# SECURITIES AND EXCHANGE COMMISSION 

 WASHINGTON, D.C. 20549FORM 11-K
ANNUAL REPORT
PURSUANT TO SECTION 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934 SECURITIES EXCHANGE ACT OF 1934

ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the fiscal year ended December 31, 1996
Commission file number 1-13300
CAPITAL ONE FINANCIAL CORPORATION ASSOCIATE SAVINGS PLAN
2980 Fairview Park Drive
Suite 1300
Falls Church, Virginia 22042-4525

CAPITAL ONE FINANCIAL CORPORATION
2980 Fairview Park Drive
Suite 1300
Falls Church, Virginia 22042-4525

Financial Statements and Exhibits
(a) Financial Statements

The Capital One Financial Corporation Associate Savings Plan (the "Plan", formerly the Capital One Financial Corporation Employee Savings Plan) became effective as of January 1, 1995. Filed as a part of this report on Form 11-K are the audited financial statements of the Plan as of and for the years ended December 31, 1996 and 1995.
(b) Exhibit
(1) Consent of Independent Auditors

The Plan. Pursuant to the requirements of the Securities Exchange Act of 1934 the trustees (or other persons who administer the employee benefit plan) have duly caused this annual report to be signed on its behalf by the undersigned thereunto duly authorized.

CAPITAL ONE FINANCIAL CORPORATION ASSOCIATE SAVINGS PLAN
(Name of Plan)

By: /s/ JAMES M. ZINN
Name: James M. Zinn
on behalf of the Benefits
Committee, as Plan
Administrator

Financial Statements and Supplemental Schedules

Capital One Financial Corporation Associate Savings Plan

Years Ended December 31, 1996 and 1995 with Report of Independent Auditors

# Capital One Financial Corporation Associate Savings Plan 

Financial Statements
and Supplemental Schedules
Years Ended December 31, 1996 and 1995

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We have audited the accompanying statements of net assets available for benefits of Capital One Financial Corporation Associate Savings Plan (formerly the Capital One Financial Corporation Employee Savings Plan) as of December 31, 1996 and 1995, and the related statements of changes in net assets available for benefits for the years then ended. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets available for benefits of the Plan as of December 31, 1996 and 1995, and the changes in its net assets available for benefits for the years then ended, in conformity with generally accepted accounting principles.

Our audits were performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying supplemental schedules of assets held for investment purposes as of December 31, 1996, and reportable transactions for the year then ended, are presented for purposes of complying with the Department of Labor's Rules and Regulations for Reporting and Disclosure under the Employee Retirement Income Security Act of 1974 and are not a required part of the basic financial statements. The Fund Information in the statements of net assets available for benefits and the statements of changes in net assets available for benefits is presented for purposes of additional analysis rather than to present the net assets available for benefits and changes in net assets available for benefits of each fund. The supplemental schedules and Fund Information have been subjected to the auditing procedures applied in our audits of the basic financial statements and, in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Statement of Net Assets Available for Benefits, with Fund Information

|  | CAPITAL ONE COMPANY STOCK POOLED FUND | $\begin{aligned} & \text { SIGNET } \\ & \text { STOCK } \\ & \text { POOLED FUND } \end{aligned}$ | AMERICAN EXPRESS TRUST MONEY MARKET FUND II | AMERICAN <br> EXPRESS <br> TRUST <br> EQUITY <br> INDEX <br> FUND II |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Investments, at fair value: |  |  |  |  |
| Units of Capital One Company Stock Pooled Fund | \$11, 444, 971 |  |  |  |
| Units of Signet Stock Pooled Fund |  | \$2,612,609 |  |  |
| Shares of registered investment companies |  |  | \$5,718, 747 | \$4, 028, 636 |
| Participant notes receivable |  |  |  |  |
| Total investments | 11,444,971 | 2,612,609 | 5,718,747 | 4, 028,636 |
| Receivables: |  |  |  |  |
| Employer's contributions | 215, 017 |  | 373,249 | 111,063 |
| Participants' contributions | 72,485 |  | 41,885 | 35,858 |
| Accrued income |  |  | 24,824 |  |
| Total receivables | 287,502 |  | 439,958 | 146,921 |
| Cash and cash equivalents |  |  |  |  |
| Total assets | 11,732,473 | 2,612,609 | 6,158,705 | 4,175,557 |
| LIABILITIES |  |  |  |  |
| Administrative expenses payable |  |  |  |  |
| Net assets available for benefits | \$11, 732,473 | \$2,612,609 | \$6,158, 705 | \$4, 175, 557 |



IDS Y

## (AMERICAN (AMERICAN

| EXPRESS $)$ | EXPRESS $)$ | AIM | TEMPLETON |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| MUTUAL | STOCK | CONSTELLATION | FOREIGN | PARTICIPANT | NOTES |
| FUND | FUND | FUND | FUND | NOTHER |  |


| \$829, 434 | \$334, 200 | \$2,874,448 | \$4,499,932 | \$792, 575 | \$1,877,469 |  | $\begin{array}{r} \$ 11,444,971 \\ 2,612,609 \\ 19,077,972 \\ 1,877,469 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 829,434 | 334, 200 | 2,874,448 | 4,499,932 | 792,575 | 1,877,469 |  | 35, 013, 021 |
| $\begin{array}{r} 26,009 \\ 7,754 \end{array}$ | $\begin{array}{r} 27,066 \\ 7,763 \end{array}$ | $\begin{aligned} & 73,258 \\ & 22,582 \end{aligned}$ | $\begin{array}{r} 146,336 \\ 46,682 \end{array}$ | $\begin{aligned} & 39,026 \\ & 12,197 \end{aligned}$ |  |  | $\begin{array}{r} 1,011,024 \\ 247,206 \\ 24,824 \end{array}$ |
| 33,763 | 34,829 | 95,840 | 193,018 | 51, 223 |  | $\$ 5,485$ | $\begin{array}{r} 1,283,054 \\ 5,485 \end{array}$ |
| 863,197 | 369, 029 | 2,970,288 | 4,692,950 | 843,798 | 1,877,469 | 5,485 | 36,301, 560 |
|  |  |  |  |  |  | 36,749 | 36,749 |
| \$863, 197 | \$369, 029 | \$2,970, 288 | \$4, 692,950 | \$843, 798 | \$1,877,469 | \$(31, 264 ) | \$36, 264, 811 |

See accompanying notes.

Capital One Financial Corporation Associate Savings Plan
Statement of Net Assets Available for Benefits, with Fund Information

December 31, 1995

|  | CAPITAL ONE COMPANY STOCK POOLED FUND | $\begin{aligned} & \text { SIGNET } \\ & \text { STOCK } \\ & \text { POOLED } \\ & \text { FUND } \end{aligned}$ | VIRTUS <br> STYLE <br> MANAGER <br> FUND |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Investments, at fair value: |  |  |  |
| Units of Capital One Stock Pooled Fund | \$6, 031, 120 |  |  |
| Units of Signet Stock Pooled Fund | \$2,655, 273 |  |  |
| Shares of registered investment companies |  |  | \$1,509,467 |
| Common trust fund |  |  |  |
| Participant notes receivable |  |  |  |
| Total investments | 6, 031, 120 | 2,655,273 | 1,509,467 |
| Receivables: |  |  |  |
| Employer's contributions | 406, 198 |  | 98,455 |
| Participants' contributions | 50,762 |  | 14,650 |
| Accrued income |  |  |  |
| Total receivables | 456,960 |  | 113,105 |
| Cash and cash equivalents | 1,671 | 284 |  |
| Net assets available for benefits | \$6,489, 751 | \$2,655, 557 | \$1,622, 572 |

FUND INFORMATION

|  |  | AMERICAN |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VIRTUS | VIRTUS | CENTURY- |  |  |  |  |
| TREASURY | U.S. | TWENTIETH | VANGUARD | SIGNET |  |  |
| MONEY | GOVERNMENT | CENTURY | INDEX TRUST | STABLE |  |  |
| MARKET | SECURITIES | ULTRA | 500 | Value | PARTICIPANT |  |
| FUND | FUND | FUND | PORTFOLIO | FUND | NOTES | TOTAL |


| \$3,579,685 | \$562, 273 | \$1,956,433 | \$1,909, 249 | \$341 | \$1, 089, 355 | $\begin{array}{r} \$ 6,031,120 \\ 2,655,273 \\ 9,517,107 \\ 341 \\ 1,089,355 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,579,685 | 562,273 | 1,956,433 | 1,909,249 | 341 | 1,089,355 | 19,293,196 |
| $\begin{array}{r} 272,992 \\ 32,082 \end{array}$ | $\begin{array}{r} 47,112 \\ 5,815 \\ 2,558 \end{array}$ | $\begin{array}{r} 162,860 \\ 26,754 \end{array}$ | $\begin{array}{r} 147,997 \\ 26,949 \end{array}$ | 2 |  | $\begin{array}{r} 1,135,614 \\ 157,012 \\ 2,560 \end{array}$ |
| 305, 074 | 55,485 | 189,614 | 174,946 | 2 |  | 1,295,186 |
| 524 |  | 1,990 | 2,168 |  |  | 6,637 |
| \$3, 885, 283 | \$617,758 | \$2,148, 037 | \$2, 086,363 | \$343 | \$1, 089, 355 | \$20,595, 019 |

See accompanying notes.

| Additions to net assets attributed to: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net appreciation (depreciation) in fair value of investments | \$3, 147,315 | \$651, 232 |  | \$405, 569 |
| Interest | 40,372 | 24,673 | \$22, 299 | , |
| Dividends | 69,965 | 58,329 | 212,548 |  |
|  | 3,257,652 | 734, 234 | 234, 847 | 405, 569 |
| Contributions: |  |  |  |  |
| Employer's | 1,759,386 |  | 2,075,115 | 854,296 |
| Participants' | 1,378,472 |  | 824,757 | 812,712 |
| Rollovers | 170,899 |  | 89,028 | 105,678 |
|  | 3,308,757 |  | 2,988,900 | 1,772,686 |
| Total additions | 6,566,409 | 734, 234 | 3,223,747 | 2,178, 255 |
| Deductions from net assets attributed to: |  |  |  |  |
| Benefits paid to participants | $(359,567)$ | $(124,125)$ | $(417,154)$ | $(199,490)$ |
| Administrative expenses |  |  | $(83,922)$ |  |
| Total deductions | $(359,567)$ | $(124,125)$ | (501, 076 ) | $(199,490)$ |
| Net increase (decrease) prior to interfund transfers | 6,206,842 | 610,109 | 2,722,671 | 1,978, 765 |
| Interfund transfers (net) | (964, 120) | $(653,057)$ | 3,436, 034 | 2,196,792 |
| Net increase (decrease) | 5,242,722 | $(42,948)$ | 6,158,705 | 4,175,557 |
| Net assets available for benefits: |  |  |  |  |
| Beginning of year | 6,489,751 | 2,655,557 |  |  |
| End of year | \$11, 732,473 | \$2,612,609 | \$6,158, 705 | \$4, 175, 557 |

FUND INFORMATION

| IDS Y |  | IDS Y |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (AMERICAN | IDS Y | (AMERICAN |  | VIRTUS | VIRTUS |
| EXPRESS) | (AMERICAN | EXPRESS) | AIM | TEMPLETON | STYLE |
| FEDERAL | EXPRESS) | STOCK | CONSTELLATION | FOREIGN | MANAGER |
| INCOME FUND | MUTUAL FUND | FUND | FUND | FUND | FUND |


| \$ $(83,088)$ | \$ $(1,937)$ | \$43,234 | \$127, 856 | \$34, 822 | \$(13, 008 ) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,283 | 16 | 49 | 1,392 | 22 |  | \$8,397 |
| 44,762 | 27,249 | 183,260 | 150,458 | 28,600 |  |  |
| $(36,043)$ | 25,328 | 226,543 | 279,706 | 63,444 | $(13,008)$ | 8,397 |
| 205,863 | 97,720 | 481,757 | 968,835 | 138,873 |  |  |
| 163,153 | 81,118 | 370,321 | 886,159 | 123,489 |  |  |
| 40,495 | 43,212 | 123,541 | 173,157 | 47,156 |  |  |
| 409,511 | 222,050 | 975,619 | 2,028,151 | 309,518 |  |  |
| 373,468 | 247,378 | 1,202,162 | 2,307, 857 | 372,962 | $(13,008)$ | 8,397 |
| $(18,723)$ | $(12,234)$ | $(106,350)$ | $(106,058)$ | $(8,908)$ |  | $(5,970)$ |
| $(18,723)$ | $(12,234)$ | $(106,350)$ | $(106,058)$ | $(8,908)$ |  | $(5,970)$ |
| 354,745 | 235,144 | 1,095,812 | 2,201,799 | 364, 054 | $(13,008)$ | 2,427 |
| 508,452 | 133,885 | 1,874,476 | 2,491,151 | 479,744 | $(1,609,564)$ | $(3,887,710)$ |
| 863,197 | 369, 029 | 2,970,288 | 4,692,950 | 843,798 | $(1,622,572)$ | $(3,885,283)$ |

## 1,622,572

3,885,283

| \$863, 197 | \$369, 029 | \$2,970, 288 | \$4, 692,950 | \$843, 798 |
| :---: | :---: | :---: | :---: | :---: |


| AMERICAN CENTURYTWENTIETH CENTURY ULTRA FUND | ```VANGUARD INDEX TRUST 500 PORTFOLIO``` | PARTICIPANT NOTES | OTHER | TOTAL |
| :---: | :---: | :---: | :---: | :---: |
| \$ 76,724 ) | \$(29, 826 ) | \$103,512 | $\begin{array}{r} \$ 44 \\ 5,485 \\ 1,659 \end{array}$ | $\begin{array}{r} \$ 4,205,489 \\ 208,500 \\ 776,836 \end{array}$ |
| $(76,718)$ | $(29,826)$ | 103,512 | 7,188 | $\begin{array}{r} 5,190,825 \\ \\ 6,581,845 \\ 4,640,181 \\ 793,166 \end{array}$ |
|  |  |  |  | 12,015,192 |
| $(76,718)$ | $(29,826)$ | 103,512 | 7,188 | 17,206,017 |
|  |  | $(56,975)$ | $(36,749)$ | $\begin{array}{r} (1,415,554) \\ (120,671) \end{array}$ |
|  |  | $(56,975)$ | $(36,749)$ | $(1,536,225)$ |
| $\begin{array}{r} (76,718) \\ (2,071,319) \end{array}$ | $\begin{array}{r} (29,826) \\ (2,056,537) \end{array}$ | $\begin{array}{r} 46,537 \\ 741,577 \end{array}$ | $\begin{array}{r} (29,561) \\ (619,804) \end{array}$ | 15,669,792 |
| $(2,148,037)$ | $(2,086,363)$ | 788,114 | $(649,365)$ | 15,669,792 |
| 2,148,037 | 2,086,363 | 1,089,355 | 618,101 | 20,595,019 |
|  |  | \$1, 877, 469 | \$ 31,264 ) | \$36, 264, 811 |

See accompanying notes.

Capital One Financial Corporation Associate Savings Plan
Statement of Changes in Net Assets Available for Benefits, with Fund Information

Year Ended December 31, 1995

|  | $\begin{aligned} & \text { CAPITAL } \\ & \text { ONE } \\ & \text { COMPANY } \\ & \text { STOCK } \\ & \text { POOLED } \\ & \text { FUND } \end{aligned}$ | $\begin{aligned} & \text { SIGNET } \\ & \text { STOCK } \\ & \text { POOLED } \\ & \text { FUND } \end{aligned}$ | VIRTUS <br> STYLE <br> MANAGER <br> FUND | VIRTUS TREASURY MONEY MARKET FUND |
| :---: | :---: | :---: | :---: | :---: |
| Additions to net assets attributed to: |  |  |  |  |
| Investment income: |  |  |  |  |
| Net appreciation (depreciation) in fair value of investments | \$1,566, 314 | \$1,459,413 | \$ $(6,466)$ |  |
| Interest |  |  |  | \$ 82,462 |
| Dividends |  |  | 177,141 |  |
|  | 1,566,314 | 1,459,413 | 170,675 | 82,462 |
| Contributions: |  |  |  |  |
| Employer's | 845,877 | $(8,762)$ | 159,637 | 434,951 |
| Participants' | 1,140,907 |  | 166, 254 | 375,514 |
| Rollovers | 421,708 |  | 28,268 | 62,872 |
|  | 2,408,492 | $(8,762)$ | 354,159 | 873,337 |
| Total additions | 3,974,806 | 1,450,651 | 524,834 | 955,799 |
| Deductions from net assets attributed to: Benefits paid to participants | $(308,306)$ | $(158,389)$ | $(68,762)$ | (100,775) |
| Net increase (decrease) prior to |  |  |  |  |
| Interfund transfers (net) | 2,513,252 | $(2,781,804)$ | 1,166,500 | 2,221,429 |
| Net increase (decrease) | 6,179,752 | $(1,489,542)$ | 1,622,572 | 3,076,453 |
| Transfer of net assets from predecessor plan | 309,999 | 4,145,099 |  | 808,830 |
| Net assets available for benefits | \$6, 489, 751 | \$2,655,557 | \$1,622,572 | \$3, 885, 283 |

FUND INFORMATION

|  | AMERICAN |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| VIRTUS | CENTURY- | VANGUARD |  |  |
| U.S. | TWENTIETH | INDEX | SIGNET |  |
| GOVERNMENT | CENTURY | TRUST | STABLE |  |
| SECURITIES | ULTRA | 500 | VALUE | PARTICIPANT |
| FUND | FUND | PORTFOLIO | FUND | NOTES |


| \$ 21, 727 | \$ 245,670 | \$ 348, 365 |  |  | \$98, 487 | \$ 3,733, 510 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ 54, 577 |  | 137, 039 |
| 22,196 | 86,852 | 38,991 | \$103, 919 |  | 2,269 | 431, 368 |
| 43,923 | 332, 522 | 387,356 | 103, 919 | 54,577 | 100,756 | $4,301,917$ |
| 89,420 | 307, 720 | 315, 825 | 152,658 |  | 38,441 | 2,335,767 |
| 118,140 | 448,500 | 465, 522 | 376, 034 |  | 91,012 | 3,181,883 |
| 30,785 | 135,141 | 84,618 | 26,451 |  | 2,070 | 791,913 |
| 238,345 | 891, 361 | 865,965 | 555,143 |  | 131, 523 | $6,309,563$ |
| 282, 268 | 1,223,883 | 1,253,321 | 659, 062 | 54,577 | 232,279 | 10,611,480 |
| $(18,246)$ | $(101,977)$ | $(80,972)$ | $(157,969)$ | $(68,545)$ | $(17,962)$ | $(1,081,903)$ |
| 264, 022 | 1,121,906 | 1,172,349 | 501, 093 | $(13,968)$ | 214,317 | 9,529,577 |
| 96,777 | 342, 267 | 177,183 | $(2,750,859)$ | 399,492 | $(1,384,237)$ |  |
| 360,799 | 1,464,173 | 1,349,532 | $(2,249,766)$ | 385,524 | $(1,169,920)$ | $9,529,577$ |
| 256,959 | 683, 864 | 736,831 | 2,250,109 | 703, 831 | 1,169,920 | 11, 065,442 |
| \$617, 758 | \$2, 148, 037 | \$2, 086, 363 | \$343 | \$1, 089, 355 |  | \$20, 595, 019 |

See accompanying notes.

Effective January 1, 1995, Capital One Financial Corporation (the
"Corporation") established and adopted the Capital One Financial Corporation Associate Savings Plan (the "Plan", formerly the Capital One Financial
Corporation Employee Savings Plan) for the benefit of its eligible associates. The Plan is a continuation of the Signet Banking Corporation ("Signet") Employee Savings Plan for participants who transferred employment from Signet to the Corporation on or within twelve months after the date of distribution of the Corporation's stock to shareholders of Signet on February 28, 1995.

Balances of Corporation associates in the Signet plan were transferred to the Plan effective as of January 1, 1995. The market value of the assets attributable to those participant accounts transferred from the Signet plan on January 1, 1995 was $\$ 11,065,442$.

The following description of the Plan provides only general information. Participants should refer to the Plan agreement for a more complete description of the Plan's provisions.

## GENERAL

The Plan is a defined contribution plan covering substantially all associates of the Corporation and provides for pension, disability, death and termination benefits. The Plan is subject to the provisions of the Employee Retirement Income Security Act of 1974 (ERISA).

Each year, participants may contribute 1\% to $15 \%$ of pre-tax annual
compensation, as defined in the Plan. Such contributions may be pre-tax
dollars, or a combination of pre- and after-tax dollars. Participants may also contribute amounts representing distributions from other qualified plans ("rollover contributions"). The Corporation contributes $50 \%$ of the first $6 \%$ of the participant's annual compensation that a participant contributes to the Plan. Beginning January 1, 1996, the Corporation contributes 3\% of participants' eligibile salaries, regardless of participation in the Plan Additional amounts equal to $3 \%$ of the participants' eligible salaries for those participants making pre-tax contributions to the Plan at year end may be contributed at the option of the Corporation's Board of Directors.

## PARTICIPANT ACCOUNTS

Each participant's account is credited with the participant's contributions and allocations of the Corporation's contributions and Plan earnings. Allocations are based upon the number of units of the Plan in each participant's account. Forfeited balances of terminated participants' nonvested accounts are used to pay administrative expenses of the Plan, to the extent available. Plan expenses in excess of forfeitures, if any, are absorbed by the Corporation. Excess forfeitures, if any, are applied as employer contributions made in advance, and reduce the Corporation's future contributions. The benefit to which a participant is entitled is the benefit that can be provided from the participant's account.

Participant accounts are represented by units of ownership in the Plan which are valued daily. As of December 31, 1996 and 1995, there were 9,336,407 and $5,832,730$ participant units outstanding with a net asset value of $\$ 3.88$ and $\$ 3.53$ per unit, respectively.

## VESTING

Participants are immediately vested in their contributions plus actual earnings thereon. Vesting in the Corporation contribution portion of their accounts plus actual earnings thereon is based on years of continuous service. A participant is $100 \%$ vested after two years of service.

## INVESTMENT OPTIONS

Upon enrollment in the Plan, a participant may direct employer and employee contributions in any of eight investment options. Participants may change their investment options at any time. Current investment options, as well as options previously available through the former investment manager, are described below.

Current Options:
CAPITAL ONE COMPANY STOCK POOLED FUND (PREVIOUSLY CAPITAL ONE STOCK UNITIZED INVESTMENT FUND) - Monies are invested by the Trustee in a unitized trust fund which invests in shares of the Corporation's common stock. The Trustee shall also be permitted to invest in short-term temporary investments, including pooled funds which bear interest at market rates.

AMERICAN EXPRESS TRUST MONEY MARKET FUND II - Monies are invested primarily in short-term debt securities.

AMERICAN EXPRESS TRUST EQUITY INDEX FUND II - Ninety percent of the monies held by this fund are invested in common stock and the balance is invested in S\&P 500 stock index futures.

IDS $Y$ (AMERICAN EXPRESS) FEDERAL INCOME FUND - Monies are invested in U.S. government agency securities.

IDS $Y$ (AMERICAN EXPRESS) MUTUAL FUND - Monies are invested in common stocks and senior securities, such as bonds and preferred stocks.

IDS $Y$ (AMERICAN EXPRESS) STOCK FUND - Monies are invested in large capitalization, blue chip stocks and investment grade bonds.

AIM CONSTELLATION FUND - Monies are invested in the common stock of primarily small and medium-sized companies.

TEMPLETON FOREIGN FUND - Monies are invested primarily in the common stock of companies outside the U.S.

Previous Options:

SIGNET STOCK POOLED FUND (PREVIOUSLY SIGNET STOCK UNITIZED INVESTMENT FUND) - Monies are invested in a unitized trust fund that invested in shares of Signet's common stock. Participants may continue to hold this investment; however, future investment in the Fund is prohibited

VIRTUS STYLE MANAGER FUND (PREVIOUSLY VIRTUS STRATEGIC STOCK FUND) Monies were invested in a diversified portfolio of common stocks of U.S. corporations.

VIRTUS TREASURY MONEY MARKET FUND - Monies were invested in U.S. Treasury obligations maturing in one year or less, with an average maturity of 60 days or less.

VIRTUS U.S. GOVERNMENT SECURITIES FUND - Monies were invested in a diversified portfolio of short to intermediate term fixed income U.S. Government securities.

AMERICAN CENTURY-TWENTIETH CENTURY ULTRA FUND (PREVIOUSLY TWENTIETH CENTURY ULTRA INVESTORS FUND) - Monies were invested in small to medium-sized companies, with accelerating earnings and revenues, that appear to have begun their upward trend, as evidenced by increased trading volume.

VANGUARD INDEX TRUST 500 PORTFOLIO - Monies were invested in all of the stocks in the Standard \& Poors 500 Index in approximately the proportions as they are represented in the Index.

SIGNET STABLE VALUE FUND - Monies were invested in a common trust fund that invested in a diversified portfolio of guaranteed insurance contracts.

Participants may elect to borrow from their fund accounts a minimum of $\$ 1,000$; up to a maximum of the lesser of $\$ 50,000$, or $50 \%$ of their account balance. Loan transactions are treated as a transfer from (to) the investment fund to (from) the loan fund. Loan terms range from 1 to 5 years or up to 10 years for the purchase of a primary residence. The loans are secured by the balance in the participant's account and bear interest at a rate commensurate with local prevailing rates as determined by the Benefits Committee. Principal and interest are paid ratably through monthly payroll deductions.

## PAYMENT OF BENEFITS

On termination of service, a participant may elect to receive an amount equal to the vested value of his or her account through a lump-sum distribution or equal, or nearly equal, payments made at least annually for a period not to exceed 15 years. If the participant has invested in the Capital One or Signet Stock pooled funds, he or she may elect to receive distributions of whole shares of common stock with fractional shares paid in cash.

NOTE 2--SUMMARY OF ACCOUNTING POLICIES

BASIS OF ACCOUNTING
The financial statements of the Plan are prepared under the accrual method of accounting.

## USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

## VALUATION AND INCOME RECOGNITION

The Plan's investments are stated at fair value. Units in the Capital One and Signet Stock pooled funds are valued based upon the stock price at the last reported sales price on the last business day of the plan year. The shares of registered investment companies are valued at quoted market prices which represent the net asset values of shares held by the Plan as of year-end Money market funds and participant notes receivable are valued at cost, which approximates fair value.

Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date.

The Plan's investments are held in a trust fund administered by American Express Trust Company. The fair values of the following individual investments represented 5\% or more of the Plan's net assets as of December 31, 1996 and 1995:

|  | DECEMBER 31, |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Capital One Company Stock Pooled Fund | \$11,444, 971 | \$6,031,120 |
| American Express Trust Money Market Fund II | 5,718,747 |  |
| AIM Constellation Fund | 4,499,932 |  |
| American Express Trust Equity Index Fund II | 4, 028,636 |  |
| IDS Y (American Express) Stock Fund | 2,874,448 |  |
| Signet Stock Pooled Fund | 2,612,609 | 2,655,273 |
| Participant Notes | 1,877,469 | 1,089,355 |
| Virtus Treasury Money Market Fund |  | 3,579,685 |
| American Century - Twentieth Century Ultra Fund |  | 1,956,433 |
| Vanguard Index Trust 500 Portfolio |  | 1,909,249 |
| Virtus Style Manager Fund |  | 1,509,467 |

## NOTE 4--PLAN TERMINATION

Although it has not expressed any intent to do so, the Corporation has the right to terminate the Plan subject to the provisions of ERISA. In the event of Plan termination, participants will become $100 \%$ vested in their accounts.

## NOTE 5--TAX STATUS

The Internal Revenue Service ruled on April 1, 1997 that the Plan qualifies under Section 401(a) of the Internal Revenue Code (IRC) and, therefore, the related trust is not subject to tax under present income tax law. Once qualified, the Plan is required to operate in conformity with the IRC to maintain its qualification. The Benefits Committee is not aware of any course of action or events that have occurred that might adversely affect the Plan's qualified status.

## NOTE 6--TRANSACTIONS WITH PARTIES-IN-INTEREST

Effective January 1, 1996, American Express Trust Company was named trustee of the Plan and investment manager of the Plan assets. During January 1996, investments held by the previous trustee Signet Trust Company, and managed by Virtus Capital Management, Inc., ("Virtus"), were transferred to American Express Trust Company. The market value of the assets attributable to those participant accounts transferred from the Signet Trust Company was $\$ 19,223,330$. Cash transferred from Signet to American

Express Trust Company was invested temporarily in short-term interest-bearing investments until purchase of registered investment companies were made. Interest earned on these investments was allocated pro rata to all funds.

The Plan's trustee during 1995 was Signet Trust Company, a subsidiary of Signet. The Plan's investments in registered investment companies were managed in 1995 by Virtus, a subsidiary of Signet. During 1995, the Plan earned $\$ 388,202$ on amounts invested with Signet Trust Company or managed by Virtus. The amount invested with Signet Trust Company or managed by Virtus had a fair value of $\$ 14,338,159$ as of December 31, 1995.

As of December 31, 1996 and 1995, respectively, the Plan had invested $\$ 11,444,971$ and $\$ 6,031,120$, at fair value, in the Capital One Stock pooled fund and \$2,612,609 and \$2,655,273, at fair value, in the Signet Stock pooled fund.

## Supplemental Schedules

Capital One Financial Corporation Associate Savings Plan
Schedule of Assets Held for Investment Purposes

December 31, 1996

|  | UNITS/ SHARES | COST | FAIR <br> VALUE |
| :---: | :---: | :---: | :---: |
| Capital One Company Stock Pooled Fund | 771,398 | \$8,236,567 | \$11, 444, 971 |
| Signet Stock Pooled Fund | 189,182 | 1,888, 036 | 2,612,609 |
| Registered Investment Companies: |  |  |  |
| American Express Trust Money Market Fund II | 5,718,747 | 5,718,747 | 5,718,747 |
| American Express Trust Equity Index Fund II | 206,649 | 3,439, 800 | 4,028,636 |
| IDS Y (American Express) Federal Income Fund | 166,587 | 840,483 | 829,434 |
| IDS Y (American Express) Mutual Fund | 24,796 | 336,473 | 334,200 |
| IDS Y (American Express) Stock Fund | 126,963 | 2,669,963 | 2,874,448 |
| AIM Constellation Fund | 178,145 | 4,171,208 | 4,499,932 |
| Templeton Foreign Fund | 76,503 | 759,510 | 792,575 |
|  |  | 17,936,184 | 19,077,972 |
| Participant Notes | 1,877,469 | 1,877,469 | 1,877,469 |
| Total |  | \$29, 938, 256 | \$35, 013, 021 |

## Capital One Financial Corporation Associate Savings Plan

Schedule of Reportable Transactions
Year Ended December 31, 1996

| DESCRIPTION OF ASSETS | UNITS/SHARES | PURCHASE PRICE | SELLING PRICE | COST | FAIR VALUE | $\begin{gathered} \text { NET } \\ \text { GAIN(LOSS) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Category (i) - individual transactions in excess of 5 percent of plan assets: |  |  |  |  |  |  |
| Virtus Style Manager Fund | 144,307 |  | \$1, 516, 661 | \$1,567, 885 | \$1,516,661 | \$ $(51,224)$ |
| Virtus Treasury Money Market Fund | 3,636,752 |  | 3,636,752 | 3,636,752 | 3,636,752 |  |
| Vanguard Index Trust 500 Portfolio | 33, 846 |  | 1,920,743 | 1,665,394 | 1,920,743 | 255,349 |
| American Century - Twentieth Century Ultra Fund | 76,604 |  | 1,917,636 | 1,797,137 | 1,917,636 | 120,499 |
| American Express Trust Equity Index Fund II | 122,107 | \$1, 920,743 |  | 1,920,743 | 1,920,743 |  |
| IDS Y (American Express) Federal Income Fund | 75,659 | 1,516,661 |  | 1,516,661 | 1,516,661 |  |
| American Express Trust Money Market Fund II | 3,637,551 | 3,637,551 |  | 3,637,551 | 3,637,551 |  |
| AIM Constellation Fund | 87,444 | 1,917,636 |  | 1,917,636 | 1,917,636 |  |

PURCHASE SELLING
PRICE

Category (iii) - series of transactions in excess of 5 percent of plan assets:

Virtus Style Manager Fund
Virtus Treasury Money Market Fund
Vanguard Index Trust 500 Portfolio
American Century - Twentieth Century Ultra Fund
American Express Trust Money Market Fund II
American Express Trust Money Market Fund II
Capital One Company Stock Pooled Fund
Capital One Company Stock Pooled Fund American Express Trust Equity Index Fund II American Express Trust Equity Index Fund II IDS $Y$ (American Express) Federal Income Fund IDS Y (American Express) Federal Income Fund AIM Constellation Fund
AIM Constellation Fund
IDS Y (American Express) Stock Fund IDS $Y$ (American Express) Stock Fund Participant Notes Participant Notes

144,307
3,636,752
33, 846 76,604 7,365,790 1,646,975 363,765 155, 238 233, 663 27, 013 205, 407 38, 819 191, 462 13, 317 137,677 10,714
1, 325, 080 508, 770
$\$ 1,516,661$

$$
\begin{array}{r}
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3,636,752
\end{array}
$$

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1,920,743
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& 1,920,743 \\
& 1,917,636
\end{aligned}
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\$ 7,365,790
$$

$1,646,975$
4, 214, 790
3,876,629
$1,954,665$
477,701
192, 317
$4,475,739$
2,889,679
$1,325,080$
329,428
237, 093
508, 770
\$1,567, 885
3,636,752
1, 665, 394
1, 797, 137
7,365,790
1,646,975
4, 214, 790
1,590, 012
3,876,629
436, 829
1, 037, 107
196,624
4, 475, 739
304,531
2,889,679
219, 716
1, 325, 080
508, 770
\$1,516,661
3,636,752
1,920,743
1, 917,636
7,365,790
1,646,975
4, 214, 790
1, 954, 665
3,876,629
477,701
192, 317
4,475,739
329,428
2,889,679
237, 093
1,325, 080 508,770

364, 653
40,872
\$ $(51,224)$
255, 349
120,499
$(4,307)$
24,897
17,377

All transactions were made on the market.
There were no category (ii) or (iv) reportable transactions during 1996.
Description

Page Number

Consent of Independent Auditors

## CONSENT OF INDEPENDENT AUDITORS

We consent to the incorporation by reference in the following Registration Statements of our report dated June 24, 1997, with respect to the financial statements and schedules of the Capital One Financial Corporation Associate Savings Plan (formerly the Capital One Financial Corporation Employee Savings Plan) included in this Annual Report (Form 11-K) for the year ended December 31, 1996:


