## SECURITIES AND EXCHANGE COMMISSION

 Washington, D.C. 20549FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934


Capital One Financial Corporation
(Exact name of registrant as specified in its charter)

| Delaware | 1-13300 | 54-1719854 |
| :---: | :---: | :---: |
| (State of incorporation or organization) | (Commission File Number) | (IRS Employer <br> Identification No.) |
| 2980 Fairview Park Drive |  |  |
| Suite 1300 |  |  |
| Falls Church, Virginia |  | 22042 |
| (Address of principal ex | ffices) | (Zip Code) |

Registrant's telephone number, including area code: (703) 205-1000

Item 5. Other Events.
(a) See attached press release.
(b) Cautionary Factors

The attached press release contains forward looking statements which involve a number of risks and uncertainties. The Company cautions readers that any forward-looking information is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking information as a result of various factors including, but not limited to, the following: continued intense competition from numerous providers of products and services which compete with the Company's businesses; with respect to financial products, changes in the Company's aggregate accounts or consumer loan balances and the growth rate thereof, including changes resulting from factors such as shifting product mix, amount of actual marketing expenses made by the Company and attrition of accounts and loan balances; an increase in credit losses (including increases due to a worsening of general economic conditions); difficulties or delays in the development, production, testing and marketing of new products or services; losses associated with new products or services; financial, legal, regulatory or other difficulties that may affect investment in, or the overall performance of, a product or business, including changes in existing laws to regulate further the credit card and consumer loan industry and the financial services industry, in general; the amount of, and rate of growth in, the Company's expenses (including associate and marketing expenses) as the Company's business develops or changes or as it expands into new market areas; the availability of capital necessary to fund the Company's new businesses; the ability of the Company to build the operational and organizational infrastructure necessary to engage in new businesses or to expand internationally; the ability of the Company to recruit experienced personnel to assist in the management and operations of new products and services; and other factors listed from time to time in the Company's SEC reports, including the Annual Report on Form 10-K for the year ended December 31, 1997 (Part I, Item 1, Cautionary Statements).

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits.
99.1. Press Release of the Company dated July 16, 1998.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this registration statement to be signed on its behalf by the undersigned, thereto duly authorized.

CAPITAL ONE FINANCIAL CORPORATION

Dated: July 16, 1998
By: /s/ James M. Zinn
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Senior Vice President and Chief Financial Officer
V.P., Investor Relations (703) 205-1039

Sam Wang Manager, Media Relations (703) 205-1180

## Capital One Reports Record Second Quarter Earnings

Falls Church, Va. (July 16, 1998) - Capital One Financial Corporation (NYSE: COF) today announced record second quarter 1998 earnings of \$66.9 million, or $\$ .96$ per share, versus earnings of $\$ 65.7$ million, or $\$ .96$ per share, for the first quarter of 1998 and $\$ 39.4$ million, or $\$ .58$ per share, for the comparable period in the prior year. Earnings per share amounts are reported on a diluted basis.
"We are pleased that our information-based strategy continues to allow us to identify new opportunities in our domestic and international businesses, said Richard D. Fairbank, Capital One's Chairman and Chief Executive Officer. "These opportunities and an improving credit risk picture are enabling us to invest in record levels of marketing."

Revenue, defined as managed net interest income and non-interest income, increased to \$653 million in the second quarter of 1998 versus \$637 million in the first quarter of 1998 and increased 40 percent over \$466 million for the comparable period in the prior year. For the quarter, Capital One's managed consumer loan balances increased by $\$ 967$ million to $\$ 15.0$ billion. The Company also added 914,000 net new accounts, bringing total accounts to 13.6 million.

The managed net interest margin was 9.84 percent in the second quarter of 1998, an expected decrease from 10.40 percent in the first quarter of 1998 and an increase from 8.30 percent in the comparable period of the prior year. The lower margin from the previous quarter primarily reflects decreases in late fees as the Company's delinquency levels declined. Non-interest income increased $\$ 33$ million compared to the first quarter of 1998 and $\$ 84$ million for the comparable period in the prior year. This growth reflects increased fees (including annual membership, interchange, and overlimit) on our customized products and strategic cross-sell initiatives.

The managed delinquency rate (30+ days) decreased to 5.14 percent as of June 30, 1998, compared with 5.75 percent as of March 31, 1998, exceeding typical seasonal patterns. The managed net charge-off rate decreased to 5.91 percent for the second quarter of 1998 compared with 6.04 percent in the first quarter of 1998. These decreases demonstrate the combination of high-quality growth and improving consumer credit.
"We continue to see favorable risk trends as both the delinquency and charge-off rates improved modestly in the quarter," said Nigel W. Morris, Capital One's President and Chief Operating Officer. "These improvements exceeded seasonal expectations but we remain cautious in our outlook."

Marketing investment increased in the second quarter of 1998 to a record $\$ 86$ million versus $\$ 75$ million in the first quarter of 1998 and $\$ 45$ million in the comparable period of the prior year. Other non-interest expenses (excluding marketing and performance-based stock options) for the second quarter of 1998 were $\$ 222$ million versus $\$ 182$ million for the first quarter of 1998 and $\$ 157$ million in the comparable period of the prior year. Operating expenses reflect increased investments in staff levels and infrastructure development to position the Company for continued growth.

The allowance for loan losses was maintained at $\$ 213$ million, and decreased to 4.14 percent of on-balance sheet receivables as of June 30, 1998, from 4.49 percent as of March 31, 1998. Capital ratios were strong as of June 30, 1998 at 15.25 percent of reported assets and 6.68 percent of managed assets.

Separately, earlier this week Capital One signed an agreement to acquire Summit Acceptance Corporation. Based in Dallas, Texas, Summit is a proven performer in the subprime automobile finance industry with approximately 180 employees and serviced loans of approximately $\$ 260$ million as of June 30, 1998. The acquisition price for Summit will be approximately $\$ 55$ million which will be paid through the issuance of Capital One stock. The acquisition will be accounted for as a purchase and goodwill of approximately $\$ 70$ million will be amortized over 15 years. The acquisition is expected to be completed by the end of the third quarter and its impact is expected to be neutral to earnings per share in 1998 and accretive to earnings per share in 1999.

Headquartered in Falls Church, Virginia, Capital One Financial Corporation is a holding company whose principal subsidiaries, Capital One Bank and Capital One, F.S.B., offer financial consumer lending products. Capital One's subsidiaries collectively had 13.6 million customers and $\$ 15.0$ billion in managed loans outstanding as of June 30, 1998, and are among the largest providers of MasterCard and Visa credit cards in the world. Capital One trades on the New York Stock Exchange under the symbol "COF" and is included in the S\&P 500 Index.

(1) Net of a $\$ 73.3$ million reduction to more conservatively report uncollectible finance charge and fee income receivables and the charge-off of credit card loans at 180 days past-due.
(2) Operating expenses include $\$ 24.0$ million and $\$ 32.4$ million in compensation expense in Q298 and Q198, respectively, for performance-based stock options.
(3) The net interest margin, without the modifications in charge-off policy and finance charge and fee income recognition, was 10.13\%.
(4) The net charge-off rate and net charge-offs, without the modification in charge-off policy, were $6.02 \%$ and $\$ 208.2$ million, respectively.
(5) The delinquency rate reflects the modifications in charge-off policy and finance charge and fee income recognition.

CAPITAL ONE FINANCIAL CORPORATION
Consolidated Balance Sheets
(in thousands)(unaudited)

Assets:
Cash and due from banks
Federal funds sold and resale agreements Interest-bearing deposits at other banks

Cash and cash equivalents
Securities available for sale
Consumer loans
Less: Allowance for loan losses
Net loans
Premises and equipment, net
Interest receivable
Accounts receivable from securitizations Other

Total assets

Liabilities:
Interest-bearing deposits
Other borrowings
Senior notes
Deposit notes
Interest payable
Other

## Total liabilities

Guaranteed Preferred Beneficial Interests
In Capital One Bank's Floating Rate Junior
Subordinated Capital Income Securities:
Stockholders' Equity:
Common stock
Paid-in capital, net
Retained earnings
Cumulative other comprehensive income
Less: Treasury stock, at cost
Total stockholders' equity
Total liabilities and stockholders' equity
June 30
1998
-------------1
March 31
1998
-----------1

June 30

| \$ | 8,463 |
| :---: | :---: |
|  | 30,926 |
|  | 39,389 |
|  | 1,431, 091 |
|  | 5,140,340 |
|  | $(213,000)$ |
|  | 4,927,340 |
|  | 188,727 |
|  | 45,866 |
|  | 836,274 |
|  | 182,751 |
| \$ | 7,651,438 |

$\$ 1,287,402$
959,480
$3,709,404$
99,996
83,167
345,037
---------
$6,484,486$
$\$ 1,160,850$
723,614
$3,464,176$
299,996
67,544
422,480
--------
$6,138,660$

$$
97,727
$$

|  | 666 |
| :---: | :---: |
|  | 543,179 |
|  | 485, 750 |
|  | 2,325 |
|  | $(44,405)$ |
|  | 987,515 |
| \$ | 7,223,902 |


| \$ | 2,983 | \$ | 136,112 |
| :---: | :---: | :---: | :---: |
|  | 105,000 |  | 295,507 |
|  | 34,077 |  | 21,441 |
|  | 142,060 |  | 453,060 |
|  | 1,513,398 |  | 1,142,328 |
|  | 4,748,186 |  | 3,623,952 |
|  | $(213,000)$ |  | $(118,500)$ |
|  | 4,535,186 |  | 3,505,452 |
|  | 163,757 |  | 181, 078 |
|  | 44,213 |  | 48,135 |
|  | 696,599 |  | 729,238 |
|  | 128,689 |  | 100,144 |
| \$ | 7,223,902 | \$ | 6,159,435 |

$\begin{array}{r}869,801 \\ 293,734 \\ 3,468,801 \\ 299,996 \\ 72,261 \\ 236,343 \\ \hline-------- \\ \hline 5,240,936\end{array}$

$$
97,534
$$

## 665

491,953
327, 896
451

820,965
\$ 6,159,435

CAPITAL ONE FINANCIAL CORPORATION
Consolidated Statements of Income
(in thousands, except per share data)(unaudited)

Interest Income:
Consumer loans, including fees
Federal funds sold and resale agreements Other

Total interest income
Interest Expense:
Deposits
Sther borrowings
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses
Non-Interest Income:
Servicing and securitizations
Service charges
Interchange
Other
Total non-interest income

Non-Interest Expense:
Salaries and associate benefits
Marketing
Communications and data processing
Supplies and equipment
Occupancy
Other
Total non-interest expense
Income before income taxes
Income taxes

Net income

Basic earnings per share
Diluted earnings per share

Dividends paid per share
Three Months Ended
March 31
199819981997

| \$ | 245,129 | \$ | 229,638 | \$ | 143,485 | \$ | 474,767 | \$ | 289,997 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,140 |  | 5,078 |  | 2,613 |  | 7,218 |  | 8,277 |
|  | 24,169 |  | 23,326 |  | 20,772 |  | 47,495 |  | 37,190 |
|  | 271,438 |  | 258,042 |  | 166,870 |  | 529,480 |  | 335,464 |
|  | 13,635 |  | 14,138 |  | 8,635 |  | 27,773 |  | 19, 072 |
|  | 20,375 |  | 16,053 |  | 10,453 |  | 36,428 |  | 16,977 |
|  | 67,704 |  | 63,029 |  | 64,523 |  | 130,733 |  | 127,959 |
|  | 101, 714 |  | 93,220 |  | 83,611 |  | 194,934 |  | 164,008 |
|  | 169,724 |  | 164,822 |  | 83,259 |  | 334,546 |  | 171,456 |
|  | 59,013 |  | 85,866 |  | 46,776 |  | 144,879 |  | 95,963 |
| losses | 110,711 |  | 78,956 |  | 36,483 |  | 189,667 |  | 75,493 |


| 155, 412 | 168,655 | 148,562 | 324,067 | 318, 595 |
| :---: | :---: | :---: | :---: | :---: |
| 128,191 | 113,324 | 57,278 | 241,515 | 110,926 |
| 20,371 | 14,799 | 11,405 | 35,170 | 20,720 |
| 24,979 | 19,121 | 11,797 | 44,100 | 21,858 |
| 328,953 | 315,899 | 229,042 | 644,852 | 472,099 |
| 113,428 | 107,953 | 69,287 | 221,381 | 139,923 |
| 85,811 | 75,000 | 44,995 | 160,811 | 99, 046 |
| 34,840 | 29,363 | 24,320 | 64,203 | 46,110 |
| 32,368 | 22,615 | 18,406 | 54,983 | 36,479 |
| 11,090 | 10,644 | 7,388 | 21,734 | 15,189 |
| 54,299 | 43,308 | 37,659 | 97,607 | 78,855 |
| 331,836 | 288,883 | 202,055 | 620,719 | 415,602 |
| 107,828 | 105,972 | 63,470 | 213,800 | 131,990 |
| 40,975 | 40,269 | 24,118 | 81, 244 | 50,156 |


| $\$$ | 66,853 | $\$$ | 65,703 | $\$$ | 39,352 | $\$ 132,556$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |$\$$


| \$ | 1.02 | \$ | 1.00 | \$ | 0.59 | \$ | 2.02 | \$ | 1.23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 0.96 | \$ | 0.96 | \$ | 0.58 | \$ | 1.92 | \$ | 1.21 |
| \$ | 0.08 | \$ | 0.08 | \$ | 0.08 | \$ | 0.16 | \$ | 0.16 |

## June 30 June 30

 19981997CAPITAL ONE FINANCIAL CORPORATION
Statements of Average Balances, Income and Expense, Yields and Rates (dollars in thousands)(unaudited)

| Managed (1) | Quarter | Ended 6/30 |  | Quart | $r$ Ended 3/31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Income/ Expense | Yield/ <br> Rate | Average Balance | Income/ <br> Expense | Yield/ Rate |
| Earning assets: |  |  |  |  |  |  |
| Consumer loans \$ | \$ 14,416,722 | \$ 607,247 | 16.85\% | \$ 14,097,475 | \$ 615,053 | 17.45\% |
| Federal funds sold and resale agreements | s 151,275 | 2,140 | 5.66 | 362,680 | 5,078 | 5.60 |
| Other securities | 1,674,381 | 24,169 | 5.77 | 1,559,732 | 23,326 | 5.98 |
| Total earning assets \$ | \$ 16,242,378 | \$ 633,556 | 15.60\% | \$ 16, 019,887 | \$ 643,457 | 16.06\% |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Deposits | \$ 1,193,508 | \$ 13,635 | 4.57\% | \$ 1,266,064 | \$ 14,138 | 4.47\% |
| Other borrowings | 1,318,889 | 20,375 | 6.18 | 1,077,082 | 16,053 | 5.96 |
| Senior and deposit notes | 3,905,684 | 67,704 | 6.93 | 3,683,113 | 63,029 | 6.85 |
| Securitization liability | 9,190,007 | 132,337 | 5.76 | 9,297,590 | 133,526 | 5.74 |
| Total interest-bearing liabilities \$ | \$ 15,608, 088 | \$ 234, 051 | 6.00\% | \$ 15, 323, 849 | \$ 226,746 | 5.92\% |
| Net interest spread |  |  | 9.60\% |  |  | 10.14\% |
| Interest income to average earning assets |  |  | 15.60\% |  |  | 16.06\% |
| Interest expense to average earning assets |  |  | 5.76 |  |  | 5.66 |
| Net interest margin |  |  | 9.84\% |  |  | 10.40\% |


(1) The information in this table reflects the adjustment to add back the effect of securitized loans.

