610,174 |
| Trading securities | | 122,017 | | 146,657 |
| Available-for-sale mortgage-backed and | | | | |
| investment securities | 14 | ,741,457 | 12 | ,763,438 |
| Loans held-for-sale, net | | 145,135 | | 87,371 |
| Brokerage receivables, net | 8 | ,058,148 | 7 | ,174,175 |
| Loans receivable, net | 20 | ,871,740 | 19 | ,424,895 |
| Property and equipment, net | | 302,701 | | 299,256 |
| Goodwill | 2 | ,019,197 | 2 | ,003,456 |
| Other intangibles, net | | 503,979 | | 532,108 |
| Other assets | | 983,186 | | 681,968 |
| Total assets | \$48 | ,892,799 | \$44 | ,567,686 |

LIABILITIES AND SHAREHOLDERS' EQUITY

| Liabilities: | | |
|--|--------------|--------------|
| Deposits | \$21,202,870 | \$15,948,015 |
| Securities sold under agreements to | | |
| repurchase | 10,184,813 | 11,101,542 |
| Brokerage payables | 7,854,477 | 7,342,208 |
| Other borrowings | 3,489,708 | 4,206,996 |
| Senior notes | 1,391,250 | 1,401,947 |
| Mandatory convertible notes | 438,083 | 435,589 |
| Convertible subordinated notes | - | 185,165 |
| Accounts payable, accrued and other | | |
| liabilities | 484,613 | 546,664 |
| Total liabilities | 45,045,814 | 41,168,126 |
| Shareholders' Equity: | | |
| Common stock, \$0.01 par value, shares | | |
| authorized: 600,000,000; issued and | | |
| outstanding: 425,924,023 at June 30, 2006 | | |
| and 416,582,164 at December 31, 2005 | 4,259 | 4,166 |
| Additional paid-in-capital | 3,187,067 | 2,990,676 |
| Retained earnings | 879,385 | 580,430 |
| Accumulated other comprehensive loss | (223,726) | (175,712) |
| Total shareholders' equity | 3,846,985 | 3,399,560 |
| Total liabilities and shareholders' equity | \$48,892,799 | \$44,567,686 |

SEGMENT REPORTING

| SEGMENT REPORTING | | | | |
|----------------------------|-----------|--------------|--------------|-----------|
| | Th | ree Months E | nded June 30 | 0, 2006 |
| | | Insti- | Elimin- | |
| | Retail | tutional | ations(3) |) Total |
| | | (Dollars in | thousands) | |
| Revenue: | | | | |
| Interest income | \$372,732 | \$503,168 | \$(215,527) | \$660,373 |
| Interest expense | (144,026) | | 215,527 | |
| Net interest income | 228,706 | 115,896 | - | 344,602 |
| Provision for loan losses | _ | (10,270) | - | (10,270 |
| Net interest income after | | | | |
| provision for loan losses | 228,706 | 105,626 | - | 334,332 |
| Commission | 127,567 | 39,729 | _ | 167,296 |
| Service charges and fees | 27,803 | 5,837 | - | 33,640 |
| Principal transactions | _ | 31,590 | _ | 31,590 |
| Gain on sales of loans and | | | | |
| securities, net | 8,958 | 2,149 | _ | 11,107 |
| Other revenue | 35,152 | 1,751 | (3,510) | 33,393 |
| Total non-interest income | 199,480 | 81,056 | (3,510) | 277,026 |
| Total net revenue | 428,186 | 186,682 | (3,510) | 611,358 |
| xpense excluding interest: | | | | |
| Compensation and benefits | 80,352 | 45,289 | - | 125,641 |
| Clearing and servicing | 20,124 | 47,524 | (3,510) | 64,138 |
| Advertising and market | | | | |
| development | 28,388 | 2,032 | _ | 30,420 |
| Communications | 24,520 | 3,314 | _ | 27,834 |
| Professional services | 18,168 | 5,051 | _ | 23,219 |
| Depreciation and | • | · | | · |
| amortization | 14,570 | 4,257 | - | 18,827 |
| Occupancy and equipment | 18,483 | 1,945 | _ | 20,428 |
| Amortization of other | • | , | | • |
| intangibles | 9,814 | 2,158 | _ | 11,972 |
| Facility restructuring and | • | , | | • |
| other exit activities | 2,824 | 60 | _ | 2,884 |
| Other | 21,452 | 3,756 | _ | 25,208 |
| Total expense excluding | , | - , | | - , |
| interest | 238,695 | 115,386 | (3,510) | 350,571 |
| | ===,=== | ===,=== | (-,-=-, | , |

| | | Months Ende | Elimin- | |
|-----------------------------|-----------|-------------------------|-------------------------|-----------|
| _ | Retail | tutional (Dollars in | | Total |
| Revenue: | **** | ** | | |
| Interest income | \$318,202 | \$453,476 | \$(177,384) | |
| Interest expense | (112,282) | | 177,384 | (269,505) |
| Net interest income | 205,920 | 118,869 | - | 324,789 |
| Provision for loan losses | - | (10,197) | - | (10,197) |
| Net interest income after | | | | |
| provision for loan losses | 205,920 | 108,672 | - | 314,592 |
| Commission | 135,864 | 40,005 | _ | 175,869 |
| Service charges and fees | 26,924 | 5,066 | _ | |
| Principal transactions | _ | 30,692 | _ | |
| Gain on sales of loans and | | 00,00= | | 30,00= |
| securities, net | 8,727 | 2,901 | _ | 11,628 |
| Other revenue | 35,719 | • | (2 077) | • |
| | • | 1,836 | (3,977) | • |
| Total non-interest income | 207,234 | 80,500 | (3,977) | • |
| Total net revenue | 413,154 | 189,172 | (3,977) | 598,349 |
| Expense excluding interest: | | | | |
| Compensation and benefits | 71,207 | 44,781 | - | 115,988 |
| Clearing and servicing | 17,365 | 49,900 | (3,977) | 63,288 |
| Advertising and market | | | | |
| development | 33,055 | 1,726 | _ | 34,781 |
| Communications | 28,483 | 2,925 | _ | |
| Professional services | 22,318 | 5,437 | _ | 27,755 |
| Depreciation and | 22,310 | 3,431 | | 21,133 |
| amortization | 14 560 | 4 221 | | 10 700 |
| | 14,568 | 4,221 | - | 18,789 |
| Occupancy and equipment | 18,987 | 1,517 | - | 20,504 |
| Amortization of other | | | | |
| intangibles | 9,873 | 1,459 | - | 11,332 |
| Facility restructuring and | | | | |
| other exit activities | 375 | (628) | - | (253) |
| Other | 19,589 | 11,416 | - | 31,005 |
| Total expense excluding | | | | |
| interest | 235,820 | 122,754 | (3,977) | 354,597 |
| Segment income | \$177,334 | \$66,418 | \$ - | \$243,752 |
| | | | | |
| | Thre | ee Months End Insti- | ded June 30, Elimin- | 2005 |
| | Retail | tutional | ations(3) | Total |
| | Recarr | (Dollars in | • • | IOCAI |
| Devenue | | (DOITALS IN | thousands) | |
| Revenue: | 6152 620 | 6220 OCE | ¢ (06 0FF) | 6207 740 |
| Interest income | \$153,639 | \$330,965 | \$ (96,855) | |
| Interest expense | (55,174) | | 96,855 | (179,640) |
| Net interest income | 98,465 | 109,644 | - | 208,109 |
| Provision for loan losses | _ | (12,997) | - | (12,997) |
| Net interest income after | | | | |
| provision for loan losses | 98,465 | 96,647 | - | 195,112 |
| Commission | 71,316 | 27,623 | _ | 98,939 |
| Service charges and fees | 30,175 | 4,278 | _ | 34,453 |
| Principal transactions | , | 21,753 | _ | 21,753 |
| Gain on sales of loans and | | ,.55 | | ,.55 |
| | 17 024 | /E70\ | | 17 256 |
| securities, net | 17,834 | (578) | - (7, 000) | 17,256 |
| Other revenue | 26,725 | 1,418 | (7,969) | |
| Total non-interest income | 146,050 | 54,494 | (7,969) | 192,575 |
| Total net revenue | 244,515 | 151,141 | (7,969) | 387,687 |
| Expense excluding interest: | | | | |
| Compensation and benefits | 54,901 | 30,027 | - | 84,928 |

| Clearing and servicing | 10,257 | 40,523 | (7,969) | 42,811 |
|-------------------------------|-----------|-----------|---------|-----------|
| Advertising and market | | | | |
| development | 24,294 | 2,188 | - | 26,482 |
| Communications | 16,782 | 2,620 | _ | 19,402 |
| Professional services | 12,718 | 4,045 | - | 16,763 |
| Depreciation and amortization | 14,071 | 3,720 | - | 17,791 |
| Occupancy and equipment | 13,908 | 3,064 | _ | 16,972 |
| Amortization of other | | | | |
| intangibles | 2,120 | 2,266 | - | 4,386 |
| Facility restructuring and | | | | |
| other exit activities | 435 | (28) | _ | 407 |
| Other | 5,040 | 11,376 | - | 16,416 |
| Total expense excluding | | | | |
| interest | 154,526 | 99,801 | (7,969) | 246,358 |
| Segment income | \$ 89,989 | \$ 51,340 | \$ - | \$141,329 |
| | | | | |

2006 GAAP EARNINGS GUIDANCE AND KEY DRIVER ASSUMPTIONS

| | Q106A | Q206A | 1H06A |
|---|---------|---------|---------|
| Earnings per share (excluding \$0.05 of | | | |
| acquisition-related integration expenses) | \$ 0.36 | \$ 0.37 | \$ 0.73 |
| GAAP earnings per share | \$ 0.33 | \$ 0.36 | \$ 0.69 |
| DARTs (in thousands) | 181 | 166 | 173 |
| Average commission per revenue trade | \$12.10 | \$12.23 | \$12.16 |
| Average margin debt (\$B) | \$ 6.6 | \$ 7.0 | \$ 6.8 |
| Enterprise cash, end of period (\$B) | \$ 30.4 | \$ 30.7 | \$ 30.7 |
| Average enterprise net interest spread | | | |
| (basis points) (4) | 286 | 291 | 290 |
| Average enterprise interest-earning | | | |
| assets (\$B) | \$ 41.3 | \$ 44.1 | \$ 42.7 |

| | 2н06 | Estimate | FY2006 | Estimate |
|---|---------|----------|---------|----------|
| | Low | High | Low | High |
| Earnings per share (excluding \$0.05 of acquisition-related integration | | | | |
| expenses) | \$ 0.69 | \$ 0.79 | \$ 1.42 | \$ 1.52 |
| GAAP earnings per share | \$ 0.68 | \$ 0.78 | \$ 1.37 | \$ 1.47 |
| DARTs (in thousands) | 140 | 160 | 157 | 167 |
| Average commission per revenue trade | \$12.15 | \$12.25 | \$12.16 | \$12.20 |
| Average margin debt (\$B) | \$ 7.0 | \$ 7.1 | \$ 6.9 | \$ 7.0 |
| Enterprise cash, end of period (\$B) | \$ 32.0 | \$ 34.5 | \$ 32.0 | \$ 34.5 |
| Average enterprise net interest spread | | | | |
| (basis points) (4) | 285 | 300 | 287 | 295 |
| Average enterprise interest-earning | | | | |
| assets (\$B) | \$ 45.0 | \$ 50.0 | \$ 43.9 | \$ 46.4 |

KEY PERFORMANCE METRICS (5)

| | | Q | Qtr ended 6/30/06 | | |
|-----------------------|-----------|-------------|----------------------|-----------|---------|
| | Qtr ended | Qtr ended | vs. | Qtr ended | vs. |
| CORPORATE METRICS | 6/30/06 | 3/31/06 | 3/31/06 | 6/30/05 | 6/30/05 |
| Operating margin %(2) | | | | | |
| Consolidated | 43 % | 41 % | 2 % | 36 % | 7 % |
| Retail | 44 % | 43 % | 1 % | 37 % | 7 % |
| Institutional | 38 % | 35 % | 3 % | 34 % | 4 % |
| Employees | 4,140 | 3,823 | 8 % | 3,131 | 32 % |

| Consultants and other Total headcount | 565 4,705 | 702 4,525 | (20) % 4 % | 375 3,506 | 51 % 34 % |
|---|-----------------------|----------------------|---------------|-----------------------|----------------|
| Revenue per headcount | \$129,938 | \$132,232 | (2)% | \$110,578 | 18 % |
| Revenue per compensation and benefits dollar | \$ 4.87 | \$ 5.16 | (6)% | \$ 4.56 | 7 % |
| Book value per share | \$ 9.03 | \$ 8.61 | 5 % | \$ 6.23 | 45 % |
| Tangible book value per share | \$ 3.11 | \$ 2.58 | 21 % | \$ 4.82 | (35)% |
| Cash & equivalents (\$MM Free cash (\$MM) |)\$ 876.4 \$ 650.8 | \$ 823.2 \$ 650.7 | 6 % 0 % | \$1,095.4 \$ 727.6 | (20)% (11)% |
| Enterprise net interest spread (basis points)(4) Enterprise interestearning assets, | 291 | 286 | 2 % | 245 | 19 % |
| average (\$MM) | \$ 44,064 | \$ 41,343 | 7 % | \$ 32,076 | 37 % |
| Earnings before interest, taxes, depreciation & amortization (\$MM) Net income from | | | | | |
| continuing operations | \$ 156.7 | \$ 143.0 | 10 % | \$ 109.4 | 43 % |
| Tax expense Depreciation & amortization | 85.1 30.8 | 78.7 30.1 | 8 % 2 % | 54.7 22.2 | 56 % 39 % |
| Corporate interest expense | 36.1 | 40.5 | (11)% | 11.6 | 211 % |
| EBITDA | \$ 308.7 | \$ 292.3 | 6 % | \$ 197.9 | 56 % |
| Interest coverage | 8.5 | 7.2 | 19 % | 17.0 | (50)% |
| RETAIL METRICS | | | | | |
| Trading days | 63.0 | 62.0 | 2 % | 64.0 | (2)% |
| Daily Average Revenue Trades (DARTs) | | | | | |
| - US - International | 142,621 22,981 | 159,199 21,960 | (10)% 5% | 68,256 12,613 | 109 % 82 % |
| Total DARTs | 165,602 | 181,159 | (9)% | 80,869 | 105 % |
| Total retail trades (MM |) 10.4 | 11.2 | (7)% | 5.2 | 100 % |
| Retail average commission per trade \$ | 12.23 \$ | 3 12.10 | 1 % \$ | 13.78 | (11)% |
| End of period margin debt (\$B) \$ | 7.15 \$ | 6.81 | 5 % \$ | 2.26 | 216 % |
| Average margin debt (\$B) \$ | | | 5 % \$ | | 222 % |
| Gross new trading/investing | | | | | |
| accounts Gross new deposit/lending | 169,595 | 190,027 | (11)% | 142,010 | 19 % |
| accounts Inactive accounts | 97,739 (164,166) | 80,632 (155,680) | 21 % (5)% | 62,099 (115,957) | 57 % (42)% |
| | | | | | |

| Customer closed accounts | (61,689) | (64,323) | 4 % | (61,972) | 0 % |
|---|--------------|--------------|------------|--------------|--------------|
| Net new retail accounts | 41,479 | 50,656 | (18)% | 26,180 | 58 % |
| End of period trading/investing accounts End of period | 3,626,963 | 3,634,803 | 0 % | 2,990,586 | 21 % |
| deposit/lending accounts | 748,950 | 699,631 | 7 % | 653,602 | 15 % |
| End of period retail accounts | · | 4,334,434 | 1 % | • | 20 % |
| Net new customers | 11,040 | | 175 % | 5,176 | 113 % |
| End of period total retail customers | 3,415,642 | 3,404,602 | 0 % | 2,901,201 | 18 % |
| End of period assets | | | | | |
| per customer Consolidated net | \$ 52,906 | | (6)% | | 59 % |
| revenue per customer Consolidated segment | • | • | 2 % | • | 34 % |
| income per customer Products per customer | \$ 76 2.1 | \$ 72 2.1 | 6 % 0 % | \$ 49 2.0 | 55 % 5 % |
| Total Retail Client | | | | | |
| Assets (\$B) Security holdings Cash (including money | \$ 121.6 | \$ 127.8 | (5)% | \$ 52.4 | 132 % |
| market funds) Unexercised options | 10.1 | 11.5 | (12)% | 6.1 | 66 % |
| (vested) Client assets in | 28.4 | 34.4 | (17) % | 25.6 | 11 % |
| trading/investing accounts | 160.1 | 173.7 | (8)% | 84.1 | 90 % |
| Sweep Deposit Account Transaction accounts | 10.5 6.1 | 10.1 5.7 | 4 % 7 % | 6.4 4.0 | 64 % 53 % |
| CDs Client assets in | 4.0 | 3.1 | 29 % | 2.2 | 82 % |
| deposit accounts Total retail client | 20.6 | 18.9 | 9 % | 12.6 | 63 % |
| assets | \$ 180.7 | \$ 192.6 | (6)% | \$ 96.7 | 87 % |
| Total customer cash and deposits | \$ 30.7 | \$ 30.4 | 1 % | \$ 18.7 | 64 % |
| Unexercised options (unvested) (\$B) | \$ 16.5 | \$ 21.8 | (24)% | \$ 16.0 | 3 % |
| INSTITUTIONAL METRICS | | | | | |
| Market Making Equity shares traded Average revenue | (MM) 69,537 | 90,871 | (23) % | 30,584 | 127 % |
| capture per 1,000 equity shares % of Bulletin Board | \$ 0.387 | \$ 0.277 | 40 % | \$ 0.515 | (25)% |
| equity shares to total equity shares | 92.79 | 94.1% | (1)% | 87.8% | 5 % |

End of Period Enterprise Loans Receivable Detail (\$MM) Mortgage and home equity

| loans, net Margin receivables Consumer loans, net Other Total enterprise loans receivable, net | \$17,256 7,146 3,610 151 \$28,163 | \$15,755 6,814 3,777 97 \$26,443 | 10 % 5 % (4)% 56 % | \$11,672 2,260 4,131 29 \$18,092 | 48 % 216 % (13)% 421 % |
|--|---|--|-----------------------------|--|---------------------------------|
| · | Q20,103 | Q20,443 | , , | Ψ10,032 | 30 % |
| Credit Quality and Reserve Metrics | | | | | |
| Net charge-offs as a | | | | | |
| % of average held- | | | | | |
| for-investment loans, | | | | | |
| net (annualized) | 0.15 % | 0.18 % | (0.03)% | 0.27 % | (0.12)% |
| Provision as a % of | | | | | |
| average held-for- | | | | | |
| investment loans, | 0 00 0 | 0 01 0 | (0.01) | 0 27 0 | (0 17) |
| net (annualized) Allowance as a % of | 0.20 % | 0.21 % | (0.01)% | 0.37 % | (0.17)% |
| total ending gross | | | | | |
| held-for-investment | | | | | |
| loans | 0.32 % | 0.33 % | (0.01)% | 0.35 % | (0.03)% |
| Total non-performing | | | | | |
| loans, net, as a % | | | | | |
| of total gross held- | | | | | |
| for-investment loans | 0.22 % | 0.21 % | 0.01 % | 0.15 % | 0.07 % |
| Total loan loss | | | | | |
| allowance as a % of total non-performing | | | | | |
| loans, net | 144 % | 158 % | (14)% | 239 % | (95)% |
| Tier 1 Capital Ratio(6) | 5.85 % | 6.03 % | (0.18)% | 5.93 % | (0.08)% |
| Risk Weighted Capital | - · · - · · | | • • • • • | | • • |
| Ratio(6) | 11.01 % | 11.21 % | (0.20)% | 11.03 % | (0.02)% |
| | | | | | |

ACTIVITY IN ALLOWANCE FOR LOAN LOSSES

| | Three Month | s Ended Jun | e 30, 2006 |
|----------------------------|-------------|-------------|------------|
| | Mortgage | Consumer | Total |
| | (Dolla | rs in thous | ands) |
| Allowance for loan losses, | | | |
| ending 3/31/06 | \$31,401 | \$33,108 | \$64,509 |
| Provision for loan losses | 6,033 | 4,237 | 10,270 |
| Charge-offs, net | (2,973) | (4,685) | (7,658) |
| Allowance for loan losses, | | | |
| ending 6/30/06 | \$34,461 | \$32,660 | \$67,121 |

AVERAGE ENTERPRISE BALANCE SHEET DATA

| | Three Months Ended | | | |
|----------------------------------|--------------------|--------------|------------|--|
| | June 30, 2006 | | | |
| | Average | Interest | Average | |
| | Balance | Inc./Exp. | Yield/Cost | |
| Average Interest-Earning Assets: | (Do | llars in tho | ousands) | |
| Loans, net(7) | \$20,419,936 | \$303,499 | 5.95% | |
| Margin receivables | 6,982,867 | 123,390 | 7.09% | |
| Mortgage-backed and related | | | | |
| available-for-sale securities | 11,715,510 | 147,374 | 5.03% | |
| Available-for-sale investment | | | | |
| securities | 3,048,166 | 47,287 | 6.21% | |
| Trading securities | 142,452 | 2,946 | 8.27% | |
| Cash and cash equivalents(8) | 1,260,684 | 13,421 | 4.27% | |
| Stock borrow and other | 493,981 | 8,795 | 7.14% | |
| Total average interest-earning | · | • | | |

| assets | \$44,063,596 | \$646,712 | 5.87% |
|---------------------------------------|--------------|-----------|-------|
| Average Interest-Bearing Liabilities: | | | |
| Retail deposits | \$19,848,322 | \$115,062 | 2.33% |
| Brokered certificates of deposit | 577,068 | 6,696 | 4.65% |
| Free credits(9) | 6,416,136 | 16,957 | 1.06% |
| Repurchase agreements and other | | | |
| borrowings | 10,580,283 | 129,103 | 4.83% |
| FHLB advances | 2,842,198 | 32,207 | 4.48% |
| Stock loan and other | 1,133,694 | 8,487 | 3.00% |
| Total average interest-bearing | | | |
| liabilities | \$41,397,701 | \$308,512 | 2.96% |
| Enterprise net interest | | | |
| <pre>income/spread(4)</pre> | | \$338,200 | 2.91% |

Three Months Ended March 31, 2006

| | Average Balance | Interest Inc./Exp. | Average Yield/Cost |
|---------------------------------------|--------------------|-----------------------|-----------------------|
| Average Interest-Earning Assets: | (Do | llars in tho | usands) |
| Loans, net(7) | \$19,571,064 | \$281,270 | 5.75% |
| Margin receivables | 6,477,585 | 104,904 | 6.57% |
| Mortgage-backed and related | | | |
| available-for-sale securities | 10,555,616 | 125,504 | 4.76% |
| Available-for-sale investment | | | |
| securities | 2,519,826 | 37,389 | 5.94% |
| Trading securities | 138,660 | 2,648 | 7.64% |
| Cash and cash equivalents(8) | 1,549,180 | 15,899 | 4.16% |
| Stock borrow and other | 530,629 | 7,730 | 5.91% |
| Total average interest-earning | | | |
| assets | \$41,342,560 | \$575,344 | 5.56% |
| Average Interest-Bearing Liabilities: | | | |
| Retail deposits | \$18,120,089 | \$90,505 | 2.03% |
| Brokered certificates of deposit | 420,600 | 4,113 | 3.97% |
| Free credits(9) | 6,759,733 | 16,373 | 0.98% |
| Repurchase agreements and other | | | |
| borrowings | 9,855,018 | 111,520 | 4.53% |
| FHLB advances | 3,054,111 | 32,539 | 4.26% |
| Stock loan and other | 669,753 | 4,197 | 2.54% |
| Total average interest-bearing | | | |
| liabilities | \$38,879,304 | \$259,247 | 2.70% |
| Enterprise net interest | | | |
| income/spread(4) | | \$316,097 | 2.86% |

Three Months Ended June 30, 2005 rage Interest A

| | Average | Interest | Average |
|---------------------------------------|--------------|--------------|------------|
| | Balance | Inc./Exp. | Yield/Cost |
| Average Interest-Earning Assets: | (Doll | lars in thou | sands) |
| Loans, net(7) | \$14,289,236 | \$183,999 | 5.15% |
| Margin receivables | 2,169,299 | 32,800 | 6.06% |
| Mortgage-backed and related | | | |
| available-for-sale securities | 9,449,551 | 98,855 | 4.18% |
| Available-for-sale investment | | | |
| securities | 3,328,278 | 42,835 | 5.15% |
| Trading securities | 215,438 | 2,328 | 4.32% |
| Cash and cash equivalents(8) | 2,128,841 | 15,866 | 2.99% |
| Stock borrow and other | 495,314 | 5,281 | 4.28% |
| Total average interest-earning | | | |
| assets | \$32,075,957 | \$381,964 | 4.77% |
| Average Interest-Bearing Liabilities: | | | |
| Retail deposits | \$12,248,939 | \$49,629 | 1.63% |
| Brokered certificates of deposit | 456,724 | 3,782 | 3.32% |
| Free credits(9) | 3,704,143 | 5,075 | 0.55% |
| | | | |

| Repurchase agreements and other | | | |
|---------------------------------|--------------|-----------|-------|
| borrowings | 10,409,126 | 87,507 | 3.36% |
| FHLB advances | 3,001,297 | 27,500 | 3.62% |
| Stock loan and other | 505,064 | 1,660 | 1.32% |
| Total average interest-bearing | | | |
| liabilities | \$30,325,293 | \$175,153 | 2.32% |
| Enterprise net interest | | | |
| income/spread(4) | | \$206,811 | 2.45% |

RECONCILIATION FROM ENTERPRISE NET INTEREST INCOME TO NET INTEREST INCOME

| | Three | e Months Ende | ed |
|--|-----------|---------------|-----------|
| | June 30, | March 31, | June 30, |
| | 2006 | 2006 | 2005 |
| | (Dolla | ars in thousa | ands) |
| Enterprise Net Interest Income | \$338,200 | \$316,097 | \$206,811 |
| Taxable equivalent adjustment(10) | (4,306) | (3,392) | (2,672) |
| Stock conduit, net(11) | 132 | 262 | 311 |
| Customer cash held by third parties (12) | 10,576 | 11,822 | 3,659 |
| Net Interest Income | \$344,602 | \$324,789 | \$208,109 |