FORM 8-K

## CURRENT REPORT

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

## JULY 15, 1997

(Date of earliest event reported)

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

## Delaware

(State of incorporation or organization)

(Commission File Number )

54-1719854
(IRS Employer
Identification No.)
2980 Fairview Park Drive
Suite 1300
Falls Church, Virginia
22042-4525
(Address of principal executive offices)

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

## See attached press release.

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits.
99.1. Press Release of the Company dated July 15, 1997.

Page 2 of 4 Pages

## 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 18, 1997
By: /s/ John G. Finneran, Jr.
John G. Finneran, Jr.
Senior Vice President, General Counsel and Corporate Secretary
99.1 Press Release of the Company dated July 15, 1997.

Page 4 of 4 Pages

CAPITAL ONE FINANCIAL CORPORATION
2980 Fairview Park Drive
Suite 1400
Falls Church, VA 22042-4525

For Immediate Release:
July 15, 1997

Contact: Paul Paquin
V.P., Investor Relations
(703) 205-1039

Diana Sun
Director, Media Relations
(703) 205-1184

## CAPITAL ONE REPORTS SECOND QUARTER EARNINGS

FALLS CHURCH, Va. (July 15, 1997) --- Capital One Financial Corporation (NYSE: COF) today announced second quarter 1997 earnings of $\$ 39.4$ million, or $\$ .58$ per share, versus earnings of $\$ 42.5$ million, or $\$ .63$ per share, for the first quarter of 1997 and $\$ 38.2$ million, or $\$ .57$ per share, for the comparable period in the prior year. The level of earnings in the second quarter was consistent with management's lowered expectations as described in its first quarter 1997 Form 10-Q.

Revenue, defined as managed net interest income and non-interest income, declined slightly to $\$ 466$ million in the second quarter of 1997 versus $\$ 468$ million in the first quarter of 1997, but increased 42 percent over the $\$ 328$ million for the comparable period in the prior year. Revenues were lower than expected due to lower rates of delinquency, providing less fee income, and to higher balance attrition. For the quarter, Capital One's managed consumer loan balances increased by $\$ 130$ million to $\$ 12.7$ billion. This modest increase reflected greater emphasis on second generation credit card products and the impact of increased balance attrition as a result of increasing industry mail volumes. During the second quarter of 1997, the Company added 673,000 net new accounts, bringing total accounts to 9.8 million. This was the second largest-ever quarterly growth in accounts and represented a 30 percent annualized growth rate.
"Despite a very difficult industry backdrop, we continue to add accounts at a rapid pace," said Richard D. Fairbank, Capital One's Chairman and Chief Executive Officer. "While improved delinquencies are always a positive sign, they do create short-term earnings pressure."

The managed net interest margin was 8.30 percent in the second quarter of 1997, a decrease from 8.83 percent in the first quarter of 1997 and an increase from 7.94 percent in the comparable period of the prior year. The lower margin from the previous quarter reflects decreased late fees and attrition from loans at non-introductory rates.

The managed delinquency rate (30+ days) decreased to 6.33 percent as of June 30, 1997, compared with 6.41 percent as of March 31, 1997. This decline represents improvements in the first half of the year that slightly exceed seasonal effects and is the first time that delinquencies have fallen in eight quarters. The managed net charge-off rate increased to 6.38 percent for the second quarter of 1997 compared with 5.84 percent in the first quarter of 1997. This increase was within expectations and is due to the continued aging of the portfolio and the effect of increases in industry losses.

Marketing investment of $\$ 45.0$ million declined from $\$ 54.1$ million in the first quarter 1997 and increased compared to $\$ 42.7$ million in the comparable period of the prior year. Other non-interest expenses (excluding solicitation expense) for the second quarter of 1997 were $\$ 157.0$ million versus $\$ 159.5$ million for the first quarter of 1997 and $\$ 116.6$ million in the comparable period of the prior year. For the period, total associate headcount remained flat.
"We are now beginning to reap the benefits of our investments in technology and process improvements and our more aggressive management of costs," said Nigel W. Morris, Capital One's President and Chief Operating Officer. "Investments in the last few years are now paying off. In the quarter, we added more than 670,000 accounts and actively reduced our total expenses - achieving a nine percent decrease in cost per account."

The allowance for loan losses was maintained at $\$ 118.5$ million, and decreased slightly to 3.27 percent of on-balance sheet receivables as of June 30, 1997 from 3.37 percent as of March 31, 1997. Capital ratios were strong as of June 30, 1997 at 14.91 percent of reported assets and 6.01 percent of managed assets, compared to 14.22 percent and 5.86 percent, respectively, for the previous quarter.

As a result of current conditions, management has revised its target for earnings growth for 1997. Management now expects that the Company will report earnings for the year ending

December 31, 1997 in the range of $5-10$ percent higher than the $\$ 2.30$ per share reported for 1996. Management cautions that actual results could differ from current expectations due to a number of factors, including the level of loans outstanding, delinquencies and charge-offs experienced in the second half of 1997.

The Company also announced that it expects to repurchase up to two million shares of the Company's common stock over the next two years in order to mitigate the impact of shares issuable through dividend reinvestment, employee stock purchase and option programs.

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 products and services to consumers. Capital One's subsidiaries collectively had 9.8 million customers and $\$ 12.7$ billion in managed loans outstanding as of June 30, 1997, and are among the largest providers of MasterCard and Visa credit cards in the United States.
[NOTE: This release and financial information are available on the Internet on Capital One's home page (www.capitalone.com). Click on "Financial Information" to view/download the release and financial information.]


Capital includes stockholders' equity and preferred beneficial interests.

## 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 held for securitization
Consumer loans
Less: Allowance for loan losses
Net loans
Premises and equipment, net
Interest receivable
Accounts receivable from securitizations Other assets

## Total assets

## IABILITIES:

Interest-bearing deposits
Other borrowings
Senior notes
Deposit notes
Interest payable
Other liabilities
Total liabilities
GUARANTEED PREFERRED BENEFICIAL INTERESTS
IN CAPITAL ONE BANK'S FLOATING RATE JUNIOR SUBORDINATED DEBENTURES:

STOCKHOLDERS' EQUITY:
Common stock
Retained earnings
Total stockholders' equity
Total liabilities and stockholders' equity

| June 30 |  | March 31 | June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
| 1997 | 1997 | 1996 |  |  |


| $\$$ | 869,801 |
| ---: | ---: |
| 293,734 |  |
| $3,468,801$ |  |
| 299,996 |  |
| 72,261 |  |
| 236,343 |  |



97,470

| 665 |  | 664 |
| :---: | :---: | :---: |
| 491,953 |  | 486, 127 |
| 328,347 |  | 290,970 |
| 820, 965 |  | 777,761 |
| \$ 6,159,435 | \$ | 6,154,979 |

473, 502
190, 099
664, 263

| $---\cdots-\cdots$ |  |
| :---: | :---: |
| $\$$ | $5,676,121$ |

=================

INTEREST INCOME:
Consumer loans, including fees
Federal funds sold and resale agreements Other

Total interest income
INTEREST EXPENSE:
Deposits
Other borrowings
Senior and deposit notes
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses
NON-INTEREST INCOME:
Servicing
Service charges
Interchange
Other
Total non-interest income
NON-INTEREST EXPENSE:
Salaries and associate benefits
Solicitation
Communications and data processing
Supplies and equipment
Occupancy
Other
Total non-interest expense
Income before income taxes
Income taxes
Net income

Earnings per share
Dividends paid per share

|  | $\begin{gathered} \text { June } 30 \\ 1997 \end{gathered}$ | Three Months Ended March 31 1997 |  |  | $\begin{gathered} \text { June } 30 \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Six } \\ \text { June } 30 \\ 1997 \end{gathered}$ |  | Months | $\begin{aligned} & \text { Ended } \\ & \text { June } 30 \\ & 1996 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 143,485 | \$ | 146,512 | \$ | 123,403 | \$ | 289,997 | \$ | 237,514 |
|  | 2,613 |  | 5,664 |  | 4,487 |  | 8,277 |  | 12,464 |
|  | 20,772 |  | 16,418 |  | 9,863 |  | 37,190 |  | 20,917 |
|  | 166,870 |  | 168,594 |  | 137,753 |  | 335,464 |  | 270,895 |
|  | 8,635 |  | 10,437 |  | 11,031 |  | 19,072 |  | 23,574 |
|  | 10,453 |  | 6,524 |  | 5,567 |  | 16,977 |  | 13,915 |
|  | 64,523 |  | 63,436 |  | 46,702 |  | 127,959 |  | 88,145 |
|  | 83,611 |  | 80,397 |  | 63,300 |  | 164,008 |  | 125,634 |
|  | 83,259 |  | 88,197 |  | 74,453 |  | 171,456 |  | 145,261 |
|  | 46,776 |  | 49,187 |  | 25,110 |  | 95,963 |  | 50,278 |
|  | 36,483 |  | 39,010 |  | 49,343 |  | 75,493 |  | 94,983 |
|  | 148,562 |  | 170,033 |  | 109,115 |  | 318,595 |  | 237,301 |
|  | 57,278 |  | 53,648 |  | 42, 034 |  | 110, 926 |  | 68,658 |
|  | 11,405 |  | 9,315 |  | 14,119 |  | 20,720 |  | 22,417 |
|  | 11,797 |  | 10,061 |  | 5,331 |  | 21,858 |  | 13,371 |
|  | 229,042 |  | 243, 057 |  | 170,599 |  | 472,099 |  | 341,747 |
|  | 69,287 |  | 70,636 |  | 49,655 |  | 139,923 |  | 93,931 |
|  | 44,995 |  | 54,051 |  | 42,733 |  | 99,046 |  | 94,257 |
|  | 24,320 |  | 21,790 |  | 19,879 |  | 46,110 |  | 34,819 |
|  | 18,406 |  | 18, 073 |  | 14,399 |  | 36,479 |  | 26,783 |
|  | 7,388 |  | 7,801 |  | 4,924 |  | 15,189 |  | 9,019 |
|  | 37,659 |  | 41,196 |  | 27,744 |  | 78,855 |  | 56,975 |
|  | 202,055 |  | 213,547 |  | 159,334 |  | 415,602 |  | 315,784 |
|  | 63,470 |  | 68,520 |  | 60,608 |  | 131,990 |  | 120, 946 |
|  | 24,118 |  | 26,038 |  | 22,425 |  | 50,156 |  | 44,750 |
| \$ | 39,352 | \$ | 42,482 | \$ | 38,183 | \$ | 81,834 | \$ | 76,196 |
| \$ | 0.58 | \$ | 0.63 | \$ | 0.57 | \$ | 1.21 | \$ | 1.14 |
| \$ | 0.08 | \$ | 0.08 | \$ | 0.08 | \$ | 0.16 | \$ | 0.16 |

CAPITAL ONE FINANCIAL CORPORATION
STATEMENTS OF AVERAGE BALANCES, INCOME AND EXPENSE, YIELDS AND RATES
(dollars in thousands)(unaudited)

MANAGED (1)

## ASSETS:

Earning assets
Consumer loans
Federal funds sold and resale agreements
Other securities
Total earning assets
Cash and due from banks
Allowance for loan losses
Premises and equipment, net
Other assets
Total assets

LIABILITIES AND EQUITY
Interest-bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Securitization liability
Total interest-bearing liabilities
Other liabilities
Total liabilities
Preferred beneficial interests
Equity
Total liabilities and equity

Net interest spread

Interest income to average earning assets Interest expense to average earning assets

Net interest margin
Quarter Ended 3/31/97

| Average | Income/ | Yield/ |
| :---: | :---: | :---: |
| Balance | Expense | Rate |


91, 047
$(119,835)$
180, 256
668,501
\$ 14,899,557
=================

LIABILITIES AND EQUITY:
Interest-bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Securitization liability
Total interest-bearing liabilities
Other liabilities

Total liabilities

| \$ | 817,936 | \$ | 8,635 | 4.22 \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 694,814 |  | 10,453 | 6.02 |
|  | 3,768,797 |  | 64,523 | 6.85 |
|  | 8,713,517 |  | 125,531 | 5.76 |
|  | 13,995, 064 | \$ | 209,142 | 5.98 \% |
|  | 380,807 |  |  |  |
| 14,375,871 |  |  |  |  |
| 97,503 |  |  |  |  |
| 798,196 |  |  |  |  |
| \$ 15,271,570 |  |  |  |  |
|  |  |  |  | 8.18 \% |
|  |  |  |  | $\begin{gathered} 14.16 \% \\ 5.86 \end{gathered}$ |
|  |  |  |  | 8.30 \% |


|  | Quarter Ended 6/30/97 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | come/ pense | Yield <br> Rate |
| \$ | 12,714,870 | \$ | 482,088 | 15.17 |
|  | 187,650 |  | 2,613 | 5.57 |
|  | 1,375,364 |  | 20,772 | 6.04 |
|  | 14,277,884 | \$ | 505,473 | 14.16 |
|  | $\begin{gathered} 111,670 \\ (118,833) \end{gathered}$ |  |  |  |
|  |  |  |  |  |
|  | 182,227 |  |  |  |
|  | 818,622 |  |  |  |
| \$ | 15,271,570 |  |  |  |

- 

18 \% =========
14.16 \%
8.30 \%
==ニ==ニ===

| \$ | 992, 751 | \$ | 10,437 | 4.21 \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 410,924 |  | 6,524 | 6.35 |
|  | 3,808,926 |  | 63,436 | 6.66 |
|  | 8,500,177 |  | 116,510 | 5.48 |
|  | 13,712,778 | \$ | 196,907 | 5.74 \% |
| 357,833 |  |  |  |  |
| 14,070,611 |  |  |  |  |
| 64,966 |  |  |  |  |

## Equity

Total liabilities and equity

|  | 763,980 |
| ---: | ---: |
| $-\cdots$ | $-\cdots$ |
| $\$$ | $14,899,557$ |

＿－＿－ $14,899,557$

| Net interest spread | 8.68 \％ |
| :---: | :---: |
| Interest income to average earning assets | 14.42 \％ |
| Interest expense to average earning assets | 5.59 |
| Net interest margin | 8.83 \％ |


| Quarter Ended 6／30／96 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Average | Income／ Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ |
|  | Balance |  |  |  |
|  | －－－－－ |  | －－－－ | －－－ |
| \＄ | 10，739，650 | \＄ | 381， 552 | 14.21 \％ |
|  | 336， 951 |  | 4，487 | 5.33 |
|  | 596， 073 |  | 9，863 | 6.62 |
|  | 11，672，674 | \＄ | 395， 902 | 13.57 \％ |
|  | 25，073 |  |  |  |
|  | $(74,004)$ |  |  |  |
|  | 152， 285 |  |  |  |
|  | 615，548 |  |  |  |
| \＄ | 12，391， 576 |  |  |  |

## LIABILITIES AND EQUITY：

Interest－bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Securitization liability
Total interest－bearing liabilities
Other liabilities
Total liabilities


Preferred beneficial interests

Equity
Total liabilities and equity

## ASSETS：

Earning assets
Consumer loans
Federal funds sold and resale agreements Other securities

Total earning assets
Cash and due from banks
Allowance for loan losses
Premises and equipment，net
Other assets

Total assets

MANAGED（1）

Net interest spread
＝＝＝＝＝＝＝＝＝＝
$13.57 \%$
5.63
＝＝＝ニ＝＝ニ＝＝＝

Interest income to average earning assets
Interest expense to average earning assets
＝＝＝ニ＝＝＝＝＝＝
（1）The information in this table reflects the adjustment to add back the effect of securitized loans．

CAPITAL ONE FINANCIAL CORPORATION
STATEMENTS OF AVERAGE BALANCES，INCOME AND EXPENSE，YIELDS AND RATES
（dollars in thousands）（unaudited）

REPORTED

ASSETS：
Earning assets
Consumer loans
Federal funds sold and resale agreements
Other securities
Total earning assets
Cash and due from banks
Allowance for loan losses
Premises and equipment，net
Other assets
Total assets

LIABILITIES AND EQUITY：
Interest－bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Total interest－bearing liabilities
Other liabilities

Total liabilities
Preferred beneficial interests

Equity
Total liabilities and equity

Net interest spread

Interest income to average earning assets Interest expense to average earning assets

Net interest margin

REPORTED

## ASSETS：

Earning assets
Consumer loans
Federal funds sold and resale agreements
Other securities
Total earning assets

Cash and due from banks
Allowance for loan losses
Premises and equipment，net
Other assets
Total assets

LIABILITIES AND EQUITY：
Interest－bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Total interest－bearing liabilities
Other liabilities
Total liabilities
Preferred beneficial interests

Equity


==========
12.01 \%
6.02
--------
5.99 \%
=ニ=ニニ=ニ===

| Quarter Ended 3／31／97 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Average Balance |  | Income／ Expense |  | Yield／ Rate |
|  |  |  |  |  |
| \＄ | 4，058，701 | \＄ | 146，512 | 14.44 \％ |
|  | 426，726 |  | 5，664 | 5.31 |
|  | 1，093，984 |  | 16，418 | 6.00 |
|  | 5，579，411 | \＄ | 168，594 | $12.09 \%$ |
|  | 91， 047 |  |  |  |
|  | $(119,835)$ |  |  |  |
|  | 180， 256 |  |  |  |
|  | 668，501 |  |  |  |
| \＄ | 6，399，380 |  |  |  |


| \＄ | 992，751 | \＄ | 10，437 | 4.21 |
| :---: | :---: | :---: | :---: | :---: |
|  | 410， 924 |  | 6，524 | 6.35 |
|  | 3，808，926 |  | 63，436 | 6.66 |
|  | 5，212，601 | \＄ | 80，397 | 6.17 |
| 357， 833 |  |  |  |  |

64， 966

Interest income to average earning assets
Interest expense to average earning assets
Net interest margin

## REPORTED

## ASSETS:

Earning assets
Consumer loans
Federal funds sold and resale agreements
Other securities
Total earning assets
Cash and due from banks
Allowance for loan losses
Premises and equipment, net
Other assets

Total assets

LIABILITIES AND EQUITY
Interest-bearing liabilities
Deposits
Other borrowings
Senior and deposit notes
Total interest-bearing liabilities

Other liabilities
Total liabilities

Preferred beneficial interests
Equity
Total liabilities and equity

| \$ | 788,788 | \$ | 11, 031 | 5.59 \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 348,627 |  | 5,567 | 6.39 |
|  | 2,875,119 |  | 46,702 | 6.50 |
|  | 4, 012,534 | \$ | 63,300 | 6.31 \% |
| 244, 641 |  |  |  |  |
| 4, 257,175 |  |  |  |  |

643, 677
\$ 4,900, 852
$12.09 \%$
5.77
6.32 \%
==========

| Average Balance |  |  | $\begin{aligned} & \text { come/ } \\ & \text { bense } \end{aligned}$ | Yield/ <br> Rate |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 3, 248,926 | \$ | 123,403 | 15.19 \% |
|  | 336, 951 |  | 4,487 | 5.33 |
|  | 596,073 |  | 9,863 | 6.62 |
| 4,181,950 |  | \$ | 137,753 | 13.18 \% |
| 25,073 |  |  |  |  |
| $(74,004)$ |  |  |  |  |
| 152, 285 |  |  |  |  |
| 615,548 |  |  |  |  |
| \$ | 4,900,852 |  |  |  |

$\qquad$

