会 社 名

代表者名
（コード番号

問合せ先

ジェー・ピー・モルガン・チェース \＆カンパニー （JPMorgan Chase \＆Co）

ジェームズ・ダイモン
（James Dimon）最 高 経 営 責 任 者（CEO）兼社長 86340 東証第一部外国株）

東京都港区六本木一丁目6番1号泉ガーデンタワー アンダーソン・毛利•友常法律事務所弁護士 森下 国彦／弁護士 永沼 光弁護士 早 瀨 孝広／弁護士 辻本 晴子 TEL 03－6888－1000

## 米国証券取引委員会への Form 8－K の提出

ジェー・ピー・モルガン・チェース \＆カンパニーは，2013年7月12日付 で，米国証券取引委員会にForm8－Kを提出いたしました。内容については添付をご参照ください。

# JPMORGAN CHASE \& CO 

FORM 8-K
(Current report filing)

Filed 07/12/13 for the Period Ending 07/12/13

Address 270 PARK AVE 38TH FL<br>NEW YORK, NY 10017<br>Telephone 2122706000<br>CIK 0000019617<br>Symbol JPM<br>Fiscal Year 12/31

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

## FORM 8-K

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

Date of Report (date of earliest event reported): July 12, 2013

## JPMorgan Chase \& Co.

(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation or organization)

270 Park Avenue, New York, New
York 10017
(Address of principal executive offices)

1-5805
(Commission File Number)

Registrant's telephone number, including area code: (212) 270-6000

Check the appropriate box below if the Form 8 -K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Regulation FD Disclosure

On July 12, 2013, JPMorga n Chase \& Co. ("JPMorgan Chase" or the "Firm") reported 2013 second quarter net income of $\$ 6.5$ billion, or $\$ 1.60$ per share, co mpared with net income of $\$ 5.0$ billion, or $\$ 1.21$ per share, in the second quarter of 2012. A copy of the 2013 second quarter earnings release is attached hereto as Exhibit 99.1 , and a copy of the earnings release financial supplement is attached hereto as Exhibit 99.2.

Each of the Exhibits provided with this Form 8-K shall be deemed to be "filed" for purposes of the Securities Exchange Act of 1934, as amended.

This Current Report on Form 8-K (including the Exhibits hereto) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of JPMorgan Chase \& Co.'s management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. Factors that could cause JPMorgan Chase and Co.'s actual results to differ materially from those described in the forward-looking statements can be found in JPMorgan Chase \& Co.'s Annual Report on Form 10-K for the year ended December 31, 2012, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2013, which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase's website ( http://investor.shareholder.com/jpmorganchase) and on the Securities and Exchange Commission's website ( www.sec.gov ). JPMorgan Chase \& Co. does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

## Item 9.01 Financial Statements and Exhibits

(d) Exhibits

Exhibit No.

## Description of Exhibit

JPMorgan Chase \& Co. Computation of Earnings to Fixed Charges
JPMorgan Chase \& Co. Computation of Earnings to Fixed Charges and Preferred Stock Dividend Requirements
JPMorgan Chase \& Co. Earnings Release - Second Quarter 2013 Results
JPMorgan Chase \& Co. Earnings Release Financial Supplement - Second Quarter 2013

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.
$\frac{\text { JPMorgan Chase \& Co. }}{\text { (Registrant) }}$

By:
/s/ Mark W. O'Donovan
Mark W. O'Donovan
Managing Director and Corporate Controller (Principal Accounting Officer)

## INDEX TO EXHIBITS

Exhibit No.
Description of Exhibit
12.1
12.2
99.1
99.2

JPMorgan Chase \& Co. Computation of Earnings to Fixed Charges
JPMorgan Chase \& Co. Computation of Earnings to Fixed Charges and Preferred Stock Dividend Requirements
JPMorgan Chase \& Co. Earnings Release - Second Quarter 2013 Results
JPMorgan Chase \& Co. Earnings Release Financial Supplement - Second Quarter 2013

## EXHIBIT 12.1

JPMorgan Chase \& Co.

## Computation of Ratio of Earnings to Fixed Charges

| Six months ended June 30, (in millions, except ratios) |  | $\underline{2013}$ |
| :---: | :---: | :---: |
| Excluding interest on deposits |  |  |
| Income before income tax expense | \$ | 18,380 |
| Fixed charges: |  |  |
| Interest expense |  | 3,851 |
| One-third of rents, net of income from subleases (a) |  | 266 |
| Total fixed charges |  | 4,117 |
| Add: Equity in undistributed loss of affiliates |  | 176 |
| Income before income tax expense and fixed charges, excluding capitalized interest | \$ | 22,673 |
| Fixed charges, as above | \$ | 4,117 |
| Ratio of earnings to fixed charges |  | 5.51 |
| Including interest on deposits |  |  |
| Fixed charges, as above | \$ | 4,117 |
| Add: Interest on deposits |  | 1,084 |
| Total fixed charges and interest on deposits | \$ | 5,201 |
| Income before income tax expense and fixed charges, excluding capitalized interest, as above | \$ | 22,673 |
| Add: Interest on deposits |  | 1,084 |
| Total income before income tax expense, fixed charges and interest on deposits | \$ | 23,757 |
| Ratio of earnings to fixed charges |  | 4.57 |

(a) The proportion deemed representative of the interest factor.

## EXHIBIT 12.2

JPMorgan Chase \& Co.

## Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements

| Six months ended June 30, (in millions, except ratios) |  | $\underline{2013}$ |
| :---: | :---: | :---: |
| Excluding interest on deposits |  |  |
| Income before income tax expense | \$ | 18,380 |
| Fixed charges: |  |  |
| Interest expense |  | 3,851 |
| One-third of rents, net of income from subleases (a) |  | 266 |
| Total fixed charges |  | 4,117 |
| Add: Equity in undistributed loss of affiliates |  | 176 |
| Income before income tax expense and fixed charges, excluding capitalized interest | \$ | 22,673 |
| Fixed charges, as above | \$ | 4,117 |
| Preferred stock dividends (pre-tax) |  | 555 |
| Fixed charges including preferred stock dividends | \$ | 4,672 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements |  | 4.85 |
| Including interest on deposits |  |  |
| Fixed charges including preferred stock dividends, as above | \$ | 4,672 |
| Add: Interest on deposits |  | 1,084 |
| Total fixed charges including preferred stock dividends and interest on deposits | \$ | 5,756 |
| Income before income tax expense and fixed charges, excluding capitalized interest, as above | \$ | 22,673 |
| Add: Interest on deposits |  | 1,084 |
| Total income before income tax expense, fixed charges and interest on deposits | \$ | 23,757 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements |  | 4.13 |

(a) The proportion deemed representative of the interest factor.

# JPMORGAN CHASE REPORTS SECOND-QUARTER 2013 NET INCOME OF \$6.5 BILLION, OR \$1.60 PER SHARE, ON REVENUE ${ }^{1}$ OF \$26.0 BILLION <br> <br> $17 \%$ RETURN ON TANGIBLE COMMON EQUITY ${ }^{1}$ <br> <br> $17 \%$ RETURN ON TANGIBLE COMMON EQUITY ${ }^{1}$ <br> <br> SUPPORTED CONSUMERS, BUSINESSES AND COMMUNITIES 

 <br> <br> SUPPORTED CONSUMERS, BUSINESSES AND COMMUNITIES}

- Strong performance across our businesses ${ }^{2}$
- Consumer \& Community Banking deposits were up $10 \%$; mortgage originations were $\$ 49.0$ billion, up $12 \%$; Credit Card sales volume ${ }^{1}$ was a record $\$ 105.2$ billion, up $10 \%$; auto originations were up $\mathbf{1 7 \%}$
- Corporate \& Investment Bank reported strong performance in Banking and Markets \& Investor Services, maintaining its \#1 ranking for Global Investment Banking fees; client deposits were $\$ 369.1$ billion, up $6 \%$
- Asset Management achieved its seventeenth consecutive quarter of positive net long-term client flows, with $\mathbf{\$ 2 5}$ billion for the second quarter; client assets were $\$ 2.2$ trillion, up $\mathbf{1 0 \%}$; loan balances were a record $\$ 86.0$ billion
- Second-quarter common stock dividend increased to $\mathbf{\$ 0 . 3 8}$ per share from the previous quarter's $\mathbf{\$ 0 . 3 0}$ per share, returning to its highest level
- Fortress balance sheet strengthened
- Basel I Tier 1 common ${ }^{1}$ of $\$ 147$ billion, or $\mathbf{1 0 . 4 \%}$
- Estimated Basel III Tier 1 common ${ }^{1}$ ratio of $9.3 \%$, including the estimated impact of final Basel III rules issued on July 2, 2013
- High Quality Liquid Assets ${ }^{3}$ of $\$ 454$ billion; estimated Basel III Liquidity Coverage Ratio of $\mathbf{1 1 8 \%}$
- Second-quarter results included the following significant items
- $\$ 950$ million pretax benefit ( $\$ 0.15$ per share after-tax increase in earnings) from reduced loan loss reserves in Real Estate Portfolios
- $\$ 550$ million pretax benefit ( $\$ 0.09$ per share after-tax increase in earnings) from reduced loan loss reserves in Card Services
- $\$ 600$ million pretax expense ( $\$ 0.09$ per share after-tax decrease in earnings) for additional litigation reserves in Corporate
- JPMorgan Chase supported consumers, businesses and our communities
- $\$ 1.0$ trillion of credit ${ }^{1}$ provided and capital raised in the first six months of 2013
- $\$ 154$ billion of credit ${ }^{1}$ provided for consumers; originated more than $\mathbf{5 0 0 , 0 0 0}$ mortgages
- $\$ 9$ billion of credit ${ }^{1}$ provided for U.S. small businesses
- \$294 billion of credit ${ }^{1}$ provided for corporations
- $\$ 552$ billion of capital raised for clients
- $\$ 35$ billion of credit ${ }^{1}$ provided and capital raised for nonprofit and government entities, including states, municipalities, hospitals and universities


## - Hired more than 5,600 U.S. veterans and service members since the beginning of 2011

New York, July 12, 2013 - JPMorgan Chase \& Co. (NYSE: JPM) today reported net income of $\$ 6.5$ billion for the second quarter of 2013 , compared with net income of $\$ 5.0$ billion in the second quarter of 2012. Earnings per share were $\$ 1.60$, compared with $\$ 1.21$ in the second quarter of 2012. Revenue ${ }^{1}$ for the quarter was $\$ 26.0$ billion, compared with $\$ 22.9$ billion in the prior year. The Firm's return on tangible common equity ${ }^{1}$ for the second quarter of 2013 was $17 \%$, compared with $15 \%$ in the prior year.
Jamie Dimon, Chairman and Chief Executive Officer, commented on the financial results: "Our earnings reflected strong performance across our businesses. We maintained our \#1 ranking in global Investment Banking fees. Consumer deposits were up $10 \%$ compared with the prior year and Credit Card sales volumes were a record $\$ 105.2$ billion, up $10 \%$. And notably, Asset Management had $\$ 25$ billion of net long-term client flows, the seventeenth consecutive quarter of positive net long-term client flows. Net charge-offs remain near historical lows in our Credit Card business, have dropped to less than half of what they were a year ago for our Real Estate Portfolios and remained very low in our wholesale portfolios. In light of these trends, we reduced the allowance for loan losses in Consumer \& Community Banking in the second quarter by a total of $\$ 1.5$ billion. Loan growth across the industry continued to be soft, reflecting a cautious stance by consumers, many small businesses and corporations. However, we continue to see broad-based signs that the U.S. economy is improving and we are hopeful that, as jobs are added and confidence builds, the U.S. economy will strengthen over time."

Dimon continued: "This quarter, we exceeded the proposed Basel III Liquidity Coverage Ratio requirement - as of the end of the second quarter, our estimated ratio was $118 \%$ - and we are committed to achieving a Basel III Tier 1 common ratio ${ }^{1}$ of $9.5 \%$ by the end of this year. We estimate that our Basel III Tier 1 common ratio ${ }^{1}$, reflecting the final rules approved by the Federal Reserve on July 2, 2013, was approximately $9.3 \%$ at the end of the second quarter, including the reduction of the value of our investment securities that are available for sale because of higher longterm interest rates."

Dimon added: "While we have put extensive focus on our control agenda, we have continued to serve our clients and communities around the world. During the first six months of the year we raised capital and provided credit ${ }^{2}$ totaling $\$ 1.0$ trillion for our clients, from individuals to large multinational corporations. Regarding our control agenda, we have taken some of our best people, given them enormous resources and tasked them with ensuring that our systems, practices, controls and technology meet the highest standards. We are confident that these investments will pay off and we will be a better company for it."

Dimon concluded: "I am proud of this Company and what our employees do every day to serve our clients, customers and communities in over a hundred countries."

[^0]
## CONSUMER \& COMMUNITY BANKING (CCB)

| Results for CCB (\$ millions) | 2Q13 |  | 1Q13 |  | 2Q12 |  | 1Q13 |  |  | 2Q12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |  |  | \$ O/(U) |  | $\mathrm{O} /(\mathrm{U}) \%$ |
| Net Revenue | \$ | 12,015 |  |  | \$ | 11,615 | \$ | 12,450 | \$ | 400 | 3\% | \$ | (435) | (3)\% |
| Provision for Credit Losses |  | (19) |  | 549 |  | 179 |  | (568) | NM |  | (198) | NM |
| Noninterest Expense |  | 6,864 |  | 6,790 |  | 6,837 |  | 74 | 1 |  | 27 | - |
| Net Income | \$ | 3,089 | \$ | 2,586 | \$ | 3,282 | \$ | 503 | 19\% | + | (193) | (6)\% |

## Discussion of Results:

Net income was $\$ 3.1$ billion, a decrease of $\$ 193$ million, or $6 \%$ compared with the prior year, due to lower net revenue and higher noninterest expense, partially offset by lower provision for credit losses.

Net revenue was $\$ 12.0$ billion, a decrease of $\$ 435$ million, or $3 \%$, compared with the prior year. Net interest income was $\$ 7.1$ billion, down $\$ 67$ million, or $1 \%$, driven by lower deposit margins and lower loan balances due to portfolio runoff, largely offset by higher deposit balances. Noninterest revenue was $\$ 4.9$ billion, a decrease of $\$ 368$ million, or $7 \%$, driven by lower mortgage fees and related income, partially offset by higher merchant servicing revenue, auto lease income and net interchange income.

The provision for credit losses was a benefit of $\$ 19$ million, compared with a provision for credit losses of $\$ 179$ million in the prior year and $\$ 549$ million in the prior quarter. The current-quarter provision reflected a $\$ 1.5$ billion reduction in the allowance for loan losses and total net charge-offs of $\$ 1.5$ billion. The prior-quarter provision reflected a $\$ 1.2$ billion reduction in the allowance for loan losses and total net charge-offs of $\$ 1.7$ billion. The prior-year provision reflected a $\$ 2.1$ billion reduction in the allowance for loan losses and total net charge-offs of $\$ 2.3$ billion.

Noninterest expense was $\$ 6.9$ billion, an increase of $\$ 27$ million from the prior year, driven by continued investments in the business, offset by lower mortgage servicing expense and lower remediation expense, inclusive of a current-quarter charge, related to an exited non-core product.

## Key Metrics and Business Updates:

(All comparisons refer to the prior-year quarter except as noted; banking portal ranking is per compete.com, as of May 2013)

- Return on equity was $27 \%$ on $\$ 46.0$ billion of average allocated capital.
- Average total deposits were $\$ 453.6$ billion, up $10 \%$ from the prior year and $3 \%$ from the prior quarter. Deposit growth is among the highest in the industry ${ }^{2}$.
- Number of branches was 5,657 , an increase of 94 from the prior year and 25 from the prior quarter.
- Active mobile customers were up $32 \%$ to 14.0 million over the prior year.
- Active online customers (including mobile) were up $6 \%$ to 32.2 million over the prior year.


## Consumer \& Business Banking

- Chase Private Client locations totaled 1,691, an increase of 953 from the prior year and 299 from the prior quarter.
- Client investment assets were $\$ 171.9$ billion, up $16 \%$ from the prior year and $2 \%$ from the prior quarter.
- Branch sales of investment products were up $53 \%$ compared with the prior year and $3 \%$ compared with the prior quarter.


## Mortgage Banking

- Mortgage originations were $\$ 49.0$ billion, up $12 \%$ from the prior year and down $7 \%$ from the prior quarter, including purchase originations of $\$ 17.4$ billion, up $50 \%$ from the prior year and $44 \%$ from the prior quarter.


## Card, Merchant Services \& Auto

- Credit Card sales volume ${ }^{2}$ was a record $\$ 105.2$ billion, up $10 \%$ from the prior year and $11 \%$ from the prior quarter. Card Services general purpose credit card sales volume growth has outperformed the industry for 21 consecutive quarters ${ }^{2}$.
- Merchant processing volume was $\$ 185.0$ billion, up $15 \%$ from the prior year and $5 \%$ from the prior quarter. Total transactions processed were 8.8 billion, up $24 \%$ from the prior year and $6 \%$ from the prior quarter.
- Auto originations were $\$ 6.8$ billion, up $17 \%$ from the prior year, outpacing the industry ${ }^{2}$.

Consumer \& Business Banking net income was $\$ 698$ million, a decrease of $\$ 233$ million, or $25 \%$, compared with the prior year, due to higher noninterest expense, a small benefit in the prior-year provision for credit losses and lower net revenue.

Net revenue was $\$ 4.3$ billion, down $1 \%$ compared with the prior year. Net interest income was $\$ 2.6$ billion, down $2 \%$ compared with the prior year, driven by lower deposit margins, predominantly offset by higher deposit balances. Noninterest revenue was $\$ 1.7$ billion, an increase of $1 \%$, driven by higher debit card revenue and investment sales revenue, predominantly offset by lower deposit-related fees.
The provision for credit losses and net charge-offs were both $\$ 74$ million ( $1.58 \%$ net charge-off rate), compared with a benefit of $\$ 2$ million and net charge-offs of $\$ 98$ million ( $2.20 \%$ net charge-off rate) in the prior year.
Noninterest expense was $\$ 3.0$ billion, up $10 \%$ from the prior year, primarily driven by investments in the business and certain adjustments in the prior year.

## Key Metrics and Business Updates: <br> (All comparisons refer to the prior-year quarter except as noted)

- Return on equity was $25 \%$ on $\$ 11.0$ billion of average allocated capital.
- Average total deposits were $\$ 432.8$ billion, up $11 \%$ from the prior year and $3 \%$ from the prior quarter. Deposit growth is among the highest in the industry ${ }^{2}$.
- Deposit margin was $2.31 \%$, compared with $2.62 \%$ in the prior year and $2.36 \%$ in the prior quarter.
- Accounts ${ }^{2}$ totaled 28.9 million, up $6 \%$ from the prior year and $1 \%$ from the prior quarter, reflecting historically low customer attrition.
- Average Business Banking loans were $\$ 18.7$ billion, up $4 \%$ from the prior year and flat compared with the prior quarter. Originations were $\$ 1.3$ billion, down $26 \%$ from the prior year and up $7 \%$ from the prior quarter.
- Chase.com remains the \#1 most visited banking portal in the U.S.

Mortgage Banking net income was $\$ 1.1$ billion, a decrease of $\$ 179$ million, or $14 \%$, compared with the prior year, driven by lower net revenue, partially offset by lower noninterest expense and lower provision for credit losses.

Net revenue was $\$ 3.1$ billion, a decrease of $\$ 551$ million compared with the prior year. Net interest income
was $\$ 1.1$ billion, a decrease of $\$ 83$ million, or $7 \%$, driven by lower loan balances due to portfolio runoff. Noninterest revenue was $\$ 1.9$ billion, a decrease of $\$ 468$ million, driven by lower mortgage fees and related income.

The provision for credit losses was a benefit of $\$ 657$ million ${ }^{2}$, compared with a benefit of $\$ 553$ million in the prior year. The current quarter reflected a $\$ 950$ million reduction in the allowance for loan losses due to lower estimated losses reflecting continued home price improvement and favorable delinquency trends across all products, compared with a reduction of $\$ 1.25$ billion in the prior year.

Noninterest expense was $\$ 1.8$ billion, a decrease of $\$ 150$ million from the prior year, due to lower servicing expense.
Mortgage Production pretax income was $\$ 582$ million, a decrease of $\$ 349$ million from the prior year, reflecting lower margins and higher expense, partially offset by higher volumes and lower repurchase losses. Mortgage production-related revenue, excluding repurchase losses, was $\$ 1.3$ billion, a decrease of $\$ 275$ million, or $18 \%$, from the prior year, reflecting lower revenue margins. Production expense ${ }^{2}$ was $\$ 720$ million, an increase of $\$ 100$ million from the prior year, driven by higher headcount-related expense as the business built origination capacity. Repurchase losses for the current quarter reflected a benefit of $\$ 16$ million, compared with losses of $\$ 10$ million in the prior year and $\$ 81$ million in the prior quarter. The current quarter reflected a $\$ 185$ million reduction in the repurchase liability and lower realized repurchase losses compared with the prior year and prior quarter.

Mortgage Servicing pretax income was $\$ 133$ million, an increase of $\$ 68$ million from the prior year. Mortgage servicing revenue, including changes to the mortgage servicing rights ("MSR") asset fair value, was $\$ 770$ million, a decrease of $\$ 15$ million, or $2 \%$, from the prior year. MSR risk management income was $\$ 78$ million, compared with $\$ 233$ million in the prior year. Servicing expense was $\$ 715$ million, a decrease of $\$ 238$ million from the prior year, reflecting lower servicing headcount and lower costs associated with the Independent Foreclosure Review.

## Key Metrics and Business Updates: <br> (All comparisons refer to the prior-year quarter except as noted)

- Mortgage application volumes were $\$ 65.0$ billion, down $3 \%$ from the prior year and up $7 \%$ from the prior quarter.
- Period-end total third-party mortgage loans serviced were $\$ 832.0$ billion, down $3 \%$ from the prior year and $2 \%$ from the prior quarter.

Real Estate Portfolios pretax income was $\$ 1.2$ billion, down $\$ 16$ million from the prior year. Net revenue was $\$ 908$ million, a decrease of $\$ 132$ million, or $13 \%$, from the prior year. The decrease was largely driven by a decline in net interest income, resulting from lower loan balances due to portfolio runoff.

The provision for credit losses was a benefit of $\$ 662$ million, compared with a benefit of $\$ 554$ million in the prior year. The current-quarter provision reflected a $\$ 950$ million reduction in the allowance for loan losses due to lower estimated losses reflecting continued home price improvement and favorable delinquency trends, compared with a reduction of $\$ 1.25$ billion in the prior year. Net charge-offs were $\$ 288$ million. Home equity net charge-offs were $\$ 236$ million ( $1.49 \%$ net charge-off rate ${ }^{1}$ ), compared with $\$ 466$ million ( $2.53 \%$ net charge-off rate ${ }^{1}$ ) in the prior year. Subprime mortgage net charge-offs were $\$ 33$ million ( $1.69 \%$ net charge-off rate ${ }^{1}$ ), compared with $\$ 112$ million ( $4.94 \%$ net charge-off rate ${ }^{1}$ ). Prime mortgage, including option ARMs, net charge-offs were $\$ 16$ million ( $0.15 \%$ net charge-off rate ${ }^{1}$ ), compared with $\$ 114$ million ( $1.08 \%$ net charge-off rate ${ }^{1}$ ).

Noninterest expense was $\$ 404$ million, a decrease of $\$ 8$ million, or $2 \%$, compared with the prior year.

## Key Metrics and Business Updates:

## (All comparisons refer to the prior-year quarter except as noted. Average loans include PCI loans)

- Mortgage Banking return on equity, including Mortgage Production, Mortgage Servicing and Real Estate Portfolios, was 23\% on $\$ 19.5$ billion of average allocated capital.
- Average home equity loans were $\$ 83.8$ billion, down $\$ 12.3$ billion.
- Average mortgage loans were $\$ 88.1$ billion, down $\$ 4.8$ billion.
- Allowance for loan losses was $\$ 9.0$ billion, compared with $\$ 12.2$ billion.
- Allowance for loan losses to ending loans retained, excluding PCI loans ${ }^{1}$, was $2.85 \%$, compared with $5.20 \%$.

Card, Merchant Services \& Auto net income was $\$ 1.2$ billion, an increase of $\$ 219$ million, or $21 \%$, compared with the prior year, driven by lower provision for credit losses, higher net revenue and lower noninterest expense.

Net revenue was $\$ 4.7$ billion, up $\$ 145$ million, or $3 \%$, compared with the prior year. Net interest income was $\$ 3.3$ billion, up $\$ 63$ million compared with the prior year. The impact of lower revenue reversals associated with lower net charge-offs in Credit Card was largely offset by lower average credit card loan balances and spread compression in Auto. Noninterest revenue was $\$ 1.3$ billion, up $\$ 82$ million compared with the prior year, primarily driven by higher merchant servicing revenue, auto lease income and net interchange income.

The provision for credit losses was $\$ 564$ million, compared with $\$ 734$ million in the prior year and $\$ 686$ million in the prior quarter. The currentquarter provision reflected lower net charge-offs and a $\$ 550$ million reduction in the allowance for loan losses due to lower estimated losses reflecting improved delinquency trends. The prior-year provision included a $\$ 751$ million reduction in the allowance for loan losses. The Credit Card net charge-off rate ${ }^{1}$ was $3.31 \%$, down from $4.32 \%$ in the prior year and $3.55 \%$ in the prior quarter; the $30+$ day delinquency rate ${ }^{1}$ was $1.69 \%$, down from $2.13 \%$ in the prior year and $1.94 \%$ in the prior quarter. The Auto net charge-off rate was $0.18 \%$, up from $0.17 \%$ in the prior year and down from $0.32 \%$ in the prior quarter.

Noninterest expense was $\$ 2.0$ billion, a decrease of $\$ 108$ million, or $5 \%$, from the prior year, primarily driven by lower remediation expense, inclusive of a current-quarter charge, related to an exited non-core product.

## Key Metrics and Business Updates:

## (All comparisons refer to the prior-year quarter except as noted)

- Return on equity was $32 \%$ on $\$ 15.5$ billion of average allocated capital.
- Period-end Credit Card loan balances were $\$ 124.3$ billion, flat compared with the prior year and up $2 \%$ from the prior quarter. Credit Card average loans were $\$ 122.9$ billion, down $2 \%$ from prior year and $1 \%$ from the prior quarter.
- \#1 credit card issuer in the U.S. based on outstandings ${ }^{2}$; \#1 global Visa issuer based on consumer and business credit card sales volume ${ }^{2}$.
- Card Services net revenue as a percentage of average loans was $12.59 \%$, compared with $11.91 \%$ in the prior year and $12.83 \%$ in the prior quarter.
- Average auto loans were $\$ 50.7$ billion, up $5 \%$ from the prior year and $1 \%$ from the prior quarter.


## CORPORATE \& INVESTMENT BANK (CIB)

| Results for CIB <br> (\$ millions) | 2Q13 |  | 1Q13 |  | 2Q12 |  | 1Q13 |  |  | 2Q12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U}) \%$ |  |  | \$ O/(U) |  | $\mathrm{O} /(\mathrm{U}) \%$ |
| Net Revenue | \$ | 9,876 |  |  | \$ | 10,140 | \$ | 8,986 | \$ | (264) | (3)\% | \$ | 890 | 10\% |
| Provision for Credit Losses |  | (6) |  | 11 |  | 29 |  | (17) | NM |  | (35) | NM |
| Noninterest Expense |  | 5,742 |  | 6,111 |  | 5,293 |  | (369) | (6) |  | 449 | 8 |
| Net Income | \$ | 2,838 | \$ | 2,610 | \$ | 2,376 | \$ | 228 | 9\% | \$ | 462 | 19\% |

## Discussion of Results:

Net income was $\$ 2.8$ billion, up $19 \%$ compared with the prior year. These results primarily reflected higher net revenue, partially offset by higher noninterest expense. Net revenue was $\$ 9.9$ billion, compared with $\$ 9.0$ billion in the prior year. Net revenue included a $\$ 355$ million gain from debit valuation adjustments ("DVA") on structured notes and derivative liabilities resulting from the widening of the Firm's credit spreads; the prior year included a gain from DVA of $\$ 755$ million. Excluding the impact of DVA, net income was $\$ 2.6$ billion ${ }^{1}$, up $37 \%$ from the prior year, and net revenue was $\$ 9.5$ billion ${ }^{1}$, up $16 \%$ from the prior year.

Banking revenue was $\$ 3.1$ billion, compared with $\$ 2.7$ billion in the prior year. Investment banking fees were $\$ 1.7$ billion (up $38 \%$ ), driven by higher debt underwriting fees of $\$ 956$ million (up $50 \%$ ) and equity underwriting fees of $\$ 457$ million (up $83 \%$ ), partially offset by lower advisory fees of $\$ 304$ million (down $15 \%$ ). Treasury Services revenue was $\$ 1.1$ billion, down $2 \%$ compared with the prior year, driven by lower trade finance spreads. Lending revenue was $\$ 373$ million, primarily reflecting net interest income on retained loans and fees on lending-related commitments, compared with $\$ 370$ million in the prior year.

Markets \& Investor Services revenue was $\$ 6.7$ billion, up $7 \%$ from the prior year. Fixed Income and Equity Markets combined revenue was $\$ 5.4$ billion, up $18 \%$ from the prior year, reflecting solid client revenue, as well as improved performance in credit-related and equities products. Securities Services revenue was $\$ 1.1$ billion, up $1 \%$ from the prior year. Credit Adjustments \& Other revenue was $\$ 274$ million, compared with $\$ 683$ million in the prior year; both periods were predominantly driven by the impact of DVA.

The provision for credit losses was a benefit of $\$ 6$ million, compared with a provision for credit losses of $\$ 29$ million in the prior year. The ratio of the allowance for loan losses to period-end loans retained was $1.21 \%$, compared with $1.31 \%$ in the prior year. Excluding the impact of the consolidation of Firm-administered multi-seller conduits and trade finance loans, the ratio of the allowance for loan losses to period-end loans retained ${ }^{1}$ was $2.35 \%$, compared with $2.75 \%$ in the prior year.

Noninterest expense was $\$ 5.7$ billion, up $8 \%$ from the prior year, primarily driven by higher compensation expense on increased revenue. The compensation ratio for the current quarter was $31 \%$, excluding the impact of DVA ${ }^{1}$.

## Key Metrics and Business Updates:

(All comparisons refer to the prior-year quarter except as noted, and all rankings are according to Dealogic)

- Ranked \#1 in Global Investment Banking Fees for the six months ended June 30, 2013.
- Ranked \#1 in Global Debt, Equity and Equity-related; \#1 in Global Long-Term Debt; \#1 in Global Syndicated Loans; \#2 in Global Announced M\&A; and \#2 in Global Equity and Equity-related, based on volume, for the six months ended June 30, 2013.
- Average client deposits and other third-party liabilities were $\$ 369.1$ billion, up $6 \%$ from the prior year and $3 \%$ from the prior quarter.
- Assets under custody were $\$ 18.9$ trillion, up $7 \%$ from the prior year and down $2 \%$ from the prior quarter.
- International revenue was $\$ 4.8$ billion, up $11 \%$ from the prior year, representing $48 \%$ of total revenue ( $48 \%$ of total revenue excluding DVA ${ }^{1}$ ).
- Return on equity was $20 \%$ on $\$ 56.5$ billion of average allocated capital ( $19 \%$ excluding DVA ${ }^{1}$ ).
- Period-end total loans were $\$ 110.8$ billion, down $5 \%$ from the prior year and $6 \%$ from the prior quarter. Nonaccrual loans were $\$ 375$ million, down $54 \%$ from the prior year and $16 \%$ from the prior quarter.
- Period-end trade finance loans were $\$ 36.4$ billion, up $3 \%$ from the prior year and down $7 \%$ from the prior quarter.


## COMMERCIAL BANKING (CB)

| Results for CB <br> (\$ millions) | 2Q13 |  | 1Q13 |  | 2Q12 |  | 1Q13 |  |  | 2Q12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U}) \%$ |  |  | \$ O/(U) |  | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$ | 1,728 |  |  | \$ | 1,673 | \$ | 1,691 | \$ | 55 | 3\% | \$ | 37 | $2 \%$ |
| Provision for Credit Losses |  | 44 |  | 39 |  | (17) |  | 5 | 13 |  | 61 | NM |
| Noninterest Expense |  | 652 |  | 644 |  | 591 |  | 8 | 1 |  | 61 | 10 |
| Net Income | \$ | 621 | \$ | 596 | \$ | 673 | \$ | 25 | 4\% | \$ | (52) | (8)\% |

## Discussion of Results:

Net income was $\$ 621$ million, a decrease of $\$ 52$ million, or $8 \%$, compared with the prior year, reflecting a higher provision for credit losses and an increase in noninterest expense, partially offset by higher net revenue.

Net revenue was $\$ 1.7$ billion, an increase of $\$ 37$ million, or $2 \%$, compared with the prior year. Net interest income was $\$ 1.2$ billion, an increase of $\$ 48$ million, or $4 \%$, driven by higher loan and liability balances, partially offset by lower purchase discounts recognized on loan repayments and spread compression on liability products. Noninterest revenue was $\$ 551$ million, a decrease of $\$ 11$ million, or $2 \%$ compared with the prior year, driven by lower community development investment-related revenue, partially offset by increased deposit-related fees, credit card revenue, and investment banking fees.

Revenue from Middle Market Banking was $\$ 777$ million, an increase of $\$ 37$ million, or $5 \%$, from the prior year. Revenue from Corporate Client Banking was $\$ 444$ million, an increase of $\$ 8$ million, or $2 \%$, compared with the prior year. Revenue from Commercial Term Lending was $\$ 315$ million, an increase of $\$ 24$ million, or $8 \%$, compared with the prior year. Revenue from Real Estate Banking was $\$ 113$ million, flat compared with the prior year.

The provision for credit losses was $\$ 44$ million, compared with a benefit of $\$ 17$ million in the prior year. Net charge-offs were $\$ 9$ million ( $0.03 \%$ net charge-off rate), compared with net recoveries of $\$ 9$ million ( $0.03 \%$ net recovery rate) in the prior year and net recoveries of $\$ 7$ million $(0.02 \%$ net recovery rate) in the prior quarter. The allowance for loan losses to period-end loans retained was $2.06 \%$, down from $2.20 \%$ in the prior year and up from $2.05 \%$ in the prior quarter. Nonaccrual loans were $\$ 513$ million, down $\$ 404$ million, or $44 \%$, from the prior year, and down by $\$ 156$ million, or $23 \%$, from the prior quarter, mainly due to repayments.

Noninterest expense was $\$ 652$ million, up 10\% compared with the prior year, reflecting higher headcount-related ${ }^{2}$ expense and increased operating expense for Commercial Card.

## Key Metrics and Business Updates:

(All comparisons refer to the prior-year quarter except as noted)

- Return on equity was $18 \%$ on $\$ 13.5$ billion of average allocated capital.
- Overhead ratio was $38 \%$, compared with $35 \%$ in the prior year.
- Gross investment banking revenue (which is shared with the Corporate \& Investment Bank) was $\$ 385$ million, flat compared with the prior year and up $13 \%$ compared with the prior quarter.
- Average loan balances were $\$ 131.6$ billion $^{2}$, up $11 \%$ compared with the prior year and up $2 \%$ compared with the prior quarter.
- Period-end loan balances were $\$ 130.9$ billion ${ }^{2}$, up $9 \%$ compared with the prior year and flat compared with the prior quarter.
- Average client deposits and other third-party liabilities were $\$ 195.2$ billion, flat compared with the prior year and the prior quarter.


## ASSET MANAGEMENT (AM)

| Results for AM (\$ millions) | 2Q13 |  | 1Q13 |  | 2Q12 |  | 1Q13 |  |  | 2Q12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U}) \%$ |  |  | \$ O/(U) |  | $\mathrm{O} /(\mathrm{U}) \%$ |
| Net Revenue | \$ | 2,725 |  |  | \$ | 2,653 | \$ | 2,364 | \$ | 72 | $3 \%$ | \$ | 361 | 15\% |
| Provision for Credit Losses |  | 23 |  | 21 |  | 34 |  | 2 | 10 |  | (11) | (32) |
| Noninterest Expense |  | 1,892 |  | 1,876 |  | 1,701 |  | 16 | 1 |  | 191 | 11 |
| Net Income | \$ | 500 | \$ | 487 | \$ | 391 | \$ | 13 | 3\% | \$ | 109 | 28\% |

## Discussion of Results:

Net income was $\$ 500$ million, an increase of $\$ 109$ million, or $28 \%$, from the prior year, reflecting higher net revenue, largely offset by higher noninterest expense.

Net revenue was $\$ 2.7$ billion, an increase of $\$ 361$ million, or $15 \%$, from the prior year. Noninterest revenue was $\$ 2.2$ billion, up $\$ 304$ million, or $16 \%$, from the prior year, due to the effect of higher market levels, net client inflows, and higher performance fees. Net interest income was $\$ 569$ million, up $\$ 57$ million, or $11 \%$, from the prior year, due to higher loan and deposit balances, partially offset by narrower deposit and loan spreads.

Revenue from Private Banking was $\$ 1.5$ billion, up $11 \%$ compared with the prior year. Revenue from Retail was $\$ 654$ million, up $35 \%$. Revenue from Institutional was \$588 million, up 9\%.

Client assets were $\$ 2.2$ trillion, an increase of $\$ 189$ billion, or $10 \%$, compared with the prior year. Assets under management were $\$ 1.5$ trillion, an increase of $\$ 123$ billion, or $9 \%$, from the prior year, due to net inflows to long-term products and the effect of higher market levels, partially offset by net outflows from liquidity products . Custody, brokerage, administration and deposit balances were $\$ 687$ billion, up $\$ 66$ billion, or $11 \%$, from the prior year, due to the effect of higher market levels and custody inflows.

The provision for credit losses was $\$ 23$ million, compared with $\$ 34$ million in the prior year.
Noninterest expense was $\$ 1.9$ billion, an increase of $\$ 191$ million, or $11 \%$, from the prior year, primarily due to higher performance-based compensation and headcount-related ${ }^{2}$ expense.

## Key Metrics and Business Updates: <br> \section*{(All comparisons refer to the prior-year quarter except as noted)}

- Pretax margin ${ }^{2}$ was $30 \%$, up from $27 \%$ in the prior year.
- Return on equity was $22 \%$ on $\$ 9.0$ billion of average allocated capital.
- For the 12 months ended June 30, 2013, assets under management reflected net inflows of $\$ 67$ billion, driven by net inflows of $\$ 84$ billion to long-term products, partially offset
by net outflows of $\$ 17$ billion from liquidity products. For the quarter, net inflows were $\$ 3$ billion driven by net inflows of $\$ 25$ billion to long-term products, predominantly offset by net outflows of $\$ 22$ billion from liquidity products.
- Net long-term client flows were positive for the seventeenth consecutive quarter.
- Assets under management ranked in the top two quartiles for investment performance were $76 \%$ over 5 years, $77 \%$ over 3 years and $73 \%$ over 1 year.
- Customer assets in 4 and 5 Star-rated funds were $52 \%$ of all rated mutual fund assets.
- Client assets were $\$ 2.2$ trillion, up $10 \%$ from the prior year and down $1 \%$ from the prior quarter.
- Record average loans were $\$ 83.6$ billion, up $25 \%$ from the prior year and $5 \%$ from the prior quarter.
- Record period-end loans were $\$ 86.0$ billion, up $22 \%$ from the prior year and $6 \%$ from the prior quarter.
- Average deposits were $\$ 136.6$ billion, up $7 \%$ from the prior year and down $2 \%$ from the prior quarter.
- Period-end deposits were $\$ 137.3$ billion, up $7 \%$ from the prior year and down $2 \%$ from the prior quarter.


## CORPORATE/PRIVATE EQUITY

| Results for Corporate/Private Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ millions) |  | Q13 |  |  |  | QQ12 |  | (U) | $\mathrm{O} /(\mathrm{U}) \%$ |  | /(U) | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$ | (386) | \$ | (233) | \$ | $(2,599)$ | \$ | (153) | (66)\% | \$ | 2,213 | 85\% |
| Provision for Credit Losses |  | 5 |  | (3) |  | (11) |  | 8 | NM |  | 16 | NM |
| Noninterest Expense |  | 716 |  | 2 |  | 544 |  | 714 | NM |  | 172 | 32\% |
| Net Income/(Loss) | \$ | (552) | \$ | 250 | \$ | $(1,762)$ | \$ | (802) | NM | \$ | 1,210 | 69\% |

## Discussion of Results:

Net income was a loss of $\$ 552$ million, compared with a loss of $\$ 1.8$ billion in the prior year.
Private Equity reported net income of $\$ 212$ million, compared with net income of $\$ 197$ million in the prior year. Net revenue was $\$ 410$ million, same as prior year.

Treasury and CIO reported a net loss of $\$ 429$ million, compared with a net loss of $\$ 2.1$ billion in the prior year. Net revenue was a loss of $\$ 648$ million, compared with a loss of $\$ 3.4$ billion in the prior year. The prior-year loss reflected $\$ 4.4$ billion of principal transactions losses from the synthetic credit portfolio that had been held by CIO, partially offset by securities gains of $\$ 1.0$ billion. Net revenue in the current quarter included net securities gains of $\$ 123$ million from sales of available-for-sale investment securities and a modest loss related to the redemption of trust preferred securities. Current-quarter net interest income was a loss of $\$ 558$ million due to low interest rates and limited reinvestment opportunities.

Other Corporate reported a net loss of $\$ 335$ million, compared with net income of $\$ 119$ million in the prior year. Noninterest revenue included $\$ 545$ million in the prior year related to the gain on the recovery of a Bear Stearns-related subordinated loan. The current quarter included approximately $\$ 600$ million of expense for additional litigation reserves, compared with $\$ 335$ million of expense for additional litigation reserves in the prior year.

## JPMORGAN CHASE (JPM) ${ }^{\left({ }^{*}\right)}$

| Results for JPM (\$ millions) | 2Q13 |  | 1Q13 |  | 2Q12 |  | 1Q13 |  |  | 2Q12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |  |  | \$ O/(U) |  | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$ | 25,958 |  |  | \$ | 25,848 | \$ | 22,892 | \$ | 110 | - | \$ | 3,066 | 13\% |
| Provision for Credit Losses |  | 47 |  | 617 |  | 214 |  | (570) | (92)\% |  | (167) | (78) |
| Noninterest Expense |  | 15,866 |  | 15,423 |  | 14,966 |  | 443 | 3 |  | 900 | 6 |
| Net Income |  | 6,496 | \$ | 6,529 | \$ | 4,960 | \$ | (33) | (1)\% | \$ | 1,536 | 31\% |

 quarter of 2013, first quarter of 2013, and second quarter of 2012, respectively.

## Discussion of Results:

Net income was $\$ 6.5$ billion, up $\$ 1.5$ billion, or $31 \%$, from the prior year. The increase was driven by higher net revenue and lower provision for credit losses, partially offset by higher noninterest expense.
Net revenue was $\$ 26.0$ billion, up $\$ 3.1$ billion, or $13 \%$, compared with the prior year. Noninterest revenue was $\$ 15.1$ billion, up $\$ 3.5$ billion, compared with the prior year. The current-quarter revenue included a $\$ 355$ million gain from DVA on certain structured notes and derivative liabilities resulting from the widening of the Firm's credit spreads; the prior year included a gain from DVA of $\$ 755$ million. Net interest income was $\$ 10.9$ billion, down $\$ 472$ million, or $4 \%$, compared with the prior year, reflecting the impact of low interest rates on investment securities yield and on reinvestment opportunities, lower loan yields and portfolio run-off, partially offset by lower long-term debt costs.

The provision for credit losses was $\$ 47$ million, down $\$ 167$ million from the prior year. The total consumer provision for credit losses was a benefit of $\$ 29$ million, compared with an expense of $\$ 171$ million in the prior year. The consumer provision reflected a $\$ 1.5$ billion release of allowance for loan losses due to lower estimated losses reflecting continued home price improvement, favorable delinquency trends and lower estimated losses in mortgage and credit card portfolios. The prior year consumer provision reflected a $\$ 2.1$ billion reduction in the related allowance for loan losses predominantly related to the mortgage and credit card portfolios. Consumer net charge-offs were $\$ 1.5$ billion, compared with $\$ 2.3$ billion in the prior year, resulting in net charge-off rates of $1.66 \%$ and $2.51 \%$, respectively. The decrease in consumer net charge-offs was primarily due to improved delinquency trends. The wholesale provision for credit losses was $\$ 76$ million, compared with $\$ 43$ million in the prior year. Wholesale net recoveries were $\$ 67$ million, compared with net charge-offs of $\$ 9$ million in the prior year, resulting in net recovery rate of $0.09 \%$ and a net charge-off rate of $0.01 \%$, respectively. The Firm's allowance for loan losses to period-end loans retained ${ }^{1}$ was $2.06 \%$, compared $2.74 \%$ in the prior year. The Firm's nonperforming assets totaled $\$ 10.9$ billion at June 30, 2013, down from the prior-quarter level of $\$ 11.6$ billion and down compared with the prior-year level of $\$ 11.4$ billion.

Noninterest expense was $\$ 15.9$ billion, up $\$ 900$ million, or $6 \%$, compared with the prior year, driven by higher compensation expense on higher revenue and higher litigation reserves, partially offset by lower mortgage servicing expense. The current-quarter noninterest expense included $\$ 678$ million of expense for additional litigation reserves, compared with $\$ 323$ million of expense for additional litigation reserves in the prior year.

## Key Metrics and Business Updates:

(All comparisons refer to the prior-year quarter except as noted)

- Basel I Tier 1 common ratio ${ }^{1}$ was $10.4 \%$ at June 30, 2013, including the impact of the final Basel 2.5 rules that became effective on January 1, 2013.
- Headcount was 254,063 , a decrease of 6,335 , compared with the prior year.


## 1. Notes on non-GAAP financial measures:

a. In addition to analyzing the Firm's results on a reported basis, management reviews the Firm's results and the results of the lines of business on a "managed" basis, which is a non-GAAP financial measure. The Firm's definition of managed basis starts with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm (and each of the business segments) on a fully taxable-equivalent ("FTE") basis. Accordingly, revenue from investments that receive tax credits and tax-exempt securities is presented in the managed results on a basis comparable to taxable securities and investments. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to tax-exempt items is recorded within income tax expense. These adjustments have no impact on net income as reported by the Firm as a whole or by the lines of business.
b. The ratio of the allowance for loan losses to end-of-period loans excludes the following: loans accounted for at fair value and loans held-for-sale; purchased creditimpaired ("PCI") loans; and the allowance for loan losses related to PCI loans. Additionally, Real Estate Portfolios net charge-off rates exclude the impact of PCI loans. The allowance for loan losses related to the PCI portfolio totaled \$5.7 billion at June 30, 2013, March 31, 2013, and June 30, 2012. In Corporate \& Investment Bank, the ratio of the allowance for loan losses to end-of-period loans is calculated excluding the impact of trade finance loans and consolidated Firm-administered multi-seller conduits, as well as their related allowances, to provide a more meaningful assessment of the CIB's allowance coverage.
c. Tangible common equity ("TCE") represents common stockholders' equity (i.e., total stockholders' equity less preferred stock) less goodwill and identifiable intangible assets (other than MSRs), net of related deferred tax liabilities. Return on tangible common equity measures the Firm's earnings as a percentage of average TCE. In management's view, these measures are meaningful to the Firm, as well as to analysts and investors, in assessing the Firm's use of equity and in facilitating comparisons with peers.
d. The Tier 1 common ratio under both Basel I and Basel III are both non-GAAP financial measures. These measures are used by management, bank regulators, investors and analysts to assess the Firm's capital position and to compare the Firm's capital to that of other financial services companies. The Basel I Tier 1 common ratio is Tier 1 common capital divided by Basel I risk-weighted assets. Tier 1 common capital is defined as Tier 1 capital less elements of Tier 1 capital not in the form of common equity, such as perpetual preferred stock, noncontrolling interests in subsidiaries, and trust preferred securities. In July 2013, the U.S. Federal Reserve approved the final rule for implementing Basel III in the United States. For further information on Basel I and Basel III, see Regulatory capital on pages 117-119 and 42-45 of JPMorgan Chase \& Co.'s Annual Report on Form 10-K for the year ended December 31, 2012, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2013, respectively.
e. In Consumer \& Community Banking, supplemental information is provided for Card Services to enable comparability with prior periods. The net charge-off and $30+$ day delinquency rates presented include loans held-for-sale.
f. Corporate \& Investment Bank provides several measures which exclude the impact of debit valuation adjustments ("DVA") on: net revenue, net income, compensation ratio, and return on equity. These measures are used by management to assess the underlying performance of the business and for comparability with peers.

## 2. Additional notes on financial measures:

a. Headcount-related expense includes salary and benefits (excluding performance-based incentives), and other noncompensation costs related to employees.
b. Consumer \& Community Banking deposit rankings are based on the Firm's and peer disclosures for the first quarter of 2013. Accounts include checking accounts and Chase Liquid ${ }^{\text {SM }}$ cards.
c. Mortgage Banking provision for credit losses is included in the functional results of Real Estate Portfolios and in production expense of Mortgage Production.
d. Credit card sales volume is presented excluding Commercial Card. Rankings and comparison of general purpose credit card sales volume are based on disclosures by peers and internal estimates. Rankings are as of the first quarter of 2013.
e. In Commercial Banking, effective January 1, 2013, whole loan financing agreements, previously reported as other assets, were reclassified as loans. For the three months ended June 30, 2013 and March 31, 2013, the impact on period-end loans was $\$ 2.1$ billion and $\$ 1.7$ billion, respectively, and the impact on average loans was $\$ 1.8$ billion and $\$ 1.6$ billion, for the same periods, respectively.
f. Asset Management pretax margin represents income before income tax expense divided by total net revenue, which is, in management's view, a comprehensive measure of pretax performance derived by measuring earnings after all costs are taken into consideration. It is, therefore, another basis that management uses to evaluate the performance of Asset Management against the performance of its respective peers.
g. The amount of credit provided to clients represents new and renewed credit, including loans and commitments. The amount of credit provided to small businesses reflects loans and increased lines of credit provided by Consumer \& Business Banking; Card, Merchant Services \& Auto; and Commercial Banking. The amount of credit provided to nonprofit and government entities, including states, municipalities, hospitals and universities, represents that provided by the Corporate \& Investment Bank and Commercial Banking.

JPMorgan Chase \& Co. (NYSE: JPM) is a leading global financial services firm with assets of $\$ 2.4$ trillion and operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, asset management and private equity. A component of the Dow Jones Industrial Average, JPMorgan Chase \& Co. serves millions of consumers in the United States and many of the world's most prominent corporate, institutional and government clients under its J.P. Morgan and Chase brands. Information about JPMorgan Chase \& Co. is available at www.jpmorganchase.com.

JPMorgan Chase \& Co. will host a conference call today at 8:30 a.m. (Eastern Time) to present second-quarter financial results. The general public can access the call by dialing (866) 541-2724 or (866) 786-8836 in the U.S. and Canada, or (706) 634-7246 for international participants. Please dial in 10 minutes prior to the start of the call. The live audio webcast and presentation slides will be available on the Firm's website, www.jpmorganchase.com, under Investor Relations, Investor Presentations.

A replay of the conference call will be available beginning at approximately noon on July 12, 2013 through midnight, July 26, 2013 by telephone at (855) 859-2056 or (800) 585-8367 (U.S. and Canada) or (404) 537-3406 (international); use Conference ID\# 64546522. The replay will also be available via webcast on www.jpmorganchase.com under Investor Relations, Investor Presentations. Additional detailed financial, statistical and business-related information is included in a financial supplement. The earnings release and the financial supplement are available at www.jpmorganchase.com .

This earnings release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of JPMorgan Chase \& Co.'s management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. Factors that could cause JPMorgan Chase \& Co.'s actual results to differ materially from those described in the forward-looking statements can be found in JPMorgan Chase \& Co.'s Annual Report on Form 10-K for the year ended December 31, 2012 and Quarterly Report on Form 10-Q for the quarter ended March 31, 2013, which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase \& Co.'s website ( http://investor.shareholder.com/jpmorganchase) and on the Securities and Exchange Commission's website (www.sec.gov ). JPMorgan Chase \& Co. does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

JPMORGAN CHASE \& CO.
CONSOLIDATED FINANCIAL HIGHLIGHTS
JPMorgan Chase \& Co.
(in millions, except per share, ratio and headcount data)


## FINANCIAL RATIOS (d)

Return on common equity ("ROE")
Return on tangible common equity ("ROTCE") (b)

Return on assets
Return on risk-weighted assets (e)(f)

CAPITAL RATIOS (f)

| Tier 1 capital ratio | 11.6 | (k) | 11.6 | 11.3 | 11.6 | (k) | 11.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total capital ratio | 14.1 | (k) | 14.1 | 14.0 | 14.1 | (k) | 14.0 |
| Tier 1 common capital ratio (g) |  | (k) | 10.2 | 9.9 | 10.4 | (k) | 9.9 |

SELECTED BALANCE SHEET DATA (period-
Total assets

## Loans:

Consumer, excluding credit card loans
Credit card loans
Wholesale loans
Total Loans
Deposits
Common stockholders' equity
Total stockholders' equity

Deposits-to-loans ratio


| Consumer \& Community Banking | \$ | 3,089 | \$ | 2,586 | \$ | 3,282 | 19 | (6) | \$ | 5,675 | \$ | 6,207 | (9) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate \& Investment Bank |  | 2,838 |  | 2,610 |  | 2,376 | 9 | 19 |  | 5,448 |  | 4,409 | 24 |
| Commercial Banking |  | 621 |  | 596 |  | 673 | 4 | (8) |  | 1,217 |  | 1,264 | (4) |
| Asset Management |  | 500 |  | 487 |  | 391 | 3 | 28 |  | 987 |  | 777 | 27 |
| Corporate/Private Equity |  | (552) |  | 250 |  | $(1,762)$ | NM | 69 |  | (302) |  | $(2,773)$ | 89 |
| NET INCOME | \$ | 6,496 | \$ | 6,529 | \$ | 4,960 | (1) | 31 | \$ | 13,025 | \$ | 9,884 | 32 |

[^1]JPMorgan Chase \& Co.

EARNINGS RELEASE FINANCIAL SUPPLEMENT SECOND QUARTER 2013

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[^2]
## JPMORGAN CHASE \& CO. <br> CONSOLIDATED FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except ratio and headcount data)

## JPMorgan Chase \& Co.



[^3]JPMORGAN CHASE \& CO.
CONSOLIDATED STATEMENTS OF INCOME
(in millions, except per share and ratio data)
JPMorgan Chase \& Co.

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2 \mathrm{Q13}$ |  | 1Q13 |  |  | $4 \mathrm{Q12}$ |  |  | 3 Q12 |  |  | 2 Q 12 |  |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  |  | $\begin{gathered} 2013 \text { Change } \\ \hline 2012 \\ \hline \end{gathered}$ |
| Revenue |  |  | 1 Q13 |  | 2 Q12 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment banking fees | \$ | 1,717 |  |  |  |  | \$ | 1,445 |  |  |  |  | \$ | 1,727 |  | \$ | 1,443 |  | \$ | 1,257 | 19 | \% | 37 | \% | \$ | 3,162 |  | \$ | 2,638 | 20 |
| Principal transactions |  | 3,760 |  |  | 3,761 |  |  | 1,194 |  |  | 2,047 |  |  | (427) | - |  | NM |  |  | 7,521 |  |  | 2,295 | 228 |
| Lending- and deposit-related fees |  | 1,489 |  |  | 1,468 |  |  | 1,571 |  |  | 1,562 |  |  | 1,546 | 1 |  | (4) |  |  | 2,957 |  |  | 3,063 | (3) |
| Asset management, administration and commissions |  | 3,865 |  |  | 3,599 |  |  | 3,679 |  |  | 3,336 |  |  | 3,461 | 7 |  | 12 |  |  | 7,464 |  |  | 6,853 | 9 |
| Securities gains |  | 124 |  |  | 509 |  |  | 102 |  |  | 458 |  |  | 1,014 | (76) |  | (88) |  |  | 633 |  |  | 1,550 | (59) |
| Mortgage fees and related income |  | 1,823 |  |  | 1,452 |  |  | 2,035 |  |  | 2,377 |  |  | 2,265 | 26 |  | (20) |  |  | 3,275 |  |  | 4,275 | (23) |
| Card income |  | 1,503 |  |  | 1,419 |  |  | 1,502 |  |  | 1,428 |  |  | 1,412 | 6 |  | 6 |  |  | 2,922 |  |  | 2,728 | 7 |
| Other income |  | 226 |  |  | 536 |  |  | 721 |  |  | 1,519 |  |  | 506 | (58) |  | (55) |  |  | 762 |  |  | 2,018 | (62) |
| Noninterest revenue |  | 14,507 |  |  | 14,189 |  |  | 12,531 |  |  | 14,170 |  |  | 11,034 | 2 |  | 31 |  |  | 28,696 |  |  | 25,420 | 13 |
| Interest income |  | 13,145 |  |  | 13,427 |  |  | 13,634 |  |  | 13,629 |  |  | 14,099 | (2) |  | (7) |  |  | 26,572 |  |  | 28,800 | (8) |
| Interest expense |  | 2,441 |  |  | 2,494 |  |  | 2,512 |  |  | 2,653 |  |  | 2,953 | (2) |  | (17) |  |  | 4,935 |  |  | 5,988 | (18) |
| Net interest income |  | 10,704 |  |  | 10,933 |  |  | 11,122 |  |  | 10,976 |  |  | 11,146 | (2) |  | (4) |  |  | 21,637 |  |  | 22,812 | (5) |
| total net revenue |  | 25,211 |  |  | 25,122 |  |  | 23,653 |  |  | 25,146 |  |  | 22,180 | - |  | 14 |  |  | 50,333 |  |  | 48,232 | 4 |
| Provision for credit losses |  | 47 |  |  | 617 |  |  | 656 |  |  | 1,789 |  |  | 214 | (92) |  | (78) |  |  | 664 |  |  | 940 | (29) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 8,019 |  |  | 8,414 |  |  | 7,042 |  |  | 7,503 |  |  | 7,427 | (5) |  | 8 |  |  | 16,433 |  |  | 16,040 | 2 |
| Occupancy expense |  | 904 |  |  | 901 |  |  | 911 |  |  | 973 |  |  | 1,080 | - |  | (16) |  |  | 1,805 |  |  | 2,041 | (12) |
| Technology, communications and equipment expense |  | 1,361 |  |  | 1,332 |  |  | 1,359 |  |  | 1,312 |  |  | 1,282 | 2 |  | 6 |  |  | 2,693 |  |  | 2,553 | 5 |
| Professional and outside services |  | 1,901 |  |  | 1,734 |  |  | 2,018 |  |  | 1,759 |  |  | 1,857 | 10 |  | 2 |  |  | 3,635 |  |  | 3,652 | - |
| Marketing |  | 578 |  |  | 589 |  |  | 648 |  |  | 607 |  |  | 642 | (2) |  | (10) |  |  | 1,167 |  |  | 1,322 | (12) |
| Other expense (a) |  | 2,951 |  |  | 2,301 |  |  | 3,678 |  |  | 3,035 |  |  | 2,487 | 28 |  | 19 |  |  | 5,252 |  |  | 7,319 | (28) |
| Amortization of intangibles |  | 152 |  |  | 152 |  |  | 391 |  |  | 182 |  |  | 191 | - |  | (20) |  |  | 304 |  |  | 384 | (21) |
| total noninterest expense |  | 15,866 |  |  | 15,423 |  |  | 16,047 |  |  | 15,371 |  |  | 14,966 | 3 |  | 6 |  |  | 31,289 |  |  | 33,311 | (6) |
| Income before income tax expense |  | 9,298 |  |  | 9,082 |  |  | 6,950 |  |  | 7,986 |  |  | 7,000 | 2 |  | 33 |  |  | 18,380 |  |  | 13,981 | 31 |
| Income tax expense |  | 2,802 |  |  | 2,553 |  |  | 1,258 |  |  | 2,278 |  |  | 2,040 | 10 |  | 37 |  |  | 5,355 |  |  | 4,097 | 31 |
| net income | \$ | 6,496 |  | \$ | 6,529 |  | \$ | 5,692 |  | \$ | 5,708 |  |  | 4,960 | (1) |  | 31 |  |  | 13,025 |  | \$ | 9,884 | 32 |
| PER COMMON SHARE DATA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings |  | 1.61 |  |  | 1.61 |  |  | 1.40 |  |  | 1.41 |  |  | 1.22 | - |  | 32 |  |  | 3.22 |  |  | 2.41 | 34 |
| Diluted earnings |  | 1.60 |  |  | 1.59 |  |  | 1.39 |  |  | 1.40 |  |  | 1.21 | 1 |  | 32 |  |  | 3.19 |  |  | 2.41 | 32 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on common equity (b) |  | 13 | \% |  | 13 | \% |  | 11 | \% |  | 12 | \% |  | 11 |  |  |  |  |  | 13 | \% |  | 11 |  |
| Return on tangible common equity (b)(c) |  | 17 |  |  | 17 |  |  | 15 |  |  | 16 |  |  | 15 |  |  |  |  |  | 17 |  |  | 15 |  |
| Return on assets (b) |  | 1.09 |  |  | 1.14 |  |  | 0.98 |  |  | 1.01 |  |  | 0.88 |  |  |  |  |  | 1.11 |  |  | 0.88 |  |
| Return on risk-weighted assets (b)(c)(d) |  | 1.85 | (e) |  | 1.88 |  |  | 1.76 |  |  | 1.74 |  |  | 1.52 |  |  |  |  |  | 1.86 | (e) |  | 1.55 |  |
| Effective income tax rate |  | 30 |  |  | 28 |  |  | 18 | ${ }^{(f)}$ |  | 29 |  |  | 29 |  |  |  |  |  | 29 |  |  | 29 |  |
| Overhead ratio |  | 63 |  |  | 61 |  |  | 68 |  |  | 61 |  |  | 67 |  |  |  |  |  | 62 |  |  | 69 |  |

[^4]JPMORGAN CHASE \& CO.
CONSOLIDATED BALANCE SHEETS
(in millions)
ASSETS
Cash and due from banks
Deposits with banks
Federal funds sold and securities purchased under
resale agreemen
Securities borrowed
Trading assets:

Trading assets:
Debt and equity instruments
Derivative receivables
Securities
Loans
Less: Allowance for loan losses
Loans, net of allowance for loan losses
Accrued interest and accounts receivable
Premises and equipment
Goodwill
Mortgage servicing rights
Other intangible assets
Other assets
TOTAL ASSETS
LIABILITIES
Deposits
Federal funds purchased and secuities loaned or sold
Federal funds purchased and securities loaned or sold
under repurchase agreements
Commercial paper
Other borrowed funds
Trading liabilities:
Debt and equity instruments
Derivative payables
Accounts payable and other liabilities
Beneficial interests issued by consolidated VIEs
Long-term debt
TOTAL LIABILITIES
STOCKHOLDERS' EQUITY
Preferred stock
Common stock
Capital surplus
Retained earnings
Accumulated other comprehensive income
Shares held in RSU Trust, at cost
Treasury stock, at cost
TOTAL STOCKHOLDERS' EQUITY
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

## JPMorgan Chase \& Co.

| Jun 30,$2013$ | Mar 31, 2013 | Dec 31, <br> 2012 | Sep 30,$2012$ | Jun 30,$2012$ | Jun 30, 2013 <br> Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Mar 31, 2013 |  | Jun 30, 2012 |
| \$ 29,214 | \$ 45,524 | \$ 53,723 | \$ 53,343 | \$ 44,866 | (36) | \% | (35) |
| 311,318 | 257,635 | 121,814 | 104,344 | 130,383 | 21 |  | 139 |
| 252,507 | 218,343 | 296,296 | 281,991 | 255,188 | 16 |  | (1) |
| 117,158 | 114,058 | 119,017 | 133,526 | 138,209 | 3 |  | (15) |
| 327,719 | 360,382 | 375,045 | 367,090 | 331,781 | (9) |  | (1) |
| 73,751 | 70,609 | 74,983 | 79,963 | 85,543 | 4 |  | (14) |
| 354,725 | 365,744 | 371,152 | 365,901 | 354,595 | (3) |  | - |
| 725,586 | 728,886 | 733,796 | 721,947 | 727,571 | - |  | - |
| 19,384 | 20,780 | 21,936 | 22,824 | 23,791 | (7) |  | (19) |
| 706,202 | 708,106 | 711,860 | 699,123 | 703,780 | - |  | - |
| 81,562 | 74,208 | 60,933 | 62,989 | 67,939 | 10 |  | 20 |
| 14,574 | 14,541 | 14,519 | 14,271 | 14,206 | - |  | 3 |
| 48,057 | 48,067 | 48,175 | 48,178 | 48,131 | - |  | - |
| 9,335 | 7,949 | 7,614 | 7,080 | 7,118 | 17 |  | 31 |
| 1,951 | 2,082 | 2,235 | 2,641 | 2,813 | (6) |  | (31) |
| 111,674 | 102,101 | 101,775 | 100,844 | 105,594 | 9 |  | 6 |
| \$2,439,747 | \$2,389,349 | \$2,359,141 | \$2,321,284 | \$2,290,146 | 2 |  | 7 |
| \$1,202,950 | \$1,202,507 | \$1,193,593 | \$1,139,611 | \$1,115,886 | - |  | 8 |
| 258,962 | 248,245 | 240,103 | 257,218 | 261,657 | 4 |  | (1) |
| 56,631 | 58,835 | 55,367 | 55,474 | 50,563 | (4) |  | 12 |
| 30,385 | 27,200 | 26,636 | 22,255 | 21,689 | 12 |  | 40 |
| 84,208 | 63,737 | 61,262 | 71,471 | 70,812 | 32 |  | 19 |
| 64,385 | 61,989 | 70,656 | 73,462 | 76,249 | 4 |  | (16) |
| 211,432 | 193,089 | 195,240 | 203,042 | 207,126 | 9 |  | 2 |
| 55,090 | 58,300 | 63,191 | 57,918 | 55,053 | (6) |  | - |
| 266,212 | 268,361 | 249,024 | 241,140 | 239,539 | (1) |  | 11 |
| 2,230,255 | 2,182,263 | 2,155,072 | 2,121,591 | 2,098,574 | 2 |  | 6 |


| 11,458 | 9,958 | 9,058 | 9,058 | 7,800 | 15 | 47 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,105 | 4,105 | 4,105 | 4,105 | 4,105 | - | - |
| 93,416 | 93,161 | 94,604 | 94,431 | 94,201 | - | (1) |
| 114,216 | 109,402 | 104,223 | 99,888 | 95,518 | 4 | 20 |
| 389 | 3,491 | 4,102 | 4,426 | 2,272 | (89) | (83) |
| (21) | (21) | (21) | (38) | (38) | - | 45 |
| $(14,071)$ | $(13,010)$ | $(12,002)$ | $(12,177)$ | $(12,286)$ | (8) | (15) |
| 209,492 | 207,086 | 204,069 | 199,693 | 191,572 | 1 | 9 |
| \$2,439,747 | \$2,389,349 | \$2,359,141 | \$2,321,284 | \$2,290,146 | 2 | 7 |

JPMORGAN CHASE \& CO.
CONDENSED AVERAGE BALANCE SHEETS AND ANNUALIZED
YIELDS
(in millions, except rates)
JPMorgan Chase \& Co.

| AVERAGE BALANCES | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 |  | 1 Q13 |  | 4Q12 |  | 3 Q12 |  | 2 Q12 |  | 2Q13 Change |  |  |  | 2013 |  | 2012 |  | $\begin{gathered} 2013 \\ \text { Change } \end{gathered}$ |
|  |  |  |  |  |  |  | 2 Q12 |  |  |  | 2012 |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits with banks | \$ | 265,821 |  |  | \$ | 156,988 |  |  | \$ | 124,832 | \$ | 126,605 | \$ | 111,441 | 69 | \% | 139 | \% | \$ | 211,705 | \$ | 111,129 | 91 |
| Federal funds sold and securities purchased under |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| resale agreements |  | 231,972 |  | 231,421 |  | 252,529 |  | 233,576 |  | 242,184 | - |  | (4) |  |  | 231,699 |  | 236,314 | (2) |
| Securities borrowed |  | 115,194 |  | 120,337 |  | 128,329 |  | 134,980 |  | 129,390 | (4) |  | (11) |  |  | 117,751 |  | 131,235 | (10) |
| Trading assets - debt instruments |  | 240,952 |  | 250,502 |  | 244,346 |  | 228,120 |  | 235,990 | (4) |  | 2 |  |  | 245,700 |  | 232,193 | 6 |
| Securities |  | 359,108 |  | 368,673 |  | 365,883 |  | 351,733 |  | 366,130 | (3) |  | (2) |  |  | 363,864 |  | 367,702 | (1) |
| Loans |  | 727,499 |  | 725,124 |  | 725,610 |  | 723,077 |  | 725,252 | - |  | - |  |  | 726,318 |  | 720,403 | 1 |
| Other assets (a) |  | 39,920 |  | 43,039 |  | 33,004 |  | 31,689 |  | 33,240 | (7) |  | 20 |  |  | 41,471 |  | 33,594 | 23 |
| Total interest-earning assets |  | 1,980,466 |  | 1,896,084 |  | 1,874,533 |  | 1,829,780 |  | 1,843,627 | 4 |  | 7 |  |  | 1,938,508 |  | 1,832,570 | 6 |
| Trading assets - equity instruments |  | 116,333 |  | 120,192 |  | 119,598 |  | 103,279 |  | 110,718 | (3) |  | 5 |  |  | 118,252 |  | 118,828 | - |
| Trading assets - derivative receivables |  | 75,310 |  | 74,918 |  | 77,974 |  | 85,303 |  | 89,345 | 1 |  | (16) |  |  | 75,115 |  | 89,896 | (16) |
| All other noninterest-earning assets |  | 227,861 |  | 230,836 |  | 238,684 |  | 233,395 |  | 222,606 | (1) |  | 2 |  |  | 229,340 |  | 221,292 | 4 |
| TOTAL ASSETS |  | 2,399,970 |  | 2,322,030 |  | 2,310,789 |  | 2,251,757 |  | 2,266,296 | 3 |  | 6 |  |  | 2,361,215 |  | 2,262,586 | 4 |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ | 810,096 | \$ | 787,870 | \$ | 758,645 | \$ | 742,570 | \$ | 744,103 | 3 |  | 9 |  | \$ | 799,045 | \$ | 751,593 | 6 |
| Federal funds purchased and securities loaned or |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| sold under repurchase agreements |  | 264,240 |  | 250,827 |  | 260,415 |  | 251,071 |  | 249,186 | 5 |  | 6 |  |  | 257,571 |  | 241,301 | 7 |
| Commercial paper |  | 54,391 |  | 53,084 |  | 53,401 |  | 52,523 |  | 48,791 | 2 |  | 11 |  |  | 53,741 |  | 48,575 | 11 |
| Trading liabilities - debt, short-term and other liabilities (b) |  | 201,668 |  | 184,824 |  | 181,089 |  | 189,981 |  | 203,348 | 9 |  | (1) |  |  | 193,293 |  | 201,467 | (4) |
| Beneficial interests issued by consolidated VIEs |  | 56,742 |  | 60,341 |  | 58,973 |  | 56,609 |  | 60,046 | (6) |  | (6) |  |  | 58,531 |  | 62,703 | (7) |
| Long-term debt |  | 270,796 |  | 254,326 |  | 245,343 |  | 231,723 |  | 250,494 | 6 |  | 8 |  |  | 262,606 |  | 252,871 | 4 |
| Total interest-bearing liabilities |  | 1,657,933 |  | 1,591,272 |  | 1,557,866 |  | 1,524,477 |  | 1,555,968 | 4 |  | 7 |  |  | 1,624,787 |  | 1,558,510 | 4 |
| Noninterest-bearing deposits |  | 363,537 |  | 355,913 |  | 374,893 |  | 355,478 |  | 349,143 | 2 |  | 4 |  |  | 359,746 |  | 344,271 | 4 |
| Trading liabilities - equity instruments |  | 13,737 |  | 13,203 |  | 14,264 |  | 16,244 |  | 12,096 | 4 |  | 14 |  |  | 13,471 |  | 13,078 | 3 |
| Trading liabilities - derivative payables |  | 66,246 |  | 68,683 |  | 72,049 |  | 77,851 |  | 78,704 | (4) |  | (16) |  |  | 67,458 |  | 77,387 | (13) |
| All other noninterest-bearing liabilities |  | 90,139 |  | 88,618 |  | 90,684 |  | 82,839 |  | 81,564 | 2 |  | 11 |  |  | 89,382 |  | 82,174 | 9 |
| total liabilities |  | 2,191,592 |  | 2,117,689 |  | 2,109,756 |  | 2,056,889 |  | 2,077,475 | 3 |  | 5 |  |  | 2,154,844 |  | 2,075,420 | 4 |
| Preferred stock |  | 11,095 |  | 9,608 |  | 9,058 |  | 8,278 |  | 7,800 | 15 |  | 42 |  |  | 10,355 |  | 7,800 | 33 |
| Common stockholders' equity |  | 197,283 |  | 194,733 |  | 191,975 |  | 186,590 |  | 181,021 | 1 |  | 9 |  |  | 196,016 |  | 179,366 | 9 |
| TOTAL STOCKHOLDERS' EQUITY |  | 208,378 |  | 204,341 |  | 201,033 |  | 194,868 |  | 188,821 | 2 |  | 10 |  |  | 206,371 |  | 187,166 | 10 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY |  | 2,399,970 |  | 2,322,030 |  | 2,310,789 |  | 2,251,757 |  | 2,266,296 | 3 |  | 6 |  |  | 2,361,215 |  | 2,262,586 | 4 |

## AVERAGE RATES (c) <br> INTEREST-EARNING ASSETS

| Deposits with banks | 0.34 | \% | 0.42 | \% | 0.43 | \% | 0.41 | \% | 0.49 | \% | 0.37 | \% | 0.52 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities purchased under |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| resale agreements | 0.85 |  | 0.90 |  | 0.91 |  | 0.97 |  | 1.07 |  | 0.87 |  | 1.10 |  |
| Securities borrowed (d) | (0.11) |  | (0.02) |  | (0.03) |  | (0.05) |  | (0.04) |  | (0.06) |  | 0.04 |  |
| Trading assets - debt instruments | 3.69 |  | 3.72 |  | 3.81 |  | 3.81 |  | 3.96 |  | 3.71 |  | 4.13 |  |
| Securities | 2.10 |  | 2.19 |  | 2.04 |  | 2.11 |  | 2.42 |  | 2.14 |  | 2.51 |  |
| Loans | 4.62 |  | 4.78 |  | 4.83 |  | 4.98 |  | 4.96 |  | 4.70 |  | 5.05 |  |
| Other assets (a)(e) | 1.48 |  | 0.75 |  | 1.01 |  | 0.55 |  | 0.74 |  | 1.10 |  | 0.78 |  |
| Total interest-earning assets | 2.70 |  | 2.91 |  | 2.93 |  | 3.01 |  | 3.12 |  | 2.80 |  | 3.20 |  |
| INTEREST-BEARING LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | 0.27 |  | 0.28 |  | 0.30 |  | 0.34 |  | 0.40 |  | 0.27 |  | 0.39 |  |
| Federal funds purchased and securities loaned or |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| sold under repurchase agreements | 0.24 |  | 0.27 |  | 0.22 |  | 0.22 |  | 0.26 |  | 0.25 |  | 0.21 |  |
| Commercial paper | 0.21 |  | 0.20 |  | 0.19 |  | 0.19 |  | 0.18 |  | 0.21 |  | 0.16 |  |
| Trading liabilities - debt, short-term and other liabilities (b)(d) | 0.65 |  | 0.72 |  | 0.63 |  | 0.50 |  | 0.66 |  | 0.68 |  | 0.63 |  |
| Beneficial interests issued by consolidated VIEs | 0.89 |  | 0.90 |  | 0.98 |  | 1.09 |  | 1.10 |  | 0.90 |  | 1.11 |  |
| Long-term debt | 1.87 |  | 2.06 |  | 2.17 |  | 2.51 |  | 2.47 |  | 1.96 |  | 2.59 |  |
| Total interest-bearing liabilities | 0.59 |  | 0.64 |  | 0.64 |  | 0.69 |  | 0.76 |  | 0.61 |  | 0.77 |  |
| INTEREST RATE SPREAD | 2.11 | \% | 2.27 | \% | 2.29 | \% | 2.32 | \% | 2.36 | \% | 2.19 | \% | 2.43 | \% |

Includes margin loans.
Includes brokerage customer payables
c) Interest includes the effect of related hedging derivatives. Taxable-equivalent amounts are used where applicable

term and other liabilities.

and net yield on interest-earning assets is not material; and therefore, prior period amounts have not been revised

## CORE NET INTEREST INCOME

(in millions, except rates)

## JPMorgan Chase \& Co.




 December 31, 2012 (the "2012 Annual Report").


| managed basis | 2.20 | \% | 2.37 | \% | 2.40 | \% | 2.43 | \% | 2.47 | \% | 2.28 | \% | 2.54 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest yield on market-based activities | 1.05 |  | 1.14 |  | 1.17 |  | 1.11 |  | 1.07 |  | 1.10 |  | 1.18 |
| Core net interest yield on core average interest-earning assets | 2.60 |  | 2.83 |  | 2.85 |  | 2.92 |  | 3.00 |  | 2.71 |  | 3.05 |

[^5]JPMORGAN CHASE \& CO
RECONCILIATION FROM REPORTED TO MANAGED SUMMARY
(in millions, except ratios)
JPMorgan Chase \& Co.

 tracked consistently from year to year and enables a comparison of the Firm's performance with other companies' U.S. GAAP financial statements. In addition to analyzing the Firm's results on a report

The following summary table provides a reconciliation from the Firm's reported U.S. GAAP results to managed basis.

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2 \mathrm{Q13}$ |  | 1 Q13 |  | 4 Q 12 |  | 3 Q12 |  | 2 Q12 |  | 2013 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1 Q13 |  |  |  | 2 Q12 |  |  |  | 2012 |  |  |  |  |
| OTHER INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other income - reported |  | \$ 226 |  |  |  | \$ 536 |  |  | \$ | 721 | \$ | 1,519 | \$ | 506 | (58) | \% | (55) | \% |  | \$ 762 |  | \$ 2,018 | (62) |
| Fully taxable-equivalent adjustments (a) |  | 582 |  | 564 |  | 548 |  | 517 |  | 517 | 3 |  | 13 |  |  | 1,146 |  | 1,051 | 9 |
| Other income - managed |  | \$ 808 |  | \$ 1,100 | \$ | 1,269 | \$ | 2,036 |  | 1,023 | (27) |  | (21) |  |  | S 1,908 |  | \$ 3,069 | (38) |
| TOTAL NONINTEREST REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total noninterest revenue - reported |  | \$ 14,507 |  | \$ 14,189 |  | 12,531 |  | 14,170 |  | 1,034 | 2 |  | 31 |  |  | \$ 28,696 |  | \$ 25,420 | 13 |
| Fully taxable-equivalent adjustments (a) |  | 582 |  | 564 |  | 548 |  | 517 |  | 517 | 3 |  | 13 |  |  | 1,146 |  | 1,051 | 9 |
| Total noninterest revenue - managed |  | \$ 15,089 |  | \$ 14,753 |  | 13,079 |  | 14,687 |  | 1,551 | 2 |  | 31 |  |  | \$ 29,842 |  | \$ 26,471 | 13 |
| NET INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income - reported |  | \$ 10,704 |  | \$ 10,933 |  | 11,122 |  | 10,976 |  | 1,146 | (2) |  | (4) |  |  | \$ 21,637 |  | \$ 22,812 | (5) |
| Fully taxable-equivalent adjustments (a) |  | 165 |  | 162 |  | 177 |  | 200 |  | 195 | 2 |  | (15) |  |  | 327 |  | 366 | (11) |
| Net interest income - managed |  | \$ 10,869 |  | \$ 11,095 |  | 11,299 |  | 11,176 |  | 1,341 | (2) |  | (4) |  |  | S 21,964 |  | \$ 23,178 | (5) |
| total net revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue - reported |  | \$ 25,211 |  | \$ 25,122 |  | 23,653 |  | 25,146 |  | 22,180 | - |  | 14 |  |  | \$ 50,333 |  | \$ 48,232 | 4 |
| Fully taxable-equivalent adjustments (a) |  | 747 |  | 726 |  | 725 |  | 717 |  | 712 | 3 |  | 5 |  |  | 1,473 |  | 1,417 | 4 |
| Total net revenue - managed |  | \$ 25,958 |  | \$ 25,848 |  | 24,378 |  | 25,863 |  | 22,892 | - |  | 13 |  |  | \$ 51,806 |  | \$ 49,649 | 4 |
| PRE-PROVISION PROFIT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pre-provision profit - reported |  | \$ 9,345 |  | \$ 9,699 | \$ | 7,606 | \$ | 9,775 |  | 7,214 | (4) |  | 30 |  |  | \$ 19,044 |  | \$ 14,921 | 28 |
| Fully taxable-equivalent adjustments (a) |  | 747 |  | 726 |  | 725 |  | 717 |  | 712 | 3 |  | 5 |  |  | 1,473 |  | 1,417 | 4 |
| Pre-provision profit - managed |  | \$ 10,092 |  | \$ 10,425 |  | 8,331 |  | 10,492 |  | 7,926 | (3) |  | 27 |  |  | \$ 20,517 |  | \$ 16,338 | 26 |
| INCOME BEFORE INCOME TAX EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense - reported |  | \$ 9,298 |  | \$ 9,082 | \$ | 6,950 | \$ | 7,986 | \$ | 7,000 | 2 |  | 33 |  |  | \$ 18,380 |  | \$ 13,981 | 31 |
| Fully taxable-equivalent adjustments (a) |  | 747 |  | 726 |  | 725 |  | 717 |  | 712 | 3 |  | 5 |  |  | 1,473 |  | 1,417 | 4 |
| Income before income tax expense - managed |  | \$ 10,045 |  | \$ 9,808 |  | 7,675 | \$ | 8,703 |  | 7,712 | 2 |  | 30 |  |  | \$ 19,853 |  | \$ 15,398 | 29 |
| INCOME TAX EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense - reported |  | \$ 2,802 |  | \$ 2,553 | \$ | 1,258 | \$ | 2,278 | \$ | 2,040 | 10 |  | 37 |  |  | \$ 5,355 |  | \$ 4,097 | 31 |
| Fully taxable-equivalent adjustments (a) |  | 747 |  | 726 |  | 725 |  | 717 |  | 712 | 3 |  | 5 |  |  | 1,473 |  | 1,417 | 4 |
| Income tax expense - managed |  | \$ 3,549 |  | \$ 3,279 |  | 1,983 | \$ | 2,995 |  | 2,752 | 8 |  | 29 |  |  | \$ 6,828 |  | \$ 5,514 | 24 |

## OVERHEAD RATIO

| Overhead ratio - reported | 63 | \% | 61 | \% | 68 | \% | 61 | \% | 67 | \% | 62 | \% | 69 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Overhead ratio - managed | 61 |  | 60 |  | 66 |  | 59 |  | 65 |  | 60 |  | 67 |

[^6]
## JPMORGAN CHASE \& CO

LINE OF BUSINESS FINANCIAL HIGHLIGHTS - MANAGED BASIS
(in millions)
JPMorgan Chase \& Co.


[^7]JPMORGAN CHASE \& CO
CONSUMER \& COMMUNITY BANKING
financial highlights
JPMorgan Chase \& Co.
(in millions, except ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 13 |  | 1 Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q12 |  | 2 Q 12 |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | $\frac{2013 \text { Change }}{2012}$ |
|  |  |  | 1013 |  |  |  | 2012 |  |  |  |  |  |  |  |  |
| INCOME STATEMENT (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending- and deposit-related fees | \$ | 727 | \$ | 723 | \$ | 789 | \$ | 797 | \$ | 782 | 1 | \% | (7) | \% | \$ | 1,450 | \$ | 1,535 | (6) |
| Asset management, administration and commissions |  | 561 |  | 533 |  | 495 |  | 523 |  | 540 | 5 |  | 4 |  |  | 1,094 |  | 1,075 | 2 |
| Mortgage fees and related income |  | 1,819 |  | 1,450 |  | 2,031 |  | 2,376 |  | 2,265 | 25 |  | (20) |  |  | 3,269 |  | 4,273 | (23) |
| Card income |  | 1,445 |  | 1,362 |  | 1,448 |  | 1,376 |  | 1,359 | 6 |  | 6 |  |  | 2,807 |  | 2,622 | 7 |
| All other income |  | 369 |  | 338 |  | 350 |  | 353 |  | 343 | 9 |  | 8 |  |  | 707 |  | 770 | (8) |
| Noninterest revenue |  | 4,921 |  | 4,406 |  | 5,113 |  | 5,425 |  | 5,289 | 12 |  | (7) |  |  | 9,327 |  | 10,275 | (9) |
| Net interest income |  | 7,094 |  | 7,209 |  | 7,249 |  | 7,295 |  | 7,161 | (2) |  | (1) |  |  | 14,303 |  | 14,527 | (2) |
| total net revenue |  | 12,015 |  | 11,615 |  | 12,362 |  | 12,720 |  | 12,450 | 3 |  | (3) |  |  | 23,630 |  | 24,802 | (5) |
| Provision for credit losses |  | (19) |  | 549 |  | 1,091 |  | 1,862 |  | 179 | NM |  | NM |  |  | 530 |  | 821 | (35) |
| noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 2,966 |  | 3,006 |  | 2,852 |  | 2,947 |  | 2,917 | (1) |  | 2 |  |  | 5,972 |  | 5,833 | 2 |
| Noncompensation expense |  | 3,789 |  | 3,676 |  | 4,790 |  | 3,872 |  | 3,776 | 3 |  | - |  |  | 7,465 |  | 7,758 | (4) |
| Amortization of intangibles |  | 109 |  | 108 |  | 347 |  | 137 |  | 144 | 1 |  | (24) |  |  | 217 |  | 291 | (25) |
| total noninterest expense |  | 6,864 |  | 6,790 |  | 7,989 |  | 6,956 |  | 6,837 | 1 |  | - |  |  | 13,654 |  | 13,882 | (2) |
| Income before income tax expense |  | 5,170 |  | 4,276 |  | 3,282 |  | 3,902 |  | 5,434 | 21 |  | (5) |  |  | 9,446 |  | 10,099 | (6) |
| Income tax expense |  | 2,081 |  | 1,690 |  | 1,293 |  | 1,547 |  | 2,152 | 23 |  | (3) |  |  | 3,771 |  | 3,892 | (3) |
| net income | \$ | 3,089 | \$ | 2,586 | \$ | 1,989 | \$ | 2,355 | \$ | 3,282 | 19 |  | (6) |  | \$ | 5,675 | \$ | 6,207 | (9) |

## FINANCIAL RATIOS

| ROE | 27 | \% | 23 | \% | 18 | \% | 22 | \% | 31 | \% | 25 | \% | 29 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Overhead ratio | 57 |  | 58 |  | 65 |  | 55 |  | 55 |  | 58 |  | 56 |  |

## SELECTED BALANCE SHEET DATA (period-end) (a)

Total assets
Loans:
Loans retained
Loans held-for-sale and loans at fair value (b)
Total loans
Deposits
Equity

| \$ 460,642 | \$ 458,902 | \$ 467,282 | \$ 463,602 | \$ 466,650 |
| :---: | :---: | :---: | :---: | :---: |
| 392,067 | 393,575 | 402,963 | 402,431 | 408,066 |
| 15,274 | 16,277 | 18,801 | 15,356 | 14,366 |
| 407,341 | 409,852 | 421,764 | 417,787 | 422,432 |
| 456,814 | 457,176 | 438,517 | 422,101 | 415,564 |
| 46,000 | 46,000 | 43,000 | 43,000 | 43,000 |


| - | $(1)$ | $\$ 460,642$ | $\$ 466,650$ |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| - | (4) | 392,067 | 408,066 |
| (6) | 6 | 15,274 | 14,366 |
| $(1)$ | $(4)$ | 407,341 | 422,432 |
| - | 10 | 456,814 | 415,564 |
| - | 7 | 46,000 | 43,000 |

(1)

## SELECTED BALANCE SHEET DATA (average) (a)

| Total assets | \$ 457,644 | \$ 463,527 | \$ 462,690 | \$ 463,812 | \$ 469,296 | (1) | (2) | \$ 460,569 | \$ 472,079 | (2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Loans retained | 392,935 | 397,118 | 400,798 | 404,772 | 410,774 | (1) | (4) | 395,014 | 414,396 | (5) |
| Loans held-for-sale and loans at fair value (b) | 18,199 | 21,181 | 19,104 | 17,988 | 18,476 | (14) | (1) | 19,682 | 17,459 | 13 |
| Total loans | 411,134 | 418,299 | 419,902 | 422,760 | 429,250 | (2) | (4) | 414,696 | 431,855 | (4) |
| Deposits | 453,586 | 441,335 | 426,038 | 416,686 | 411,292 | 3 | 10 | 447,494 | 406,453 | 10 |
| Equity | 46,000 | 46,000 | 43,000 | 43,000 | 43,000 | - | 7 | 46,000 | 43,000 | 7 |
| Headcount (a) | 157,886 | 161,123 | 164,391 | 165,179 | 167,480 | (2) | (6) | 157,886 | 167,480 | (6) |

[^8]JPMORGAN CHASE \& CO.
CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio data and where otherwise noted)


[^9]JPMORGAN CHASE \& CO.
CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
JPMorgan Chase \& Co.
(in millions, except ratio data and where otherwise noted)

ROE
Overhead ratio
Overhead ratio, excluding core deposit intangibles (b)
Equity (period-end and average)

## BUSINESS METRICS

| Business banking origination volume | \$ 1,317 |  | \$ | 1,234 |  | \$ | 1,530 |  |  | 1,685 |  |  | 1,787 |  | 7 | (26) | \$ | 2,551 |  |  | 3,327 |  | (23) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end loans | 18,950 |  |  | 18,739 |  |  | 18,883 |  |  | 18,568 |  |  | 18,218 |  | 1 | 4 |  | 18,950 |  |  | 18,218 |  | 4 |
| Period-end deposits: (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking | 179,801 |  |  | 180,326 |  |  | 170,354 |  |  | 159,560 |  |  | 156,482 |  | - | 15 |  | 179,801 |  |  | 156,482 |  | 15 |
| Savings | 228,879 |  |  | 227,162 |  |  | 216,422 |  |  | 208,272 |  |  | 203,910 |  | 1 | 12 |  | 228,879 |  |  | 203,910 |  | 12 |
| Time and other | 29,255 |  |  | 30,431 |  |  | 31,753 |  |  | 32,783 |  |  | 34,406 |  | (4) | (15) |  | 29,255 |  |  | 34,406 |  | (15) |
| Total period-end deposits | 437,935 |  |  | 437,919 |  |  | 418,529 |  |  | 400,615 |  |  | 394,798 |  | - | 11 |  | 437,935 |  |  | 394,798 |  | 11 |
| Average loans | 18,758 |  |  | 18,711 |  |  | 18,525 |  |  | 18,279 |  |  | 17,934 |  | - | 5 |  | 18,734 |  |  | 17,800 |  | 5 |
| Average deposits: (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking | 175,496 |  |  | 168,697 |  |  | 160,332 |  |  | 154,015 |  |  | 151,770 |  | 4 | 16 |  | 172,115 |  |  | 149,632 |  | 15 |
| Savings | 227,453 |  |  | 221,394 |  |  | 211,515 |  |  | 206,298 |  |  | 202,685 |  | 3 | 12 |  | 224,440 |  |  | 199,942 |  | 12 |
| Time and other | 29,840 |  |  | 31,029 |  |  | 32,232 |  |  | 33,472 |  |  | 35,099 |  | (4) | (15) |  | 30,432 |  |  | 35,609 |  | (15) |
| Total average deposits | 432,789 |  |  | 421,120 |  |  | 404,079 |  |  | 393,785 |  |  | 389,554 |  | 3 | 11 |  | 426,987 |  |  | 385,183 |  | 11 |
| Deposit margin | 2.31 | \% |  | 2.36 | \% |  | 2.44 | \% |  | 2.56 | \% |  | 2.62 | \% |  |  |  | 2.34 | \% |  | 2.65 | \% |  |
| Average assets (a) | \$ 37,250 |  |  | 36,302 |  |  | 35,530 |  |  | 34,128 |  |  | 33,763 |  | 3 | 10 |  | 36,779 |  |  | 34,030 |  | 8 |

CREDIT DATA AND QUALITY STATISTICS
Net charge-offs
Net charge-off rate
Allowance for loan losses
Nonperforming assets

| 25 | $\%$ | 24 | $\%$ | 32 | $\%$ | 34 | $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 71 | 73 | 69 | 67 | 42 | $\%$ |  |  |
| 70 | 72 | 68 | 66 | 64 |  |  |  |
| $\$ 11,000$ | $\$ 11,000$ | $\$$ | 9,000 | $\$$ | 9,000 | $\$$ | 9,000 |

## JPMORGAN CHASE \& CO.

CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
JPMorgan Chase \& Co.
(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 |  | 1Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q12 |  | 2 Q12 |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | $2013 \text { Change }$ |
|  |  |  | 1013 |  |  |  | 2 Q12 |  |  |  | 2012 |  |  |  |  |
| MORTGAGE BANKING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage fees and related income | \$ | 1,819 |  |  | \$ | 1,450 |  |  | \$ | 2,031 | \$ | 2,376 | \$ | 2,265 | 25 | \% | (20) | \% | \$ | 3,269 | \$ | 4,273 | (23) |
| All other income |  | 101 |  | 93 |  | 109 |  | 112 |  | 123 | 9 |  | (18) |  |  | 194 |  | 254 | (24) |
| Noninterest revenue |  | 1,920 |  | 1,543 |  | 2,140 |  | 2,488 |  | 2,388 | 24 |  | (20) |  |  | 3,463 |  | 4,527 | (24) |
| Net interest income |  | 1,138 |  | 1,175 |  | 1,150 |  | 1,187 |  | 1,221 | (3) |  | (7) |  |  | 2,313 |  | 2,471 | (6) |
| Total net revenue |  | 3,058 |  | 2,718 |  | 3,290 |  | 3,675 |  | 3,609 | 13 |  | (15) |  |  | 5,776 |  | 6,998 | (17) |
| Provision for credit losses |  | (657) |  | (198) |  | (269) |  | 524 |  | (553) | (232) |  | (19) |  |  | (855) |  | (745) | (15) |
| Noninterest expense |  | 1,834 |  | 1,806 |  | 2,871 |  | 2,123 |  | 1,984 | 2 |  | (8) |  |  | 3,640 |  | 4,127 | (12) |
| Income before income tax expense |  | 1,881 |  | 1,110 |  | 688 |  | 1,028 |  | 2,178 | 69 |  | (14) |  |  | 2,991 |  | 3,616 | (17) |
| Net income |  | 1,142 | \$ |  | \$ | 418 | \$ |  | \$ | 1,321 | 70 |  | (14) |  | \$ | 1,815 | \$ | 2,300 | (21) |

ROE
Overhead ratio
Equity (period-end and average)

| 23 | $\%$ | 14 | $\%$ | 10 | $\%$ | 14 | $\%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 60 | 66 | 87 | 58 | 30 |  |  |  |
| $\$ 19,500$ | $\$ 19,500$ | $\$ 17,500$ | $\$ 17,500$ | $\$ 17,500$ |  |  |  |

11

| 19 | $\%$ | 26 | $\%$ |
| ---: | ---: | ---: | ---: |
| 63 |  | 59 |  |
|  | 19,500 |  | $\$ 17,500$ |

FUNCTIONAL RESULTS
Mortgage Production

| Production revenue | \$ | 1,064 | \$ | 995 | \$ | 1,407 | \$ | 1,582 | \$ | 1,362 | 7 | (22) | \$ | 2,059 | \$ | 2,794 | (26) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Production-related net interest \& other income |  | 222 |  | 223 |  | 205 |  | 196 |  | 199 | - | 12 |  | 445 |  | 386 | 15 |
| Production-related revenue, excluding repurchase losses |  | 1,286 |  | 1,218 |  | 1,612 |  | 1,778 |  | 1,561 | 6 | (18) |  | 2,504 |  | 3,180 | (21) |
| Production expense (a) |  | 720 |  | 710 |  | 876 |  | 678 |  | 620 | 1 | 16 |  | 1,430 |  | 1,193 | 20 |
| Income, excluding repurchase losses |  | 566 |  | 508 |  | 736 |  | 1,100 |  | 941 | 11 | (40) |  | 1,074 |  | 1,987 | (46) |
| Repurchase losses |  | 16 |  | (81) |  | 53 |  | (13) |  | (10) | NM | NM |  | (65) |  | (312) | 79 |
| Income before income tax expense |  | 582 |  | 427 |  | 789 |  | 1,087 |  | 931 | 36 | (37) |  | 1,009 |  | 1,675 | (40) |


| Mortgage Servicing |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan servicing revenue | 945 | 936 | 783 | 946 | 1,004 | 1 | (6) | 1,881 | 2,043 | (8) |
| Servicing-related net interest \& other income | 110 | 100 | 89 | 98 | 108 | 10 | 2 | 210 | 220 | (5) |
| Servicing-related revenue | 1,055 | 1,036 | 872 | 1,044 | 1,112 | 2 | (5) | 2,091 | 2,263 | (8) |
| Changes in MSR asset fair value due to collection/realization |  |  |  |  |  |  |  |  |  |  |
| of expected cash flows | (285) | (258) | (254) | (290) | (327) | (10) | 13 | (543) | (678) | 20 |
| Default servicing expense | 475 | 497 | 1,293 | 819 | 705 | (4) | (33) | 972 | 1,595 | (39) |
| Core servicing expense | 240 | 240 | 280 | 244 | 248 | - | (3) | 480 | 509 | (6) |
| Income/(loss), excluding MSR risk management | 55 | 41 | (955) | (309) | (168) | 34 | NM | 96 | (519) | NM |
| MSR risk management, including related net interest |  |  |  |  |  |  |  |  |  |  |
| income/(expense) | 78 | (142) | 42 | 150 | 233 | NM | (67) | (64) | 424 | NM |
| Income/(loss) before income tax expense/(benefit) | 133 | (101) | (913) | (159) | 65 | NM | 105 | 32 | (95) | NM |


| Real Estate Portfolios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Noninterest revenue |  | (34) |  | (17) |  | 13 |  | 9 |  | 13 | (100) | NM |  | (51) |  | 21 | NM |
| Net interest income |  | 942 |  | 962 |  | 952 |  | 997 |  | 1,027 | (2) | (8) |  | 1,904 |  | 2,100 | (9) |
| Total net revenue |  | 908 |  | 945 |  | 965 |  | 1,006 |  | 1,040 | (4) | (13) |  | 1,853 |  | 2,121 | (13) |
| Provision for credit losses |  | (662) |  | (202) |  | (283) |  | 520 |  | (554) | (228) | (19) |  | (864) |  | (746) | (16) |
| Noninterest expense |  | 404 |  | 363 |  | 436 |  | 386 |  | 412 | 11 | (2) |  | 767 |  | 831 | (8) |
| Income before income tax expense |  | 1,166 |  | 784 |  | 812 |  | 100 |  | 1,182 | 49 | (1) |  | 1,950 |  | 2,036 | (4) |
| Mortgage Banking income before income tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| expense | \$ | 1,881 | \$ | 1,110 | \$ | 688 | \$ | 1,028 | \$ | 2,178 | 69 | (14) | \$ | 2,991 | \$ | 3,616 | (17) |
| Mortgage Banking net income | \$ | 1,142 | \$ | 673 | \$ | 418 | \$ | 623 | \$ | 1,321 | 70 | (14) | \$ | 1,815 | \$ | 2,300 | (21) |

Overhead ratios
Mortgage Production
Mortgage Servicing

Real Estate Portfolios

| 55 | $\%$ | 62 | $\%$ | 52 | $\%$ | 38 | $\%$ | 40 |
| :--- | :--- | ---: | :--- | ---: | :--- | :--- | :--- | :--- |
| 84 | 116 | 238 | 118 | 94 |  |  |  |  |
| 44 | 38 | 45 | 38 | 40 |  |  |  |  |


| 58 | $\%$ | 42 | $\%$ |
| :--- | :--- | ---: | :--- |
| 98 |  | 105 |  |
| 41 |  | 39 |  |

(a) I ncludes provision for credit losses associated with Mortgage Production.

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CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
JPMorgan Chase \& Co.
(in millions, except ratio data and where otherwise noted)


## SUPPLEMENTAL MORTGAGE FEES AND RELATED INCOME DETAILS

Net production revenue:
Production revenue
Repurchase losses

Net production revenue
Net mortgage servicing revenue:
Operating revenue:
Loan servicing revenue
Changes in MSR asset fair value due to collection/realization
of expected cash flows
Total operating revenue

| 945 | 936 | 783 | 946 | 1,004 |
| :---: | :---: | :---: | :---: | :---: |
| (285) | (258) | (254) | (290) | (327) |
| 660 | 678 | 529 | 656 | 677 |

1
$(10)$
$(3)$

| (6) | 1,881 | 2,043 |
| :---: | :---: | :---: |
| 13 | $\frac{(543)}{}$ |  |
| $(3)$ | $\mathbf{1 , 3 3 8}$ | $\mathbf{1 , 3 6 5}$ |

Risk management:
Changes in MSR asset fair value due to market

| interest rates and other (a) |  | 1,072 |  | 546 |  | 285 |  | (323) |  | $(1,193)$ | 96 | NM |  | 1,618 |  | (549) | NM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other changes in MSR asset fair value due to inputs or |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| assumptions in model (b) |  | (36) |  | (237) |  | (69) |  | (5) |  | 76 | 85 | NM |  | (273) |  | 28 | NM |
| Changes in derivative fair value and other |  | (957) |  | (451) |  | (174) |  | 479 |  | 1,353 | (112) | NM |  | $(1,408)$ |  | 947 | NM |
| Total risk management |  | 79 |  | (142) |  | 42 |  | 151 |  | 236 | NM | (67) |  | (63) |  | 426 | NM |
| Total net mortgage servicing revenue |  | 739 |  | 536 |  | 571 |  | 807 |  | 913 | 38 | (19) |  | 1,275 |  | 1,791 | (29) |
| Mortgage fees and related income | \$ | 1,819 | \$ | 1,450 | \$ | 2,031 | \$ | 2,376 | \$ | 2,265 | 25 | (20) | \$ | 3,269 | \$ | 4,273 | (23) |

## MORTGAGE PRODUCTION AND MORTGAGE SERVICING

## SELECTED BALANCE SHEET DATA

| Per |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Prime mortgage, including option ARMs (c) | \$ | 15,567 |  | \$ | 17,257 |  | \$ | 17,290 |  | \$ | 17,153 |  | \$ | 17,454 |  | (10) | (11) | \$ | 15,567 |  | \$ | 17,454 |  | (11) |
| Loans held-for-sale and loans at fair value (d) |  | 15,274 |  |  | 16,277 |  |  | 18,801 |  |  | 15,250 |  |  | 14,254 |  | (6) | 7 |  | 15,274 |  |  | 14,254 |  | 7 |
| Average loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime mortgage, including option ARMs (c) |  | 16,933 |  |  | 17,554 |  |  | 17,243 |  |  | 17,381 |  |  | 17,478 |  | (4) | (3) |  | 17,242 |  |  | 17,358 |  | (1) |
| Loans held-for-sale and loans at fair value (d) |  | 18,199 |  |  | 21,181 |  |  | 19,076 |  |  | 17,879 |  |  | 17,694 |  | (14) | 3 |  | 19,682 |  |  | 16,658 |  | 18 |
| Average assets |  | 59,880 |  |  | 64,218 |  |  | 60,179 |  |  | 59,769 |  |  | 60,534 |  | (7) | (1) |  | 62,037 |  |  | 59,698 |  | 4 |
| Repurchase liability (period-end) |  | 2,245 |  |  | 2,430 |  |  | 2,530 |  |  | 2,779 |  |  | 2,997 |  | (8) | (25) |  | 2,245 |  |  | 2,997 |  | (25) |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime mortgage, including option ARMs |  | 5 |  |  | 4 |  |  | 14 |  |  | 4 |  |  | 1 |  | 25 | 400 |  | 9 |  |  | 1 |  | NM |
| Net charge-off rate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime mortgage, including option ARMs |  | 0.12 | \% |  | 0.09 | \% |  | 0.32 | \% |  | 0.09 | \% |  | 0.02 | \% |  |  |  | 0.11 | \% |  | 0.01 | \% |  |
| 30+ day delinquency rate (e) |  | 3.46 |  |  | 3.04 |  |  | 3.05 |  |  | 3.10 |  |  | 3.00 |  |  |  |  | 3.46 |  |  | 3.00 |  |  |
| Nonperforming assets (f) | \$ | 707 |  | \$ | 643 |  | \$ | 638 |  | \$ | 700 |  | \$ | 708 |  | 10 | - | \$ | 707 |  | \$ | 708 |  | - |
| BUSINESS METRICS (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage origination volume by channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 23.3 |  | \$ | 26.2 |  | \$ | 26.4 |  | \$ | 25.5 |  | \$ | 26.1 |  | (11) | (11) | \$ | 49.5 |  | \$ | 49.5 |  | - |
| Wholesale (g) |  | 0.1 |  |  | 0.1 |  |  | 0.1 |  |  | - |  |  | 0.2 |  | - | (50) |  | 0.2 |  |  | 0.2 |  | - |
| Correspondent (g) |  | 23.6 |  |  | 24.0 |  |  | 22.3 |  |  | 20.1 |  |  | 16.5 |  | (2) | 43 |  | 47.6 |  |  | 30.7 |  | 55 |
| CNT (negotiated transactions) |  | 2.0 |  |  | 2.4 |  |  | 2.4 |  |  | 1.7 |  |  | 1.1 |  | (17) | 82 |  | 4.4 |  |  | 1.9 |  | 132 |
| Total mortgage origination volume ( h ) | \$ | 49.0 |  | \$ | 52.7 |  | \$ | 51.2 |  | \$ | 47.3 |  | \$ | 43.9 |  | (7) | 12 | \$ | 101.7 |  | \$ | 82.3 |  | 24 |
| Mortgage application volume by channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 36.8 |  | \$ | 34.7 |  | \$ | 36.7 |  | \$ | 44.7 |  | \$ | 43.1 |  | 6 | (15) | \$ | 71.5 |  | \$ | 83.1 |  | (14) |
| Wholesale (g) |  | - |  |  | 0.2 |  |  | 0.2 |  |  | 0.2 |  |  | 0.1 |  | NM | NM |  | 0.2 |  |  | 0.3 |  | (33) |
| Correspondent (g) |  | 28.2 |  |  | 25.6 |  |  | 28.8 |  |  | 28.3 |  |  | 23.7 |  | 10 | 19 |  | 53.8 |  |  | 43.4 |  | 24 |
| Total mortgage application volume | \$ | 65.0 |  | \$ | 60.5 |  | \$ | 65.7 |  | \$ | 73.2 |  | \$ | 66.9 |  | 7 | (3) | \$ | 125.5 |  | \$ | 126.8 |  | (1) |

[^10] are 30 or more days past due. These amounts were excluded as reimbursement of insured amounts is proceeding normally.

 reimbursement of insured amounts is proceeding normally.

 $\$ 107.1$ billion and $\$ 86.5$ billion for the six months ended June 30, 2013 and 2012, respectively

JPMORGAN CHASE \& CO.
CONSUMER \& COMMUNITY BANKING
Financial highlights, Continued
JPMorgan Chase \& Co.
(in millions, except ratio data and where otherwise noted)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2 Q13 Change |  |  |  | 2013 Change |
|  | 2 Q13 | 1013 | 4 Q 12 | 3 Q12 | 2012 | 1Q13 | 2 Q12 | 2013 | 2012 | 2012 |
| MORTGAGE BANKING (continued) |  |  |  |  |  |  |  |  |  |  |

## MORTGAGE PRODUCTION AND MORTGAGE SERVICING

## (continued)

BUSINESS METRICS (in billions)(continued)
Third-party mortgage loans serviced (period-end)
Third-party mortgage loans serviced (average)
MSR net carrying value (period-end)
Ratio of MSR net carrying value (period-end) to third-party
mortgage loans serviced (period-end)
Ratio of annualized loan servicing-related revenue to third-party
mortgage loans serviced (average)
MSR revenue multiple (a)

| \$ | 832.0 |  | \$ | 849.2 |  | \$ | 859.4 |  | \$ | 811.4 |  | \$ | 860.0 |  | (2) | \% | (3) | \% | \$ | 832.0 |  | \$ | 860.0 |  | (3) $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 840.6 |  |  | 854.3 |  |  | 803.8 |  |  | 825.7 |  |  | 866.7 |  | (2) |  | (3) |  |  | 847.4 |  |  | 879.6 |  | (4) |
|  | 9.3 |  |  | 7.9 |  |  | 7.6 |  |  | 7.1 |  |  | 7.1 |  | 18 |  | 31 |  |  | 9.3 |  |  | 7.1 |  | 31 |
|  | 1.12 | \% |  | 0.93 | \% |  | 0.88 | \% |  | 0.88 | \% |  | 0.83 | \% |  |  |  |  |  | 1.12 | \% |  | 0.83 | \% |  |
|  | 0.41 |  |  | 0.42 |  |  | 0.45 |  |  | 0.46 |  |  | 0.47 |  |  |  |  |  |  | 0.42 |  |  | 0.47 |  |  |
|  | 2.73x |  |  | 2.21x |  |  | 1.96x |  |  | 1.91x |  |  | 1.77x |  |  |  |  |  |  | 2.67x |  |  | 1.77x |  |  |

REAL ESTATE PORTFOLIOS

## BUSINESS METRICS

Loans, excluding PCI loans

| Period-end loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | \$ | 62,326 | \$ | 64,798 | \$ | 67,385 | \$ | 69,686 | \$ | 72,833 | (4) | (14) | \$ | 62,326 |  | 72,833 | (14) |
| Prime mortgage, including option ARMs |  | 44,003 |  | 41,997 |  | 41,316 |  | 41,404 |  | 42,037 | 5 | 5 |  | 44,003 |  | 42,037 | 5 |
| Subprime mortgage |  | 7,703 |  | 8,003 |  | 8,255 |  | 8,552 |  | 8,945 | (4) | (14) |  | 7,703 |  | 8,945 | (14) |
| Other |  | 589 |  | 604 |  | 633 |  | 653 |  | 675 | (2) | (13) |  | 589 |  | 675 | (13) |
| Total period-end loans owned |  | 114,621 |  | 115,402 |  | 117,589 |  | 120,295 |  | 124,490 | (1) | (8) |  | 114,621 |  | 124,490 | (8) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity | \$ | 63,593 | \$ | 66,133 | \$ | 68,466 | \$ | 71,620 | \$ | 74,069 | (4) | (14) | \$ | 64,856 | \$ | 75,334 | (14) |
| Prime mortgage, including option ARMs |  | 43,007 |  | 41,808 |  | 41,393 |  | 41,628 |  | 42,543 | 3 | 1 |  | 42,411 |  | 43,122 | (2) |
| Subprime mortgage |  | 7,840 |  | 8,140 |  | 8,413 |  | 8,774 |  | 9,123 | (4) | (14) |  | 7,989 |  | 9,304 | (14) |
| Other |  | 597 |  | 619 |  | 643 |  | 665 |  | 684 | (4) | (13) |  | 608 |  | 696 | (13) |
| Total average loans owned |  | 115,037 |  | 116,700 |  | 118,915 |  | 122,687 |  | 126,419 | (1) | (9) |  | 115,864 |  | 128,456 | (10) |

## PCI loans

| Period-end loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | \$ | 19,992 | \$ | 20,525 | \$ | 20,971 | \$ | 21,432 | \$ | 21,867 | (3) | (9) | \$ | 19,992 | \$ | 21,867 | (9) |
| Prime mortgage |  | 12,976 |  | 13,366 |  | 13,674 |  | 14,038 |  | 14,395 | (3) | (10) |  | 12,976 |  | 14,395 | (10) |
| Subprime mortgage |  | 4,448 |  | 4,561 |  | 4,626 |  | 4,702 |  | 4,784 | (2) | (7) |  | 4,448 |  | 4,784 | (7) |
| Option ARMs |  | 19,320 |  | 19,985 |  | 20,466 |  | 21,024 |  | 21,565 | (3) | (10) |  | 19,320 |  | 21,565 | (10) |
| Total period-end loans owned | \$ | 56,736 | \$ | 58,437 | \$ | 59,737 | \$ | 61,196 | \$ | 62,611 | (3) | (9) | \$ | 56,736 | \$ | 62,611 | (9) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity | \$ | 20,245 | \$ | 20,745 | \$ | 21,184 | \$ | 21,620 | \$ | 22,076 | (2) | (8) | \$ | 20,494 | \$ | 22,282 | (8) |
| Prime mortgage |  | 13,152 |  | 13,524 |  | 13,860 |  | 14,185 |  | 14,590 | (3) | (10) |  | 13,337 |  | 14,783 | (10) |
| Subprime mortgage |  | 4,488 |  | 4,589 |  | 4,654 |  | 4,717 |  | 4,824 | (2) | (7) |  | 4,538 |  | 4,869 | (7) |
| Option ARMs |  | 19,618 |  | 20,227 |  | 20,738 |  | 21,237 |  | 21,823 | (3) | (10) |  | 19,920 |  | 22,109 | (10) |
| Total average loans owned | \$ | 57,503 | \$ | 59,085 | \$ | 60,436 | \$ | 61,759 | \$ | 63,313 | (3) | (9) | \$ | 58,289 | \$ | 64,043 | (9) |


| Period-end loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | \$ | 82,318 | \$ | 85,323 | \$ | 88,356 | \$ | 91,118 | \$ | 94,700 | (4) | (13) | \$ | 82,318 | \$ | 94,700 | (13) |
| Prime mortgage, including option ARMs |  | 76,299 |  | 75,348 |  | 75,456 |  | 76,466 |  | 77,997 | 1 | (2) |  | 76,299 |  | 77,997 | (2) |
| Subprime mortgage |  | 12,151 |  | 12,564 |  | 12,881 |  | 13,254 |  | 13,729 | (3) | (11) |  | 12,151 |  | 13,729 | (11) |
| Other |  | 589 |  | 604 |  | 633 |  | 653 |  | 675 | (2) | (13) |  | 589 |  | 675 | (13) |
| Total period-end loans owned |  | 171,357 |  | 173,839 |  | 177,326 |  | 181,491 |  | 187,101 | (1) | (8) |  | 171,357 |  | 187,101 | (8) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity | \$ | 83,838 | \$ | 86,878 | \$ | 89,650 | \$ | 93,240 | \$ | 96,145 | (3) | (13) | \$ | 85,350 | \$ | 97,616 | (13) |
| Prime mortgage, including option ARMs |  | 75,777 |  | 75,559 |  | 75,991 |  | 77,050 |  | 78,956 | - | (4) |  | 75,668 |  | 80,014 | (5) |
| Subprime mortgage |  | 12,328 |  | 12,729 |  | 13,067 |  | 13,491 |  | 13,947 | (3) | (12) |  | 12,527 |  | 14,173 | (12) |
| Other |  | 597 |  | 619 |  | 643 |  | 665 |  | 684 | (4) | (13) |  | 608 |  | 696 | (13) |


| Total average loans owned | \$ 172,540 | \$ 175,785 | \$ 179,351 | \$ 184,446 | \$ 189,732 | (2) | (9) | \$ 174,153 | \$ 192,499 | (10) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average assets | 163,593 | 166,373 | 169,375 | 173,613 | 177,698 | (2) | (8) | 164,975 | 179,976 | (8) |
| Home equity origination volume | 499 | 402 | 373 | 375 | 360 | 24 | 39 | 901 | 672 | 34 |

(a) Represents the ratio of MSR net carrying value (period-end) to third-party mortgage loans serviced (period-end) divided by the ratio of annualized loan servicing-related revenue to third-party mortgage loans serviced (average).

|  | QUARTERLY TRENDS |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2 Q13 Change |  |  |  | 2013 Change |
|  | 2 Q13 | 1 Q13 | $4 \mathrm{Q12}$ | 3 Q12 | 2012 | 1 Q13 | 2 Q12 | 2013 | 2012 | 2012 |
| MORTGAGE BANKING (continued) |  |  |  |  |  |  |  |  |  |  |

REAL ESTATE PORTFOLIOS (continued)
CREDIT DATA AND QUALITY STATISTICS
Net charge-offs, excluding PCI loans (a)

| Home equity | \$ | 236 |  | \$ | 333 |  | \$ | 257 |  | \$ | 1,120 |  | \$ | 466 |  | (29) | \% | (49) | \% | \$ | 569 |  | \$ | 1,008 |  | (44) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Prime mortgage, including option ARMs |  | 16 |  |  | 44 |  |  | 66 |  |  | 143 |  |  | 114 |  | (64) |  | (86) |  |  | 60 |  |  | 245 |  | (76) |
| Subprime mortgage |  | 33 |  |  | 67 |  |  | 92 |  |  | 152 |  |  | 112 |  | (51) |  | (71) |  |  | 100 |  |  | 242 |  | (59) |
| Other |  | 3 |  |  | 4 |  |  | 2 |  |  | 5 |  |  | 4 |  | (25) |  | (25) |  |  | 7 |  |  | 9 |  | (22) |
| Total net charge-offs, excluding PCI loans | \$ | 288 |  | \$ | 448 |  | \$ | 417 |  | \$ | 1,420 |  | \$ | 696 |  | (36) |  | (59) |  | \$ | 736 |  | \$ | 1,504 |  | (51) |
| Net charge-off rate, excluding PCI loans (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity |  | 1.49 | \% |  | 2.04 | \% |  | 1.49 | \% |  | 6.22 | \% |  | 2.53 | \% |  |  |  |  |  | 1.77 | \% |  | 2.69 | \% |  |
| Prime mortgage, including option ARMs |  | 0.15 |  |  | 0.43 |  |  | 0.63 |  |  | 1.37 |  |  | 1.08 |  |  |  |  |  |  | 0.29 |  |  | 1.14 |  |  |
| Subprime mortgage |  | 1.69 |  |  | 3.34 |  |  | 4.35 |  |  | 6.89 |  |  | 4.94 |  |  |  |  |  |  | 2.52 |  |  | 5.23 |  |  |
| Other |  | 2.02 |  |  | 2.62 |  |  | 1.24 |  |  | 2.99 |  |  | 2.35 |  |  |  |  |  |  | 2.32 |  |  | 2.60 |  |  |
| Total net charge-off rate, excluding PCI loans |  | 1.00 |  |  | 1.56 |  |  | 1.40 |  |  | 4.60 |  |  | 2.21 |  |  |  |  |  |  | 1.28 |  |  | 2.35 |  |  |
| Net charge-off rate - reported (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity |  | 1.13 | \% |  | 1.55 | \% |  | 1.14 | \% |  | 4.78 | \% |  | 1.95 | \% |  |  |  |  |  | 1.34 | \% |  | 2.08 | \% |  |
| Prime mortgage, including option ARMs |  | 0.08 |  |  | 0.24 |  |  | 0.35 |  |  | 0.74 |  |  | 0.58 |  |  |  |  |  |  | 0.16 |  |  | 0.62 |  |  |
| Subprime mortgage |  | 1.07 |  |  | 2.13 |  |  | 2.80 |  |  | 4.48 |  |  | 3.23 |  |  |  |  |  |  | 1.61 |  |  | 3.43 |  |  |
| Other |  | 2.02 |  |  | 2.62 |  |  | 1.24 |  |  | 2.99 |  |  | 2.35 |  |  |  |  |  |  | 2.32 |  |  | 2.60 |  |  |
| Total net charge-off rate - reported |  | 0.67 |  |  | 1.03 |  |  | 0.92 |  |  | 3.06 |  |  | 1.48 |  |  |  |  |  |  | 0.85 |  |  | 1.57 |  |  |
| $30+$ day delinquency rate, excluding PCI loans (b) |  | 4.17 | \% |  | 4.61 | \% |  | 5.03 | \% |  | 5.12 | \% |  | 5.16 | \% |  |  |  |  |  | 4.17 | \% |  | 5.16 | \% |  |
| Allowance for loan losses, excluding PCI loans | \$ | 3,268 |  | \$ | 4,218 |  | \$ | 4,868 |  | \$ | 5,568 |  | \$ | 6,468 |  | (23) |  | (49) |  | \$ | 3,268 |  | \$ | 6,468 |  | (49) |
| Allowance for PCI loans |  | 5,711 |  |  | 5,711 |  |  | 5,711 |  |  | 5,711 |  |  | 5,711 |  | - |  | - |  |  | 5,711 |  |  | 5,711 |  | - |
| Allowance for loan losses | \$ | 8,979 |  | \$ | 9,929 |  | \$ | 10,579 |  | \$ | 11,279 |  | \$ | 12,179 |  | (10) |  | (26) |  | \$ | 8,979 |  |  | 12,179 |  | (26) |
| Nonperforming assets (c)(d) |  | 7,801 |  |  | 8,349 |  |  | 8,439 |  |  | 8,669 |  |  | 7,340 |  | (7) |  | 6 |  |  | 7,801 |  |  | 7,340 |  | 6 |
| Allowance for loan losses to period-end loans retained |  | 5.24 | \% |  | 5.71 | \% |  | 5.97 | \% |  | 6.21 | \% |  | 6.51 | \% |  |  |  |  |  | 5.24 | \% |  | 6.51 | \% |  |
| Allowance for loan losses to period-end loans retained, excluding PCI loans |  | 2.85 |  |  | 3.66 |  |  | 4.14 |  |  | 4.63 |  |  | 5.20 |  |  |  |  |  |  | 2.85 |  |  | 5.20 |  |  |

[^11]JPMORGAN CHASE \& CO.
CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio data and where otherwise noted)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 |  | 1 Q13 |  | 4Q12 |  | 3Q12 |  | 2 Q12 |  | 2Q13 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1Q13 |  |  |  | 2Q12 |  |  |  | 2012 |  |  |  |  |
| CARD, MERCHANT SERVICES \& AUTO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income | \$ | 1,067 |  |  | \$ | 1,013 |  |  | \$ | 1,097 | \$ | 1,032 | \$ | 1,015 | 5 | \% | 5 | \% | \$ | 2,080 | \$ | 1,963 | 6 \% |
| All other income |  | 261 |  | 245 |  | 227 |  | 248 |  | 231 | 7 |  | 13 |  |  | 506 |  | 534 | (5) |
| Noninterest revenue |  | 1,328 |  | 1,258 |  | 1,324 |  | 1,280 |  | 1,246 | 6 |  | 7 |  |  | 2,586 |  | 2,497 | 4 |
| Net interest income |  | 3,342 |  | 3,462 |  | 3,484 |  | 3,443 |  | 3,279 | (3) |  | 2 |  |  | 6,804 |  | 6,742 | 1 |
| Total net revenue |  | 4,670 |  | 4,720 |  | 4,808 |  | 4,723 |  | 4,525 | (1) |  | 3 |  |  | 9,390 |  | 9,239 | 2 |
| Provision for credit losses |  | 564 |  | 686 |  | 1,250 |  | 1,231 |  | 734 | (18) |  | (23) |  |  | 1,250 |  | 1,472 | (15) |
| Noninterest expense |  | 1,988 |  | 1,943 |  | 2,171 |  | 1,920 |  | 2,096 | 2 |  | (5) |  |  | 3,931 |  | 4,125 | (5) |
| Income before income tax expense |  | 2,118 |  | 2,091 |  | 1,387 |  | 1,572 |  | 1,695 | 1 |  | 25 |  |  | 4,209 |  | 3,642 | 16 |
| Net income | \$ | 1,249 | \$ | 1,272 | \$ | 840 | \$ | 954 | \$ | 1,030 | (2) |  | 21 |  | \$ | 2,521 | \$ | 2,213 | 14 |

ROE
Overhead ratio
Equity (period-end and average)

## SELECTED BALANCE SHEET DATA (period-end)

Loans:
Credit Card
Auto
Student
$\quad$ Total loans

## SELECTED BALANCE SHEET DATA (average)

Total assets
Loans:
Credit Card
Auto
Student
Total loans

## BUSINESS METRICS

Credit Card, excluding Commercial Card

| Sales volume (in billions) | \$ | 105.2 |  | \$ | 94.7 |  | \$ | 101.6 |  | \$ | 96.6 |  | \$ | 96.0 |  | 11 | 10 | \$ | 199.9 |  | \$ | 182.9 |  | 9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New accounts opened |  | 1.5 |  |  | 1.7 |  |  | 1.8 |  |  | 1.6 |  |  | 1.6 |  | (12) | (6) |  | 3.2 |  |  | 3.3 |  | (3) |
| Open accounts |  | 64.8 |  |  | 64.7 |  |  | 64.5 |  |  | 63.9 |  |  | 63.7 |  | - | 2 |  | 64.8 |  |  | 63.7 |  | 2 |
| Accounts with sales activity |  | 30.0 |  |  | 29.4 |  |  | 30.6 |  |  | 29.1 |  |  | 29.3 |  | 2 | 2 |  | 30.0 |  |  | 29.3 |  | 2 |
| \% of accounts acquired online |  | 53 | \% |  | 52 | \% |  | 58 | \% |  | 52 | \% |  | 49 | \% |  |  |  | 52 | \% |  | 48 | \% |  |
| Merchant Services (Chase Paymentech Solutions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant processing volume (in billions) | \$ | 185.0 |  | \$ | 175.8 |  | \$ | 178.6 |  | \$ | 163.6 |  | \$ | 160.2 |  | 5 | 15 | \$ | 360.8 |  | \$ | 313.0 |  | 15 |
| Total transactions (in billions) |  | 8.8 |  |  | 8.3 |  |  | 8.2 |  |  | 7.4 |  |  | 7.1 |  | 6 | 24 |  | 17.1 |  |  | 13.9 |  | 23 |

## Auto \& Student

Origination volume (in billions)
Auto
Student

| $\$$ | 6.8 | $\$$ | 6.5 | $\$$ | 5.5 | $\$$ | 6.3 | $\$$ | 5.8 | 5 | 17 | $\$$ | 13.3 | $\$$ | 11.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| - |  | 0.1 |  | - |  | 0.1 |  | - | $N M$ | - | 0.1 |  | 0.1 |  |  |

JPMORGAN CHASE \& CO.
CONSUMER \& COMMUNITY BANKING
FINANCIAL HIGHLIGHTS, CONTINUED


Delinquency rates



[^12]JPMORGAN CHASE \& CO.
CORPORATE \& INVESTMENT BANK
FINANCIAL HIGHLIGHTS
JPMorgan Chase \& Co.
(in millions, except ratio data)

FINANCIAL RATIOS
ROE (c)
Overhead ratio

REVENUE BY BUSINESS

| Advisory | \$ | 304 | \$ | 255 | \$ | 465 | \$ | 389 | \$ | 356 | 19 | (15) | \$ | 559 | \$ | 637 | (12) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity underwriting |  | 457 |  | 273 |  | 265 |  | 235 |  | 250 | 67 | 83 |  | 730 |  | 526 | 39 |
| Debt underwriting |  | 956 |  | 905 |  | 990 |  | 805 |  | 639 | 6 | 50 |  | 1,861 |  | 1,457 | 28 |
| Total investment banking fees |  | 1,717 |  | 1,433 |  | 1,720 |  | 1,429 |  | 1,245 | 20 | 38 |  | 3,150 |  | 2,620 | 20 |
| Treasury Services |  | 1,051 |  | 1,044 |  | 1,059 |  | 1,064 |  | 1,074 | 1 | (2) |  | 2,095 |  | 2,126 | (1) |
| Lending |  | 373 |  | 498 |  | 382 |  | 357 |  | 370 | (25) | 1 |  | 871 |  | 592 | 47 |
| Total Banking |  | 3,141 |  | 2,975 |  | 3,161 |  | 2,850 |  | 2,689 | 6 | 17 |  | 6,116 |  | 5,338 | 15 |
| Fixed Income Markets (e) |  | 4,078 |  | 4,752 |  | 3,177 |  | 3,726 |  | 3,493 | (14) | 17 |  | 8,830 |  | 8,509 | 4 |
| Equity Markets |  | 1,296 |  | 1,340 |  | 895 |  | 1,044 |  | 1,043 | (3) | 24 |  | 2,636 |  | 2,467 | 7 |
| Securities Services |  | 1,087 |  | 974 |  | 995 |  | 965 |  | 1,078 | 12 | 1 |  | 2,061 |  | 2,040 | 1 |
| Credit Adjustments \& Other (a)(f) |  | 274 |  | 99 |  | (586) |  | (225) |  | 683 | 177 | (60) |  | 373 |  | (30) | NM |
| Total Markets \& Investor Services |  | 6,735 |  | 7,165 |  | 4,481 |  | 5,510 |  | 6,297 | (6) | 7 |  | 13,900 |  | 12,986 | 7 |
| total net revenue | \$ | 9,876 | \$ | 10,140 | \$ | 7,642 | \$ | 8,360 | \$ | 8,986 | (3) | 10 | \$ | 20,016 |  | 18,324 | 9 |

[^13]JPMORGAN CHASE \& CO.
CORPORATE \& INVESTMENT BANK
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 | 1Q13 | 4Q12 | 3Q12 | 2 Q12 | 2Q13 Change |  |  |  | 2013 | 2012 | 2013 Change |
|  |  |  |  |  |  | 1 Q13 |  | 2 Q12 |  |  |  | 2012 |
| SELECTED BALANCE SHEET DATA (period-end) |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ 873,527 | \$ 872,259 | \$ 876,107 | \$ 904,090 | \$ 897,413 | - | \% | (3) | \% | \$ 873,527 | \$ 897,413 | (3) \% |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained (a) | 106,248 | 112,005 | 109,501 | 107,903 | 114,620 | (5) |  | (7) |  | 106,248 | 114,620 | (7) |
| Loans held-for-sale and loans at fair value | 4,564 | 5,506 | 5,749 | 3,899 | 2,375 | (17) |  | 92 |  | 4,564 | 2,375 | 92 |
| Total loans | 110,812 | 117,511 | 115,250 | 111,802 | 116,995 | (6) |  | (5) |  | 110,812 | 116,995 | (5) |
| Equity | 56,500 | 56,500 | 47,500 | 47,500 | 47,500 | - |  | 19 |  | 56,500 | 47,500 | 19 |

SELECTED BALANCE SHEET DATA (average)
Assets
Trading assets - debt and equity instruments
Trading assets - derivative receivables
Loans:
Loans retained (a)
Loans held-for-sale and loans at fair value
Total loans

| Equity | 56,500 | 56,500 | 47,500 | 47,500 | 47,500 | - | 19 | 56,500 | 47,500 | 19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Headcount | 51,771 | 51,634 | 52,022 | 52,226 | 52,336 | - | (1) | 51,771 | 52,336 | (1) |


| Net charge-offs/(recoveries) | \$ | (82) | \$ | 19 | \$ | (217) | \$ | (22) | \$ | (10) | NM | NM | \$ | (63) | \$ | (45) | (40) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans retained (a)(b) |  | 227 |  | 340 |  | 535 |  | 588 |  | 661 | (33) | (66) |  | 227 |  | 661 | (66) |
| Nonaccrual loans held-for-sale and loans at fair value |  | 148 |  | 104 |  | 82 |  | 213 |  | 158 | 42 | (6) |  | 148 |  | 158 | (6) |
| Total nonaccrual loans |  | 375 |  | 444 |  | 617 |  | 801 |  | 819 | (16) | (54) |  | 375 |  | 819 | (54) |
| Derivative receivables |  | 448 |  | 412 |  | 239 |  | 282 |  | 451 | 9 | (1) |  | 448 |  | 451 | (1) |
| Assets acquired in loan satisfactions |  | 46 |  | 55 |  | 64 |  | 77 |  | 68 | (16) | (32) |  | 46 |  | 68 | (32) |
| Total nonperforming assets |  | 869 |  | 911 |  | 920 |  | 1,160 |  | 1,338 | (5) | (35) |  | 869 |  | 1,338 | (35) |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 1,287 |  | 1,246 |  | 1,300 |  | 1,459 |  | 1,498 | 3 | (14) |  | 1,287 |  | 1,498 | (14) |
| Allowance for lending-related commitments |  | 556 |  | 521 |  | 473 |  | 544 |  | 542 | 7 | 3 |  | 556 |  | 542 | 3 |
| Total allowance for credit losses |  | 1,843 |  | 1,767 |  | 1,773 |  | 2,003 |  | 2,040 | 4 | (10) |  | 1,843 |  | 2,040 | (10) |


| Net charge-off/(recovery) rate (a) | (0.31) | \% | 0.07 | \% | (0.79) | \% | (0.08) | \% | (0.04) | \% | (0.12) | \% | (0.08) | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan losses to period-end loans retained (a) | 1.21 |  | 1.11 |  | 1.19 |  | 1.35 |  | 1.31 |  | 1.21 |  | 1.31 |  |
| Allowance for loan losses to period-end loans retained, |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| excluding trade finance and conduits (c) | 2.35 |  | 2.17 |  | 2.52 |  | 2.92 |  | 2.75 |  | 2.35 |  | 2.75 |  |
| Allowance for loan losses to nonaccrual loans retained (a)(b) | 567 |  | 366 |  | 243 |  | 248 |  | 227 |  | 567 |  | 227 |  |
| Nonaccrual loans to total period-end loans | 0.34 |  | 0.38 |  | 0.54 |  | 0.72 |  | 0.70 |  | 0.34 |  | 0.70 |  |

[^14]
## JPMORGAN CHASE \& CO. <br> CORPORATE \& INVESTMENT BANK

FINANCIAL HIGHLIGHTS, CONTINUED

## JPMorgan Chase \& Co.

(in millions, except rankings data and where otherwise noted)


| Assets under custody ("AUC") by asset class (period-end) (in billions): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income |  | 11,421 | \$ | 11,730 |  | 11,745 |  | 11,545 |  | 11,302 | (3) | \% | 1 | \% |  | 11,421 |  | 11,302 | 1 |
| Equity |  | 5,961 |  | 6,007 |  | 5,637 |  | 5,328 |  | 5,025 | (1) |  | 19 |  |  | 5,961 |  | 5,025 | 19 |
| Other (a) |  | 1,547 |  | 1,557 |  | 1,453 |  | 1,346 |  | 1,338 | (1) |  | 16 |  |  | 1,547 |  | 1,338 | 16 |
| Total AUC |  | 18,929 | \$ | 19,294 |  | 18,835 |  | 18,219 | \$ | 17,665 | (2) |  | 7 |  |  | 18,929 |  | 17,665 | 7 |
| Client deposits and other third-party liabilities (average) |  | 369,108 |  | 357,262 |  | 366,544 |  | 351,383 |  | 348,102 | 3 |  | 6 |  |  | 363,218 |  | 352,533 | 3 |
| Trade finance loans (period-end) |  | 36,375 |  | 38,985 |  | 35,783 |  | 35,142 |  | 35,291 | (7) |  | 3 |  |  | 36,375 |  | 35,291 | 3 |


|  | SIX MONTHS ENDED JUNE 30, 2013 |  | FULL YEAR 2012 |  |
| :---: | :---: | :---: | :---: | :---: |
| MARKET SHARES AND RANKINGS (b) | Market Share | Rankings | Market Share | Rankings |
| Global investment banking fees (c) | 8.9 | \#1 | 7.5 | \#1 |


| Debt, equity and equity-related |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Global | 7.4 | 1 | 7.2 | 1 |
| U.S. | 11.7 | 1 | 11.5 | 1 |
| Syndicated loans |  |  |  |  |
| Global | 10.0 | 1 | 9.6 | 1 |
| U.S. | 17.3 | 1 | 17.6 | 1 |
| Long-term debt (d) |  |  |  |  |
| Global | 7.4 | 1 | 7.1 | 1 |
| U.S. | 11.9 | 1 | 11.6 | 1 |
| Equity and equity-related |  |  |  |  |
| Global (e) | 7.5 | 2 | 7.8 | 4 |
| U.S. | 11.6 | 3 | 10.4 | 5 |
| Announced M\&A (f) |  |  |  |  |
| Global | 24.3 | 2 | 19.8 | 2 |
| U.S. | 37.6 | 1 | 24.3 | 2 |

[^15]JPMORGAN CHASE \& CO.
CORPORATE \& INVESTMENT BANK
Financial highlights, continued
JPMorgan Chase \& Co.
(in millions, except where otherwise noted)


[^16] predominantly on the domicile of the client.

JPMORGAN CHASE \& CO.
COMMERCIAL BANKING
FINANCIAL HIGHLIGHTS
JPMorgan Chase \& Co.
(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 13 |  | 1 Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q12 |  | 2 Q12 |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | $2013 \text { Change }$ |
|  |  |  | 1Q13 |  |  |  | 2012 |  |  |  | 2012 |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending- and deposit-related fees | \$ | 265 |  |  | \$ | 259 |  |  | \$ | 269 | \$ | 263 | \$ | 264 | 2 | \% | - | \% | \$ | 524 | \$ | 540 | (3) \% |
| Asset management, administration and commissions |  | 30 |  | 32 |  | 30 |  | 30 |  | 34 | ${ }^{(6)}$ |  | (12) |  |  | 62 |  | 70 | (11) |
| All other income (a) |  | 256 |  | 244 |  | 279 |  | 293 |  | 264 | 5 |  | (3) |  |  | 500 |  | 509 | (2) |
| Noninterest revenue |  | 551 |  | 535 |  | 578 |  | 586 |  | 562 | 3 |  | (2) |  |  | 1,086 |  | 1,119 | (3) |
| Net interest income |  | 1,177 |  | 1,138 |  | 1,167 |  | 1,146 |  | 1,129 | 3 |  | 4 |  |  | 2,315 |  | 2,229 | 4 |
| total net revenue (b) |  | 1,728 |  | 1,673 |  | 1,745 |  | 1,732 |  | 1,691 | 3 |  | 2 |  |  | 3,401 |  | 3,348 | 2 |
| Provision for credit losses |  | 44 |  | 39 |  | (3) |  | (16) |  | (17) | 13 |  | NM |  |  | 83 |  | 60 | 38 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense (c) |  | 286 |  | 289 |  | 250 |  | 263 |  | 245 | (1) |  | 17 |  |  | 575 |  | 501 | 15 |
| Noncompensation expense (c) |  | 361 |  | 348 |  | 342 |  | 332 |  | 339 | 4 |  | 6 |  |  | 709 |  | 674 | 5 |
| Amortization of intangibles |  | 5 |  | 7 |  | 7 |  | 6 |  | 7 | (29) |  | (29) |  |  | 12 |  | 14 | (14) |
| total noninterest expense |  | 652 |  | 644 |  | 599 |  | 601 |  | 591 | 1 |  | 10 |  |  | 1,296 |  | 1,189 | 9 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense |  | 1,032 |  | 990 |  | 1,149 |  | 1,147 |  | 1,117 | 4 |  | (8) |  |  | 2,022 |  | 2,099 | (4) |
| Income tax expense |  | 411 |  | 394 |  | 457 |  | 457 |  | 444 | 4 |  | (7) |  |  | 805 |  | 835 | (4) |
| NET INCOME | \$ |  | \$ | 596 | \$ | 692 | \$ | 690 | \$ | 673 | 4 |  | (8) |  | \$ | 1,217 | \$ | 1,264 | (4) |

Revenue by product
Lending
Treasury services

| 971 | \$ | 924 | \$ | 947 | \$ | 916 | \$ | 920 | 5 | 6 | \$ | 1,895 | \$ | 1,812 | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 607 |  | 605 |  | 614 |  | 609 |  | 603 | - | 1 |  | 1,212 |  | 1,205 | 1 |
| 132 |  | 118 |  | 157 |  | 139 |  | 129 | 12 | 2 |  | 250 |  | 249 | - |
| 18 |  | 26 |  | 27 |  | 68 |  | 39 | (31) | (54) |  | 44 |  | 82 | (46) |
| 1,728 | \$ | 1,673 | \$ | 1,745 | \$ | 1,732 | \$ | 1,691 | 3 | 2 | \$ | 3,401 | \$ | 3,348 | 2 |

Investment banking revenue, gross (e)


FINANCIAL RATIOS


[^17]JPMORGAN CHASE \& CO.
COMMERCIAL BANKING
FINANCIAL HIGHLIGHTS, CONTINUED
JPMorgan Chase \& Co.
(in millions, except headcount and ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q13 Change |  |  |  | 2013 | 2012 | 2013 Change |
|  | 2 Q13 | 1 Q13 | $4 \mathrm{Q12}$ | 3Q12 | 2 Q12 | 1 Q13 |  | 2 Q12 |  |  |  | 2012 |
| SELECTED BALANCE SHEET DATA (period-end) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ 184,124 | \$ 184,689 | \$ 181,502 | \$ 168,124 | \$ 163,698 | - | \% | 12 | \% | \$ 184,124 | \$ 163,698 | 12 |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained (a) | 130,487 | 129,534 | 126,996 | 123,173 | 119,946 | 1 |  | 9 |  | 130,487 | 119,946 | 9 |
| Loans held-for-sale and loans at fair value | 430 | 851 | 1,212 | 549 | 547 | (49) |  | (21) |  | 430 | 547 | (21) |
| Total loans | \$ 130,917 | \$ 130,385 | \$ 128,208 | \$ 123,722 | \$ 120,493 | - |  | 9 |  | \$ 130,917 | \$ 120,493 | 9 |
| Equity | 13,500 | 13,500 | 9,500 | 9,500 | 9,500 | - |  | 42 |  | 13,500 | 9,500 | 42 |
| Period-end loans by client segment: |  |  |  |  |  |  |  |  |  |  |  |  |
| Middle Market Banking (b) | \$ 52,053 | \$ 52,296 | \$ 50,552 | \$ 48,616 | \$ 47,472 | - |  | 10 |  | \$ 52,053 | \$ 47,472 | 10 |
| Corporate Client Banking (b) | 19,933 | 20,962 | 21,707 | 19,963 | 19,005 | (5) |  | 5 |  | 19,933 | 19,005 | 5 |
| Commercial Term Lending | 45,865 | 44,374 | 43,512 | 42,304 | 40,972 | 3 |  | 12 |  | 45,865 | 40,972 | 12 |
| Real Estate Banking | 9,395 | 9,003 | 8,552 | 8,563 | 8,819 | 4 |  | 7 |  | 9,395 | 8,819 | 7 |
| Other | 3,671 | 3,750 | 3,885 | 4,276 | 4,225 | (2) |  | (13) |  | 3,671 | 4,225 | (13) |
| Total Commercial Banking loans | \$ 130,917 | \$ 130,385 | \$ 128,208 | \$ 123,722 | \$ 120,493 | - |  | 9 |  | \$ 130,917 | \$ 120,493 | 9 |
| SELECTED BALANCE SHEET DATA (average) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ 184,951 | \$ 182,620 | \$ 171,184 | \$ 164,702 | \$ 163,423 | 1 |  | 13 |  | \$ 183,792 | \$ 162,249 | 13 |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained (a) | 130,338 | 128,490 | 124,507 | 121,566 | 117,835 | 1 |  | 11 |  | 129,419 | 115,357 | 12 |
| Loans held-for-sale and loans at fair value | 1,251 | 800 | 1,491 | 552 | 599 | 56 |  | 109 |  | 1,027 | 740 | 39 |
| Total loans | \$ 131,589 | \$ 129,290 | \$ 125,998 | \$ 122,118 | \$ 118,434 | 2 |  | 11 |  | \$ 130,446 | \$ 116,097 | 12 |
| Client deposits and other third-party liabilities | 195,232 | 195,968 | 199,297 | 190,910 | 193,280 | - |  | 1 |  | 195,598 | 196,729 | (1) |
| Equity | 13,500 | 13,500 | 9,500 | 9,500 | 9,500 | - |  | 42 |  | 13,500 | 9,500 | 42 |

Average loans by client segment:
Middle Market Banking (b)
Corporate Client Banking (b)
Commercial Term Lending
Real Estate Banking
Other
Total Commercial Banking loans

Headcount (c)(d)

CREDIT DATA AND QUALITY STATISTICS
Net charge-offs/(recoveries)
Nonperforming assets:
Nonaccrual loans:
Nonaccrual loans retained (e)
Nonaccrual loans held-for-sale and loan
at fair value
at fair value
Total nonaccrual loans
Assets acquired in loan satisfactions
Total nonperforming assets
Allowance for credit losses:
Allowance for loan losses
Allowance for lending-related commitments

Total allowance for credit losses

Net charge-off/(recovery) rate (f)
Allowance for loan losses to period-end loans retained
Allowance for loan losses to nonaccrual loans retained (e)
Nonaccrual loans to total period-end loans

| \$ 52,205 | \$ 52,013 | \$ 48,953 | \$ 47,547 | \$ 46,679 | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 21,344 | 21,061 | 21,755 | 19,985 | 18,789 | 1 |
| 45,087 | 43,845 | 42,890 | 41,658 | 40,060 | 3 |
| 9,277 | 8,677 | 8,450 | 8,651 | 8,808 | 7 |
| 3,676 | 3,694 | 3,950 | 4,277 | 4,098 | - |
| \$ 131,589 | \$ 129,290 | \$ 125,998 | \$ 122,118 | \$ 118,434 | 2 |
| 6,660 | 6,511 | 6,117 | 6,092 | 6,042 | 2 |


| 12 | $\$ 52,110$ | $\$ 45,755$ | 14 |
| ---: | ---: | ---: | ---: |
| 14 | 21,203 | 18,260 | 16 |
| 13 | 44,469 | 39,454 | 13 |
| 5 | 8,979 | 8,575 | 5 |
| $(10)$ | $\frac{3,685}{13}$ | 4,053 | $(9)$ |
| 11 | $\mathbf{\$ 1 3 0 , 4 4 6}$ | $\$ \mathbf{1 1 6 , 0 9 7}$ | 12 |
|  |  |  |  |
| 10 | 6,660 | 6,042 | 10 |



[^18]ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS
JPMorgan Chase \& Co.
(in millions, except ratio and headcount data)

|  | QUARTERLY TREND |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 13 |  | 1Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q 12 |  | 2 Q12 |  | 2013 Change |  |  |  | 2013 |  | 2012 |  | $\begin{gathered} \frac{2013 \text { Change }}{2012} \\ \hline \end{gathered}$ |
|  |  |  | 1013 |  |  |  | 2012 |  |  |  |  |  |  |  |  |
| InCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, administration and commissions | \$ | 2,018 |  |  | \$ | 1,883 |  |  | \$ | 2,011 | \$ | 1,708 | \$ | 1,701 | 7 | \% | 19 | \% | \$ | 3,901 | \$ | 3,322 | 17 |
| All other income |  | 138 |  | 211 |  | 190 |  | 199 |  | 151 | (35) |  | (9) |  |  | 349 |  | 417 | (16) |
| Noninterest revenue |  | 2,156 |  | 2,094 |  | 2,201 |  | 1,907 |  | 1,852 | 3 |  | 16 |  |  | 4,250 |  | 3,739 | 14 |
| Net interest income |  | 569 |  | 559 |  | 552 |  | 552 |  | 512 | 2 |  | 11 |  |  | 1,128 |  | 995 | 13 |
| total net revenue |  | 2,725 |  | 2,653 |  | 2,753 |  | 2,459 |  | 2,364 | 3 |  | 15 |  |  | 5,378 |  | 4,734 | 14 |
| Provision for credit losses |  | 23 |  | 21 |  | 19 |  | 14 |  | 34 | 10 |  | (32) |  |  | 44 |  | 53 | (17) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 1,155 |  | 1,170 |  | 1,178 |  | 1,083 |  | 1,024 | (1) |  | 13 |  |  | 2,325 |  | 2,144 | 8 |
| Noncompensation expense |  | 716 |  | 684 |  | 742 |  | 625 |  | 655 | 5 |  | 9 |  |  | 1,400 |  | 1,241 | 13 |
| Amortization of intangibles |  | 21 |  | 22 |  | 23 |  | 23 |  | 22 | (5) |  | (5) |  |  | 43 |  | 45 | (4) |
| TOTAL NONINTEREST EXPENSE |  | 1,892 |  | 1,876 |  | 1,943 |  | 1,731 |  | 1,701 | 1 |  | 11 |  |  | 3,768 |  | 3,430 | 10 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense |  | 810 |  | 756 |  | 791 |  | 714 |  | 629 | 7 |  | 29 |  |  | 1,566 |  | 1,251 | 25 |
| Income tax expense |  | 310 |  | 269 |  | 308 |  | 271 |  | 238 | 15 |  | 30 |  |  | 579 |  | 474 | 22 |
| net income | \$ | 500 | \$ | 487 | \$ | 483 | \$ | 443 | \$ | 391 | 3 |  | 28 |  | \$ | 987 | \$ | 777 | 27 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE BY CLIENT SEGMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Banking | \$ | 1,483 | \$ | 1,446 | \$ | 1,441 | \$ | 1,365 | \$ | 1,341 | 3 |  | 11 |  | \$ | 2,929 | \$ | 2,620 | 12 |
| Institutional |  | 588 |  | 589 |  | 729 |  | 563 |  | 537 | - |  | 9 |  |  | 1,177 |  | 1,094 | 8 |
| Retail |  | 654 |  | 618 |  | 583 |  | 531 |  | 486 | 6 |  | 35 |  |  | 1,272 |  | 1,020 | 25 |
| total net revenue | \$ | 2,725 | \$ | 2,653 | \$ | 2,753 | \$ | 2,459 | \$ | 2,364 | 3 |  | 15 |  | \$ | 5,378 | \$ | 4,734 | 14 |

FINANCIAL RATIOS

| ROE | 22 | \% | 22 | \% | 27 | \% | 25 | \% |  | 22 | \% |  |  | 22 | \% |  | 22 | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Overhead ratio | 69 |  | 71 |  | 71 |  | 70 |  |  | 72 |  |  |  | 70 |  |  | 72 |  |  |
| Pretax margin ratio | 30 |  | 29 |  | 29 |  | 29 |  |  | 27 |  |  |  | 29 |  |  | 26 |  |  |
| SELECTED BALANCE SHEET DATA (period-end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ 115,157 |  | \$ 109,734 |  | \$ 108,999 |  | \$ 103,608 |  | \$ | 98,704 |  | 5 | 17 | \$ 115,157 |  | \$ | 98,704 |  | 17 |
| Loans (a) | 86,043 |  | 81,403 |  | 80,216 |  | 74,924 |  |  | 70,470 |  | 6 | 22 | 86,043 |  |  | 70,470 |  | 22 |
| Deposits | 137,289 |  | 139,679 |  | 144,579 |  | 129,653 |  |  | 128,251 |  | (2) | 7 | 137,289 |  |  | 128,251 |  | 7 |
| Equity | 9,000 |  | 9,000 |  | 7,000 |  | 7,000 |  |  | 7,000 |  | - | 29 | 9,000 |  |  | 7,000 |  | 29 |
| SELECTED BALANCE SHEET DATA (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ 111,431 |  | \$ 107,911 |  | \$ 104,232 |  | \$ 99,209 |  | \$ | 96,670 |  | 3 | 15 | \$ 109,681 |  | \$ | 93,126 |  | 18 |
| Loans | 83,621 |  | 80,002 |  | 76,528 |  | 71,824 |  |  | 67,093 |  | 5 | 25 | 81,821 |  |  | 63,202 |  | 29 |
| Deposits | 136,577 |  | 139,441 |  | 133,693 |  | 127,487 |  |  | 128,087 |  | (2) | 7 | 138,001 |  |  | 127,811 |  | 8 |
| Equity | 9,000 |  | 9,000 |  | 7,000 |  | 7,000 |  |  | 7,000 |  | - | 29 | 9,000 |  |  | 7,000 |  | 29 |
| Headcount | 19,026 |  | 18,604 |  | 18,465 |  | 18,070 |  |  | 17,660 |  | 2 | 8 | 19,026 |  |  | 17,660 |  | 8 |

[^19]Financial highlights, Continued
JPMorgan Chase \& Co.
(in millions, except ratio data and where otherwise noted)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q13 |  | 1 Q13 |  |  | 4Q12 |  |  | 3Q12 |  |  | 2 Q12 |  |  | 2Q13 Change |  |  |  |  | 2013 |  | 2012 |  |  | 2013 Change |  |
|  |  |  |  | 1 Q13 |  |  |  |  | 2Q12 |  |  |  |  |  | 2012 |  |  |  |  |  |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of client advisors |  | 2,804 |  |  |  |  |  | 2,797 |  |  |  |  |  | 2,821 |  |  | 2,826 |  |  | 2,739 |  | - | \% | 2 | \% |  | 2,804 |  |  | 2,739 |  | 2 |
| \% of customer assets in 4 \& 5 Star Funds (a) |  | 52 | \% |  | 51 | \% |  | 47 | \% |  | 45 | \% |  | 43 | \% |  |  |  |  |  | 52 | \% |  | 43 | \% |  |
| \% of AUM in 1st and 2nd quartiles: (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1 year |  | 73 |  |  | 70 |  |  | 67 |  |  | 69 |  |  | 65 |  |  |  |  |  |  | 73 |  |  | 65 |  |  |
| 3 years |  | 77 |  |  | 74 |  |  | 74 |  |  | 78 |  |  | 72 |  |  |  |  |  |  | 77 |  |  | 72 |  |  |
| 5 years |  | 76 |  |  | 75 |  |  | 76 |  |  | 77 |  |  | 74 |  |  |  |  |  |  | 76 |  |  | 74 |  |  |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 4 |  | \$ | 23 |  | \$ | 3 |  | \$ | 6 |  | \$ | 28 |  | (83) |  | (86) |  | \$ | 27 |  | \$ | 55 |  | (51) |
| Nonaccrual loans |  | 244 |  |  | 259 |  |  | 250 |  |  | 227 |  |  | 256 |  | (6) |  | (5) |  |  | 244 |  |  | 256 |  | (5) |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 270 |  |  | 249 |  |  | 248 |  |  | 229 |  |  | 220 |  | 8 |  | 23 |  |  | 270 |  |  | 220 |  | 23 |
| Allowance for lending-related commitments |  | 6 |  |  | 5 |  |  | 5 |  |  | 5 |  |  | 6 |  | 20 |  | - |  |  | 6 |  |  | 6 |  | - |
| Total allowance for credit losses |  | 276 |  |  | 254 |  |  | 253 |  |  | 234 |  |  | 226 |  | 9 |  | 22 |  |  | 276 |  |  | 226 |  | 22 |
| Net charge-off rate |  | 0.02 | \% |  | 0.12 | \% |  | 0.02 | \% |  | 0.03 | \% |  | 0.17 | \% |  |  |  |  |  | 0.07 | \% |  | 0.18 | \% |  |
| Allowance for loan losses to period-end loans |  | 0.31 |  |  | 0.31 |  |  | 0.31 |  |  | 0.31 |  |  | 0.31 |  |  |  |  |  |  | 0.31 |  |  | 0.31 |  |  |
| Allowance for loan losses to nonaccrual loans |  | 111 |  |  | 96 |  |  | 99 |  |  | 101 |  |  | 86 |  |  |  |  |  |  | 111 |  |  | 86 |  |  |
| Nonaccrual loans to period-end loans |  | 0.28 |  |  | 0.32 |  |  | 0.31 |  |  | 0.30 |  |  | 0.36 |  |  |  |  |  |  | 0.28 |  |  | 0.36 |  |  |
| AM FIRMWIDE DISCLOSURES (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 3,226 |  | \$ | 3,112 |  | \$ | 3,164 |  | \$ | 2,843 |  | \$ | 2,726 |  | 4 |  | 18 |  | \$ | 6,338 |  | \$ | 5,436 |  | 17 |
| Client assets (in billions) (d) |  | 2,323 |  |  | 2,332 |  |  | 2,244 |  |  | 2,172 |  |  | 2,098 |  | - |  | 11 |  |  | 2,323 |  |  | 2,098 |  | 11 |
| Number of client advisors |  | 5,828 |  |  | 5,795 |  |  | 5,784 |  |  | 5,860 |  |  | 5,814 |  | 1 |  | - |  |  | 5,828 |  |  | 5,814 |  | - |

[^20]JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS, CONTINUED

## JPMorgan Chase \& Co.

(in billions)


| MEMO: |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Alternatives client assets (a) | \$ | 147 | \$ | 144 | \$ | 142 | \$ | 142 | \$ | 144 | 2 | 2 |
| Assets by client segment |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Banking | \$ | 340 | \$ | 339 | \$ | 318 | \$ | 311 | \$ | 297 | - | 14 |
| Institutional |  | 723 |  | 749 |  | 741 |  | 710 |  | 702 | (3) | 3 |
| Retail |  | 407 |  | 395 |  | 367 |  | 360 |  | 348 | 3 | 17 |
| TOTAL ASSETS UNDER MANAGEMENT | \$ | 1,470 | \$ | 1,483 | \$ | 1,426 | \$ | 1,381 | \$ | 1,347 | (1) | 9 |
| Private Banking | \$ | 910 | \$ | 909 | \$ | 877 | \$ | 852 | \$ | 816 | - | 12 |
| Institutional |  | 723 |  | 749 |  | 741 |  | 710 |  | 702 | (3) | 3 |
| Retail |  | 524 |  | 513 |  | 477 |  | 469 |  | 450 | 2 | 16 |
| TOTAL CLIENT ASSETS | \$ | 2,157 | \$ | 2,171 | \$ | 2,095 | \$ | 2,031 | \$ | 1,968 | (1) | 10 |

Mutual fund assets by asset class

| Liquidity | \$ | 379 | \$ | 400 | \$ | 410 | \$ | 390 | \$ | 408 | (5) | (7) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed income |  | 139 |  | 142 |  | 136 |  | 128 |  | 119 | (2) | 17 |
| Equity |  | 164 |  | 159 |  | 139 |  | 134 |  | 124 | 3 | 32 |
| Multi-asset and alternatives |  | 60 |  | 53 |  | 46 |  | 46 |  | 43 | 13 | 40 |
| TOTAL MUTUAL FUND ASSETS | \$ | 742 | \$ | 754 | \$ | 731 | \$ | 698 | \$ | 694 | (2) | 7 |

[^21]JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
Financial highlights, continued

## JPMorgan Chase \& Co.

(in billions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 |  | 1Q13 |  | 4Q12 |  | 3Q12 |  | 2 Q12 |  | 2013 |  | 2012 |  |
| CLIENT ASSETS (continued) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 1,483 | \$ | 1,426 | \$ | 1,381 | \$ | 1,347 | \$ | 1,382 | \$ | 1,426 | \$ | 1,336 |
| Net asset flows: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquidity |  | (22) |  | (2) |  | 22 |  | (15) |  | (24) |  | (24) |  | (48) |
| Fixed income |  | 4 |  | 2 |  | - |  | 12 |  | 6 |  | 6 |  | 15 |
| Equity |  | 7 |  | 15 |  | 4 |  | 1 |  | 3 |  | 22 |  | 3 |
| Multi-asset and alternatives |  | 14 |  | 13 |  | 6 |  | 6 |  | 4 |  | 27 |  | 11 |
| Market/performance/other impacts |  | (16) |  | 29 |  | 13 |  | 30 |  | (24) |  | 13 |  | 30 |
| Ending balance | \$ | 1,470 | \$ | 1,483 | \$ | 1,426 | \$ | 1,381 | \$ | 1,347 | \$ | 1,470 | \$ | 1,347 |

Client assets rollforward

| Beginning balance | \$ | 2,171 | \$ | 2,095 | \$ | 2,031 | \$ | 1,968 | \$ | 2,013 | \$ | 2,095 | \$ | 1,921 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net asset flows |  | (4) |  | 20 |  | 48 |  | 10 |  | (6) |  | 16 |  | 2 |
| Market/performance/other impacts |  | (10) |  | 56 |  | 16 |  | 53 |  | (39) |  | 46 |  | 45 |
| Ending balance | \$ | 2,157 | \$ | 2,171 | \$ | 2,095 | \$ | 2,031 | \$ | 1,968 | \$ | 2,157 | \$ | 1,968 |

JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS, CONTINUED

## JPMorgan Chase \& Co.

(in billions, except where otherwise noted)


[^22]JPMORGAN CHASE \& CO.
CORPORATE/PRIVATE EQUITY

## FINANCIAL HIGHLIGHTS

JPMorgan Chase \& Co.
(in millions, except headcount data)


MEMO:
TOTAL NET REVENUE

| Private Equity | \$ | 410 | \$ | (276) | \$ | 72 | \$ | (135) | \$ | 410 | NM | - | \$ | 134 | \$ | 664 | (80) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Treasury and Chief Investment Office ("CIO") |  | (648) |  | 113 |  | (110) |  | 713 |  | $(3,434)$ | NM | 81 |  | (535) |  | $(3,667)$ | 85 |
| Other Corporate (a) |  | (148) |  | (70) |  | (86) |  | 14 |  | 425 | (111) | NM |  | (218) |  | 1,444 | NM |
| TOTAL NET REVENUE | \$ | (386) | \$ | (233) | \$ | (124) | \$ | 592 | \$ | $(2,599)$ | (66) | 85 | \$ | (619) | \$ | $(1,559)$ | 60 |
| NET INCOME/(LOSS) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Equity | \$ | 212 | \$ | (182) | \$ | 50 | \$ | (89) | \$ | 197 | NM | 8 | \$ | 30 | \$ | 331 | (91) |
| Treasury and ClO |  | (429) |  | 24 |  | (157) |  | 369 |  | $(2,078)$ | NM | 79 |  | (405) |  | $(2,305)$ | 82 |
| Other Corporate (a) |  | (335) |  | 408 |  | 630 |  | (52) |  | 119 | NM | NM |  | 73 |  | (799) | NM |
| TOTAL NET INCOME/(LOSS) | \$ | (552) | \$ | 250 | \$ | 523 | \$ | 228 | \$ | $(1,762)$ | NM | 69 | \$ | (302) | \$ | $(2,773)$ | 89 |
| TOTAL ASSETS (period-end) (a) |  | 6,297 |  | 63,765 |  | 5,251 |  | 1,860 |  | 63,681 | 6 | 21 |  | 6,297 |  | 63,681 | 21 |
| Headcount (a) |  | 8,720 |  | 18,026 |  | 7,758 |  | 7,577 |  | 16,880 | 4 | 11 |  | 18,720 |  | 16,880 | 11 |

[^23]JPMORGAN CHASE \& CO.
CORPORATE/PRIVATE EQUITY
financial highlights, continued
JPMorgan Chase \& Co.
(in millions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 1 Q13 |  | 4Q12 |  | 3012 |  | 2 Q 12 |  | 2013 Change |  |  |  | 2013 |  | 2012 |  | $\begin{gathered} 2013 \text { Change } \\ \hline 2012 \\ \hline \end{gathered}$ |
|  |  |  | 1 Q13 |  |  |  | 2012 |  |  |  |  |  |  |  |  |
| SUPPLEMENTAL INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TREASURY and CHIEF INVESTMENT OFFICE ("CIO") |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities gains | \$ | 123 |  |  | \$ | 503 |  |  | \$ | 103 | \$ | 459 | \$ | 1,013 | (76) | \% | (88) | \% | \$ | 626 | \$ | 1,466 | (57) |
| Investment securities portfolio (average) |  | 355,920 |  | 365,639 |  | 362,867 |  | 48,571 |  | 359,130 | (3) |  | (1) |  |  | 60,753 |  | 6,366 | - |
| Investment securities portfolio (period-end) |  | 349,044 |  | 360,230 |  | 365,421 |  | 60,268 |  | 348,610 | (3) |  | - |  |  | 49,044 |  | 8,610 | - |
| Mortgage loans (average) |  | 5,556 |  | 6,516 |  | 7,882 |  | 9,469 |  | 11,012 | (15) |  | (50) |  |  | 6,033 |  | 1,824 | (49) |
| Mortgage loans (period-end) |  | 4,955 |  | 5,914 |  | 7,037 |  | 8,574 |  | 10,332 | (16) |  | (52) |  |  | 4,955 |  | 0,332 | (52) |
| PRIVATE EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private equity gains/(losses) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Realized gains/(losses) | \$ | 40 | \$ | 48 | \$ | (8) | \$ | 75 | \$ | (116) | (17) |  | NM |  | \$ | 88 | \$ | (50) | NM |
| Unrealized gains/(losses) (a) |  | 375 |  | (327) |  | 11 |  | (140) |  | 589 | NM |  | (36) |  |  | 48 |  | 768 | (94) |
| Total direct investments |  | 415 |  | (279) |  | 3 |  | (65) |  | 473 | NM |  | (12) |  |  | 136 |  | 718 | (81) |
| Third-party fund investments |  | 24 |  | 20 |  | 87 |  | (27) |  | (9) | 20 |  | NM |  |  | 44 |  | 74 | (41) |
| Total private equity gains/(losses) (b) | \$ | 439 |  | (259) | \$ | 90 | \$ | (92) | \$ | 464 | NM |  | (5) |  | \$ | 180 | \$ | 792 | (77) |


| Private equity portfolio information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Publicly-held securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying value | \$ | 550 | \$ | 578 | \$ | 578 | \$ | 637 | \$ | 863 | (5) | (36) | \$ | 550 | \$ | 863 | (36) |
| Cost |  | 346 |  | 350 |  | 350 |  | 384 |  | 436 | (1) | (21) |  | 346 |  | 436 | (21) |
| Quoted public value |  | 550 |  | 578 |  | 578 |  | 673 |  | 909 | (5) | (39) |  | 550 |  | 909 | (39) |
| Privately-held direct securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying value |  | 5,448 |  | 5,088 |  | 5,379 |  | 5,313 |  | 4,931 | 7 | 10 |  | 5,448 |  | 4,931 | 10 |
| Cost |  | 6,831 |  | 6,816 |  | 6,584 |  | 6,662 |  | 6,362 | - | 7 |  | 6,831 |  | 6,362 | 7 |
| Third-party fund investments (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying value |  | 1,958 |  | 2,047 |  | 2,117 |  | 2,119 |  | 2,113 | (4) | (7) |  | 1,958 |  | 2,113 | (7) |
| Cost |  | 1,968 |  | 1,967 |  | 1,963 |  | 2,018 |  | 1,952 | - | 1 |  | 1,968 |  | 1,952 | 1 |
| Total private equity portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying value | \$ | 7,956 | \$ | 7,713 | \$ | 8,074 | \$ | 8,069 | \$ | 7,907 | 3 | 1 | \$ | 7,956 | \$ | 7,907 | 1 |
| Cost |  | 9,145 |  | 9,133 |  | 8,897 |  | 9,064 |  | 8,750 | - | 5 |  | 9,145 |  | 8,750 | 5 |

[^24]
## JPMORGAN CHASE \& CO.

CREDIT-RELATED INFORMATION
(in millions)


## Consumer, excluding credit card loans (a)

Loans retained, excluding PCI loans
Home equity
Prime mortgage, including option ARMs
Subprime mortgage
Auto
Business banking
Student and other

Total loans retained, excluding PCI loans

## Loans - PCI

Home equity
Prime mortgage
Subprime mortgage
Option ARMs
Total loans - PCI
Total loans retained
Loans held-for-sale
Total consumer, excluding credit card loans
Credit card loans
Loans retained (b)
Loans held-for-sale

Total credit card loans
Total consumer loans

Wholesale loans (c)
Loans retained
Loans held-for-sale and loans at fair value
Total wholesale loans

| Total loans | 725,586 | 728,886 | 733,796 |  | 721,947 |  | 727,571 | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivative receivables | 73,751 | 70,609 | 74,983 |  | 79,963 |  | 85,543 | 4 | (14) |
| Receivables from customers and other (d) | 23,852 | 30,111 | 23,761 |  | 18,946 |  | 20,131 | (21) | 18 |
| Total credit-related assets | 97,603 | 100,720 | 98,744 |  | 98,909 |  | 105,674 | (3) | (8) |
| Lending-related commitments |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card | 62,303 | 60,874 | 60,156 |  | 62,183 |  | 62,438 | 2 | - |
| Credit card | 532,359 | 537,455 | 533,018 |  | 534,333 |  | 534,267 | (1) | - |
| Wholesale | 445,472 | 435,281 | 434,814 |  | 422,557 |  | 419,641 | 2 | 6 |
| Total lending-related commitments | 1,040,134 | 1,033,610 | 1,027,988 |  | 1,019,073 |  | 1,016,346 | 1 | 2 |
| Total credit exposure | \$1,863,323 | \$1,863,216 | \$1,860,528 | \$ | 1,839,929 |  | 1,849,591 | - | 1 |
| Memo: Total by category |  |  |  |  |  |  |  |  |  |
| Consumer exposure (e) | \$1,007,175 | \$1,010,399 | \$1,013,900 | \$ | 1,016,241 | \$ | 1,021,563 | - | (1) |
| Wholesale exposures (f) | 856,148 | 852,817 | 846,628 |  | 823,688 |  | 828,028 | - | 3 |
| Total credit exposure | \$1,863,323 | \$1,863,216 | \$1,860,528 | \$ | 1,839,929 |  | 1,849,591 | - | 1 |

[^25]
## JPMORGAN CHASE \& CO <br> CREDIT-RELATED INFORMATION, CONTINUED

in millions, except ratio data)
JPMorgan Chase \& Co.

|  | Jun 30, <br> 2013 |  | Mar 31, <br> 2013 |  | Dec 31, <br> 2012 |  | $\begin{gathered} \text { Sep 30, } \\ 2012 \end{gathered}$ |  | Jun 30, <br> 2012 |  | Jun 30, 2013 <br> Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Mar 31, 2013 |  |  |  | Jun 30, <br> 2012 |  |  |
| NONPERFORMING ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home equity (a) | \$ | 2,986 |  |  | \$ | 3,104 |  |  | \$ | 3,208 | \$ | 3,254 | \$ | 2,615 | (4) | \% | 14 |
| Prime mortgage, including option ARMs (a) |  | 3,330 |  | 3,479 |  | 3,445 |  | 3,570 |  | 3,139 | (4) |  | 6 |
| Subprime mortgage (a) |  | 1,594 |  | 1,792 |  | 1,807 |  | 1,868 |  | 1,544 | (11) |  | 3 |
| Auto (a) |  | 126 |  | 135 |  | 163 |  | 172 |  | 101 | (7) |  | 25 |
| Business banking |  | 454 |  | 458 |  | 481 |  | 521 |  | 587 | (1) |  | (23) |
| Student and other |  | 86 |  | 80 |  | 70 |  | 75 |  | 83 | 8 |  | 4 |
| Total consumer, excluding credit card loans |  | 8,576 |  | 9,048 |  | 9,174 |  | 9,460 |  | 8,069 | (5) |  | 6 |
| Total credit card loans |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 | - |  | - |
| Total consumer nonaccrual loans (b) |  | 8,577 |  | 9,049 |  | 9,175 |  | 9,461 |  | 8,070 | (5) |  | 6 |
| Wholesale loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained |  | 1,001 |  | 1,247 |  | 1,434 |  | 1,663 |  | 1,804 | (20) |  | (45) |
| Loans held-for-sale and loans at fair value |  | 156 |  | 130 |  | 111 |  | 246 |  | 194 | 20 |  | (20) |
| Total wholesale loans |  | 1,157 |  | 1,377 |  | 1,545 |  | 1,909 |  | 1,998 | (16) |  | (42) |
| Total nonaccrual loans |  | 9,734 |  | 10,426 |  | 10,720 |  | 11,370 |  | 10,068 | (7) |  | ${ }^{(3)}$ |
| Derivative receivables |  | 448 |  | 412 |  | 239 |  | 282 |  | 451 | 9 |  | ${ }^{(1)}$ |
| Assets acquired in loan satisfactions |  | 714 |  | 746 |  | 775 |  | 829 |  | 878 | (4) |  | (19) |
| Total nonperforming assets (c) |  | 10,896 |  | 11,584 |  | 11,734 |  | 12,481 |  | 11,397 | ${ }^{(6)}$ |  | (4) |
| Wholesale lending-related commitments (d) |  | 283 |  | 244 |  | 355 |  | 586 |  | 565 | 16 |  | (50) |
| Total nonperforming exposure (c) |  | 11,179 |  | 11,828 |  | 12,089 | \$ | 13,067 | \$ | 11,962 | (5) |  | (7) |

## NONACCRUAL LOAN-RELATED RATIO

Total nonaccrual loans to total loans
Total consumer, excluding credit card nonaccrual loans to
total consumer, excluding credit card loans
Total wholesale nonaccrual loans to total
wholesale loans

| $1.34 \%$ | $1.43 \%$ | $1.46 \%$ | $1.57 \%$ | 1.38 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2.98 | 3.12 | 3.14 | 3.21 | 2.69 |  |
| 0.37 | 0.43 | 0.49 | 0.63 | 0.66 |  |

NONPERFORMING ASSETS BY LINE OF BUSINESS

| Consumer \& Community Banking (a)(b) | \$ | 9,171 | \$ | 9,666 | \$ | 9,791 | \$ | 10,096 | \$ | 8,766 | (5) | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate \& Investment Bank |  | 869 |  | 911 |  | 920 |  | 1,160 |  | 1,338 | (5) | (35) |
| Commercial Banking |  | 543 |  | 681 |  | 687 |  | 908 |  | 953 | (20) | (43) |
| Asset Management |  | 247 |  | 263 |  | 263 |  | 242 |  | 271 | (6) | (9) |
| Corporate/Private Equity (e) |  | 66 |  | 63 |  | 73 |  | 75 |  | 69 | 5 | (4) |
| TOTAL | \$ | 10,896 | \$ | 11,584 | \$ | 11,734 | \$ | 12,481 | \$ | 11,397 | (6) | (4) |

[^26]
## JPMORGAN CHASE \& CO

CREDIT-RELATED INFORMATION, CONTINUED
(in millions, except ratio data)
JPMorgan Chase \& Co.

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 13 |  | 1 Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q12 |  | $2 \mathrm{Q12}$ |  | 2013 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1 Q13 |  |  |  | 2 Q12 |  |  |  | 2012 |  |  |  |  |
| GROSS CHARGE-OFFS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card loans (a) | \$ | 575 |  |  | \$ | 720 |  |  | \$ | 804 | \$ | 1,813 | \$ | 1,054 | (20) | \% | (45) | \% | \$ | 1,295 | \$ | 2,188 | (41) |
| Credit card loans |  | 1,166 |  | 1,248 |  | 1,261 |  | 1,284 |  | 1,583 | (7) |  | (26) |  |  | 2,414 |  | 3,210 | (25) |
| Total consumer loans |  | 1,741 |  | 1,968 |  | 2,065 |  | 3,097 |  | 2,637 | (12) |  | (34) |  |  | 3,709 |  | 5,398 | (31) |
| Wholesale loans |  | 50 |  | 66 |  | 133 |  | 48 |  | 73 | (24) |  | (32) |  |  | 116 |  | 165 | (30) |
| Total loans | \$ | 1,791 | \$ | 2,034 | \$ | 2,198 | \$ | 3,145 | \$ | 2,710 | (12) |  | (34) |  | \$ | 3,825 | \$ | 5,563 | (31) |
| GROSS RECOVERIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card loans | \$ | 119 | \$ | 112 | \$ | 115 | \$ | 125 | \$ | 130 | 6 |  | (8) |  | \$ | 231 | \$ | 268 | (14) |
| Credit card loans |  | 152 |  | 166 |  | 164 |  | 168 |  | 238 | (8) |  | (36) |  |  | 318 |  | 479 | (34) |
| Total consumer loans |  | 271 |  | 278 |  | 279 |  | 293 |  | 368 | (3) |  | (26) |  |  | 549 |  | 747 | (27) |
| Wholesale loans |  | 117 |  | 31 |  | 291 |  | 82 |  | 64 | 277 |  | 83 |  |  | 148 |  | 151 | (2) |
| Total loans | \$ | 388 | \$ | 309 | \$ | 570 | \$ | 375 | \$ | 432 | 26 |  | (10) |  | \$ | 697 | \$ | 898 | (22) |
| NET CHARGE-OFFS/(RECOVERIES) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card loans (a) | \$ | 456 | \$ | 608 | \$ | 689 | \$ | 1,688 | \$ | 924 | (25) |  | (51) |  | \$ | 1,064 | \$ | 1,920 | (45) |
| Credit card loans |  | 1,014 |  | 1,082 |  | 1,097 |  | 1,116 |  | 1,345 | (6) |  | (25) |  |  | 2,096 |  | 2,731 | (23) |
| Total consumer loans |  | 1,470 |  | 1,690 |  | 1,786 |  | 2,804 |  | 2,269 | (13) |  | (35) |  |  | 3,160 |  | 4,651 | (32) |
| Wholesale loans |  | (67) |  | 35 |  | (158) |  | (34) |  | 9 | NM |  | NM |  |  | (32) |  | 14 | NM |
| Total loans | \$ | 1,403 | \$ | 1,725 | \$ | 1,628 | \$ | 2,770 | \$ | 2,278 | (19) |  | (38) |  | \$ | 3,128 | \$ | 4,665 | (33) |

## NET CHARGE-OFF/(RECOVERY) RATES

| Consumer retained, excluding credit card loans (a) | 0.63 | \% | 0.85 | \% | 0.93 | \% | 2.26 | \% | 1.23 | \% |  |  | 0.74 | \% | 1.27 | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card retained loans | 3.31 |  | 3.55 |  | 3.50 |  | 3.57 |  | 4.35 |  |  |  | 3.43 |  | 4.37 |  |  |
| Total consumer retained loans | 1.43 |  | 1.65 |  | 1.70 |  | 2.65 |  | 2.14 |  |  |  | 1.54 |  | 2.17 |  |  |
| Wholesale retained loans | (0.09) |  | 0.05 |  | (0.21) |  | (0.05) |  | 0.01 |  |  |  | (0.02) |  | 0.01 |  |  |
| Total retained loans | 0.78 |  | 0.97 |  | 0.90 |  | 1.53 |  | 1.27 |  |  |  | 0.88 |  | 1.31 |  |  |
| Consumer retained loans, excluding credit card and |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PCI loans (a) | 0.79 |  | 1.06 |  | 1.18 |  | 2.85 |  | 1.55 |  |  |  | 0.92 |  | 1.61 |  |  |
| Consumer retained loans, excluding PCI loans (a) | 1.66 |  | 1.92 |  | 1.99 |  | 3.10 |  | 2.51 |  |  |  | 1.79 |  | 2.55 |  |  |
| Total retained, excluding PCI loans | 0.85 |  | 1.06 |  | 0.98 |  | 1.68 |  | 1.40 |  |  |  | 0.95 |  | 1.44 |  |  |
| Memo: Average retained loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer retained, excluding credit card loans | \$ 289,158 |  | \$ 291,588 |  | \$ 293,544 |  | \$ 297,472 |  | \$ 302,523 |  | (1) | (4) | \$ 290,366 |  | \$ 304,590 |  | (5) |
| Credit card retained loans | 122,855 |  | 123,564 |  | 124,701 |  | 124,230 |  | 124,413 |  | (1) | (1) | 123,208 |  | 125,604 |  | (2) |
| Total average retained consumer loans | 412,013 |  | 415,152 |  | 418,245 |  | 421,702 |  | 426,936 |  | (1) | (3) | 413,574 |  | 430,194 |  | (4) |
| Wholesale retained loans | 308,277 |  | 303,919 |  | 300,690 |  | 297,369 |  | 292,942 |  | 1 | 5 | 306,110 |  | 284,853 |  | 7 |
| Total average retained loans | \$ 720,290 |  | \$719,071 |  | \$718,935 |  | \$719,071 |  | \$719,878 |  | - | - | \$719,684 |  | \$ 715,047 |  | 1 |
| Consumer retained, excluding credit card and |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PCI loans | \$ 231,655 |  | \$ 232,503 |  | \$ 233,108 |  | \$ 235,713 |  | \$ 239,210 |  | - | (3) | \$ 232,077 |  | \$ 240,548 |  | (4) |
| Consumer retained, excluding PCI loans | 354,510 |  | 356,067 |  | 357,809 |  | 359,943 |  | 363,623 |  | - | (3) | 355,284 |  | 366,151 |  | (3) |
| Total retained, excluding PCI loans | 662,776 |  | 659,972 |  | 658,479 |  | 657,293 |  | 656,547 |  | - | 1 | 661,382 |  | 650,985 |  | 2 |

[^27]
## JPMORGAN CHASE \& CO.

CREDIT-RELATED INFORMATION, CONTINUED
(in millions)
JPMorgan Chase \& Co.

|  | TERLY TR |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2 \mathrm{Q13}$ |  | 1013 |  | $4 \mathrm{Q12}$ |  | 3012 |  | $2 \mathrm{Q12}$ |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1 Q13 |  |  |  | 2012 |  |  |  | 2012 |  |  |  |  |
| SUMMARY OF CHANGES IN THE ALLOWANCES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ALLOWANCE FOR LOAN LOSSES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance |  | \$ 20,780 |  |  |  | \$ 21,936 |  |  |  | 22,824 |  | 23,791 |  | 25,871 | (5) | \% | (20) | \% |  | \$ 21,936 |  | \$ 27,609 | (21) |
| Net charge-offs |  | 1,403 |  | 1,725 |  | 1,628 |  | 2,770 |  | 2,278 | (19) |  | (38) |  |  | 3,128 |  | 4,665 | (33) |
| Provision for loan losses |  | 10 |  | 569 |  | 740 |  | 1,801 |  | 200 | (98) |  | (95) |  |  | 579 |  | 846 | (32) |
| Other |  | (3) |  | - |  | - |  | 2 |  | (2) | NM |  | (50) |  |  | (3) |  | 1 | NM |
| Ending balance |  | \$ 19,384 |  | \$ 20,780 |  | 21,936 |  | 22,824 |  | 23,791 | (7) |  | (19) |  |  | \$ 19,384 |  | \$ 23,791 | (19) |
| ALLOWANCE FOR LENDING-RELATED COMMITMENTS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance |  | \$ 716 | \$ | \$ 668 | \$ | 752 | \$ | 764 | \$ | 750 | 7 |  | (5) |  |  | \$ 668 |  | \$ 673 | (1) |
| Provision for lending-related commitments |  | 37 |  | 48 |  | (84) |  | (12) |  | 14 | (23) |  | 164 |  |  | 85 |  | 94 | (10) |
| Other |  | - |  | - |  | - |  | - |  | - | - |  | - |  |  | - |  | (3) | NM |
| Ending balance |  | \$ 753 |  | \$ 716 |  | 668 | \$ | 752 | \$ | 764 | 5 |  | (1) |  |  | \$ 753 |  | \$ 764 | (1) |
| Total allowance for credit losses |  | \$ 20,137 |  | \$ 21,496 |  | 22,604 |  | 23,576 |  | 24,555 | (6) |  | (18) |  |  | \$ 20,137 |  | \$ 24,555 | (18) |
| ALLOWANCE FOR LOAN LOSSES BY LOB |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Community Banking |  | \$ 15,095 |  | \$ 16,599 |  | 17,752 | \$ | 18,454 |  | 19,405 | (9) |  | (22) |  |  | \$ 15,095 |  | \$ 19,405 | (22) |
| Corporate \& Investment Bank |  | 1,287 |  | 1,246 |  | 1,300 |  | 1,459 |  | 1,498 | 3 |  | (14) |  |  | 1,287 |  | 1,498 | (14) |
| Commercial Banking |  | 2,691 |  | 2,656 |  | 2,610 |  | 2,653 |  | 2,638 | 1 |  | 2 |  |  | 2,691 |  | 2,638 | 2 |
| Asset Management |  | 270 |  | 249 |  | 248 |  | 229 |  | 220 | 8 |  | 23 |  |  | 270 |  | 220 | 23 |
| Corporate/Private Equity |  | 41 |  | 30 |  | 26 |  | 29 |  | 30 | 37 |  | 37 |  |  | 41 |  | 30 | 37 |
| Total |  | \$ 19,384 |  | \$ 20,780 |  | 21,936 |  | 22,824 |  | 23,791 | (7) |  | (19) |  |  | \$ 19,384 |  | \$ 23,791 | (19) |

## JPMORGAN CHASE \& CO

## CREDIT-RELATED INFORMATION, CONTINUED

(in millions, except ratio data)
JPMorgan Chase \& Co.

|  | $\begin{gathered} \text { Jun } 30 \text {, } \\ 2013 \end{gathered}$ |  | Mar 31, 2013 |  | $\begin{gathered} \text { Dec 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep 30, } \\ 2012 \end{gathered}$ |  | Jun 30, <br> 2012 |  | Jun 30, 2013 <br> Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Mar 31, 2013 |  |  |  | Jun 30, <br> 2012 |  |  |
| ALLOWANCE COMPONENTS AND RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ALLOWANCE FOR LOAN LOSSES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer, excluding credit card |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset-specific (a) | \$ | 713 |  |  | \$ | 771 |  |  | \$ | 729 | \$ | 918 | \$ | 1,004 | (8) | \% | (29) \% |
| Formula-based |  | 4,267 |  | 5,163 |  | 5,852 |  | 6,359 |  | 7,228 | (17) |  | (41) |
| PCI |  | 5,711 |  | 5,711 |  | 5,711 |  | 5,711 |  | 5,711 | - |  | - |
| Total consumer, excluding credit card |  | 10,691 |  | 11,645 |  | 12,292 |  | 12,988 |  | 13,943 | (8) |  | (23) |
| Credit card |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset-specific (a) |  | 1,227 |  | 1,434 |  | 1,681 |  | 1,909 |  | 1,977 | (14) |  | (38) |
| Formula-based |  | 3,218 |  | 3,564 |  | 3,820 |  | 3,594 |  | 3,522 | (10) |  | (9) |
| Total credit card |  | 4,445 |  | 4,998 |  | 5,501 |  | 5,503 |  | 5,499 | (11) |  | (19) |
| Total consumer |  | 15,136 |  | 16,643 |  | 17,793 |  | 18,491 |  | 19,442 | (9) |  | (22) |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset-specific (a) |  | 228 |  | 228 |  | 319 |  | 388 |  | 407 | - |  | (44) |
| Formula-based |  | 4,020 |  | 3,909 |  | 3,824 |  | 3,945 |  | 3,942 | 3 |  | 2 |
| Total wholesale |  | 4,248 |  | 4,137 |  | 4,143 |  | 4,333 |  | 4,349 | 3 |  | (2) |
| Total allowance for loan losses |  | 19,384 |  | 20,780 |  | 21,936 |  | 22,824 |  | 23,791 | (7) |  | (19) |
| Allowance for lending-related commitments |  | 753 |  | 716 |  | 668 |  | 752 |  | 764 | 5 |  | (1) |
| Total allowance for credit losses | \$ | 20,137 | \$ | 21,496 | \$ | 22,604 | \$ | 23,576 | \$ | 24,555 | (6) |  | (18) |

CREDIT RATIOS
Consumer, excluding credit card allowance, to total
consumer, excluding credit card retained loans

Credit card allowance to total credit card retained loans
Wholesale allowance to total wholesale retained loans
Wholesale allowance to total wholesale retained loans, excluding trade finance and conduits (b)

Total allowance to total retained loans
Consumer, excluding credit card allowance, to consumer, excluding credit card retained nonaccrual loans (c)(d)

| $3.72 \%$ | $4.01 \%$ | $4.20 \%$ | $4.40 \%$ | $4.65 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| 3.58 | 4.10 | 4.30 | 4.42 | 4.41 |
| 1.38 | 1.33 | 1.35 | 1.46 | 1.46 |
|  |  |  |  |  |
| 1.65 | 1.61 | 1.66 | 1.80 | 1.81 |
| 2.69 | 2.88 | 3.02 | 3.18 | 3.29 |
|  |  |  |  |  |
| 125 | 129 | 134 | 137 | 173 |
| 156 | 153 | 155 | 156 | 185 |
| 424 | 332 | 289 | 261 | 241 |
| 202 | 202 | 207 | 205 | 241 |

CREDIT RATIOS, excluding PCI loans
Consumer, excluding credit card allowance, to total
consumer, excluding credit card retained loans
Total allowance to total retained loans
Consumer, excluding credit card allowance, to consumer
excluding credit card retained nonaccrual loans (c)(d)

| 2.16 | 2.56 | 2.83 | 3.11 | 3.47 |
| ---: | ---: | ---: | ---: | :--- |
| 2.06 | 2.27 | 2.43 | 2.61 | 2.74 |
|  |  |  |  |  |
| 58 | 66 | 72 | 77 | 102 |
|  |  |  |  |  |
| 96 | 98 | 101 | 104 | 127 |
| 143 | 146 | 153 | $\mathbf{1 5 4}$ | $\mathbf{1 8 3}$ |

[^28]
## JPMORGAN CHASE \& CO.

CREDIT-RELATED INFORMATION, CONTINUED
(in millions)
JPMorgan Chase \& Co.

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 13 |  | 1Q13 |  | $4 \mathrm{Q12}$ |  | 3012 |  | 2 Q12 |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1 Q13 |  |  |  | $2 \mathrm{Q12}$ |  |  |  | 2012 |  |  |  |  |
| PROVISION FOR CREDIT LOSSES BY LINE OF BUSINESS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for loan losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Community Banking | \$ | (20) |  |  | \$ | 549 |  |  | \$ | 1,091 | \$ | 1,862 | \$ | 179 | NM | \% | NM | \% | \$ | 529 | \$ | 821 | (36) |
| Corporate \& Investment Bank |  | (41) |  | (37) |  | (373) |  | (62) |  | 31 | (11) |  | NM |  |  | (78) |  | (50) | (56) |
| Commercial Banking |  | 43 |  | 40 |  | 10 |  | (4) |  | (31) | 8 |  | NM |  |  | 83 |  | 41 | 102 |
| Asset Management |  | 23 |  | 20 |  | 19 |  | 15 |  | 33 | 15 |  | (30) |  |  | 43 |  | 54 | (20) |
| Corporate/Private Equity |  | 5 |  | (3) |  | (7) |  | (10) |  | (12) | NM |  | NM |  |  | 2 |  | (20) | NM |
| Total provision for loan losses | \$ | 10 | \$ | 569 | \$ | 740 | \$ | 1,801 | \$ | 200 | (98) |  | (95) |  | \$ | 579 | \$ | 846 | (32) |
| Provision for lending-related commitments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Community Banking | \$ | 1 | \$ | - | \$ | - | \$ | - | \$ | - | NM |  | NM |  | \$ | 1 | \$ | - | NM |
| Corporate \& Investment Bank |  | 35 |  | 48 |  | (72) |  | 2 |  | (2) | (27) |  | NM |  |  | 83 |  | 76 | 9 |
| Commercial Banking |  | 1 |  | (1) |  | (13) |  | (12) |  | 14 | NM |  | (93) |  |  | - |  | 19 | NM |
| Asset Management |  | - |  | 1 |  | - |  | (1) |  | 1 | NM |  | NM |  |  | 1 |  | (1) | NM |
| Corporate/Private Equity |  | - |  | - |  | 1 |  | (1) |  | 1 | - |  | NM |  |  | - |  | - | - |
| Total provision for lending-related commitments | \$ | 37 | \$ | 48 | \$ | (84) | \$ | (12) | \$ | 14 | (23) |  | 164 |  | \$ | 85 | \$ | 94 | (10) |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Community Banking | \$ | (19) | \$ | 549 | \$ | 1,091 | \$ | 1,862 | \$ | 179 | NM |  | NM |  | \$ | 530 | \$ | 821 | (35) |
| Corporate \& Investment Bank |  | (6) |  | 11 |  | (445) |  | (60) |  | 29 | NM |  | NM |  |  | 5 |  | 26 | (81) |
| Commercial Banking |  | 44 |  | 39 |  | (3) |  | (16) |  | (17) | 13 |  | NM |  |  | 83 |  | 60 | 38 |
| Asset Management |  | 23 |  | 21 |  | 19 |  | 14 |  | 34 | 10 |  | (32) |  |  | 44 |  | 53 | (17) |
| Corporate/Private Equity |  | 5 |  | (3) |  | (6) |  | (11) |  | (11) | NM |  | NM |  |  | 2 |  | (20) | NM |
| Total provision for credit losses | \$ | 47 | \$ | 617 | \$ | 656 | \$ | 1,789 | \$ | 214 | (92) |  | (78) |  | \$ | 664 | \$ | 940 | (29) |

## PROVISION FOR CREDIT LOSSES BY PORTFOLIO SEGMENT

Provision for loan losses
Consumer, excluding credit card
Credit card
Total consumer
Wholesale
Total provision for loan losses
(20)
Provision for lending-related commitments
Consumer, excluding credit card
Credit card
Total consumer
Wholesale
Total provision for lending-related commitments

Provision for credit losses

| Consumer, excluding credit card | \$ | (493) | \$ | (37) | \$ | (11) | \$ | 736 | \$ | (424) | NM | (16) | \$ | (530) | \$ | (423) | (25) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card |  | 464 |  | 582 |  | 1,097 |  | 1,116 |  | 595 | (20) | (22) |  | 1,046 |  | 1,231 | (15) |
| Total consumer |  | (29) |  | 545 |  | 1,086 |  | 1,852 |  | 171 | NM | NM |  | 516 |  | 808 | (36) |
| Wholesale |  | 76 |  | 72 |  | (430) |  | (63) |  | 43 | 6 | 77 |  | 148 |  | 132 | 12 |
| Total provision for credit losses | \$ | 47 | \$ | 617 | \$ | 656 | \$ | 1,789 | \$ | 214 | (92) | (78) | \$ | 664 | \$ | 940 | (29) |

## JPMORGAN CHASE \& CO.

## MARKET RISK-RELATED INFORMATION

(in millions)
JPMorgan Chase \& Co.

| QUARTERLY TRENDS |  |  |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2 Q13 Change |  |  |  | 2013 Change |
| 2 Q13 | 1 Q13 | $4 \mathrm{Q12}$ | 3 Q12 | 1Q13 | $2 \mathrm{Q12}$ | 2013 | 2012 | 2012 |

95\% Confidence Level - Total VaR (average)

CIB trading VaR by risk type: (a)
Fixed income (b)

Foreign exchange
Equities
Commodities and other
Diversification benefit to CIB trading VaR (c)
CIB trading VaR (a)

Credit portfolio VaR (d)
Diversification benefit to CIB trading and credit portfolio VaR (c)

Total CIB trading and credit portfolio $\operatorname{VaR}(a)(b)$

Other VaR:
Mortgage Production and Mortgage Servicing VaR (e)
Chief Investment Office VaR (b)(f)

Diversification benefit to total other $\operatorname{VaR}$ (c)
Total other VaR

Diversification benefit to total CIB and other VaR (c)
Total VaR (b)(g)


 esult of the business segment reorganization.





 a reduction of approximately $\$ 8$ million to avera ge fixed income VaR, average total CIB trading and credit portfolio VaR, and average total VaR.
(c) Average portfolio VaR was less than the sum of the VaR of the components described above, due to portfolio diversification. The diversification effect reflects the fact that the risks were not perfectly correlated.

(e) Mortgage Production and Mortgage Servicing VaR includes the Firm's mortgage pipeline and warehouse loans, MSRs and all related hedges.
(f) CIO VaR includes positions, primarily in securities and derivatives, which are measured at fair value through earnings.


 recalculated to reflect the restatement.

## JPMORGAN CHASE \& CO

CAPITAL AND OTHER SELECTED BALANCE SHEET ITEMS
(in millions, except ratio data)
JPMorgan Chase \& Co.

|  | Jun 30, <br> 2013 |  |  |  | Mar 31, <br> 2013 |  |  | Dec 31, <br> 2012 |  | $\begin{gathered} \text { Sep 30, } \\ 2012 \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { Jun 30, } \\ 2012 \end{gathered}$ |  | Jun 30, 2013 <br> Change |  |  |  | SIX MONTHS ENDED JUNE 30, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  | Mar 31, 2013 |  | $\begin{gathered} \text { Jun } 30, \\ 2012 \end{gathered}$ |  |  | 2013 |  |  | 2012 |  | $\begin{gathered} \hline 2013 \\ \text { Change } \\ \hline 2012 \end{gathered}$ |  |
| CAPITAL (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 164,027 | (f)(g) |  | \$ | 163,807 |  | \$ | 160,002 |  |  |  |  |  |  | \$ | 154,686 |  | \$ | 148,425 | (i) |  | \% | 11 | \% | \$ | 164,027 | (f)(g) |  | 148,425 |  | 11 |
| Total capital |  | 199,204 | (f) |  |  | 198,926 |  |  | 194,036 |  |  | 190,485 | (h) |  | 185,134 |  |  |  | 8 |  |  | 199,204 | (f) |  | 185,134 |  | 8 |
| Tier 1 common capital (b) |  | 146,957 | (f) |  |  | 143,255 |  |  | 140,342 |  |  | 135,065 |  |  | 130,095 |  | 3 |  | 13 |  |  | 146,957 | (f) |  | 130,095 |  | 13 |
| Risk-weighted assets |  | 1,413,622 | (f) |  |  | 1,406,948 |  |  | 1,270,378 |  |  | 1,296,512 | (h) |  | 1,318,734 |  |  |  | 7 |  |  | 1,413,622 | (f) |  | 1,318,734 |  | 7 |
| Adjusted average assets (c) |  | 2,333,416 | (f) |  |  | 2,255,697 |  |  | 2,243,242 |  |  | 2,186,292 |  |  | 2,202,487 |  | 3 |  | 6 |  |  | 2,333,416 | (f) |  | 2,202,487 |  | 6 |
| Tier 1 capital ratio |  | 11.6 | (f)(g) | \% |  | 11.6 | \% |  | 12.6 | \% |  | 11.9 | \% |  | 11.3 | \% |  |  |  |  |  | 11.6 | (f)(g) | \% | 11.3 | \% |  |
| Total capital ratio |  | 14.1 | (f) |  |  | 14.1 |  |  | 15.3 |  |  | 14.7 |  |  | 14.0 |  |  |  |  |  |  | 14.1 | (f) |  | 14.0 |  |  |
| Tier 1 leverage ratio |  | 7.0 | (f) |  |  | 7.3 |  |  | 7.1 |  |  | 7.1 |  |  | 6.7 |  |  |  |  |  |  | 7.0 | (f) |  | 6.7 |  |  |
| Tier 1 common capital ratio (b) |  | 10.4 | (f) |  |  | 10.2 |  |  | 11.0 |  |  | 10.4 |  |  | 9.9 |  |  |  |  |  |  | 10.4 | (f) |  | 9.9 |  |  |

## TANGIBLE COMMON EQUITY (period-end) (d)

| Common stockholders' equity | \$ | 198,034 | \$ | 197,128 | \$ | 195,011 | \$ | 190,635 | \$ | 183,772 | - | 8 | \$ | 198,034 | \$ | 183,772 | 8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less: Goodwill |  | 48,057 |  | 48,067 |  | 48,175 |  | 48,178 |  | 48,131 | - | - |  | 48,057 |  | 48,131 | - |
| Less: Other intangible assets |  | 1,951 |  | 2,082 |  | 2,235 |  | 2,641 |  | 2,813 | (6) | (31) |  | 1,951 |  | 2,813 | (31) |
| Add: Deferred tax liabilities (e) |  | 2,886 |  | 2,852 |  | 2,803 |  | 2,780 |  | 2,749 | 1 | 5 |  | 2,886 |  | 2,749 | 5 |
| Total tangible common equity | \$ | 150,912 | \$ | 149,831 | \$ | 147,404 | \$ | 142,596 | \$ | 135,577 | 1 | 11 | \$ | 150,912 | \$ | 135,577 | 11 |
| TANGIBLE COMMON EQUITY (average) (d) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stockholders' equity | \$ | 197,283 | \$ | 194,733 | \$ | 191,975 | \$ | 186,590 | \$ | 181,021 | 1 | 9 | \$ | 196,016 | \$ | 179,366 | 9 |
| Less: Goodwill |  | 48,078 |  | 48,168 |  | 48,172 |  | 48,158 |  | 48,157 | - | - |  | 48,123 |  | 48,188 | - |
| Less: Other intangible assets |  | 2,026 |  | 2,162 |  | 2,547 |  | 2,729 |  | 2,923 | (6) | (31) |  | 2,093 |  | 3,029 | (31) |
| Add: Deferred tax liabilities (e) |  | 2,869 |  | 2,828 |  | 2,792 |  | 2,765 |  | 2,734 | 1 | 5 |  | 2,849 |  | 2,729 | 4 |
| Total tangible common equity | \$ | 150,048 | \$ | 147,231 | \$ | 144,048 | \$ | 138,468 | \$ | 132,675 | 2 | 13 | \$ | 148,649 | \$ | 130,878 | 14 |
| INTANGIBLE ASSETS (period-end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill | \$ | 48,057 | \$ | 48,067 | \$ | 48,175 | \$ | 48,178 | \$ | 48,131 | - | - | \$ | 48,057 | \$ | 48,131 | - |
| Mortgage servicing rights |  | 9,335 |  | 7,949 |  | 7,614 |  | 7,080 |  | 7,118 | 17 | 31 |  | 9,335 |  | 7,118 | 31 |
| Purchased credit card relationships |  | 221 |  | 242 |  | 295 |  | 409 |  | 466 | (9) | (53) |  | 221 |  | 466 | (53) |
| All other intangibles |  | 1,730 |  | 1,840 |  | 1,940 |  | 2,232 |  | 2,347 | (6) | (26) |  | 1,730 |  | 2,347 | (26) |
| Total intangibles | \$ | 59,343 | \$ | 58,098 | \$ | 58,024 | \$ | 57,899 | \$ | 58,062 | 2 | 2 | \$ | 59,343 | \$ | 58,062 | 2 |

## DEPOSITS (period-end)

| Noninterest-bearing | \$ | 362,314 | \$ | 363,780 | \$ | 380,320 | \$ | 363,388 | \$ | 348,510 | - | 4 | \$ | 362,314 | \$ | 348,510 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing |  | 580,091 |  | 571,334 |  | 552,106 |  | 509,407 |  | 506,656 | 2 | 14 |  | 580,091 |  | 506,656 | 14 |
| Non-U.S. offices: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing |  | 19,515 |  | 19,979 |  | 17,845 |  | 16,192 |  | 17,123 | (2) | 14 |  | 19,515 |  | 17,123 | 14 |
| Interest-bearing |  | 241,030 |  | 247,414 |  | 243,322 |  | 250,624 |  | 243,597 | (3) | (1) |  | 241,030 |  | 243,597 | (1) |
| Total deposits |  | 1,202,950 |  | ,202,507 |  | ,193,593 |  | ,139,611 |  | ,115,886 | - | 8 |  | 202,950 |  | 115,886 | 8 |

[^29]
## JPMORGAN CHASE \& CO

## MORTGAGE REPURCHASE LIABILITY

(in millions)

|  | QUARTERLY T |  |  |  |  |  |  |  |  |  |  |  |  |  | SIX MONTHS ENDED JUNE 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q13 |  | 1 Q13 |  | $4 \mathrm{Q12}$ |  | 3 Q12 |  | 2 Q12 |  | 2 Q13 Change |  |  |  | 2013 |  | 2012 |  | 2013 Change |
|  |  |  | 1 Q13 |  |  |  | 2012 |  |  |  | 2012 |  |  |  |  |
| MORTGAGE REPURCHASE LIABILITY (a)(b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summary of changes in mortgage repurchase liability: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repurchase liability at beginning of period | \$ | 2,674 |  |  | \$ | 2,811 |  |  | \$ | 3,099 | \$ | 3,293 | \$ | 3,516 | (5) | \% | (24) | \% | \$ | 2,811 | \$ | 3,557 | (21) |
| Net realized losses (c) |  | (191) |  | (212) |  | (267) |  | (268) |  | (259) | 10 |  | 26 |  |  | (403) |  | (623) | 35 |
| Provision for repurchase losses (d) |  | (7) |  | 75 |  | (21) |  | 74 |  | 36 | NM |  | NM |  |  | 68 |  | 359 | (81) |
| Repurchase liability at end of period | \$ | 2,476 | \$ | 2,674 | \$ | 2,811 | \$ | 3,099 |  | 3,293 | (7) |  | (25) |  | \$ | 2,476 | \$ | 3,293 | (25) |
| Outstanding repurchase demands and unresolved mortgage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| insurance rescission notices by counterparty type: (e) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GSEs | \$ | 970 | \$ | 1,022 | \$ | 1,166 | \$ | 1,533 | \$ | 1,646 | (5) |  | (41) |  | \$ | 970 | \$ | 1,646 | (41) |
| Mortgage insurers |  | 852 |  | 924 |  | 1,014 |  | 1,036 |  | 1,004 | (8) |  | (15) |  |  | 852 |  | 1,004 | (15) |
| Other (f) |  | 1,072 |  | 992 |  | 887 |  | 1,697 |  | 981 | 8 |  | 9 |  |  | 1,072 |  | 981 | 9 |
| Overlapping population (g) |  | (51) |  | (64) |  | (86) |  | (150) |  | (125) | 20 |  | 59 |  |  | (51) |  | (125) | 59 |
| Total |  | 2,843 |  | 2,874 | \$ | 2,981 | \$ | 4,116 |  | 3,506 | (1) |  | (19) |  | \$ | 2,843 | \$ | 3,506 | (19) |


| Quarterly mortgage repurchase demands received by loan |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| origination vintage: (e) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pre-2005 | \$ | 53 | \$ | 45 | \$ | 42 | \$ | 33 | \$ | 28 | 18 | 89 | \$ | 98 | \$ | 69 | 42 |
| 2005 |  | 116 |  | 217 |  | 42 |  | 103 |  | 65 | (47) | 78 |  | 333 |  | 160 | 108 |
| 2006 |  | 258 |  | 287 |  | 292 |  | 963 |  | 506 | (10) | (49) |  | 545 |  | 881 | (38) |
| 2007 |  | 546 |  | 419 |  | 241 |  | 371 |  | 420 | 30 | 30 |  | 965 |  | 1,065 | (9) |
| 2008 |  | 113 |  | 151 |  | 114 |  | 196 |  | 311 | (25) | (64) |  | 264 |  | 672 | (61) |
| Post-2008 |  | 60 |  | 62 |  | 87 |  | 124 |  | 191 | (3) | (69) |  | 122 |  | 315 | (61) |
| Total | \$ | 1,146 | \$ | 1,181 | \$ | 818 | \$ | 1,790 | \$ | 1,521 | (3) | (25) | \$ | 2,327 | \$ | 3,162 | (26) |

[^30]JPMORGAN CHASE \& CO.
PER SHARE-RELATED INFORMATION
(in millions, except per share and ratio data)


[^31]The following are several of the non-GAAP measures that the Firm uses for various reasons, including: (i) to allow management to assess the comparability of revenue arising from both taxable and tax-exempt sources, (ii) to assess and compare the quality and composition of the Firm's capital with the capital of other financial services companies, and (iii) more generally, to provide a more meaningful measure of certain metrics that enables comparability with prior periods, as well as with competitors.
(a) In addition to analyzing the Firm's results on a reported basis, management reviews the Firm's results and the results of the lines of business on a "managed" basis. The Firm's definition of managed basis starts with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm (and each of the business segments) on a FTE basis. Accordingly, revenue from investments that receive tax credits and taxexempt securities is presented in the managed results on a basis comparable to taxable investments and securities. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to taxexempt items is recorded within income tax expense. These adjustments have no impact on net income as reported by the Firm as a whole or by the lines of business.
(b) The ratio of the allowance for loan losses to period-end loans excludes the following: loans accounted for at fair value and loans held-for-sale; purchased credit-impaired ("PCI") loans; and the allowance for loan losses related to PCI loans. Additionally, Real Estate Portfolios net charge-off rates exclude the impact of PCI loans. The ratio of the wholesale allowance for loan losses to period-end loans retained, excluding trade finance and conduits, is calculated excluding loans accounted for at fair value, loans held-for-sale, CIB's trade finance loans and consolidated Firm-administered multi-seller conduits, as well as their related allowances, to provide a more meaningful assessment of the Firm's wholesale allowance coverage ratio.
(c) Tangible common equity ("TCE"), ROTCE, and Tier 1 common under Basel I rules . TCE represents the Firm's common stockholders' equity (i.e., total stockholders' equity less preferred stock) less goodwill and identifiable intangible assets (other than MSRs), net of related deferred tax liabilities. ROTCE measures the Firm's earnings as a percentage of TCE. Tier 1 common under Basel I rules is used by management, along with other capital measures, to assess and monitor the Firm's capital position. TCE and ROTCE are meaningful to the Firm, as well as analysts and investors, in assessing the Firm's use of equity. For additional information on Tier 1 common under Basel I and III, see Regulatory capital on pages 117-120 of JPMorgan Chase's 2012 Annual Report and pages 42-44 of JPMorgan Chase's first quarter 2013 Form 10-Q. In addition, all of the aforementioned measures are useful to the Firm, as well as analysts and investors, in facilitating comparisons with competitors.
(d) Consumer \& Business Banking ("CBB") uses the overhead ratio (excluding the amortization of core deposit intangibles ("CDI")) to evaluate the underlying expense trends of the business. Including CDI amortization expense in the overhead ratio calculation would result in a higher overhead ratio in the earlier years and a lower overhead ratio in later years. This method would therefore result in an improving overhead ratio over time, all things remaining equal. The non-GAAP ratio excludes CBB's CDI amortization expense related to prior business combination transactions.
(e) Corporate \& Investment Bank provides several non-GAAP financial measures which exclude the impact of DVA on: net revenue, net income, compensation ratio, and return on equity. These measures are used by management to assess the underlying performance of the business and for comparability with peers. The ratio of the allowance for loan losses to periodend loans retained is calculated excluding the impact of trade finance loans and consolidated Firm-administered multi-seller conduits as it is a more relevant metric to reflect the allowance coverage of the retained lending portfolio.

Allowance for loan losses to total loans: Represents period-end allowance for loan losses divided by retained loans.

Beneficial interests issued by consolidated VIEs : Represents the interests of third-party holders of debt/equity securities, or other obligations, issued by VIEs that JPMorgan Chase consolidates. The underlying obligations of the VIEs consist of short-term borrowings, commercial paper and long-term debt. The related assets consist of trading assets, available-for-sale securities, loans and other assets.

## bp(s) : Basis point(s).

Corporate/Private Equity : Comprises Private Equity, Treasury, Chief Investment Office, and Other Corporate, which includes corporate staff units and expense that is centrally managed.

Fully taxable-equivalent ("FTE") basis : Total net revenue for each of the business segments and the Firm is presented on a fully taxable-equivalent basis. Accordingly, revenue from tax-exempt securities and investments that receive tax credits is presented in the managed results on a basis comparable to fully taxable securities and investments. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to these items is recorded within income tax expense.

GSEs: U.S. government-sponsored enterprise, such as Fannie Mae and Freddie Mac.

Managed basis : A non-GAAP presentation of financial results that includes reclassifications to present revenue on a fully taxable-equivalent basis. Management uses this non-GAAP financial measure at the segment level, because it believes this provides information to enable investors to understand the underlying operational performance and trends of the particular business segment and facilitates a comparison of the business segment with the performance of competitors.

MSR risk management revenue : Includes changes in the fair value of the MSR asset due to market-based inputs, such as interest rates and volatility, as well as updates to assumptions used in the MSR valuation model; and derivative valuation adjustments and other, which represents changes in the fair value of derivative instruments used to offset the impact of changes in the market-based inputs to the MSR valuation model.

Net charge-off rate : Represents net charge-offs (annualized) divided by average retained loans for the reporting period.

Net yield on interest-earning assets : The average rate for interest-earning assets less the average rate paid for all sources of funds.

## NM : Not meaningful.

Overhead ratio : Noninterest expense as a percentage of total net revenue.

Participating securities : Represents unvested stock-based compensation awards containing nonforfeitable rights to dividends or dividend equivalents (collectively, "dividends"), which are included in the earnings per share calculation using the twoclass method. JPMorgan Chase grants restricted stock and RSUs to certain employees under its stock-based compensation programs, which entitle the recipients to receive nonforfeitable dividends during the vesting period on a basis equivalent to the dividends paid to holders of common stock. These unvested awards meet the definition of participating securities. Under the two-class method, all earnings (distributed and undistributed) are allocated to each class of common stock and participating securities, based on their respective rights to receive dividends.

Pre-provision profit: Pre-provision profit is total net revenue less noninterest expense. The Firm believes that this financial measure is useful in assessing the ability of a lending institution to generate income in excess of its provision for credit losses.

Principal transactions revenue : Principal transactions revenue includes realized and unrealized gains and losses recorded on derivatives, other financial instruments private equity investments, and physical commodities used in market-making and client-driven activities. In addition, principal transactions revenue also includes certain realized and unrealized gains and losses related to hedge accounting and specified risk management activities including: (a) certain derivatives designated in qualifying hedge accounting relationships (primarily fair value hedges of commodity and foreign exchange risk), (b) certain derivatives used for specified risk management purposes, primarily to mitigate credit risk, foreign exchange risk and commodity risk, and (c) other derivatives, including the synthetic credit portfolio.

Purchased credit-impaired ("PCI") loans: Represents loans that were acquired in the Washington Mutual transaction and deemed to be credit-impaired on the acquisition date in accordance with FASB guidance. The guidance allows purchasers to aggregate credit-impaired loans acquired in the same fiscal quarter into one or more pools, provided that the loans have common risk characteristics (e.g., product type, LTV ratios, FICO scores, past-due status, geographic location). A pool is then accounted for as a single asset with a single composite interest rate and an aggregate expectation of cash flows.

Since each pool is accounted for as a single asset with a single composite interest rate and an aggregate expectation of cash flows, the past-due status of the pools, or that of the individual loans within the pools, is not meaningful. Because the Firm is recognizing interest income on each pool of loans, they are all considered to be performing.

Charge-offs are not recorded on PCI loans until actual losses exceed estimated losses that were recorded as purchase accounting adjustments at the time of acquisition. PCI loans as well as the related charge-offs and allowance for loan losses are excluded in the calculation of certain net charge-off rates and allowance coverage ratios. To date, no charge-offs have been recorded for these loans.

Receivables from customers : Predominantly represents margin loans to prime and retail brokerage customers which are included in accrued interest and accounts receivable on the Consolidated Balance Sheets.

Reported basis : Financial statements prepared under U.S. GAAP.

Retained loans : Loans that are held-for-investment, which excludes loans held-forsale and loans at fair value.

Risk-weighted assets ("RWA") : Risk-weighted assets consist of on- and offbalance sheet assets that are assigned to one of several broad risk categories and weighted by factors representing their risk and potential for default. On-balance sheet assets are risk-weighted based on the perceived credit risk associated with the obligor or counterparty, the nature of any collateral, and the guarantor, if any. Off-balance sheet assets such as lending-related commitments, guarantees, derivatives and other applicable off-balance sheet positions are risk-weighted by multiplying the contractual amount by the appropriate credit conversion factor to determine the on-balance sheet credit equivalent amount, which is then riskweighted based on the same factors used for on-balance sheet assets. Riskweighted assets also incorporate a measure for market risk related to applicable trading assets-debt and equity instruments, and foreign exchange and commodity derivatives. The resulting risk-weighted values for each of the risk categories are then aggregated to determine total risk-weighted assets.

Troubled debt restructuring ("TDR") : Occurs when the Firm modifies the original terms of a loan agreement by granting a concession to a borrower that is experiencing financial difficulty.
U.S. GAAP : Accounting principles generally accepted in the United States of America.

Value-at-risk ("VaR") : A measure of the dollar amount of potential loss from adverse market movements in an ordinary market environment. For additional information, see Value-at-risk on pages 163-164 of JPMorgan Chase's 2012 Annual Report and pages 77-78 of the Firm's first quarter Form 10-Q.

## CONSUMER \& COMMUNITY BANKING ("CCB")

Active online customers - Users of all internet browsers and mobile platforms who have been active in the past 90 days.

Active mobile customers - Users of all mobile platforms, which include: SMS, mobile smartphone and tablet, who have been active in the past 90 days.

## Consumer \& Business Banking ("CBB")

Description of selected business metrics within CBB:
Client investment managed accounts - Assets actively managed by Chase Wealth Management on behalf of clients. The percentage of managed accounts is calculated by dividing managed account assets by total client investment assets. Client advisors - Investment product specialists, including private client advisors, financial advisors, financial advisor associates, senior financial advisors, independent financial advisors and financial advisor associate trainees, who advise clients on investment options, including annuities, mutual funds, stock trading services, etc., sold by the Firm or by third-party vendors through retail branches, Chase Private Clie nt locations and other channels.
Personal bankers - Retail branch office personnel who acquire, retain and expand new and existing customer relationships by assessing customer needs and recommending and selling appropriate banking products and services.
Sales specialists - Retail branch office and field personnel, including business bankers, relationship managers and loan officers, who specialize in marketing and sales of various business banking products (i.e., business loans, letters of credit, deposit accounts, Chase Paymentech, etc.) and mortgage products to existing and new clients.
Deposit margin/deposit spread : Represents net interest income expressed as a percentage of average deposits.
Chase Liquid ${ }^{\text {SM }}$ cards - Refers to a prepaid, reloadable card product.

## Mortgage Banking

Mortgage Production and Mortgage Servicing revenue comprises the following:
Net production revenue includes net gains or losses on originations and sales of prime and subprime mortgage loans, other production-related fees and losses related to the repurchase of previously-sold loans.
Net mortgage servicing revenue includes the following components:
a) Operating revenue predominantly represents the return on Mortgage

Servicing's MSR asset and includes:

- Actual gross income earned from servicing third-party mortgage loans, such as contractually specified servicing fees and ancillary income; and
- The change in the fair value of the MSR asset due to the collection or realization of expected cash flows.
b) Risk management represents the components of Mortgage Servicing's MSR asset that are subject to ongoing risk management activities, together with derivatives and other instruments used in those risk management activities.

Mortgage origination channels comprise the following:
Retail - Borrowers who buy or refinance a home through direct contact with a mortgage banker employed by the Firm using a branch office, the Internet or by phone. Borrowers are frequently referred to a mortgage banker by a banker in a Chase branch, real estate brokers, home builders or other third parties.
Wholesale - Third-party mortgage brokers refer loan application packages to the Firm. The Firm then underwrites and funds the loan. Brokers are independent loan originators that specialize in counseling applicants on available home financing options, but do not provide funding for loans. Chase materially eliminated brokeroriginated loans in 2008, with the exception of a small number of loans guaranteed by the U.S. Department of Agriculture under its Section 502 Guaranteed Loan program that serves low-and-moderate income families in small rural communities.
Correspondent - Banks, thrifts, other mortgage banks and other financial institutions that sell closed loans to the Firm.
Correspondent negotiated transactions ("CNTs") - Mid- to large-sized mortgage lenders, banks and bank-owned mortgage companies sell servicing to the Firm on an as-originated basis (excluding sales of bulk servicing transactions).

## Card, Merchant Services and Auto ("Card")

Description of selected business metrics within Card:
Card Services includes the Credit Card and Merchant Services businesses.
Merchant Services is a business $t$ hat primarily processe s transactions for merchants.
Total transactions - Number of transactions and authorizations processed for merchants.
Commercial Card provides a wide range of payment services to corporate and public sector clients worldwide through the commercial card products. Services include procurement, corporate travel and entertainment, expense management services, and business-to-business payment solutions.
Sales volume - Dollar amount of cardmember purchases, net of returns.
Open accounts - Cardmember accounts with charging privileges.
Auto origination volume - Dollar amount of auto loans and leases originated.

## CORPORATE \& INVESTMENT BANK ("CIB")

## Definition of selected CIB revenue:

Investment banking fees include advisory, equity and bond underwriting, and loan syndication fees.
Treasury Services includes both transaction services and trade finance. Transaction services offers a broad range of products and services that enable clients to manage payments and receipts, as well as invest and manage funds. Products include U.S. dollar and multi-currency clearing, ACH, lockbox, disbursement and reconciliation services, check deposits, and currency related services. Trade finance enables the management of cross-border trade for bank and corporate clients. Products include loans tied directly to goods crossing borders, export/import loans, commercial letters of credit, standby letters of credit, and supply chain finance.
Lending includes net interest income, fees, gains or losses on loan sales activities, gains or losses on securities received as part of loan restructurings, and the risk management results related to the credit portfolio (excluding trade finance).
Fixed Income Markets primarily include revenue related to market-making across global fixed income markets, including foreign exchange, interest rate, credit and commodities markets. The results of the synthetic credit portfolio that was transferred from the Chief Investment Office effective July 2, 2012 are reported in this caption.
Equity Markets primarily include revenue related to market-making across global equity products, including cash instruments, derivatives, convertibles and Prime Services.
Securities Services includes primarily custody, fund accounting and administration, and securities lending products sold principally to asset managers, insurance companies and public and private investment funds. Also includes clearance, collateral management \& depositary receipts business which provides broker-dealer clearing and custody services, including tri-party repo transactions, collateral management products, and depositary bank services for American and global depositary receipt programs.
Credit Adjustments \& Other primarily includes credit portfolio credit valuation adjustments ("CVA") net of associated hedging activities; debit valuation adjustments ("DVA") on structured notes and derivative liabilities; and nonperforming derivative receivable results.

## Description of certain business metrics:

Client deposits \& other third-party liability balances pertain to the Treasury Services and Securities Services businesses, and include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased and securities loaned or sold under repurchase agreements) as part of the Firm's client cash management program.
Assets under custody ("AUC") represents activities associated with the safekeeping and servicing of assets on which Securities Services earns fees.

## COMMERCIAL BANKING ("CB")

## CB Client Segments:

Middle Market Banking covers corporate, municipal, financial institution and nonprofit clients, with annual revenue generally ranging between $\$ 20$ million and $\$ 500$ million.
Corporate Client Banking covers clients with annual revenue generally ranging between $\$ 500$ million and $\$ 2$ billion and focuses on clients that have broader investment banking needs
Commercial Term Lending primarily provides term financing to real estate investors/owners for multifamily properties as well as financing office, retail and industrial properties.
Real Estate Banking provides full-service banking to investors and developers of institutional-grade real estate properties.
Other primarily includes lending and investment activity within the Community Development Banking and Chase Capital businesses.

## CB Revenue:

Lending includes a variety of financing alternatives, which are primarily provided on a basis secured by receivables, inventory, equipment, real estate or other assets. Products include term loans, revolving lines of credit, bridge financing, asset-based structures, leases, commercial card products and standby letters of credit.
Treasury services includes revenue from a broad range of products and services (as defined by Treasury Services revenue in the CIB description of revenue) that enable CB clients to manage payments and receipts, as well as invest and manage funds.
Investment banking includes revenue from a range of products providing CB clients with sophisticated capital-raising alternatives, as well as balance sheet and risk management tools through advisory, equity and bond underwriting, and loan syndications. Revenue from Fixed income and Equity market products (as defined by Fixed Income Markets and Equity Markets revenue in the CIB description of revenue) available to CB clients is also included. Investment banking revenue, gross, represents total revenue related to investment banking products sold to CB clients.
Other product revenue primarily includes tax-equivalent adjustments generated from Community Development Banking activity and certain income derived from principal transactions.

Description of selected business metrics within CB:
Client deposits and other third-party liability balances include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased and securities loaned or sold under repurchase agreements) as part of the Firm's client cash management program.

## ASSET MANAGEMENT ("AM")

Assets under management - Represent assets actively managed by AM on behalf of its Private Banking, Institutional and Retail clients. Includes "committed capital not called," on which AM earns fees.

Client assets - Represent assets under management, as well as custody, brokerage, administration and deposit accounts.

Multi-asset - Any fund or account that allocates assets under management to more than one asset class (e.g., long-term fixed income, equity, cash, real assets, private equity or hedge funds).

Alternative assets - The following types of assets constitute alternative investments - hedge funds, currency, real estate and private equity.

AM's client segments comprise the following:
Private Banking offers investment advice and wealth management services to highand ultra-high-net-worth individuals, families, money managers, business owners and small corporations worldwide, including investment management, capital markets and risk management, tax and estate planning, banking, capital raising and specialty-wealth advisory services.
Institutional brings comprehensive global investment services - including asset management, pension analytics, asset-liability management and active riskbudgeting strategies - to corporate and public institutions, endowments, foundations, nonprofit organizations and governments worldwide.
Retail provides worldwide investment management services and retirement planning and administration, through financial intermediaries and direct distribution of a full range of investment products.

Pretax margin : Represents income before income tax expense divided by total net revenue, which is, in management's view, a comprehensive measure of pretax performance derived by measuring earnings after all costs are taken into consideration. It is, therefore, another basis that management uses to evaluate the performance of AM against the performance of their respective competitors.


[^0]:    In the discussion below of the business segments and of JPMorgan Chase as a Firm, information is presented on a managed basis. For more information about managed basis, as well as other non-GAAP financial measures used by management to evaluate the performance of each line of business, see page 12. The following discussion compares the second quarters of 2013 and 2012 unless otherwise noted. Footnotes in the sections that follow are described on pages 12 and 13 .

[^1]:    For a further discussion of managed basis, see Note (a) on page 13.
     percentage of tangible common equity. For further discussion of these measures, see page 42 of the Earnings Release Financial Supplement.
    Share price shown for JPMorgan Chase's common stock is from the New York Stock Exchange. JPMorgan Chase's common stock is also listed and traded on the London Stock Exchange and the Tokyo Stock Exchange.
    Ratios are based upon annualized amounts.
    Return on Basel I risk-weighted assets is the annualized earnings of the Firm divided by its average risk-weighted assets.
     of these rules also resul tef JPMorrease Chase's 1Q13 Form 10-Q.
     Effective January 1, 2013, interns are excluded from the firmwide and business segment headcount metrics. Prior periods were revised to conform with this presentation.
    
     On May 21, 2013, the Board of Directors of JPMorgan Chase increased the Firm's quarterly stock dividend from $\$ 0.30$ to $\$ 0.38$ per share.
    Estimated

[^2]:    (a) For a further discussion of managed basis, see Reconciliation from Reported to Managed Summary on page 8.
     percentage of tangible common equity. For further discussion of these measures, see page 42 .
    Share price shown for JPMorgan Chase's common stock is from the New York Stock Exchange. JPMorgan Chase's common stock is also listed and traded on the London Stock Exchange and the Tokyo Stock Exchange
    Ratios are based upon annualized amounts.
    (e) Return on Basel I risk-weighted assets is the annualized earnings of the Firm divided by its average risk-weighted assets.
    
     capital on pages 42-45 of JPMorgan Chase's 1Q13 Form 10-Q.
     further discussion of the Tier 1 common capital ratio, see page 42 .
    (h) On May 21, 2013, the Board of Directors of JPMorgan Chase increased the Firm's quarterly stock dividend from $\$ 0.30$ to $\$ 0.38$ per share
    (i) Estimated.

[^3]:    (a) Effective January 1, 2013, interns are excluded from the firmwide and business segment headcount metrics reported on this page and throughout this Financial Supplement . Prior periods were revised to conform with this presentation
     Corporate/Private Equity to CCB, effective January 1, 2013. For further information on this transfer, see CCB on page 10, Consumer \& Business Banking on page 12 and Corporate/Private Equity on page 30

[^4]:     billion for the six months ended June 30, 2013 and 2012, respectively .
    Ratios are based upon annualized amounts.
    For further discussion of ROTCE and return on Basel I risk-weighted assets, see pages 2 and 42 .
    In the first quarter of 2013, the Firm implemented Basel 2.5. For further information, see footnote (f) on page 2.
    Estimated.
    Reflects changes in the proportion of income subject to U.S. federal and state and local taxes, higher tax benefits associated with tax audits and tax-advantaged investments, as well as other year-end adjustments.

[^5]:    (a) Includes core lending, investing and deposit-raising activities on a managed basis across the Firm's business segme nts and Corporate/Private Equity; exclude sthe market-based activities within the Corporate \& Investment Bank.

    Interest includes the effect of related hedging derivatives. Taxable-equivalent amounts are used where applicable
    (c) For a reconciliation of net interest income on a reported and managed basis, see Reconciliation from Reported to Managed Summary on page 8.

[^6]:    (a) Predominantly recognized in the Corporate \& Investment Bank and Commercial Banking business segments and Corporate/Private Equity.

[^7]:     Consumer \& Business Banking on page 12 and Corporate/Private Equity on page 30

[^8]:     technology and operations, as well as real estate-related functions and staff, from Corporate/Private Equity to CCB, effective January 1, 2013.
    (b) Predominantly consists of prime mortgages originated with the intent to sell that are accounted for at fair value and classified as trading assets on the Consolidated Balance Sheets and Condensed Average Balance Sheets.

[^9]:    
    
     Annual Report.
    b) Excludes PCI loans. Because the Firm is recognizing interest income on each pool of PCI loans, they are all considered to be performing
    (c) Certain mortgage loans originated with the intent to sell are classified as trading assets on the Consolidated Balance Sheets.
    
    
     of ins
    (e) Nonaccrual loans included $\$ 1.9$ billion, $\$ 1.9$ billion, $\$ 1.8$ billion and $\$ 1.7$ billion of Chapter 7 loans at June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012 , respectively
    (f) Loans held-for-sale and loans accounted for at fair value were excluded when calculating the net charge-off rate.
    (g) The allowance for loan losses for PCI loans was $\$ 5.7$ billion at June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012 ; this amount was also excluded from the applicable ratios

[^10]:    (a) Represents both the impact of changes in estimated future prepayments due to changes in interest rates, and the difference between actual and expected prepayments in the periods presented.
     prepayments due to changes in home prices).
    (c) Predominantly represents prime mortgage loans repurchased from Government National Mortgage Association ("Ginnie Mae") pools, which are insured by U.S. government agencies.
    (d) Predominantly consists of prime mortgages originated with the intent to sell that are accounted for at fair value and classified as trading assets on the Consolidated Balance Sheets and Condensed Average Balance Sheets.

[^11]:    
    
    
    b) The 30 + day delin quency rate for PCI loans was $17.92 \%, 19.26 \%, 20.14 \%, 20.65 \%$ and $21.38 \%$ at June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, respectively
    (c) Excludes PCI loans. Because the Firm is recognizing interest income on each pool of PCl loans, they are all considered to be performing.
    (d) Beginning September 30, 2012, nonperforming assets included Chapter 7 loans

[^12]:    
     loans.
     2012 These amounts are excluded when calculating the net charge-off rate. There were no loans held-for-sale for the three months ended June 30, 2013 and March 31, 2013 .
     loan losses was recorded for these loans. These amounts are excluded when calculating delinquency rates and the allowance for loan losses to period-end loans.
     respectively, that are 30 or more days past due. These amounts are excluded as reimbursement of insured amounts is proceeding normally.
     June 30, 2012 , respectively, that are 90 or more days past due. These amounts are excluded as reimbursement of insured amounts is proceeding normally.

[^13]:     March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, respectively, and $\$ 481$ million and ( $\$ 152$ ) million for the six months ended June 30, 2013 and 2012, respectively
    
     respectively.
     $19 \%$ for the six months ended June 30, 2013 and 2012, respectively. For additiona information on this measure, see non-GAAP financial measures on page 42 .
    
    June 30, 2012 , respectively, and $33 \%$ and $34 \%$ for the six months ended June 30, 2013 and 2012, respectively. For additional information on this measure, see non-GAAP financial measures on page 42 .
    Includes results of the synthetic credit portfolio that was transferred from the Chief Investment Office ("CIO") effective July 2, 2012.
    (f) Primarily includes credit portfolio credit valuation adjustments ("CVA") net of associated hedging activities; DVA on structured notes and derivative liabilities; and nonperforming derivative receivable results.

[^14]:    
    

[^15]:    Consists of mutual funds, unit investment trusts, currencies, annuities, insurance contracts, options and other contracts.
     M\&A assignments, M\&A market share of all participants will add up to more than $100 \%$. All other transaction volume-based rankings are based on proceeds, with full credit to each book manager/equal if joint.
    Global investment banking fees rankings exclude money market, short-term debt and shelf deals.
     Global equity and equity-related ranking includes rights offerings and Chinese A-Shares.
    Announced M\&A reflects the removal of any withdrawn transactions. U.S. announced M\&A represents any U.S. involvement ranking.

[^16]:    

[^17]:    (a) Includes revenue from investment banking products and commercial card transactions.
    (b) Total net revenue included tax-equivalent adjustments from income tax credits related to
    
     $\$ 193$ million for the six months ended June 30, 2013 and 2012, respectively
     in noncompensation expense. CB's and CIB's previously reported headcount, compensation expense and noncompensation expense have been revised to reflect this transfer.
    Other revenue in the fourth quarter of 2012 included a $\$ 49$ million year-to-date reclassification of tax equivalent revenue to Corporate/Private Equity.
    Represents the total revenue related to investment banking products sold to CB clients.
    Effective January 1,2013, the financial results of financial institution clients were transferred to Corporate Client Banking from Middle Market Banking. Prior periods were revised to conform with this presentation.

[^18]:     respectively, and the impact on average loans was $\$ 1.8$ billion and $\$ 1.6$ billion, respectively.
    Effective January 1, 2013, the financial results of financial institution clients were transferred to Corporate Client Banking from Middle Market Banking. Prior periods were revised to conform with this presentation.
     in noncompensation expense. CB's and CIB's previously reported headcount, compensation expense and noncompensation expense have been revised to reflect this transfer.
    Effective January 1, 2013, headcount includes transfers from other business segments largely related to operations, technology and other support staff.
     Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate

[^19]:     portfolio, respective ly. For the same periods, excluded $\$ 4.8$ billion, $\$ 5.6$ billion, $\$ 6.7$ billion, $\$ 8.2$ billion and $\$ 9.9$ billion of prime mortgage loans reported in the CIO portfolio within the Corporate/Private Equity segment, respectively.

[^20]:    Derived from Morningstar for the U.S., the U.K., Luxembourg, France, Hong Kong and Taiwan; and Nomura for Japan.
    (b) Quartile ranking sourced from: Lipper for the U.S. and Taiwan; Morningstar for the U.K., Luxembourg, France and Hong Kong; and Nomura for Japan.
     performance of AM's client asset management business
    Excludes CWM client assets that are managed by AM.

[^21]:    (a) Represents assets under management, as well as client balances in brokerage accounts.

[^22]:    (a) Regional revenue is based on the domicile of the client.

[^23]:     effective January 1, 2013. For further information on this transfer, see CCB on page 10
    
     portfolio that was transferred to CIB are not included herein
     Iecember 31, 2012, September 30, 2012 and June 30, 2012, respectively, and $\$ 208$ million and $\$ 217$ million for the six months ended June 30,2013 and 2012 , respectively.
    
    
     they were in a qualifying hedge accounting relationship.
    Included a gain of $\$ 545$ million, reflecting the recovery on a Bear Stearns-related subordinated loan.

[^24]:    (a) Unrealized gains/(losses) contain reversals of unrealized gains and losses that were recognized in prior periods and have now been realized.
    (b) Included in principal transactions revenue in the Consolidated Statements of Income.
    

[^25]:    (a) Includes loans reported in CCB, and prime mortgage loans reported in the AM business segment and in Corporate/Private Equity.
    (b) Includes accrued interest and fees net of an allowance for the uncollectible portion of accrued interest and fee income.
    (c) Includes loans reported in $\mathrm{CIB}, \mathrm{CB}$ and AM business segments and Corporate/Private Equity.

    Predominantly includes receivables from customers, which represent margin loans to prime and retail brokerage customers; these are classified in accrued interest and accounts receivable on the Consolidated Balance Sheets. Represents total consumer loans and consumer lending-related commitments.
    Represents total wholesale loans, wholesale lending-related commitments, derivative receivables and receivables from customers.

[^26]:    
     million of auto loans, respectively
    b) Excludes PCI loans. Because the Firm is recognizing interest income on each pool of PCI loans, they are all considered to be performing
    
    
    
     the account becomes 180 days past due or within 60 days from receiving notification about a specified event (e.g., bankruptcy of the borrower), whichever is earlier
    (d) Represents commitments that are risk rated as nonaccrual
    (e) Predominantly relates to retained prime mortgage loans.

[^27]:    
     September 30, 2012. For further information, see Consumer Credit Portfolio on pages 56-65 of JPMorgan Chase's 1Q13 Form 10-Q.

[^28]:    (a) Includes risk-rated loans that have been placed on nonaccrual status and loans that have been modified in a troubled debt restructuring ("TDR").
    
    
     (e.g., bankruptcy of the borrower).
    
     ratio would have been $178 \%, 179 \%, 184 \%$ and $182 \%$, respectively. For further information, see Consumer Credit Portfolio on pages $56-65$ of JPMorgan Chase's 1Q13 Form 10-Q.

[^29]:    a) In the first quarter of 2013, the Firm implemented Basel 2.5. For further information, see footnote (f) on page 2
     discussion of the Tier 1 common capital ratio, see page 42
     subsidiaries, and the total adjusted carrying value of certain equity investments that are subject to deductions from Tier 1 capital
    subsidiaries, and the total adjusted carrying
    For further discussion of TCE, see page 42 .
    Represents deferred tax liabilities related to tax-deductible goodwill and to identifiable intangibles created in non-taxable transactions, which are netted against goodwill and other intangibles when calculating TCE.
    Estimated
    At June 30, 2013, TruPS included in Tier 1 capital were $\$ 5.3$ billion. Had these securities been excluded from the calculation at June, 30, 2013, Tier 1 capital would have been $\$ 158.8$ billion and the Tier 1 capital ratio would have been $11.2 \%$
    These capital-related data were revised to agree with the final data as published in regulatory filings with the Federal Reserve. The previously reported capital ratios did not change
    Approximately $\$ 9$ billion of outstanding TruPS were excluded from Tier 1 capital as of June 30, 2012 since these securities were redeemed on July 12, 2012.

[^30]:    a) For further details regarding the Firm's mortgage repurchase liability, see Mortgage repurchase liability on pages 111-115 and Note 29 on pages 308-315 of JPMorgan Chase's 2012 Annual Report.
    (b) All mortgage repurchase demands associated with private-label securitizations are separately evaluated by the Firm in establishing its litigation reserves.
    
     and 2012, respectively.
     million and $\$ 55$ million for the six months ended June 30, 2013 and 2012, respectively
    Excludes amounts related to Washington Mutual.
     repurchase demands asserted in or in connection with pending repurchase litigation.
     repurchase demand.

[^31]:    
    
    Participating securities were included in the calculation of diluted EPS using the two-class method, as this computation was more dilutive than the calculation using the treasury stock method
    
    For additional information on the listing and trading of JPMorgan Chase's common stock, see page 2.
     zed by the Firm on March 13, 2012. The Federal Reserve ha asked
    (f) On May 21, 2013, the Board of Directors of JPMorgan Chase increased the Firm's quarterly stock dividend from $\$ 0.30$ to $\$ 0.38$ per share.
    (g) Included the impact of aggregate repurchases of 18.5 million warrants during the three months ended June 30, 2012.

