

**FIRST ALBANY CAPITAL INC.**  
(A wholly owned subsidiary of First Albany Companies Inc.)

STATEMENT OF FINANCIAL CONDITION

As of December 31, 2003

Report of Independent Auditors

To the Board of Directors and Stockholder of  
First Albany Capital Inc.:

In our opinion, the accompanying statement of financial condition presents fairly, in all material respects, the financial position of First Albany Capital Inc., formerly First Albany Corporation, (the "Company") at December 31, 2003 in conformity with accounting principles generally accepted in the United States of America. This financial statement is the responsibility of the Company's management; our responsibility is to express an opinion on this financial statement based on our audit. We conducted our audit of this statement in accordance with auditing standards generally accepted in the United States of America, which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

PRICEWATERHOUSECOOPERS L.L.P.

February 13, 2004

**STATEMENT OF FINANCIAL CONDITION**  
**(In thousands of dollars)**

	December 31, 2003
<b>ASSETS</b>	
Cash	\$ 67
Cash and securities segregated for regulatory purposes	-
Securities purchased under agreements to resell	56,261
Receivables from:	
Brokers, dealers and clearing agencies	12,550
Customers	3,867
Parent and affiliates	7,439
Others	5,474
Securities owned, at market value	239,888
Exchange memberships, at cost; market values: 2003 - \$1,455	67
Other assets	12,928
<b>Total assets</b>	<b>\$ 338,541</b>
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>	
<b>Liabilities</b>	
Short-term bank loans	\$ 138,500
Payables to:	
Brokers, dealers and clearing agencies	20,375
Customers	5,585
Others	3,105
Securities sold, but not yet purchased, at market value	58,069
Accounts payable	2,889
Accrued compensation	37,949
Accrued expenses	5,154
Income taxes payable	1,432
<b>Total liabilities</b>	<b>273,058</b>
<b>COMMITMENTS AND CONTINGENCIES</b>	
Subordinated debt	6,346
<b>Stockholder's equity</b>	
Preferred, voting, 6% cumulative, \$10 par value; authorized 20,000 shares; none issued	
Common, voting, \$.01 par value; authorized 5,000,000 shares; 100 issued and outstanding	
Additional paid-in capital	11,244
Retained earnings	47,893
<b>Total stockholder's equity</b>	<b>59,137</b>
<b>Total liabilities and stockholder's equity</b>	<b>\$ 338,541</b>

The accompanying notes are an integral  
part of the financial statement

**NOTES TO FINANCIAL STATEMENT**

**NOTE 1. Significant Accounting Policies**

First Albany Capital (the Company) is a wholly owned subsidiary of First Albany Companies Inc. (the Parent). The Company is a broker-dealer registered with the Securities and Exchange Commission (SEC) and is a member of the National Association of Securities Dealers, Inc., the New York Stock Exchange, the National Futures Association and various other exchanges. The Company's primary businesses include securities brokerage for institutional customers and investment banking services to corporate and public clients. Additionally, the Company engages in market-making and trading of corporate, government and municipal securities.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statement. Actual results could differ from those estimates.

Resale and Repurchase Agreements

Transactions involving purchases of securities under agreements to resell or sales of securities under agreements to repurchase are accounted for as collateralized financing transactions and are recorded at their contracted resale or repurchase amounts plus accrued interest. It is the policy of the Company to obtain possession of collateral with a market value equal to or in excess of the principal amount loaned under resale agreements. Collateral is valued daily and the Company may require counter parties to deposit additional collateral or return collateral pledged when appropriate.

Securities-Lending Activities

Securities borrowed and securities loaned transactions are generally reported as collateralized financings and are recorded at the amount of cash collateral advanced or received. Securities borrowed transactions require the Company to deposit cash, or other collateral with the lender. With respect to securities loaned transactions, the Company receives collateral in the form of cash or other collateral in an amount generally in excess of the market value of securities loaned. The Company monitors the market value of securities borrowed and loaned on a daily basis, with additional collateral obtained or refunded as necessary.

Exchange Memberships

Exchange memberships are recorded at cost or, if an other than temporary impairment in value has occurred, at a value that reflects management's estimate of the impairment. There is no allowance recorded for impairment.

Fair Value of Financial Instruments

The financial instruments of the Company are reported on the statement of financial condition at market or fair value, or at carrying amounts that approximate fair values, because of the short maturity of the instruments except subordinated debt. The estimated fair value of subordinated debt at December 31, 2003, approximates its carrying value based on current rates available.

**NOTE 2. Cash and Securities Segregated For Regulatory Purposes**

At December 31, 2003, the Company segregated \$-0- cash in a special reserve bank account for the benefit of customers under Rule 15c3-3 of the Securities and Exchange Commission.

**NOTES TO FINANCIAL STATEMENT (continued)**

**NOTE 3. Receivables From and Payables To Brokers, Dealers and Clearing Agencies**

Amounts receivable from brokers, dealers and clearing agencies consisted of the following at December 31, 2003:

<i>(In thousands of dollars)</i>	
Securities borrowed	\$ 6,004
Securities fail-to-deliver	3,311
Deposits with clearing organizations	3,235
Total	\$ 12,550

Amounts payable to brokers, dealers and clearing agencies consisted of the following at December 31, 2003:

<i>(In thousands of dollars)</i>	
Adjustment to record securities owned on a trade date basis, net	\$ 16,593
Securities fail-to-receive	3,782
Securities loaned	-
Total	\$ 20,375

Proprietary securities transactions are recorded on trade date, as if they had settled. The related amounts receivable and payable for unsettled securities transactions are recorded net in receivables or payables to brokers, dealers and clearing agencies on the Statement of Financial Condition.

**NOTE 4. Receivables From and Payables To Customers**

The majority of the Company's non-institutional customers securities transactions, including those of officers, directors, employees and related individuals, are cleared through a third party under a clearing agreement. Under this agreement, the clearing agent executes and settles customer securities transactions, collects margin receivables related to these transactions, monitors the credit standing and required margin levels related to these customers and, pursuant to margin guidelines, requires the customer to deposit additional collateral with them or to reduce positions, if necessary. In the event the customer is unable to fulfill its contractual obligations, the clearing agent may purchase or sell the financial instrument underlying the contract, and as a result may incur a loss.

If the clearing agent incurs a loss, it has the right to pass the loss through to the Company which exposes the Company to off-balance-sheet risk. The Company has retained the right to pursue collection or performance from customers who do not perform under their contractual obligations and monitors customer balances on a daily basis along with the credit standing of the clearing agent. As the potential amount of losses during the term of this contract has no maximum, the Company believes there is no maximum amount assignable to this right. At December 31, 2003, substantially all customer obligations were fully collateralized and the Company has not recorded a liability related to the clearing agent's right to pass losses through to the Company.

At December 31, 2003, receivables from customers are mainly comprised of the purchase of securities by institutional clients. Delivery of these securities is made only when the Company is in receipt of the funds from the institutional client.

**NOTES TO FINANCIAL STATEMENT (continued)**

**NOTE 5. Securities Owned and Sold, But Not Yet Purchased**

Securities owned and sold, but not yet purchased, consisted of the following at December 31, 2003:

(In thousands of dollars)	Owned	Sold, But Not Yet Purchased
<b>Marketable Securities</b>		
U.S. Government and federal agency obligations	\$ 11,103	\$ 55,815
State and municipal bonds	190,163	96
Corporate obligations	27,837	534
Corporate stocks	9,077	1,620
Options	153	4
<b>Not Readily Marketable Securities</b>		
Investment securities with no publicly quoted market	117	
Investment securities subject to restrictions	1,438	
<b>Total</b>	<b>\$ 239,888</b>	<b>\$ 58,069</b>

Securities not readily marketable include investment securities (a) for which there is no market on a securities exchange or no independent publicly quoted market, (b) that cannot be publicly offered or sold unless registration has been effected under the Securities Act of 1933, or (c) that cannot be offered or sold because of other arrangements, restrictions or conditions applicable to the securities or to the Company.

**NOTE 6. Short-Term Bank Loans**

Short-term bank loans are made under lines of credit totaling \$300,000,000 of which \$138,500,000 is outstanding at December 31, 2003. These loans are available to finance securities eligible for collateralization, including Company owned securities, subject to certain regulatory formulas. These loans bear interest at variable rates based primarily on the Federal Funds interest rate. The weighted average interest rate on these loans was 1.34% at December 31, 2003. At December 31, 2003, short-term bank loans are collateralized by Company owned securities, which are classified as securities owned and receivables from brokers, dealers and clearing agencies, of \$154,226,000.

**NOTE 7. Payables To Others**

Amounts payable to others consisted of the following at December 31, 2003:

(In thousands of dollars)	
Drafts payable	\$ 1,649
Others	1,456
<b>Total</b>	<b>\$ 3,105</b>

Drafts payable represent amounts drawn by the Company against a bank and sight overdrafts under a sweep agreement with a bank.

**NOTES TO FINANCIAL STATEMENT (continued)**

**NOTE 8. Commitments and Contingencies**

**Leases:** The Company's headquarters and sales offices and certain office and communication equipment are leased by the Parent under noncancellable operating leases, certain of which contain escalation clauses and which expire at various times through 2015. Future minimum annual lease payments, net of sublease rental income are as follows:

(In thousands of dollars)	
2004	\$ 5,391
2005	5,159
2006	4,661
2007	4,739
2008	4,295
2009	2,160
Thereafter	9,705
Total	\$ 36,110

**Litigation:** In 1999, the Company acted as a placement agent for a \$7.5 million bond issue. In July 2002, as a result of a dispute between the Company and the buyer of the bonds, the Company entered into an agreement, which expires on October 1, 2004, that indemnified the buyer for up to \$3.7 million of potential realized losses which might be incurred on the outstanding principal amount of the bonds. These bonds are collateralized by a first security interest in certain rights, titles and interests of the company for whom the bonds were issued. As of December 31, 2003, management has estimated the probable amount of the loss expected to be incurred based upon current conditions and has accordingly accrued a \$1.4 million liability related to this agreement. In entering into this agreement, the Company and the buyer of the bonds did not admit or concede to any liability, wrongdoing, misconduct or damages of any kind.

In the normal course of business, the Company has been named a defendant, or otherwise has possible exposure, in several claims. Certain of these are class actions, which seek unspecified damages, which could be substantial. Although there can be no assurance as to the eventual outcome of litigation in which the Company has been named as a defendant or otherwise has possible exposure, the Company has provided for those actions most likely to have an adverse disposition. Although further losses are possible, the opinion of management, based upon the advice of its attorneys and general counsel, is that such litigation will not, in the aggregate, have a material adverse effect on the Company's liquidity or financial position, although it could have a material effect on quarterly or annual operating results in the period in which it is resolved.

**Collateral:** The Company receives collateral in connection with resale agreements and securities borrowed transactions. Under many agreements, the Company is permitted to sell or repledge these securities held as collateral and use the securities to secure repurchase agreements, enter into securities lending transactions or deliver to counter parties to cover short positions. The Company continues to report assets it has pledged as collateral in secured borrowing transactions and other arrangements when the secured party cannot sell or repledge the assets and does not report assets received as collateral in secured lending transactions and other arrangements because the debtor typically has the right to redeem the collateral on short notice.

The fair value of securities received as collateral, where the Company is permitted to sell or repledge the securities consisted of the following as of December 31, 2003:

(In thousands of dollars)	
Securities purchased under agreements to resell	\$ 56,374
Securities borrowed	5,601
Total	\$ 61,975

**NOTES TO FINANCIAL STATEMENT (continued)**

**Letters of Credit:** The Company is contingently liable under bank stand-by letter of credit agreements, executed in connection with security clearing activities, totaling \$164,000 at December 31, 2003.

**Other:** The Company enters into underwriting commitments to purchase securities as part of its investment banking business. Also, the Company may purchase and sell securities on a when - issued basis. As of December 31, 2003, the Company had outstanding underwriting commitments of \$0.6 million and had sold securities on a when-issued basis, with a market value of \$4.1 million.

**NOTE 9. Related Party Transactions**

The Company clears security transactions for its Parent and affiliates, and certain of the Company's investments are managed by an affiliate. Revenues and expenses associated with these transactions are nominal.

The Company also periodically provides advances to its Parent and affiliates to fund certain operating expenses, tax payments and fixed asset purchases. These advances are included in Receivables from Parent and affiliates on the statement of financial condition.

To the extent that employees of the Company participate in certain stock based benefit plans sponsored by the Company's Parent, the expense associated with these plans is recognized by the Company and either a liability to the Parent or capital contribution by the Parent is recognized. Any tax benefits related to these benefit plans are also recognized by the Company.

In January 2004, the Board of Directors declared a dividend of \$575,000 payable to the Parent on February 24, 2004.

**NOTE 10. Subordinated Debt**

The Company has subordinated debt of \$2,625,000 payable to its Parent, with interest paid quarterly at 9%. Principal payments of \$375,000 are due quarterly and the debt matures June 30, 2005.

A select group of management and highly compensated employees are eligible to participate in the First Albany Companies Inc. Deferred Compensation Plan for Key Employees (the "Plan"). The employees enter into subordinate loans with the Company to provide for the deferral of compensation and employer allocations under the Plan. The accounts of the participants of the Plan are credited with earnings and/or losses based on the performance of various investment benchmarks selected by the participants. Maturities of the subordinated debt are based on the distribution election made by each participant, which may be deferred to a later date by the participant. Principal debt repayment requirement as of December 31, 2003, are as follows:

(In thousands of dollars)	
2006	\$ 1,354
2007	1,441
2008	96
2009	107
2010	190
Thereafter	533
Total	\$ 3,721

The New York Stock Exchange has approved all of the Company's subordinated debt agreements. Pursuant to these approvals, these amounts are allowable in the Company's computation of net capital.

**NOTES TO FINANCIAL STATEMENT (continued)**

**NOTE 11. Income Taxes**

The Company files a consolidated federal and various combined state and local income tax returns with its Parent and separate tax returns with certain other states and localities. The income tax provision or benefit is computed on a separate return basis as a member of a controlled group and is allocated to the Company by its Parent.

Under the asset and liability method, deferred income taxes are recognized for the tax consequences of temporary differences by applying enacted statutory tax rates applicable for future years to differences between financial statement basis and tax basis of existing assets and liabilities. The effect of tax rate changes on deferred taxes is recognized in the income tax provision in the period that includes the enactment date.

The temporary differences that give rise to significant portions of deferred tax assets and liabilities consisted of the following at December 31, 2003:

(In thousands of dollars)	
Bad debt reserve	\$ 15
Investments	(238)
Deferred compensation	4,381
Liability reserves	755
Other	30
Total deferred tax assets	\$ 4,943

The Company has not recorded a valuation allowance for deferred tax assets at December 31, 2003, since it has determined that it is more likely than not that deferred tax assets will be fully realized through a combination of future taxable income and income available in carryback years.

**NOTE 12. Net Capital Requirements**

The Company is subject to the SEC's Uniform Net Capital Rule (Rule 15c3-1) and the Commodity's Futures Trading Commission Regulation 1.17, which both require the maintenance of minimum net capital. The Company has elected to use the alternative method, permitted by the Rule, which requires that the Company maintain minimum net capital equal to 2% of aggregate debit balances arising from customer transactions, as defined. At December 31, 2003, the Company had net capital of \$26.6 million, which was 571.75% of aggregate debit balances and \$25.6 million in excess of required minimum net capital.

**NOTE 13. Trading Activities**

As part of its trading activities, the Company provides to institutional clients, brokerage and underwriting services. While trading activities are primarily generated by client order flow, the Company also takes selective proprietary positions based on expectations of future market movements and conditions and to facilitate institutional client transactions. Interest revenue and expense are integral components of trading activities. In assessing the profitability of trading activities, the Company views net interest and principal transactions revenues in the aggregate. Certain trading activities expose the Company to market and credit risks.

**Market Risk:** Market risk is the potential change in an instrument's value caused by fluctuations in interest rates, equity prices, or other risks. The level of market risk is influenced by the volatility and the liquidity in the markets in which financial instruments are traded.

**NOTES TO FINANCIAL STATEMENT (continued)**

The Company seeks to mitigate market risk associated with trading inventories by employing hedging strategies that correlate interest rate, price, and spread movements of trading inventories and hedging activities. The Company uses a combination of cash instruments and derivatives to hedge its market exposures. The following discussion describes the types of market risk faced by the Company.

**Interest Rate Risk:** Interest rate risk arises from the possibility that changes in interest rates will affect the value of financial instruments. The decision to manage interest rate risk using futures or options as opposed to buying or selling short U.S. Treasury or other securities depends on current market conditions and funding considerations.

**Equity Price Risk:** Equity price risk arises from the possibility that equity security prices will fluctuate, affecting the value of equity securities.

In addition, the Company has sold securities that it does not currently own and will therefore be obligated to purchase such securities at a future date. The Company has recorded these obligations in the financial statement at December 31, 2003 at market values of the related securities and will incur a loss if the market value of the securities increases subsequent to December 31, 2003.

**Credit Risk:** The Company is exposed to risk of loss if an issuer or counterparty fails to perform its obligations under contractual terms ("default risk"). Both cash instruments and derivatives expose the Company to default risk. The Company has established policies and procedures for mitigating credit risks on principal transactions, including reviewing and establishing limits for credit exposure, requiring collateral to be pledged, and continually assessing the creditworthiness of counter parties.

In the normal course of business, the Company executes, settles, and finances various customer securities transactions. Execution of these transactions includes the purchase and sale of securities by the Company. These activities may expose the Company to default risk arising from the potential that customers or counter parties may fail to satisfy their obligations. In these situations, the Company may be required to purchase or sell financial instruments at unfavorable market prices to satisfy obligations to other customers or counter parties. In addition, the Company seeks to control the risks associated with its customer margin activities by requiring customers to maintain collateral in compliance with regulatory and internal guidelines.

Liabilities to other brokers and dealers related to unsettled transactions (i.e., securities failed-to-receive) are recorded at the amount for which the securities were acquired, and are paid upon receipt of the securities from other brokers or dealers. In the case of aged securities failed-to-receive, the Company may purchase the underlying security in the market and seek reimbursement for losses from the counter party.

**Concentrations of Credit Risk:** The Company's exposure to credit risk associated with its trading and other activities is measured on an individual counter party basis, as well as by groups of counter parties that share similar attributes. Concentrations of credit risk can be affected by changes in political, industry, or economic factors. The Company's most significant industry credit connection is with financial institutions. Financial institutions include other brokers and dealers, commercial banks, finance companies, insurance companies and investment companies. This concentration arises in the normal course of the Company's brokerage, trading, financing, and underwriting activities. To reduce the potential for risk concentration, credit limits are established and monitored in light of changing counter party and market conditions. Also, the Company purchases securities and may have significant positions in its inventory subject to market and credit risk. Should the Company find it necessary to sell such a security, it may not be able to realize the full carrying value of the security due to the significance of the position sold. In order to control these risks, securities positions are monitored on at least a daily basis along with hedging strategies that are employed by the Company.

**NOTE 14.**

**Derivative Financial Instruments**

The Company does not engage in the proprietary trading of derivative securities with the exception of highly liquid treasury and municipal index futures contracts and options. These index futures contracts and options are used to hedge securities positions in the Company's inventory.

First Albany Capital Inc. (A wholly owned subsidiary of First Albany Companies Inc.)
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At December 31, 2003, the contractual or notional amounts related to the index futures contracts were as follows:

(In thousands of dollars)	2003
Average notional or contract market value	\$ (31,584)
Year end notional or contract market value	\$ (27,051)

The contractual or notional amounts related to these financial instruments reflect the volume and activity and do not reflect the amounts at risk. The amounts at risk are generally limited to the unrealized market valuation gains on the instruments and will vary based on changes in market value. Futures contracts are executed on an exchange, and cash settlement is made on a daily basis for market movements. Open equity in the futures contracts in the amount of \$678,000 at December 31, 2003 is recorded as other assets. The settlements of the aforementioned transactions are not expected to have a material adverse effect on the financial condition of the Company.

The audited Statement of Financial Condition of First Albany Capital Inc. as of December 31, 2003, filed with the Securities and Exchange Commission pursuant to Rule 17a-5 of the Securities Exchange Act, is available for inspection at the principal office of the Company and at the regional office of the Securities and Exchange Commission.