

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

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**FORM 8-K**

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

**Date of Report (date of earliest event reported): October 12, 2017**

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**JPMorgan Chase & Co.**  
(Exact name of registrant as specified in its charter)

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**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**1-5805**  
(Commission File Number)

**13-2624428**  
(I.R.S. employer  
identification no.)

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

**10017**  
(Zip Code)

**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))**

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## Item 2.02 Results of Operations and Financial Condition

On October 12, 2017, JPMorgan Chase & Co. (“JPMorgan Chase” or the “Firm”) reported 2017 third quarter net income of \$6.7 billion, or \$1.76 per share, compared with net income of \$6.3 billion, or \$1.58 per share, in the third quarter of 2016. A copy of the 2017 third 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.

*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’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’s actual results to differ materially from those described in the forward-looking statements can be found in JPMorgan Chase’s Annual Report on Form 10-K for the year ended December 31, 2016, and Quarterly Reports on Form 10-Q for the quarters ended March 31, 2017 and June 30, 2017, which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase’s website (<http://investor.shareholder.com/jpmorganchase/sec.cfm>) and on the Securities and Exchange Commission’s website ([www.sec.gov](http://www.sec.gov)). JPMorgan Chase 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

<b>Exhibit No.</b>	<b>Description of Exhibit</b>
12.1	<a href="#">JPMorgan Chase &amp; Co. Computation of Earnings to Fixed Charges</a>
12.2	<a href="#">JPMorgan Chase &amp; Co. Computation of Earnings to Fixed Charges and Preferred Stock Dividend Requirements</a>
99.1	<a href="#">JPMorgan Chase &amp; Co. Earnings Release - Third Quarter 2017 Results</a>
99.2	<a href="#">JPMorgan Chase &amp; Co. Earnings Release Financial Supplement - Third Quarter 2017</a>

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.

JPMorgan Chase & Co.

\_\_\_\_\_  
(Registrant)

By:

/s/ Nicole Giles

\_\_\_\_\_  
Nicole Giles

Managing Director and Corporate Controller

(Principal Accounting Officer)

Dated: October 12, 2017

INDEX TO EXHIBITS

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99.2	<a href="#"><u>JPMorgan Chase &amp; Co. Earnings Release Financial Supplement - Third Quarter 2017</u></a>

**EXHIBIT 12.1**

**JPMorgan Chase & Co.**

**Computation of Ratio of Earnings to Fixed Charges**

<u>Nine Months ended September 30, (in millions, except ratios)</u>	<u>2017</u>
<b>Excluding interest on deposits</b>	
Income before income tax expense	\$ 27,646
Fixed charges:	
Interest expense	8,360
One-third of rents, net of income from subleases (a)	398
Total fixed charges	8,758
Add: Equity in undistributed income of affiliates	597
Income before income tax expense and fixed charges, excluding capitalized interest	\$ 37,001
Fixed charges, as above	\$ 8,758
Ratio of earnings to fixed charges	4.22
<b>Including interest on deposits</b>	
Fixed charges, as above	\$ 8,758
Add: Interest on deposits	1,949
Total fixed charges and interest on deposits	\$ 10,707
Income before income tax expense and fixed charges, excluding capitalized interest, as above	\$ 37,001
Add: Interest on deposits	1,949
Total income before income tax expense, fixed charges and interest on deposits	\$ 38,950
Ratio of earnings to fixed charges	3.64

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(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**

<u>Nine Months ended September 30, (in millions, except ratios)</u>	<u>2017</u>
<b>Excluding interest on deposits</b>	
Income before income tax expense	\$ 27,646
Fixed charges:	
Interest expense	8,360
One-third of rents, net of income from subleases (a)	398
Total fixed charges	8,758
Add: Equity in undistributed income of affiliates	597
Income before income tax expense and fixed charges, excluding capitalized interest	\$ 37,001
Fixed charges, as above	\$ 8,758
Preferred stock dividends (pre-tax)	1,752
Fixed charges including preferred stock dividends	\$ 10,510
Ratio of earnings to fixed charges and preferred stock dividend requirements	3.52
<b>Including interest on deposits</b>	
Fixed charges including preferred stock dividends, as above	\$ 10,510
Add: Interest on deposits	1,949
Total fixed charges including preferred stock dividends and interest on deposits	\$ 12,459
Income before income tax expense and fixed charges, excluding capitalized interest, as above	\$ 37,001
Add: Interest on deposits	1,949
Total income before income tax expense, fixed charges and interest on deposits	\$ 38,950
Ratio of earnings to fixed charges and preferred stock dividend requirements	3.13

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

**JPMORGAN CHASE REPORTS THIRD-QUARTER 2017 NET INCOME OF  
 \$6.7 BILLION, OR \$1.76 PER SHARE**

**THIRD-QUARTER 2017 RESULTS<sup>1</sup>**

**ROE 11%**  
**ROTCE<sup>2</sup> 13%**

**Common equity Tier 1<sup>2</sup>**  
**12.5%**

**Net payout LTM<sup>3,4</sup>**  
**77%**

**Firmwide Metrics**

- n Reported revenue of \$25.3 billion; managed revenue of \$26.2 billion<sup>2</sup>
- n Average core loans<sup>2</sup> up 7% YoY and 2% QoQ

**CCB**

**ROE 19%**

- n Average core loans<sup>2</sup> up 8%; average deposits of \$646 billion, up 9%
- n 29.3 million active mobile customers, up 12%
- n Credit card sales volume<sup>5</sup> and merchant processing volume each up 13%

**CIB**

**ROE 13%**

- n Maintained #1 ranking for Global Investment Banking fees with 8.2% wallet share YTD
- n Banking revenue up 5%; Markets revenue down 21%

**CB**

**ROE 17%**

- n Record revenue of \$2.1 billion, up 15%; net income of \$881 million, up 13%
- n Average loan balances of \$200 billion, up 10%

**AWM**

**ROE 29%**

- n Record net income of \$674 million, up 21%; revenue of \$3.2 billion, up 6%
- n Average loan balances of \$125 billion, up 10%
- n Record assets under management (“AUM”) of \$1.9 trillion, up 10%; 81% of mutual fund AUM ranked in the 1<sup>st</sup> or 2<sup>nd</sup> quartile over 5 years

Jamie Dimon, Chairman and CEO, commented on the financial results: “JPMorgan Chase delivered solid results in a competitive environment this quarter with steady core growth across the platform. And for the first time, the Firm led the nation in total U.S. deposits, as consumers and businesses continue to view us as their partner of choice.”

Dimon added: “In Consumer & Community Banking, card sales and merchant processing volumes were once again up double digits, while loans and deposits continued to grow strongly. In the Corporate & Investment Bank, we continued to lead our peers in Investment Banking fees, and Treasury Services and Securities Services each generated over \$1 billion in revenue. Commercial Banking again delivered outstanding performance with record revenue as our long-term investments in the business are paying off. Our Asset & Wealth Management business delivered strong results with record net income and AUM this quarter.”

Dimon concluded: “The global economy continues to do well and the U.S. consumer remains healthy with solid wage growth. Unfortunately, natural disasters in the U.S. and abroad have impacted many of our customers and we have responded with enormous financial support as well as the expertise and generosity of our employees to help these customers, clients and communities. Building on our success to-date in Detroit, we have announced new initiatives in Chicago and Washington, D.C. to drive inclusive economic growth in those communities. We will be there to do our part. And this is in addition to the \$1.7 trillion of credit and capital supplied this year to consumers and small and mid-sized businesses and corporate clients.”

**FORTRESS PRINCIPLES**

- n Book value per share of \$66.95, up 5%; tangible book value per share<sup>2</sup> of \$54.03, up 5%
- n Basel III common equity Tier 1 capital<sup>2</sup> of \$187 billion and ratio<sup>2</sup> of 12.5%
- n Firm SLR<sup>2</sup> of 6.6%

**OPERATING LEVERAGE**

- n 3Q17 reported expense of \$14.3 billion; reported overhead ratio of 57%; 3Q17 adjusted expense<sup>2</sup> of \$14.4 billion; adjusted overhead ratio<sup>2</sup> of 55%

**CAPITAL RETURN**

- n \$6.5 billion<sup>4</sup> returned to shareholders in 3Q17
- n \$4.5 billion of net repurchases and common dividend of \$0.56 per share

**SUPPORTED CONSUMERS, BUSINESSES & COMMUNITIES**

- n **\$1.7 trillion** of credit and capital<sup>6</sup> raised YTD
- n **\$197 billion** of credit for consumers
- n **\$17 billion** of credit for U.S. small businesses
- n **\$601 billion** of credit for corporations
- n **\$820 billion** of capital raised for corporate clients and non-U.S. government entities
- n **\$65 billion** of credit and capital raised for nonprofit and U.S. government entities, including states, municipalities, hospitals and universities

Investor Contact: Jason Scott (212) 270-7325

Media Contact: Joe Evangelisti (212) 270-7438

<sup>1</sup>Percentage comparisons noted in the bullet points are calculated for the third quarter of 2017 versus the prior-year third quarter, unless otherwise specified.

<sup>2</sup>For notes on non-GAAP financial measures, including managed basis reporting and key performance measures, see page 5. For additional notes see page 6.

In the discussion below of Firmwide results of JPMorgan Chase & Co. (“JPMorgan Chase” or the “Firm”), information is presented on a managed basis, which is a non-GAAP financial measure. The discussion below of the Firm’s business segments is also presented on a managed basis. For more information about managed basis, and non-GAAP financial measures and key performance measures used by management to evaluate the performance of each line of business, see page 5.

Comparisons noted in the sections below are calculated for the third quarter of 2017 versus the prior-year third quarter, unless otherwise specified.

## JPMORGAN CHASE (JPM)

Net revenue on a reported basis totaled \$25.3 billion, \$25.5 billion, and \$24.7 billion for the third quarter of 2017, second quarter of 2017, and third quarter of 2016, respectively.

Results for JPM (\$ millions, except per share data)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue - managed	\$ 26,200	\$ 26,405	\$ 25,512	\$ (205)	(1)%	\$ 688	3 %
Noninterest expense	14,318	14,506	14,463	(188)	(1)	(145)	(1)
Provision for credit losses	1,452	1,215	1,271	237	20	181	14
Net income	\$ 6,732	\$ 7,029	\$ 6,286	\$ (297)	(4)%	\$ 446	7 %
Earnings per share	\$ 1.76	\$ 1.82	\$ 1.58	\$ (0.06)	(3)%	\$ 0.18	11 %
Return on common equity	11%	12%	10%				
Return on tangible common equity	13	14	13				

### Discussion of Results:

Net income was \$6.7 billion, an increase of 7%.

Net revenue was \$26.2 billion, up 3%. Net interest income was \$13.1 billion, up 10%, primarily driven by the net impact of rising rates and loan growth, partially offset by declines in Markets net interest income. Noninterest revenue was \$13.1 billion, down 4%, driven by lower Markets revenue.

Noninterest expense was \$14.3 billion, down 1%. The prior year included two items totaling \$175 million in Consumer & Community Banking.

The provision for credit losses was \$1.5 billion, up from \$1.3 billion in the prior year. The increase reflected a net reserve build of \$303 million in the Consumer portfolio, driven by Card, and higher net charge-offs of \$148 million, partially offset by a net reserve release of \$116 million in the Wholesale portfolio, primarily driven by Energy<sup>7</sup> and Commercial Real Estate. The prior year included a net reserve build in the Consumer portfolio of \$226 million and a net reserve release in the Wholesale portfolio of \$76 million, primarily driven by Energy<sup>7</sup>.

## CONSUMER & COMMUNITY BANKING (CCB)

Results for CCB (\$ millions)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue	\$ 12,033	\$ 11,412	\$ 11,328	\$ 621	5 %	\$ 705	6 %
Consumer & Business Banking	5,408	5,233	4,719	175	3	689	15
Mortgage Banking	1,558	1,426	1,874	132	9	(316)	(17)
Card, Commerce Solutions & Auto	5,067	4,753	4,735	314	7	332	7
Noninterest expense	6,495	6,500	6,510	(5)	—	(15)	—
Provision for credit losses	1,517	1,394	1,294	123	9	223	17
Net income	\$ 2,553	\$ 2,223	\$ 2,204	\$ 330	15 %	\$ 349	16 %

### Discussion of Results:

Net income was \$2.6 billion, an increase of 16%. Net revenue was \$12.0 billion, up 6%.



Consumer & Business Banking net revenue was \$5.4 billion, up 15%, predominantly driven by higher deposit margins and strong deposit growth. Mortgage Banking net revenue was \$1.6 billion, down 17%, largely driven by lower net servicing revenue, loan spread compression, and lower production margins. Card, Commerce Solutions & Auto net revenue was \$5.1 billion, up 7%, predominantly driven by higher auto lease volumes and net interest income on higher Card loan balances, partially offset by higher Card new account origination costs.

Noninterest expense was \$6.5 billion, flat compared with the prior year. The prior year included two items totaling \$175 million related to liabilities from a merchant in bankruptcy and mortgage servicing reserves. Excluding these two items, noninterest expense would have been up 3%, predominantly driven by higher auto lease depreciation and business growth, partially offset by lower marketing expense.

The provision for credit losses was \$1.5 billion, an increase of \$223 million, driven by higher net charge-offs, due to Card but partially offset by Mortgage, and a higher reserve build in Card. Net charge-offs included \$63 million of incremental charge-offs reported in accordance with regulatory guidance<sup>8</sup>, predominantly in Auto.

## CORPORATE & INVESTMENT BANK (CIB)

Results for CIB (\$ millions)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue	\$ 8,590	\$ 8,889	\$ 9,455	\$ (299)	(3)%	\$ (865)	(9)%
Banking	3,094	3,123	2,940	(29)	(1)	154	5
Markets & Investor Services	5,496	5,766	6,515	(270)	(5)	(1,019)	(16)
Noninterest expense	4,768	4,841	4,934	(73)	(2)	(166)	(3)
Provision for credit losses	(26)	(53)	67	27	51	(93)	NM
Net income	\$ 2,546	\$ 2,710	\$ 2,912	\$ (164)	(6)%	\$ (366)	(13)%

### Discussion of Results:

Net income was \$2.5 billion, a decrease of 13%.

Net revenue was \$8.6 billion, down 9% compared with the prior year. Banking revenue was \$3.1 billion, up 5%. Investment Banking revenue was \$1.7 billion, down 2%, driven by lower equity and debt underwriting fees, largely offset by higher advisory fees. The business continued to rank #1 in Global Investment Banking fees. Treasury Services revenue was \$1.1 billion, up 15%, driven by the impact of higher interest rates and growth in operating deposits. Lending revenue was \$331 million, up 17%, reflecting lower mark-to-market losses on hedges.

Markets & Investor Services revenue was \$5.5 billion, down 16%, driven by lower Markets revenue, down 21%. Fixed Income Markets revenue was down 27%, as lower revenue across all products was driven by sustained low volatility and tighter credit spreads, against a very strong prior year. Equity Markets revenue was down 4% compared to a strong prior year, reflecting lower revenue in derivatives predominantly offset by strength in Prime Services and Cash Equities. Securities Services revenue was \$1.0 billion, up 10%, driven by higher interest rates and deposit growth, as well as higher asset-based fees driven by improving market conditions.

Noninterest expense was \$4.8 billion, down 3%, driven by lower compensation expense.

The provision for credit losses was a benefit of \$26 million, which included a net reserve release in Energy<sup>7</sup>. The prior year was an expense of \$67 million, which included a net reserve build in Energy<sup>7</sup>.

## COMMERCIAL BANKING (CB)

Results for CB (\$ millions)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue	\$ 2,146	\$ 2,088	\$ 1,870	\$ 58	3 %	\$ 276	15%
Noninterest expense	800	790	746	10	1	54	7
Provision for credit losses	(47)	(130)	(121)	83	64	74	61
Net income	\$ 881	\$ 902	\$ 778	\$ (21)	(2)%	\$ 103	13%

**Discussion of Results:**

Net income was \$881 million, an increase of 13%.

Net revenue was \$2.1 billion, up 15%, predominantly driven by higher net interest income due to higher deposit spreads and loan growth.

Noninterest expense was \$800 million, up 7%, largely driven by hiring of bankers and business-related support staff, and investments in technology.

The provision for credit losses was a benefit of \$47 million, driven by reserve releases largely in Commercial Real Estate. The prior year was a benefit of \$121 million driven by reserve releases largely in Energy<sup>7</sup>.

**ASSET & WEALTH MANAGEMENT (AWM)**

Results for AWM (\$ millions)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue	\$ 3,245	\$ 3,212	\$ 3,047	\$ 33	1 %	\$ 198	6 %
Noninterest expense	2,181	2,192	2,130	(11)	(1)	51	2
Provision for credit losses	8	4	32	4	100	(24)	(75)
Net income	\$ 674	\$ 624	\$ 557	\$ 50	8 %	\$ 117	21 %

**Discussion of Results:**

Net income was \$674 million, an increase of 21%.

Net revenue was \$3.2 billion, an increase of 6%, reflecting higher market levels and strong banking results driven by higher deposit spreads.

Noninterest expense was \$2.2 billion, an increase of 2%, driven by a combination of higher compensation expense and higher external fees.

Assets under management were \$1.9 trillion, up 10%, reflecting higher market levels and net inflows into liquidity and long-term products.

**CORPORATE**

Results for Corporate (\$ millions)				2Q17		3Q16	
	3Q17	2Q17	3Q16	\$ O/(U)	O/(U) %	\$ O/(U)	O/(U) %
Net revenue	\$ 186	\$ 804	\$ (188)	\$ (618)	(77)%	\$ 374	NM
Noninterest expense	74	183	143	(109)	(60)	(69)	(48)
Provision for credit losses	—	—	(1)	—	—	1	100 %
Net income/(loss)	\$ 78	\$ 570	\$ (165)	\$ (492)	(86)%	\$ 243	NM

**Discussion of Results:**

Net income was \$78 million, compared with a net loss of \$165 million in the prior year.

Net revenue was \$186 million, compared with a loss of \$188 million in the prior year, primarily due to the benefit of higher rates. Prior quarter net revenue included a \$645 million benefit from a legal settlement<sup>9</sup>.

## 2. Notes on non-GAAP financial measures and key performance measures:

### Notes on non-GAAP financial measures

- a. In addition to analyzing the Firm's results on a reported basis, management reviews Firmwide results, including the overhead ratio, on a "managed" basis; these Firmwide managed basis results are considered non-GAAP financial measures. The Firm also reviews the results of the lines of business on a managed basis. The Firm's definition of managed basis starts, in each case, with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm and each of the reportable 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 investments and securities. These financial measures allow 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. For a reconciliation of the Firm's results from a reported to managed basis, see page 7 of the Earnings Release Financial Supplement.
- b. Tangible common equity ("TCE"), return on tangible common equity ("ROTCE") and tangible book value per share ("TBVPS"), are non-GAAP financial measures. 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. For a reconciliation from common stockholders' equity to TCE, see page 9 of the Earnings Release Financial Supplement. ROTCE measures the Firm's net income applicable to common equity as a percentage of average TCE. TBVPS represents the Firm's TCE at period-end divided by common shares at period-end. Book value per share was \$66.95, \$66.05 and \$63.79 at September 30, 2017, June 30, 2017, and September 30, 2016, respectively. TCE, ROTCE, and TBVPS are meaningful to the Firm, as well as investors and analysts, in assessing the Firm's use of equity.
- c. Adjusted expense and adjusted overhead ratio are non-GAAP financial measures. Adjusted expense excluded Firmwide legal expense/(benefit) of \$(107) million, \$61 million and \$(71) million for the three months ended September 30, 2017, June 30, 2017, and September 30, 2016, respectively. The adjusted overhead ratio measures the Firm's adjusted expense as a percentage of adjusted managed net revenue. Management believes this information helps investors understand the effect of these items on reported results and provides an alternate presentation of the Firm's performance.

### Notes on key performance measures

- d. Estimated as of September 30, 2017. The Basel III supplementary leverage ratio ("SLR"), to which the Firm will be subject on January 1, 2018, and Basel III Fully Phased-In capital, risk-weighted assets and capital ratios, to which the Firm will be subject on January 1, 2019, are all considered key regulatory capital measures. The capital adequacy of the Firm is evaluated against the Basel III approach (Standardized or Advanced) that results, for each quarter, in the lower ratio (the "Collins Floor"). These measures are used by management, bank regulators, investors and analysts to assess and monitor the Firm's capital position. For additional information on these measures, including the Collins Floor, see Capital Risk Management on pages 76-85 of the Firm's Annual Report on Form 10-K for the year ended December 31, 2016 and pages 42-48 of the Firm's Quarterly Report on Form 10-Q for the quarter ended June 30, 2017.
- e. Core loans represent loans considered central to the Firm's ongoing businesses; core loans exclude loans classified as trading assets, runoff portfolios, discontinued portfolios and portfolios the Firm has an intent to exit.

**Additional notes:**

3. Last twelve months (“LTM”).
4. Net of stock issued to employees.
5. Excludes Commercial Card.
6. 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, Commerce Solutions & Auto; and Commercial Banking. The amount of credit provided to nonprofit and U.S. and non-U.S. government entities, including U.S. states, municipalities, hospitals and universities, represents credit provided by the Corporate & Investment Bank and Commercial Banking.
7. Energy includes Oil & Gas, Natural Gas Pipelines, and Metals & Mining.
8. The Firm reported \$63 million of net charge-offs in the third quarter of 2017, in accordance with regulatory guidance regarding the timing of loss recognition for certain auto and residential real estate loans in bankruptcy and auto loans where assets were acquired in loan satisfaction.
9. The legal benefit in the second quarter of 2017 related to a settlement with the FDIC receivership for Washington Mutual and with Deutsche Bank as trustee to certain Washington Mutual trusts, and was recognized in noninterest revenue in Corporate.

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$2.6 trillion and operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, and asset management. A component of the Dow Jones Industrial Average, JPMorgan Chase & Co. serves millions of customers 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](http://www.jpmorganchase.com).

JPMorgan Chase & Co. will host a conference call today, October 12, 2017, at 8:30 a.m. (Eastern) to present third quarter financial results. The general public can access the call by dialing (866) 541-2724 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](http://www.jpmorganchase.com), under Investor Relations, Events & Presentations.

A replay of the conference call will be available beginning at approximately 12:30 p.m. on October 12, 2017, through midnight, October 26, 2017, by telephone at (800) 585-8367 (U.S. and Canada) or (404) 537-3406 (international); use Conference ID # 84336774. The replay will also be available via webcast on [www.jpmorganchase.com](http://www.jpmorganchase.com) under Investor Relations, Events & 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](http://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, 2016 and Quarterly Reports on Form 10-Q for the quarters ended March 31, 2017 and June 30, 2017 which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase & Co.'s website (<http://investor.shareholder.com/jpmorganchase/sec.cfm>), and on the Securities and Exchange Commission's website ([www.sec.gov](http://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.

**EARNINGS RELEASE FINANCIAL SUPPLEMENT**

**THIRD QUARTER 2017**

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(a) Refer to the Glossary of Terms and Acronyms on pages 279–285 of JPMorgan Chase & Co.'s (the "Firm's") Annual Report on Form 10-K for the year ended December 31, 2016 (the "2016 Annual Report") and the Glossary of Terms and Acronyms and Line of Business Metrics on pages 168-172 and pages 173-175, respectively, of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2017.

JPMORGAN CHASE & CO.  
**CONSOLIDATED FINANCIAL  
HIGHLIGHTS**

(in millions, except per share and ratio data)

JPMORGAN CHASE & CO.

SELECTED INCOME STATEMENT DATA	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017
						2Q17	3Q16			Change
<b>Reported Basis</b>										
Total net revenue	\$ 25,326	\$ 25,470	\$ 24,675	\$ 23,376	\$ 24,673	(1)%	3%	\$ 75,471	\$ 72,292	4%
Total noninterest expense	14,318	14,506	15,019	13,833	14,463	(1)	(1)	43,843	41,938	5
Pre-provision profit	11,008	10,964	9,656	9,543	10,210	—	8	31,628	30,354	4
Provision for credit losses	1,452	1,215	1,315	864	1,271	20	14	3,982	4,497	(11)
<b>NET INCOME</b>	<b>6,732</b>	<b>7,029</b>	<b>6,448</b>	<b>6,727</b>	<b>6,286</b>	<b>(4)</b>	<b>7</b>	<b>20,209</b>	<b>18,006</b>	<b>12</b>
<b>Managed Basis (a)</b>										
Total net revenue	26,200	26,405	25,586	24,333	25,512	(1)	3	78,191	74,809	5
Total noninterest expense	14,318	14,506	15,019	13,833	14,463	(1)	(1)	43,843	41,938	5
Pre-provision profit	11,882	11,899	10,567	10,500	11,049	—	8	34,348	32,871	4
Provision for credit losses	1,452	1,215	1,315	864	1,271	20	14	3,982	4,497	(11)
<b>NET INCOME</b>	<b>6,732</b>	<b>7,029</b>	<b>6,448</b>	<b>6,727</b>	<b>6,286</b>	<b>(4)</b>	<b>7</b>	<b>20,209</b>	<b>18,006</b>	<b>12</b>
<b>EARNINGS PER SHARE DATA</b>										
Net income: Basic	\$ 1.77	\$ 1.83	\$ 1.66	\$ 1.73	\$ 1.60	(3)	11	\$ 5.26	\$ 4.51	17
Diluted	1.76	1.82	1.65	1.71	1.58	(3)	11	5.22	4.48	17
Average shares: Basic	3,534.7	3,574.1	3,601.7	3,611.3	3,637.7	(1)	(3)	3,570.9	3,674.6	(3)
Diluted	3,559.6	3,599.0	3,630.4	3,646.6	3,669.8	(1)	(3)	3,597.0	3,704.5	(3)
<b>MARKET AND PER COMMON SHARE DATA</b>										
Market capitalization	\$ 331,393	\$ 321,633	\$ 312,078	\$ 307,295	\$ 238,277	3	39	\$ 331,393	\$ 238,277	39
Common shares at period-end	3,469.7	3,519.0	3,552.8	3,561.2	3,578.3	(1)	(3)	3,469.7	3,578.3	(3)
Closing share price (b)	\$ 95.51	\$ 91.40	\$ 87.84	\$ 86.29	\$ 66.59	4	43	\$ 95.51	\$ 66.59	43
Book value per share	66.95	66.05	64.68	64.06	63.79	1	5	66.95	63.79	5
Tangible book value per share ("TBVPS") (c)	54.03	53.29	52.04	51.44	51.23	1	5	54.03	51.23	5
Cash dividends declared per share	0.56 (f)	0.50	0.50	0.48	0.48	12	17	1.56	1.40	11
<b>FINANCIAL RATIOS (d)</b>										
Return on common equity ("ROE")	11%	12%	11%	11%	10%			11%	10%	
Return on tangible common equity ("ROTCE") (c)	13	14	13	14	13			14	13	
Return on assets	1.04	1.10	1.03	1.06	1.01			1.06	0.99	
<b>CAPITAL RATIOS (e)</b>										
Common equity Tier 1 ("CET1") capital ratio	12.6% (g)	12.6%	12.5%	12.4%	12.0%			12.6% (g)	12.0%	
Tier 1 capital ratio	14.3 (g)	14.4	14.3	14.1	13.6			14.3 (g)	13.6	
Total capital ratio	16.1 (g)	16.0	15.6	15.5	15.1			16.1 (g)	15.1	
Tier 1 leverage ratio	8.4 (g)	8.5	8.4	8.4	8.5			8.4 (g)	8.5	

(a) For a further discussion of managed basis, see Reconciliation from Reported to Managed Basis on page 7.

(b) Share price is from the New York Stock Exchange.

(c) TBVPS and ROTCE are non-GAAP financial measures. TBVPS represents tangible common equity ("TCE") divided by common shares at period-end. ROTCE measures the Firm's annualized earnings as a percentage of average TCE. TCE is also a non-GAAP financial measure; for a reconciliation of common stockholders' equity to TCE, see page 9. For further discussion of these measures, see page 28.

(d) Quarterly ratios are based upon annualized amounts.

(e) Ratios presented are calculated under the Basel III Transitional capital rules and for the capital ratios represent the Collins Floor. See footnote (a) on page 9 for additional information on Basel III and the Collins Floor.

(f) On June 28, 2017, the Board of Directors increased the quarterly common stock dividend from \$0.50 to \$0.56 per share.

(g) Estimated.



	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Total assets	\$ 2,563,074	\$ 2,563,174	\$ 2,546,290	\$ 2,490,972	\$ 2,521,029	— %	2 %	\$ 2,563,074	\$ 2,521,029	2 %
Loans:										
Consumer, excluding credit card loans	369,601	365,371	367,055	364,644	363,796	1	2	369,601	363,796	2
Credit card loans	141,313	140,141	135,016	141,816	133,435	1	6	141,313	133,435	6
Wholesale loans	402,847	403,255	393,903	388,305	390,823	—	3	402,847	390,823	3
<b>Total Loans</b>	<b>913,761</b>	<b>908,767</b>	<b>895,974</b>	<b>894,765</b>	<b>888,054</b>	<b>1</b>	<b>3</b>	<b>913,761</b>	<b>888,054</b>	<b>3</b>
Core loans (a)	843,432	834,935	812,119	806,152	795,077	1	6	843,432	795,077	6
Core loans (average) (a)	837,522	824,583	805,382	799,698	779,383	2	7	822,611	759,207	8
Deposits:										
U.S. offices:										
Noninterest-bearing	390,863	394,921	400,439	400,831	409,912	(1)	(5)	390,863	409,912	(5)
Interest-bearing	783,233	781,709	775,258	737,949	722,294	—	8	783,233	722,294	8
Non-U.S. offices:										
Noninterest-bearing	17,907	17,152	16,456	14,764	15,815	4	13	17,907	15,815	13
Interest-bearing	247,024	245,691	230,846	221,635	228,117	1	8	247,024	228,117	8
<b>Total deposits</b>	<b>1,439,027</b>	<b>1,439,473</b>	<b>1,422,999</b>	<b>1,375,179</b>	<b>1,376,138</b>	<b>—</b>	<b>5</b>	<b>1,439,027</b>	<b>1,376,138</b>	<b>5</b>
Long-term debt (b)	288,582	292,973	289,492	295,245	309,418	(1)	(7)	288,582	309,418	(7)
Common stockholders' equity	232,314	232,415	229,795	228,122	228,263	—	2	232,314	228,263	2
Total stockholders' equity	258,382	258,483	255,863	254,190	254,331	—	2	258,382	254,331	2
Loans-to-deposits ratio	63%	63%	63%	65%	65%			63%	65%	
<b>Headcount</b>	<b>251,503</b>	<b>249,257</b>	<b>246,345</b>	<b>243,355</b>	<b>242,315</b>	<b>1</b>	<b>4</b>	<b>251,503</b>	<b>242,315</b>	<b>4</b>
<b>95% CONFIDENCE LEVEL - TOTAL VaR</b>										
Average VaR (c)	\$ 30	\$ 27	\$ 25	\$ 40	\$ 43	11	(30)			
<b>LINE OF BUSINESS NET REVENUE (d)</b>										
Consumer & Community Banking	\$ 12,033	\$ 11,412	\$ 10,970	\$ 11,019	\$ 11,328	5	6	\$ 34,415	\$ 33,896	2
Corporate & Investment Bank	8,590	8,889	9,536	8,461	9,455	(3)	(9)	27,015	26,755	1
Commercial Banking	2,146	2,088	2,018	1,963	1,870	3	15	6,252	5,490	14
Asset & Wealth Management	3,245	3,212	3,087	3,087	3,047	1	6	9,544	8,958	7
Corporate	186	804	(25)	(197)	(188)	(77)	NM	965	(290)	NM
<b>TOTAL NET REVENUE</b>	<b>\$ 26,200</b>	<b>\$ 26,405</b>	<b>\$ 25,586</b>	<b>\$ 24,333</b>	<b>\$ 25,512</b>	<b>(1)</b>	<b>3</b>	<b>\$ 78,191</b>	<b>\$ 74,809</b>	<b>5</b>
<b>LINE OF BUSINESS NET INCOME</b>										
Consumer & Community Banking	\$ 2,553	\$ 2,223	\$ 1,988	\$ 2,364	\$ 2,204	15	16	\$ 6,764	\$ 7,350	(8)
Corporate & Investment Bank	2,546	2,710	3,241	3,431	2,912	(6)	(13)	8,497	7,384	15
Commercial Banking	881	902	799	687	778	(2)	13	2,582	1,970	31
Asset & Wealth Management	674	624	385	586	557	8	21	1,683	1,665	1
Corporate	78	570	35	(341)	(165)	(86)	NM	683	(363)	NM
<b>NET INCOME</b>	<b>\$ 6,732</b>	<b>\$ 7,029</b>	<b>\$ 6,448</b>	<b>\$ 6,727</b>	<b>\$ 6,286</b>	<b>(4)</b>	<b>7</b>	<b>\$ 20,209</b>	<b>\$ 18,006</b>	<b>12</b>

(a) Loans considered central to the Firm's ongoing businesses. For further discussion of core loans, see page 28.

(b) Included unsecured long-term debt of \$221.7 billion, \$221.0 billion, \$212.0 billion, \$212.6 billion and \$226.8 billion for the periods ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively.

(c) The Firm refined the historical proxy time series inputs to certain VaR models during the first quarter of 2017. This refinement is intended to more appropriately reflect the risk exposure from certain asset-backed products. In the absence of this refinement, the average Total VaR would have been higher by the following amounts: \$4 million, \$6 million and \$3 million for the three months ended September 30, 2017, June 30, 2017 and March 31, 2017, respectively. For information regarding CIB VaR, see page 17.

(d) For a further discussion of managed basis, see Reconciliation from Reported to Managed Basis on page 7.

CONSOLIDATED STATEMENTS OF  
INCOME

(in millions, except per share and ratio data)

JPMORGAN CHASE &amp; CO.

REVENUE	QUARTERLY TRENDS					NINE MONTHS ENDED SEPTEMBER 30,				
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2016
						2Q17	3Q16			
Investment banking fees	\$ 1,843	\$ 1,810	\$ 1,817	\$ 1,605	\$ 1,866	2 %	(1)%	\$ 5,470	\$ 4,843	13 %
Principal transactions	2,721	3,137	3,582	2,460	3,451	(13)	(21)	9,440	9,106	4
Lending- and deposit-related fees	1,497	1,482	1,448	1,484	1,484	1	1	4,427	4,290	3
Asset management, administration and commissions	3,846	3,824	3,677	3,689	3,597	1	7	11,347	10,902	4
Securities gains/(losses)	(1)	(34)	(3)	5	64	97	NM	(38)	136	NM
Mortgage fees and related income	429	404	406	511	624	6	(31)	1,239	1,980	(37)
Card income	1,242	1,167	914	918	1,202	6	3	3,323	3,861	(14)
Other income	951	1,472	770	951	782	(35)	22	3,193	2,844	12
<b>Noninterest revenue</b>	<b>12,528</b>	<b>13,262</b>	<b>12,611</b>	<b>11,623</b>	<b>13,070</b>	<b>(6)</b>	<b>(4)</b>	<b>38,401</b>	<b>37,962</b>	<b>1</b>
Interest income	16,687	15,650	15,042	14,466	14,070	7	19	47,379	41,435	14
Interest expense	3,889	3,442	2,978	2,713	2,467	13	58	10,309	7,105	45
<b>Net interest income</b>	<b>12,798</b>	<b>12,208</b>	<b>12,064</b>	<b>11,753</b>	<b>11,603</b>	<b>5</b>	<b>10</b>	<b>37,070</b>	<b>34,330</b>	<b>8</b>
<b>TOTAL NET REVENUE</b>	<b>25,326</b>	<b>25,470</b>	<b>24,675</b>	<b>23,376</b>	<b>24,673</b>	<b>(1)</b>	<b>3</b>	<b>75,471</b>	<b>72,292</b>	<b>4</b>
Provision for credit losses	1,452	1,215	1,315	864	1,271	20	14	3,982	4,497	(11)
<b>NONINTEREST EXPENSE</b>										
Compensation expense	7,646	7,706	8,201	6,872	7,669	(1)	—	23,553	23,107	2
Occupancy expense	930	912	961	957	899	2	3	2,803	2,681	5
Technology, communications and equipment expense	1,972	1,870	1,828	1,822	1,741	5	13	5,670	5,024	13
Professional and outside services	1,705	1,644	1,543	1,742	1,665	4	2	4,892	4,913	—
Marketing	710	756	713	697	825	(6)	(14)	2,179	2,200	(1)
Other expense (a)	1,355	1,618	1,773	1,743	1,664	(16)	(19)	4,746	4,013	18
<b>TOTAL NONINTEREST EXPENSE</b>	<b>14,318</b>	<b>14,506</b>	<b>15,019</b>	<b>13,833</b>	<b>14,463</b>	<b>(1)</b>	<b>(1)</b>	<b>43,843</b>	<b>41,938</b>	<b>5</b>
<b>Income before income tax expense</b>	<b>9,556</b>	<b>9,749</b>	<b>8,341</b>	<b>8,679</b>	<b>8,939</b>	<b>(2)</b>	<b>7</b>	<b>27,646</b>	<b>25,857</b>	<b>7</b>
Income tax expense	2,824	2,720	1,893	1,952	2,653	4	6	7,437	7,851	(5)
<b>NET INCOME</b>	<b>\$ 6,732</b>	<b>\$ 7,029</b>	<b>\$ 6,448</b>	<b>\$ 6,727</b>	<b>\$ 6,286</b>	<b>(4)</b>	<b>7</b>	<b>\$ 20,209</b>	<b>\$ 18,006</b>	<b>12</b>
<b>NET INCOME PER COMMON SHARE DATA</b>										
Basic earnings per share	\$ 1.77	\$ 1.83	\$ 1.66	\$ 1.73	\$ 1.60	(3)	11	\$ 5.26	\$ 4.51	17
Diluted earnings per share	1.76	1.82	1.65	1.71	1.58	(3)	11	5.22	4.48	17
<b>FINANCIAL RATIOS</b>										
Return on common equity (b)	11%	12%	11%	11%	10%			11%	10%	
Return on tangible common equity (b)(c)	13	14	13	14	13			14	13	
Return on assets (b)	1.04	1.10	1.03	1.06	1.01			1.06	0.99	
Effective income tax rate	29.6	27.9	22.7	22.5	29.7			26.9	30.4	
Overhead ratio	57	57	61	59	59			58	58	

(a) Included Firmwide legal expense/(benefit) of \$(107) million, \$61 million, \$218 million, \$230 million and \$(71) million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively; and \$172 million and \$(547) million for the nine months ended September 30, 2017 and 2016, respectively.

(b) Quarterly ratios are based upon annualized amounts.

(c) For further discussion of ROTCE, see page 28.

## CONSOLIDATED BALANCE SHEETS

(in millions)

## JPMORGAN CHASE &amp; CO.

Sep 30, 2017

	Sep 30, 2017						
					Change		
	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016	Sep 30, 2016	Jun 30, 2017	Sep 30, 2016
<b>ASSETS</b>							
Cash and due from banks	\$ 21,994	\$ 21,781	\$ 20,484	\$ 23,873	\$ 21,390	1 %	3 %
Deposits with banks	435,810	427,380	439,911	365,762	396,200	2	10
Federal funds sold and securities purchased under resale agreements	185,454	218,570	190,566	229,967	232,637	(15)	(20)
Securities borrowed	101,680	90,654	92,309	96,409	109,197	12	(7)
Trading assets:							
Debt and equity instruments	362,158	350,558	346,450	308,052	309,258	3	17
Derivative receivables	58,260	56,506	56,063	64,078	65,579	3	(11)
Securities	263,288	263,458	281,850	289,059	272,401	—	(3)
Loans	913,761	908,767	895,974	894,765	888,054	1	3
Less: Allowance for loan losses	13,539	13,363	13,413	13,776	14,204	1	(5)
<b>Loans, net of allowance for loan losses</b>	<b>900,222</b>	<b>895,404</b>	<b>882,561</b>	<b>880,989</b>	<b>873,850</b>	<b>1</b>	<b>3</b>
Accrued interest and accounts receivable	61,757	64,038	60,038	52,330	64,333	(4)	(4)
Premises and equipment	14,218	14,206	14,227	14,131	14,208	—	—
Goodwill	47,309	47,300	47,292	47,288	47,302	—	—
Mortgage servicing rights	5,738	5,753	6,079	6,096	4,937	—	16
Other intangible assets	808	827	847	862	887	(2)	(9)
Other assets	104,378	106,739	107,613	112,076	108,850	(2)	(4)
<b>TOTAL ASSETS</b>	<b>\$2,563,074</b>	<b>\$2,563,174</b>	<b>\$2,546,290</b>	<b>\$2,490,972</b>	<b>\$2,521,029</b>	<b>—</b>	<b>2</b>
<b>LIABILITIES</b>							
Deposits	\$1,439,027	\$1,439,473	\$1,422,999	\$1,375,179	\$1,376,138	—	5
Federal funds purchased and securities loaned or sold under repurchase agreements	169,393	165,621	183,316	165,666	168,491	2	1
Commercial paper	24,248	22,207	14,908	11,738	12,258	9	98
Other borrowed funds	29,719	30,936	24,342	22,705	24,479	(4)	21
Trading liabilities:							
Debt and equity instruments	89,089	91,628	90,913	87,428	95,126	(3)	(6)
Derivative payables	39,446	41,795	44,575	49,231	48,143	(6)	(18)
Accounts payable and other liabilities	196,764	189,160	183,200	190,543	190,412	4	3
Beneficial interests issued by consolidated VIEs	28,424	30,898	36,682	39,047	42,233	(8)	(33)
Long-term debt	288,582	292,973	289,492	295,245	309,418	(1)	(7)
<b>TOTAL LIABILITIES</b>	<b>2,304,692</b>	<b>2,304,691</b>	<b>2,290,427</b>	<b>2,236,782</b>	<b>2,266,698</b>	<b>—</b>	<b>2</b>
<b>STOCKHOLDERS' EQUITY</b>							
Preferred stock	26,068	26,068	26,068	26,068	26,068	—	—
Common stock	4,105	4,105	4,105	4,105	4,105	—	—
Additional paid-in capital	90,697	90,604	90,395	91,627	92,103	—	(2)
Retained earnings	175,827	171,488	166,663	162,440	157,870	3	11
Accumulated other comprehensive income/(loss)	(309)	(392)	(923)	(1,175)	1,474	21	NM
Shares held in RSU Trust, at cost	(21)	(21)	(21)	(21)	(21)	—	—
Treasury stock, at cost	(37,985)	(33,369)	(30,424)	(28,854)	(27,268)	(14)	(39)
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>258,382</b>	<b>258,483</b>	<b>255,863</b>	<b>254,190</b>	<b>254,331</b>	<b>—</b>	<b>2</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$2,563,074</b>	<b>\$2,563,174</b>	<b>\$2,546,290</b>	<b>\$2,490,972</b>	<b>\$2,521,029</b>	<b>—</b>	<b>2</b>

## CONDENSED AVERAGE BALANCE SHEETS AND ANNUALIZED YIELDS

(in millions, except rates)

AVERAGE BALANCES	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>ASSETS</b>										
Deposits with banks	\$ 455,255	\$ 437,637	\$ 422,169	\$ 415,817	\$ 409,176	4 %	11 %	\$ 438,475	\$ 384,217	14 %
Federal funds sold and securities purchased under										
resale agreements	188,594	193,302	196,965	217,907	196,657	(2)	(4)	192,922	201,157	(4)
Securities borrowed	95,597	90,151	95,372	103,928	102,790	6	(7)	93,708	102,640	(9)
Trading assets - debt instruments	240,876	234,809	225,801	218,272	219,816	3	10	233,884	214,656	9
Securities	261,117	274,695	285,565	280,087	272,993	(5)	(4)	273,703	279,152	(2)
Loans	909,580	904,969	891,904	890,511	874,396	1	4	902,216	858,275	5
Other assets (a)	43,155	41,546	43,136	39,025	40,665	4	6	42,612	40,036	6
<b>Total interest-earning assets</b>	<b>2,194,174</b>	<b>2,177,109</b>	<b>2,160,912</b>	<b>2,165,547</b>	<b>2,116,493</b>	<b>1</b>	<b>4</b>	<b>2,177,520</b>	<b>2,080,133</b>	<b>5</b>
Trading assets - equity instruments	119,463	126,127	115,284	98,427	98,714	(5)	21	120,307	94,555	27
Trading assets - derivative receivables	59,839	58,250	61,400	70,580	72,520	3	(17)	59,824	71,004	(16)
All other noninterest-earning assets	195,755	197,750	195,566	197,903	189,235	(1)	3	196,358	192,142	2
<b>TOTAL ASSETS</b>	<b>\$ 2,569,231</b>	<b>\$ 2,559,236</b>	<b>\$ 2,533,162</b>	<b>\$ 2,532,457</b>	<b>\$ 2,476,962</b>	<b>—</b>	<b>4</b>	<b>\$ 2,554,009</b>	<b>\$ 2,437,834</b>	<b>5</b>
<b>LIABILITIES</b>										
Interest-bearing deposits	\$ 1,029,534	\$ 1,006,008	\$ 986,015	\$ 959,779	\$ 932,738	2	10	\$ 1,007,345	\$ 913,682	10
Federal funds purchased and securities loaned or										
sold under repurchase agreements	181,851	196,331	189,611	186,579	180,098	(7)	1	189,236	176,081	7
Commercial paper	23,022	19,466	13,364	11,263	13,798	18	67	18,653	16,257	15
Trading liabilities - debt, short-term and other liabilities (b)	198,674	197,066	199,981	202,979	196,247	1	1	198,569	197,537	1
Beneficial interests issued by consolidated VIEs	29,832	34,083	38,775	39,985	42,462	(12)	(30)	34,197	40,245	(15)
Long-term debt	294,626	295,868	292,224	301,989	300,295	—	(2)	294,248	293,418	—
<b>Total interest-bearing liabilities</b>	<b>1,757,539</b>	<b>1,748,822</b>	<b>1,719,970</b>	<b>1,702,574</b>	<b>1,665,638</b>	<b>—</b>	<b>6</b>	<b>1,742,248</b>	<b>1,637,220</b>	<b>6</b>
Noninterest-bearing deposits	401,489	404,121	405,548	414,266	405,237	(1)	(1)	403,704	398,814	1
Trading liabilities - equity instruments	20,905	19,346	21,072	21,411	22,262	8	(6)	20,441	20,511	—
Trading liabilities - derivative payables	44,627	44,740	48,373	54,548	54,552	—	(18)	45,900	56,390	(19)
All other noninterest-bearing liabilities	86,742	85,939	84,428	87,180	77,116	1	12	85,711	74,797	15
<b>TOTAL LIABILITIES</b>	<b>2,311,302</b>	<b>2,302,968</b>	<b>2,279,391</b>	<b>2,279,979</b>	<b>2,224,805</b>	<b>—</b>	<b>4</b>	<b>2,298,004</b>	<b>2,187,732</b>	<b>5</b>
Preferred stock	26,068	26,068	26,068	26,068	26,068	—	—	26,068	26,068	—
Common stockholders' equity	231,861	230,200	227,703	226,410	226,089	1	3	229,937	224,034	3
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>257,929</b>	<b>256,268</b>	<b>253,771</b>	<b>252,478</b>	<b>252,157</b>	<b>1</b>	<b>2</b>	<b>256,005</b>	<b>250,102</b>	<b>2</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 2,569,231</b>	<b>\$ 2,559,236</b>	<b>\$ 2,533,162</b>	<b>\$ 2,532,457</b>	<b>\$ 2,476,962</b>	<b>—</b>	<b>4</b>	<b>\$ 2,554,009</b>	<b>\$ 2,437,834</b>	<b>5</b>

## AVERAGE RATES (c)

## INTEREST-EARNING ASSETS

Deposits with banks	1.09 %	0.92 %	0.69 %	0.47 %	0.44 %			0.91 %	0.48 %
Federal funds sold and securities purchased under									
resale agreements	1.31	1.10	1.08	1.04	1.14			1.16	1.13
Securities borrowed (d)	—	(0.09)	(0.19)	(0.20)	(0.35)			(0.09)	(0.36)
Trading assets - debt instruments	3.25	3.13	3.38	3.40	3.46			3.25	3.43
Securities	3.10	3.11	3.01	2.87	2.95			3.07	2.96
Loans	4.62	4.46	4.47	4.30	4.23			4.52	4.24
Other assets (a)	4.83	4.28	3.21	2.57	2.14			4.11	2.08
<b>Total interest-earning assets</b>	<b>3.07</b>	<b>2.95</b>	<b>2.88</b>	<b>2.71</b>	<b>2.70</b>			<b>2.97</b>	<b>2.72</b>

## INTEREST-BEARING LIABILITIES

Interest-bearing deposits	0.32	0.25	0.20	0.16	0.15			0.26	0.14
Federal funds purchased and securities loaned or									
sold under repurchase agreements	0.98	0.79	0.63	0.56	0.63			0.80	0.63
Commercial paper	1.43	1.29	1.22	1.09	0.97			1.33	0.86
Trading liabilities - debt, short-term and other liabilities (b)	1.27	1.12	0.89	0.67	0.58			1.09	0.56
Beneficial interests issued by consolidated VIEs	1.62	1.51	1.41	1.37	1.26			1.51	1.22
Long-term debt	2.37	2.29	2.21	2.06	1.84			2.29	1.82

<b>Total interest-bearing liabilities</b>	<b>0.88</b>	<b>0.79</b>	<b>0.70</b>	<b>0.63</b>	<b>0.59</b>	<b>0.79</b>	<b>0.58</b>
<b>INTEREST RATE SPREAD</b>	<b>2.19 %</b>	<b>2.16 %</b>	<b>2.18 %</b>	<b>2.08 %</b>	<b>2.11 %</b>	<b>2.18 %</b>	<b>2.14 %</b>
<b>NET YIELD ON INTEREST-EARNING ASSETS</b>	<b>2.37 %</b>	<b>2.31 %</b>	<b>2.33 %</b>	<b>2.22 %</b>	<b>2.24 %</b>	<b>2.34 %</b>	<b>2.26 %</b>

- 
- (a) Includes margin loans.
  - (b) Includes brokerage customer payables.
  - (c) Interest includes the effect of related hedging derivatives. Taxable-equivalent amounts are used where applicable.
  - (d) Negative yield is related to client-driven demand for certain securities combined with the impact of low interest rates; this is matched book activity and the negative interest expense on the corresponding securities loaned is recognized in interest expense and reported within trading liabilities - debt, short-term and other liabilities.

**RECONCILIATION FROM REPORTED TO MANAGED BASIS**

(in millions, except ratios)

JPMORGAN CHASE &amp; CO.

The Firm prepares its Consolidated Financial Statements using accounting principles generally accepted in the U.S. ("U.S. GAAP"). That presentation, which is referred to as "reported" basis, provides the reader with an understanding of the Firm's results that can be 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 reported basis, management reviews Firmwide results, including the overhead ratio, on a "managed" basis; these Firmwide managed basis results are considered non-GAAP financial measures. The Firm also reviews the results of the lines of business on a managed basis. For additional information on managed basis, refer to the notes on Non-GAAP Financial Measures on page 28.

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

	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>OTHER INCOME</b>										
Other income - reported	\$ 951	\$ 1,472	\$ 770	\$ 951	\$ 782	(35)%	22 %	\$ 3,193	\$ 2,844	12 %
Fully taxable-equivalent adjustments (a)	555	596	582	645	540	(7)	3	1,733	1,620	7
Other income - managed	<u>\$ 1,506</u>	<u>\$ 2,068</u>	<u>\$ 1,352</u>	<u>\$ 1,596</u>	<u>\$ 1,322</u>	(27)	14	<u>\$ 4,926</u>	<u>\$ 4,464</u>	10
<b>TOTAL NONINTEREST REVENUE</b>										
Total noninterest revenue - reported	\$ 12,528	\$ 13,262	\$ 12,611	\$ 11,623	\$ 13,070	(6)	(4)	\$ 38,401	\$ 37,962	1
Fully taxable-equivalent adjustments (a)	555	596	582	645	540	(7)	3	1,733	1,620	7
Total noninterest revenue - managed	<u>\$ 13,083</u>	<u>\$ 13,858</u>	<u>\$ 13,193</u>	<u>\$ 12,268</u>	<u>\$ 13,610</u>	(6)	(4)	<u>\$ 40,134</u>	<u>\$ 39,582</u>	1
<b>NET INTEREST INCOME</b>										
Net interest income - reported	\$ 12,798	\$ 12,208	\$ 12,064	\$ 11,753	\$ 11,603	5	10	\$ 37,070	\$ 34,330	8
Fully taxable-equivalent adjustments (a)	319	339	329	312	299	(6)	7	987	897	10
Net interest income - managed	<u>\$ 13,117</u>	<u>\$ 12,547</u>	<u>\$ 12,393</u>	<u>\$ 12,065</u>	<u>\$ 11,902</u>	5	10	<u>\$ 38,057</u>	<u>\$ 35,227</u>	8
<b>TOTAL NET REVENUE</b>										
Total net revenue - reported	\$ 25,326	\$ 25,470	\$ 24,675	\$ 23,376	\$ 24,673	(1)	3	\$ 75,471	\$ 72,292	4
Fully taxable-equivalent adjustments (a)	874	935	911	957	839	(7)	4	2,720	2,517	8
Total net revenue - managed	<u>\$ 26,200</u>	<u>\$ 26,405</u>	<u>\$ 25,586</u>	<u>\$ 24,333</u>	<u>\$ 25,512</u>	(1)	3	<u>\$ 78,191</u>	<u>\$ 74,809</u>	5
<b>PRE-PROVISION PROFIT</b>										
Pre-provision profit - reported	\$ 11,008	\$ 10,964	\$ 9,656	\$ 9,543	\$ 10,210	—	8	\$ 31,628	\$ 30,354	4
Fully taxable-equivalent adjustments (a)	874	935	911	957	839	(7)	4	2,720	2,517	8
Pre-provision profit - managed	<u>\$ 11,882</u>	<u>\$ 11,899</u>	<u>\$ 10,567</u>	<u>\$ 10,500</u>	<u>\$ 11,049</u>	—	8	<u>\$ 34,348</u>	<u>\$ 32,871</u>	4
<b>INCOME BEFORE INCOME TAX EXPENSE</b>										
Income before income tax expense - reported	\$ 9,556	\$ 9,749	\$ 8,341	\$ 8,679	\$ 8,939	(2)	7	\$ 27,646	\$ 25,857	7
Fully taxable-equivalent adjustments (a)	874	935	911	957	839	(7)	4	2,720	2,517	8
Income before income tax expense - managed	<u>\$ 10,430</u>	<u>\$ 10,684</u>	<u>\$ 9,252</u>	<u>\$ 9,636</u>	<u>\$ 9,778</u>	(2)	7	<u>\$ 30,366</u>	<u>\$ 28,374</u>	7
<b>INCOME TAX EXPENSE</b>										
Income tax expense - reported	\$ 2,824	\$ 2,720	\$ 1,893	\$ 1,952	\$ 2,653	4	6	\$ 7,437	\$ 7,851	(5)
Fully taxable-equivalent adjustments (a)	874	935	911	957	839	(7)	4	2,720	2,517	8
Income tax expense - managed	<u>\$ 3,698</u>	<u>\$ 3,655</u>	<u>\$ 2,804</u>	<u>\$ 2,909</u>	<u>\$ 3,492</u>	1	6	<u>\$ 10,157</u>	<u>\$ 10,368</u>	(2)
<b>OVERHEAD RATIO</b>										
Overhead ratio - reported	57 %	57 %	61 %	59 %	59 %			58 %	58 %	
Overhead ratio - managed	55	55	59	57	57			56	56	

(a) Predominantly recognized in the CIB and Commercial Banking ("CB") business segments and Corporate.

## SEGMENT RESULTS - MANAGED BASIS

(in millions)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>TOTAL NET REVENUE (fully taxable-equivalent ("FTE"))</b>										
Consumer & Community Banking	\$ 12,033	\$ 11,412	\$ 10,970	\$ 11,019	\$ 11,328	5 %	6 %	\$ 34,415	\$ 33,896	2 %
Corporate & Investment Bank	8,590	8,889	9,536	8,461	9,455	(3)	(9)	27,015	26,755	1
Commercial Banking	2,146	2,088	2,018	1,963	1,870	3	15	6,252	5,490	14
Asset & Wealth Management	3,245	3,212	3,087	3,087	3,047	1	6	9,544	8,958	7
Corporate	186	804	(25)	(197)	(188)	(77)	NM	965	(290)	NM
<b>TOTAL NET REVENUE</b>	<b>\$ 26,200</b>	<b>\$ 26,405</b>	<b>\$ 25,586</b>	<b>\$ 24,333</b>	<b>\$ 25,512</b>	<b>(1)</b>	<b>3</b>	<b>\$ 78,191</b>	<b>\$ 74,809</b>	<b>5</b>
<b>TOTAL NONINTEREST EXPENSE</b>										
Consumer & Community Banking	\$ 6,495	\$ 6,500	\$ 6,395	\$ 6,303	\$ 6,510	—	—	\$ 19,390	\$ 18,602	4
Corporate & Investment Bank	4,768	4,841	5,121	4,172	4,934	(2)	(3)	14,730	14,820	(1)
Commercial Banking	800	790	825	744	746	1	7	2,415	2,190	10
Asset & Wealth Management	2,181	2,192	2,580	2,175	2,130	(1)	2	6,953	6,303	10
Corporate	74	183	98	439	143	(60)	(48)	355	23	NM
<b>TOTAL NONINTEREST EXPENSE</b>	<b>\$ 14,318</b>	<b>\$ 14,506</b>	<b>\$ 15,019</b>	<b>\$ 13,833</b>	<b>\$ 14,463</b>	<b>(1)</b>	<b>(1)</b>	<b>\$ 43,843</b>	<b>\$ 41,938</b>	<b>5</b>
<b>PRE-PROVISION PROFIT/(LOSS)</b>										
Consumer & Community Banking	\$ 5,538	\$ 4,912	\$ 4,575	\$ 4,716	\$ 4,818	13	15	\$ 15,025	\$ 15,294	(2)
Corporate & Investment Bank	3,822	4,048	4,415	4,289	4,521	(6)	(15)	12,285	11,935	3
Commercial Banking	1,346	1,298	1,193	1,219	1,124	4	20	3,837	3,300	16
Asset & Wealth Management	1,064	1,020	507	912	917	4	16	2,591	2,655	(2)
Corporate	112	621	(123)	(636)	(331)	(82)	NM	610	(313)	NM
<b>PRE-PROVISION PROFIT</b>	<b>\$ 11,882</b>	<b>\$ 11,899</b>	<b>\$ 10,567</b>	<b>\$ 10,500</b>	<b>\$ 11,049</b>	<b>—</b>	<b>8</b>	<b>\$ 34,348</b>	<b>\$ 32,871</b>	<b>4</b>
<b>PROVISION FOR CREDIT LOSSES</b>										
Consumer & Community Banking	\$ 1,517	\$ 1,394	\$ 1,430	\$ 949	\$ 1,294	9	17	\$ 4,341	\$ 3,545	22
Corporate & Investment Bank	(26)	(53)	(96)	(198)	67	51	NM	(175)	761	NM
Commercial Banking	(47)	(130)	(37)	124	(121)	64	61	(214)	158	NM
Asset & Wealth Management	8	4	18	(11)	32	100	(75)	30	37	(19)
Corporate	—	—	—	—	(1)	—	100	—	(4)	100
<b>PROVISION FOR CREDIT LOSSES</b>	<b>\$ 1,452</b>	<b>\$ 1,215</b>	<b>\$ 1,315</b>	<b>\$ 864</b>	<b>\$ 1,271</b>	<b>20</b>	<b>14</b>	<b>\$ 3,982</b>	<b>\$ 4,497</b>	<b>(11)</b>
<b>NET INCOME/(LOSS)</b>										
Consumer & Community Banking	\$ 2,553	\$ 2,223	\$ 1,988	\$ 2,364	\$ 2,204	15	16	\$ 6,764	\$ 7,350	(6)
Corporate & Investment Bank	2,546	2,710	3,241	3,431	2,912	(6)	(13)	8,497	7,384	15
Commercial Banking	881	902	799	687	778	(2)	13	2,582	1,970	31
Asset & Wealth Management	674	624	385	586	557	8	21	1,683	1,665	1
Corporate	78	570	35	(341)	(165)	(86)	NM	683	(363)	NM
<b>TOTAL NET INCOME</b>	<b>\$ 6,732</b>	<b>\$ 7,029</b>	<b>\$ 6,448</b>	<b>\$ 6,727</b>	<b>\$ 6,286</b>	<b>(4)</b>	<b>7</b>	<b>\$ 20,209</b>	<b>\$ 18,006</b>	<b>12</b>

## CAPITAL AND OTHER SELECTED BALANCE SHEET ITEMS

(in millions, except ratio data)

JPMORGAN CHASE &amp; CO.

	Sep 30, 2017									
						Change		NINE MONTHS ENDED SEPTEMBER 30,		
	Sep 30,	Jun 30,	Mar 31,	Dec 31,	Sep 30,	Jun 30,	Sep 30,	2017		
	2017	2017	2017	2016	2016	2017	2016	2017	2016	2016
<b>CAPITAL (a)</b>										
<b>Risk-based capital metrics</b>										
<b>Standardized Transitional</b>										
CET1 capital	\$ 187,061 (f)	\$ 186,942	\$ 184,337	\$ 182,967	\$ 181,606	— %	3 %			
Tier 1 capital	212,298 (f)	212,353	209,653	208,112	206,430	—	3			
Total capital	242,948 (f)	243,061	240,222	239,553	241,004	—	1			
Risk-weighted assets	1,486,433 (f)	1,478,816	1,468,931	1,464,981	1,480,291	1	—			
CET1 capital ratio	12.6% (f)	12.6%	12.5%	12.5%	12.3%					
Tier 1 capital ratio	14.3 (f)	14.4	14.3	14.2	13.9					
Total capital ratio	16.3 (f)	16.4	16.4	16.4	16.3					
<b>Advanced Transitional</b>										
CET1 capital	\$ 187,061 (f)	186,942	184,337	182,967	181,606	—	3			
Tier 1 capital	212,298 (f)	212,353	209,653	208,112	206,430	—	3			
Total capital	232,599 (f)	233,345	229,436	228,592	229,324	—	1			
Risk-weighted assets	1,449,048 (f)	1,459,196	1,467,992	1,476,915	1,515,177	(1)	(4)			
CET1 capital ratio	12.9% (f)	12.8%	12.6%	12.4%	12.0%					
Tier 1 capital ratio	14.7 (f)	14.6	14.3	14.1	13.6					
Total capital ratio	16.1 (f)	16.0	15.6	15.5	15.1					
<b>Leverage-based capital metrics</b>										
Adjusted average assets (b)	\$ 2,521,890 (f)	\$ 2,512,120	\$ 2,486,114	\$ 2,484,631	\$ 2,427,423	—	4			
Tier 1 leverage ratio	8.4% (f)	8.5%	8.4%	8.4%	8.5%					
SLR leverage exposure (c)	\$ 3,210,599 (f)	\$ 3,193,072	3,171,822	3,191,990	3,140,733	1	2			
SLR (c)	6.6% (f)	6.7%	6.6%	6.5%	6.6%					
<b>TANGIBLE COMMON EQUITY (period-end) (d)</b>										
Common stockholders' equity	\$ 232,314	\$ 232,415	\$ 229,795	\$ 228,122	\$ 228,263	—	2			
Less: Goodwill	47,309	47,300	47,292	47,288	47,302	—	—			
Less: Other intangible assets	808	827	847	862	887	(2)	(9)			
Add: Deferred tax liabilities (e)	3,271	3,252	3,225	3,230	3,232	1	1			
<b>Total tangible common equity</b>	<b>\$ 187,468</b>	<b>\$ 187,540</b>	<b>\$ 184,881</b>	<b>\$ 183,202</b>	<b>\$ 183,306</b>	—	2			
<b>TANGIBLE COMMON EQUITY (average) (d)</b>										
Common stockholders' equity	\$ 231,861	\$ 230,200	\$ 227,703	\$ 226,410	\$ 226,089	1	3	\$ 229,937	\$ 224,034	3 %
Less: Goodwill	47,309	47,290	47,293	47,296	47,302	—	—	47,297	47,314	—
Less: Other intangible assets	818	838	853	873	903	(2)	(9)	836	938	(11)
Add: Deferred tax liabilities (e)	3,262	3,239	3,228	3,231	3,226	1	1	3,243	3,205	1
<b>Total tangible common equity</b>	<b>\$ 186,996</b>	<b>\$ 185,311</b>	<b>\$ 182,785</b>	<b>\$ 181,472</b>	<b>\$ 181,110</b>	1	3	<b>\$ 185,047</b>	<b>\$ 178,987</b>	3
<b>INTANGIBLE ASSETS (period-end)</b>										
Goodwill	\$ 47,309	\$ 47,300	\$ 47,292	\$ 47,288	\$ 47,302	—	—			
Mortgage servicing rights	5,738	5,753	6,079	6,096	4,937	—	16			
Other intangible assets	808	827	847	862	887	(2)	(9)			
<b>Total intangible assets</b>	<b>\$ 53,855</b>	<b>\$ 53,880</b>	<b>\$ 54,218</b>	<b>\$ 54,246</b>	<b>\$ 53,126</b>	—	1			

(a) Basel III sets forth two comprehensive methodologies for calculating risk-weighted assets: a Standardized approach and an Advanced approach. As required by the Collins Amendment of the Dodd-Frank Act, the capital adequacy of the Firm is evaluated against the Basel III approach (Standardized or Advanced) that results, for each quarter, in the lower ratio (the "Collins Floor"). For further discussion of the implementation of Basel III, see Capital Risk Management on pages 76-85 of the 2016 Annual Report, and on pages 42-48 of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2017.

(b) Adjusted average assets, for purposes of calculating leverage ratios, includes total quarterly average assets adjusted for on balance sheet assets that are subject to deduction from Tier 1 capital, predominantly goodwill and other intangible assets.

(c) The supplementary leverage ratio ("SLR") under Basel III is defined as Tier 1 capital divided by the Firm's total leverage exposure. Total leverage exposure is calculated by taking the Firm's adjusted average assets as calculated for the Tier 1 leverage ratio, and adding certain off-balance sheet exposures, such as undrawn commitments and derivatives potential future exposure.

(d) For further discussion of TCE, see page 28.

(e) 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.

(f) Estimated.



## EARNINGS PER SHARE AND RELATED INFORMATION

(in millions, except per share and ratio data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017
						2Q17	3Q16			Change
<b>EARNINGS PER SHARE</b>										
<b>Basic earnings per share</b>										
Net income	\$ 6,732	\$ 7,029	\$ 6,448	\$ 6,727	\$ 6,286	(4)%	7 %	\$ 20,209	\$ 18,006	12 %
Less: Preferred stock dividends	412	411	412	412	412	—	—	1,235	1,235	—
<b>Net income applicable to common equity</b>	<b>6,320</b>	<b>6,618</b>	<b>6,036</b>	<b>6,315</b>	<b>5,874</b>	(5)	8	<b>18,974</b>	<b>16,771</b>	13
Less: Dividends and undistributed earnings allocated to										
participating securities	58	63	61	65	62	(8)	(6)	188	187	1
<b>Net income applicable to common stockholders</b>	<b>\$ 6,262</b>	<b>\$ 6,555</b>	<b>\$ 5,975</b>	<b>\$ 6,250</b>	<b>\$ 5,812</b>	(4)	8	<b>\$ 18,786</b>	<b>\$ 16,584</b>	13
Total weighted-average basic shares outstanding	3,534.7	3,574.1	3,601.7	3,611.3	3,637.7	(1)	(3)	3,570.9	3,674.6	(3)
<b>Net income per share</b>	<b>\$ 1.77</b>	<b>\$ 1.83</b>	<b>\$ 1.66</b>	<b>\$ 1.73</b>	<b>\$ 1.60</b>	(3)	11	<b>\$ 5.26</b>	<b>\$ 4.51</b>	17
<b>Diluted earnings per share</b>										
<b>Net income applicable to common stockholders</b>	<b>\$ 6,262</b>	<b>\$ 6,555</b>	<b>\$ 5,975</b>	<b>\$ 6,250</b>	<b>\$ 5,812</b>	(4)	8	<b>\$ 18,786</b>	<b>\$ 16,584</b>	13
Total weighted-average basic shares outstanding	3,534.7	3,574.1	3,601.7	3,611.3	3,637.7	(1)	(3)	3,570.9	3,674.6	(3)
Add: Employee stock options, stock appreciation rights ("SARs"), warrants and performance share units ("PSUs")	24.9	24.9	28.7	35.3	32.1	—	(22)	26.1	29.9	(13)
<b>Total weighted-average diluted shares outstanding</b>	<b>3,559.6</b>	<b>3,599.0</b>	<b>3,630.4</b>	<b>3,646.6</b>	<b>3,669.8</b>	(1)	(3)	<b>3,597.0</b>	<b>3,704.5</b>	(3)
<b>Net income per share</b>	<b>\$ 1.76</b>	<b>\$ 1.82</b>	<b>\$ 1.65</b>	<b>\$ 1.71</b>	<b>\$ 1.58</b>	(3)	11	<b>\$ 5.22</b>	<b>\$ 4.48</b>	17
<b>COMMON DIVIDENDS</b>										
Cash dividends declared per share	\$ 0.56	(c) \$ 0.50	\$ 0.50	\$ 0.48	\$ 0.48	12	17	\$ 1.56	\$ 1.40	11
Dividend payout ratio	31%	27%	30%	28%	30%			29%	31%	
<b>COMMON EQUITY REPURCHASE PROGRAM (a)</b>										
Total shares of common stock repurchased	51.7	35.0	32.1	29.8	35.6	48	45	118.8	110.6	7
Average price paid per share of common stock	\$ 92.02	\$ 86.05	\$ 88.14	\$ 75.56	\$ 64.46	7	43	\$ 89.22	\$ 61.75	44
Aggregate repurchases of common equity	4,763	3,007	2,832	2,251	2,295	58	108	10,602	6,831	55
<b>EMPLOYEE ISSUANCE</b>										
Shares issued from treasury stock related to employee										
stock-based compensation awards and employee stock										
purchase plans	0.9	0.9	21.0	2.3	1.3	—	(31)	22.8	24.8	(8)
Net impact of employee issuances on stockholders' equity	\$ 238	\$ 270	\$ 29	\$ 164	\$ 226	(12)	5	\$ 537	\$ 842	(36)

(a) On June 28, 2017, the Firm announced, that it is authorized to repurchase up to \$19.4 billion of common equity between July 1, 2017 and June 30, 2018, under a new equity repurchase program authorized by the Board of Directors.

(b) The net impact of employee issuances on stockholders' equity is driven by the cost of equity compensation awards that is recognized over the applicable vesting periods. The cost is partially offset by tax impacts related to the distribution of shares and the exercise of employee stock options and SARs.

(c) On June 28, 2017, the Board of Directors increased the quarterly common stock dividend from \$0.50 to \$0.56 per share.

## CONSUMER &amp; COMMUNITY BANKING

## FINANCIAL HIGHLIGHTS

(in millions, except ratio data)

	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>INCOME STATEMENT</b>										
<b>REVENUE</b>										
Lending- and deposit-related fees	\$ 885	\$ 850	\$ 812	\$ 841	\$ 841	4 %	5 %	\$ 2,547	\$ 2,390	7 %
Asset management, administration and commissions	543	562	539	497	531	(3)	2	1,644	1,596	3
Mortgage fees and related income	428	401	406	510	624	7	(31)	1,235	1,980	(38)
Card income	1,141	1,061	817	821	1,099	8	4	3,019	3,543	(15)
All other income	901	810	743	774	773	11	17	2,454	2,303	7
<b>Noninterest revenue</b>	<b>3,898</b>	<b>3,684</b>	<b>3,317</b>	<b>3,443</b>	<b>3,868</b>	<b>6</b>	<b>1</b>	<b>10,899</b>	<b>11,812</b>	<b>(8)</b>
Net interest income	8,135	7,728	7,653	7,576	7,460	5	9	23,516	22,084	6
<b>TOTAL NET REVENUE</b>	<b>12,033</b>	<b>11,412</b>	<b>10,970</b>	<b>11,019</b>	<b>11,328</b>	<b>5</b>	<b>6</b>	<b>34,415</b>	<b>33,896</b>	<b>2</b>
Provision for credit losses	1,517	1,394	1,430	949	1,294	9	17	4,341	3,545	22
<b>NONINTEREST EXPENSE</b>										
Compensation expense	2,554	2,511	2,533	2,468	2,453	2	4	7,598	7,255	5
Noncompensation expense (a)	3,941	3,989	3,862	3,835	4,057	(1)	(3)	11,792	11,347	4
<b>TOTAL NONINTEREST EXPENSE</b>	<b>6,495</b>	<b>6,500</b>	<b>6,395</b>	<b>6,303</b>	<b>6,510</b>	<b>—</b>	<b>—</b>	<b>19,390</b>	<b>18,602</b>	<b>4</b>
<b>Income before income tax expense</b>	<b>4,021</b>	<b>3,518</b>	<b>3,145</b>	<b>3,767</b>	<b>3,524</b>	<b>14</b>	<b>14</b>	<b>10,684</b>	<b>11,749</b>	<b>(9)</b>
Income tax expense	1,468	1,295	1,157	1,403	1,320	13	11	3,920	4,399	(11)
<b>NET INCOME</b>	<b>\$ 2,553</b>	<b>\$ 2,223</b>	<b>\$ 1,988</b>	<b>\$ 2,364</b>	<b>\$ 2,204</b>	<b>15</b>	<b>16</b>	<b>\$ 6,764</b>	<b>\$ 7,350</b>	<b>(8)</b>
<b>REVENUE BY LINE OF BUSINESS</b>										
Consumer & Business Banking	\$ 5,408	\$ 5,233	\$ 4,906	\$ 4,774	\$ 4,719	3	15	\$ 15,547	\$ 13,885	12
Mortgage Banking	1,558	1,426	1,529	1,690	1,874	9	(17)	4,513	5,671	(20)
Card, Commerce Solutions & Auto	5,067	4,753	4,535	4,555	4,735	7	7	14,355	14,340	—
<b>MORTGAGE FEES AND RELATED INCOME DETAILS:</b>										
Net production revenue	158	152	141	183	247	4	(36)	451	670	(33)
Net mortgage servicing revenue (b)	270	249	265	327	377	8	(28)	784	1,310	(40)
<b>Mortgage fees and related income</b>	<b>\$ 428</b>	<b>\$ 401</b>	<b>\$ 406</b>	<b>\$ 510</b>	<b>\$ 624</b>	<b>7</b>	<b>(31)</b>	<b>\$ 1,235</b>	<b>\$ 1,980</b>	<b>(38)</b>
<b>FINANCIAL RATIOS</b>										
ROE	19 %	17 %	15 %	17 %	16 %			17 %	18 %	
Overhead ratio	54	57	58	57	57			56	55	

(a) Included operating lease depreciation expense of \$688 million, \$638 million, \$599 million, \$549 million and \$504 million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$1.9 billion and \$1.4 billion for the nine months ended September 30, 2017 and 2016, respectively.

(b) Included MSR risk management of \$(23) million, \$(57) million, \$(52) million, \$(23) million and \$38 million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$(132) million and \$240 million for the nine months ended September 30, 2017 and 2016, respectively.

JPMORGAN CHASE & CO.  
**CONSUMER & COMMUNITY  
BANKING**

FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except headcount data)

JPMORGAN CHASE & CO.

	QUARTERLY TRENDS					NINE MONTHS ENDED SEPTEMBER 30,				
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Total assets	\$ 537,459	\$ 529,859	\$ 524,770	\$ 535,310	\$ 521,276	1 %	3 %	\$ 537,459	\$ 521,276	3 %
Loans:										
Consumer & Business Banking	25,275	25,044	24,386	24,307	23,846	1	6	25,275	23,846	6
Home equity	44,542	46,330	48,234	50,296	52,445	(4)	(15)	44,542	52,445	(15)
Residential mortgage	195,134	189,661	185,114	181,196	181,564	3	7	195,134	181,564	7
Mortgage Banking	239,676	235,991	233,348	231,492	234,009	2	2	239,676	234,009	2
Credit Card	141,313	140,141	135,016	141,816	133,435	1	6	141,313	133,435	6
Auto	65,102	65,627	65,568	65,814	64,512	(1)	1	65,102	64,512	1
Student	47	75	6,253	7,057	7,354	(37)	(99)	47	7,354	(99)
<b>Total loans</b>	<b>471,413</b>	<b>466,878</b>	<b>464,571</b>	<b>470,486</b>	<b>463,156</b>	<b>1</b>	<b>2</b>	<b>471,413</b>	<b>463,156</b>	<b>2</b>
Core loans	401,648	393,639	381,393	382,608	371,060	2	8	401,648	371,060	8
Deposits	653,460	648,369	646,962	618,337	605,117	1	8	653,460	605,117	8
Equity	51,000	51,000	51,000	51,000	51,000	—	—	51,000	51,000	—
<b>SELECTED BALANCE SHEET DATA (average)</b>										
Total assets	\$ 531,959	\$ 528,598	\$ 532,098	\$ 527,684	\$ 521,882	1	2	\$ 530,884	\$ 512,550	4
Loans:										
Consumer & Business Banking	25,166	24,725	24,359	24,040	23,678	2	6	24,753	23,227	7
Home equity	45,424	47,339	49,278	51,393	53,501	(4)	(15)	47,333	55,604	(15)
Residential mortgage	192,805	187,201	183,756	182,820	180,669	3	7	187,954	175,059	7
Mortgage Banking	238,229	234,540	233,034	234,213	234,170	2	2	235,287	230,663	2
Credit Card	141,172	138,132	137,211	136,181	132,713	2	6	138,852	129,481	7
Auto	65,175	65,474	65,315	65,286	64,068	—	2	65,321	62,998	4
Student	58	4,642	6,916	7,217	7,490	(99)	(99)	3,847	7,759	(50)
<b>Total loans</b>	<b>469,800</b>	<b>467,513</b>	<b>466,835</b>	<b>466,937</b>	<b>462,119</b>	<b>—</b>	<b>2</b>	<b>468,060</b>	<b>454,128</b>	<b>3</b>
Core loans	398,319	387,783	381,016	376,933	367,999	3	8	389,103	356,072	9
Deposits	645,732	639,873	622,915	607,175	593,671	1	9	636,257	579,741	10
Equity	51,000	51,000	51,000	51,000	51,000	—	—	51,000	51,000	—
<b>Headcount</b>	<b>134,553</b>	<b>135,453</b>	<b>133,590</b>	<b>132,802</b>	<b>132,092</b>	<b>(1)</b>	<b>2</b>	<b>134,553</b>	<b>132,092</b>	<b>2</b>

Note: In the first quarter of 2017, the Firm transferred the student loan portfolio to held-for-sale. Net charge-offs related to the portfolio predominantly reflect a write-down of the portfolio to the estimated fair value at the time of the transfer. This transfer impacted certain loan and credit-related metrics disclosed on pages 12-13 and 24-27.

## CONSUMER &amp; COMMUNITY BANKING

## FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except ratio data)

	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>CREDIT DATA AND QUALITY STATISTICS</b>										
Nonaccrual loans (a)(b)	\$ 4,068	\$ 4,124	\$ 4,442	\$ 4,708	\$ 4,853	(1)%	(16)%	\$ 4,068	\$ 4,853	(16)%
Net charge-offs/(recoveries) (c)(d)										
Consumer & Business Banking	71	56	57	77	71	27	—	184	180	2
Home equity	13	7	47	48	42	86	(69)	67	136	(51)
Residential mortgage	(2)	(4)	3	3	7	50	NM	(3)	11	NM
Mortgage Banking	11	3	50	51	49	267	(78)	64	147	(56)
Credit Card	1,019	1,037	993	914	838	(2)	22	3,049	2,528	21
Auto	116	48	81	93	79	142	47	245	192	28
Student	—	—	498 (i)	64	32	NM	NM	498 (i)	98	408
<b>Total net charge-offs/(recoveries)</b>	<b>\$ 1,217</b>	<b>\$ 1,144</b>	<b>\$ 1,679 (i)</b>	<b>\$ 1,199</b>	<b>\$ 1,069</b>	<b>6</b>	<b>14</b>	<b>\$ 4,040 (i)</b>	<b>\$ 3,145</b>	<b>28</b>
Net charge-off/(recovery) rate (c)(d)										
Consumer & Business Banking	1.12 %	0.91 %	0.95 %	1.27 %	1.19 %			0.99 %	1.04 %	
Home equity (e)	0.15	0.08	0.52	0.50	0.42			0.25	0.44	
Residential mortgage (e)	—	(0.01)	0.01	0.01	0.02			—	0.01	
Mortgage Banking (e)	0.02	0.01	0.10	0.10	0.10			0.04	0.10	
Credit Card	2.87	3.01	2.94	2.67	2.51			2.94	2.61	
Auto	0.71	0.29	0.50	0.57	0.49			0.50	0.41	
Student	—	—	NM	3.53	1.70			NM	1.69	
<b>Total net charge-off/(recovery) rate (e)</b>	<b>1.10</b>	<b>1.07</b>	<b>1.58 (i)</b>	<b>1.11</b>	<b>1.00</b>			<b>1.25 (i)</b>	<b>1.01</b>	
30+ day delinquency rate										
Mortgage Banking (f)(g)	1.03 %	1.02 %	1.08 %	1.23 %	1.27 %			1.03 %	1.27 %	
Credit Card	1.76	1.59	1.66	1.61	1.53			1.76	1.53	
Auto	0.93	0.88	0.93	1.19	1.08			0.93	1.08	
Student (h)	—	—	—	1.60	1.81			—	1.81	
90+ day delinquency rate - Credit Card	0.86	0.80	0.87	0.81	0.75			0.86	0.75	
Allowance for loan losses										
Consumer & Business Banking	\$ 796	\$ 796	\$ 753	\$ 753	\$ 703	—	13	\$ 796	\$ 703	13
Mortgage Banking, excluding PCI loans	1,153	1,153	1,328	1,328	1,488	—	(23)	1,153	1,488	(23)
Mortgage Banking - PCI loans (d)	2,245	2,265	2,287	2,311	2,618	(1)	(14)	2,245	2,618	(14)
Credit Card	4,684	4,384	4,034	4,034	3,884	7	21	4,684	3,884	21
Auto	499	499	474	474	474	—	5	499	474	5
Student	—	—	—	249	274	NM	NM	—	274	NM
<b>Total allowance for loan losses (d)</b>	<b>\$ 9,377</b>	<b>\$ 9,097</b>	<b>\$ 8,876</b>	<b>\$ 9,149</b>	<b>\$ 9,441</b>	<b>3</b>	<b>(1)</b>	<b>\$ 9,377</b>	<b>\$ 9,441</b>	<b>(1)</b>

Note: CCB provides several non-GAAP financial measures which exclude the impact of PCI loans. For further discussion of these measures, see page 28.

- (a) Excludes PCI loans. The Firm is recognizing interest income on each pool of PCI loans as they are all performing.
- (b) At September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, nonaccrual loans excluded mortgage loans 90 or more days past and insured by U.S. government agencies of \$4.0 billion, \$4.1 billion, \$4.5 billion, \$5.0 billion and \$5.0 billion, respectively. Student loans insured by U.S. government agencies under the Federal Family Education Loan Program ("FFELP") and 90 or more days past due were also excluded from nonaccrual loans prior to sale of the student loan portfolio in the second quarter of 2017. These amounts have been excluded based upon the government guarantee.
- (c) Net charge-offs and net charge-off rates for the three and nine months ended September 30, 2017 included \$63 million of incremental charge-offs recorded in accordance with regulatory guidance regarding the timing of loss recognition for certain auto and residential real estate loans in bankruptcy and auto loans where assets were acquired in loan satisfaction.
- (d) Net charge-offs/(recoveries) and the net charge-off/(recovery) rates for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, excluded write-offs in the PCI portfolio of \$20 million, \$22 million, \$24 million, \$32 million and \$36 million, respectively, and for the nine months ended September 30, 2017 and 2016 excluded \$66 million and \$124 million, respectively. These write-offs decreased the allowance for loan losses for PCI loans. For further information on PCI write-offs, see Summary of Changes in the Allowances on page 26.
- (e) Excludes the impact of PCI loans. For the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, the net charge-off/(recovery) rates including the impact of PCI loans were as follows: (1) home equity of 0.11%, 0.06%, 0.39%, 0.37% and 0.31%, respectively; (2) residential mortgage of -, (0.01)%, 0.01%, 0.01% and 0.02%, respectively; (3) Mortgage Banking of 0.02%, 0.01%, 0.09%, 0.09% and 0.08%, respectively; and (4) total CCB of 1.03%, 0.99%, 1.46%, 1.02% and 0.92%, respectively. For the nine months ended September 30, 2017 and 2016, the net charge-off/(recovery) rates including the impact of PCI loans were as follows: (1) home equity of 0.19% and 0.33%, respectively; (2) residential mortgage of -% and 0.01%, respectively; (3) Mortgage Banking of 0.04% and 0.09%, respectively; and (4) total CCB of 1.16% and 0.93%, respectively.
- (f) At September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, excluded mortgage loans insured by U.S. government agencies of \$5.9 billion, \$6.0 billion, \$6.3 billion, \$7.0 billion and \$7.0 billion, respectively, that are 30 or more days past due. These amounts have been excluded based upon the government guarantee.
- (g) Excludes PCI loans. The 30+ day delinquency rate for PCI loans was 9.30%, 9.06%, 9.11%, 9.82% and 10.01% at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
- (h) Excluded student loans insured by U.S. government agencies under FFELP of \$468 million and \$461 million at December 31, 2016 and September 30, 2016, respectively, that are 30 or more days past due. These amounts have been excluded based upon the government guarantee.
- (i) Excluding net charge-offs of \$467 million related to the student loan portfolio transfer, the total net charge-off rates for the three months ended March 31, 2017 and nine months ended September 30, 2017 would have been 1.14% and 1.10%, respectively.

CONSUMER & COMMUNITY  
BANKINGFINANCIAL HIGHLIGHTS, CONTINUED  
(in millions, except ratio data and where  
otherwise noted)

## QUARTERLY TRENDS

## NINE MONTHS ENDED SEPTEMBER 30,

	QUARTERLY TRENDS					3Q17 Change		NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	2Q17	3Q16	2017	2016	2017 Change
<b>BUSINESS METRICS</b>										
<b>Number of:</b>										
Branches	5,174	5,217	5,246	5,258	5,310	(1)%	(3)%	5,174	5,310	(3)%
Active digital customers (in thousands) (a)	46,349	45,876	45,463	43,836	43,657	1	6	46,349	43,657	6
Active mobile customers (in thousands) (b)	29,273	28,386	27,256	26,536	26,047	3	12	29,273	26,047	12
Debit and credit card sales volume (in billions) (c)	\$ 231.1	\$ 231.3	\$ 209.4	\$ 220.0	\$ 207.9	—	11	\$ 671.8	\$ 601.6	12
<b>Consumer &amp; Business Banking</b>										
Average deposits	\$ 630,351	\$ 625,381	\$ 609,035	\$ 590,653	\$ 576,573	1	9	\$ 621,667	\$ 564,190	10
Deposit margin	2.02 %	1.96 %	1.88 %	1.80 %	1.79 %			1.95 %	1.82 %	
Business banking origination volume	\$ 1,654	\$ 2,193	\$ 1,703	\$ 1,641	\$ 1,803	(25)	(8)	\$ 5,550	\$ 5,674	(2)
Client investment assets	262,513	252,993	245,050	234,532	231,574	4	13	262,513	231,574	13
<b>Mortgage Banking (in billions)</b>										
Mortgage origination volume by channel										
Retail	\$ 10.6	\$ 9.7	\$ 9.0	\$ 12.7	\$ 11.7	9	(9)	\$ 29.3	\$ 31.6	(7)
Correspondent	16.3	14.2	13.4	16.4	15.4	15	6	43.9	42.9	2
<b>Total mortgage origination volume (d)</b>	<b>\$ 26.9</b>	<b>\$ 23.9</b>	<b>\$ 22.4</b>	<b>\$ 29.1</b>	<b>\$ 27.1</b>	13	(1)	<b>\$ 73.2</b>	<b>\$ 74.5</b>	(2)
Total loans serviced (period-end)	\$ 821.6	\$ 827.8	\$ 836.3	\$ 846.6	\$ 863.3	(1)	(5)	\$ 821.6	\$ 863.3	(5)
Third-party mortgage loans serviced (period-end)	556.9	568.0	582.6	591.5	609.2	(2)	(9)	556.9	609.2	(9)
MSR carrying value (period-end)	5.7	5.8	6.1	6.1	4.9	(2)	16	5.7	4.9	16
Ratio of MSR carrying value (period-end) to third-party mortgage										
loans serviced (period-end)	1.02 %	1.02 %	1.05 %	1.03 %	0.80 %			1.02 %	0.80 %	
MSR revenue multiple (e)	2.91x	2.91x	3.00x	2.94x	2.29x			2.91x	2.29x	
<b>Credit Card, excluding Commercial Card</b>										
Credit card sales volume (in billions)	\$ 157.7	\$ 156.8	\$ 139.7	\$ 148.5	\$ 139.2	1	13	\$ 454.2	\$ 396.9	14
New accounts opened	1.9	2.1	2.5	2.7	2.7	(10)	(30)	6.5	7.7	(16)
<b>Card Services</b>										
Net revenue rate	10.95 %	10.53 %	10.15 %	10.14 %	11.04 %			10.55 %	11.70 %	
<b>Commerce Solutions</b>										
Merchant processing volume (in billions)	\$ 301.6	\$ 294.4	\$ 274.3	\$ 284.9	\$ 267.2	2	13	\$ 870.3	\$ 778.5	12
<b>Auto</b>										
Loan and lease origination volume (in billions)	\$ 8.8	\$ 8.3	\$ 8.0	\$ 8.0	\$ 9.3	6	(5)	\$ 25.1	\$ 27.4	(8)
Average Auto operating lease assets	15,641	14,728	13,757	12,613	11,418	6	37	14,715	10,493	40

(a) Users of all web and/or mobile platforms who have logged in within the past 90 days.

(b) Users of all mobile platforms who have logged in within the past 90 days.

(c) The prior period amounts have been revised to conform with the current period presentation.

(d) Firmwide mortgage origination volume was \$29.2 billion, \$26.2 billion, \$25.6 billion, \$33.5 billion and \$30.9 billion for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively, and \$81.0 billion and \$83.9 billion for the nine months ended September 30, 2017 and 2016, respectively.

(e) Represents the ratio of MSR 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).

## CORPORATE &amp; INVESTMENT BANK

## FINANCIAL HIGHLIGHTS

(in millions, except ratio data)

	QUARTERLY TRENDS					NINE MONTHS ENDED SEPTEMBER 30,				
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			2016
<b>INCOME STATEMENT</b>										
<b>REVENUE</b>										
Investment banking fees	\$ 1,819	\$ 1,803	\$ 1,812	\$ 1,612	\$ 1,855	1%	(2)%	\$ 5,434	\$ 4,812	13%
Principal transactions	2,673	2,928	3,507	2,372	3,282	(9)	(19)	9,108	8,717	4
Lending- and deposit-related fees	374	387	388	400	402	(3)	(7)	1,149	1,181	(3)
Asset management, administration and commissions	1,041	1,068	1,052	1,000	968	(3)	8	3,161	3,062	3
All other income	187	258	177	242	183	(28)	2	622	927	(33)
<b>Noninterest revenue</b>	<b>6,094</b>	<b>6,444</b>	<b>6,936</b>	<b>5,626</b>	<b>6,690</b>	(5)	(9)	<b>19,474</b>	<b>18,699</b>	4
Net interest income	2,496	2,445	2,600	2,835	2,765	2	(10)	7,541	8,056	(6)
<b>TOTAL NET REVENUE (a)</b>	<b>8,590</b>	<b>8,889</b>	<b>9,536</b>	<b>8,461</b>	<b>9,455</b>	(3)	(9)	<b>27,015</b>	<b>26,755</b>	1
Provision for credit losses	(26)	(53)	(96)	(198)	67	51	NM	(175)	761	NM
<b>NONINTEREST EXPENSE</b>										
Compensation expense	2,286	2,451	2,800	1,696	2,513	(7)	(9)	7,537	7,850	(4)
Noncompensation expense	2,482	2,390	2,321	2,476	2,421	4	3	7,193	6,970	3
<b>TOTAL NONINTEREST EXPENSE</b>	<b>4,768</b>	<b>4,841</b>	<b>5,121</b>	<b>4,172</b>	<b>4,934</b>	(2)	(3)	<b>14,730</b>	<b>14,820</b>	(1)
<b>Income before income tax expense</b>	<b>3,848</b>	<b>4,101</b>	<b>4,511</b>	<b>4,487</b>	<b>4,454</b>	(6)	(14)	<b>12,460</b>	<b>11,174</b>	12
Income tax expense	1,302	1,391	1,270	1,056	1,542	(6)	(16)	3,963	3,790	5
<b>NET INCOME</b>	<b>\$ 2,546</b>	<b>\$ 2,710</b>	<b>\$ 3,241</b>	<b>\$ 3,431</b>	<b>\$ 2,912</b>	(6)	(13)	<b>\$ 8,497</b>	<b>\$ 7,384</b>	15
<b>FINANCIAL RATIOS</b>										
ROE	13%	15%	18%	20%	17%			15%	14%	
Overhead ratio	56	54	54	49	52			55	55	
Compensation expense as a percent of total net revenue	27	28	29	20	27			28	29	
<b>REVENUE BY BUSINESS</b>										
Investment Banking	\$ 1,705	\$ 1,695	\$ 1,651	\$ 1,487	\$ 1,740	1	(2)	\$ 5,051	\$ 4,463	13
Treasury Services	1,058	1,055	981	950	917	—	15	3,094	2,693	15
Lending	331	373	389	346	283	(11)	17	1,093	862	27
<b>Total Banking</b>	<b>3,094</b>	<b>3,123</b>	<b>3,021</b>	<b>2,783</b>	<b>2,940</b>	(1)	5	<b>9,238</b>	<b>8,018</b>	15
Fixed Income Markets	3,164	3,216	4,215	3,369	4,334	(2)	(27)	10,595	11,890	(11)
Equity Markets	1,363	1,586	1,606	1,150	1,414	(14)	(4)	4,555	4,590	(1)
Securities Services	1,007	982	916	887	916	3	10	2,905	2,704	7
Credit Adjustments & Other (b)	(38)	(18)	(222)	272	(149)	(111)	74	(278)	(447)	38
<b>Total Markets &amp; Investor Services</b>	<b>5,496</b>	<b>5,766</b>	<b>6,515</b>	<b>5,678</b>	<b>6,515</b>	(5)	(16)	<b>17,777</b>	<b>18,737</b>	(5)
<b>TOTAL NET REVENUE</b>	<b>\$ 8,590</b>	<b>\$ 8,889</b>	<b>\$ 9,536</b>	<b>\$ 8,461</b>	<b>\$ 9,455</b>	(3)	(9)	<b>\$ 27,015</b>	<b>\$ 26,755</b>	1

- (a) Included tax-equivalent adjustments, predominantly due to income tax credits related to alternative energy investments; income tax credits and amortization of the cost of investments in affordable housing projects; as well as tax-exempt income from municipal bonds of \$505 million, \$554 million, \$551 million, \$591 million and \$483 million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$1.6 billion and \$1.5 billion for the nine months ended September 30, 2017 and 2016, respectively.
- (b) Consists primarily of credit valuation adjustments ("CVA") managed centrally within CIB, funding valuation adjustments ("FVA") and debit valuation adjustments ("DVA") on derivatives. Results are presented net of associated hedging activities and net of CVA and FVA amounts allocated to Fixed Income Markets and Equity Markets.

(in millions, except ratio and headcount data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017
						2Q17	3Q16			Change
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Assets	\$ 851,808	\$ 847,377	\$ 840,304	\$ 803,511	\$ 825,933	1 %	3 %	\$ 851,808	\$ 825,933	3 %
Loans:										
Loans retained (a)	106,955	108,935	107,902	111,872	117,133	(2)	(9)	106,955	117,133	(9)
Loans held-for-sale and loans at fair value	3,514	7,168	6,477	3,781	4,184	(51)	(16)	3,514	4,184	(16)
<b>Total loans</b>	<b>110,469</b>	<b>116,103</b>	<b>114,379</b>	<b>115,653</b>	<b>121,317</b>	<b>(5)</b>	<b>(9)</b>	<b>110,469</b>	<b>121,317</b>	<b>(9)</b>
Core loans	110,133	115,764	114,003	115,243	120,885	(5)	(9)	110,133	120,885	(9)
Equity	70,000	70,000	70,000	64,000	64,000	—	9	70,000	64,000	9
<b>SELECTED BALANCE SHEET DATA (average)</b>										
Assets	\$ 858,912	\$ 864,686	\$ 838,017	\$ 836,446	\$ 811,217	(1)	6	\$ 853,948	\$ 808,228	6
Trading assets - debt and equity instruments	349,448	351,678	328,339	304,348	306,431	(1)	14	343,232	299,350	15
Trading assets - derivative receivables	55,875	54,937	58,948	65,675	63,829	2	(12)	56,575	62,619	(10)
Loans:										
Loans retained (a)	107,829	110,011	108,389	112,987	110,941	(2)	(3)	108,741	110,442	(2)
Loans held-for-sale and loans at fair value	4,674	5,789	5,308	4,998	3,864	(19)	21	5,254	3,414	54
<b>Total loans</b>	<b>112,503</b>	<b>115,800</b>	<b>113,697</b>	<b>117,985</b>	<b>114,805</b>	<b>(3)</b>	<b>(2)</b>	<b>113,995</b>	<b>113,856</b>	<b>—</b>
Core loans	112,168	115,434	113,309	117,570	114,380	(3)	(2)	113,631	113,410	—
Equity	70,000	70,000	70,000	64,000	64,000	—	9	70,000	64,000	9
<b>Headcount</b>	<b>50,641</b>	<b>49,228</b>	<b>48,700</b>	<b>48,748</b>	<b>49,176</b>	<b>3</b>	<b>3</b>	<b>50,641</b>	<b>49,176</b>	<b>3</b>
<b>CREDIT DATA AND QUALITY STATISTICS</b>										
Net charge-offs/(recoveries)	\$ 20	\$ 47	\$ (18)	\$ 29	\$ 3	(57)	NM	\$ 49	\$ 139	(65)
Nonperforming assets:										
Nonaccrual loans:										
Nonaccrual loans retained (b)	437	462	308	467	614	(5)	(29)	437	614	(29)
Nonaccrual loans held-for-sale and loans at fair value	2	31	109	109	26	(94)	(92)	2	26	(92)
<b>Total nonaccrual loans</b>	<b>439</b>	<b>493</b>	<b>417</b>	<b>576</b>	<b>640</b>	<b>(11)</b>	<b>(31)</b>	<b>439</b>	<b>640</b>	<b>(31)</b>
Derivative receivables	164	170	179	223	232	(4)	(29)	164	232	(29)
Assets acquired in loan satisfactions	92	71	87	79	75	30	23	92	75	23
<b>Total nonperforming assets</b>	<b>695</b>	<b>734</b>	<b>683</b>	<b>878</b>	<b>947</b>	<b>(5)</b>	<b>(27)</b>	<b>695</b>	<b>947</b>	<b>(27)</b>
Allowance for credit losses:										
Allowance for loan losses	1,253	1,298	1,346	1,420	1,611	(3)	(22)	1,253	1,611	(22)
Allowance for lending-related commitments	745	745	797	801	837	—	(11)	745	837	(11)
<b>Total allowance for credit losses</b>	<b>1,998</b>	<b>2,043</b>	<b>2,143</b>	<b>2,221</b>	<b>2,448</b>	<b>(2)</b>	<b>(18)</b>	<b>1,998</b>	<b>2,448</b>	<b>(18)</b>
Net charge-off/(recovery) rate (a)(d)	0.07%	0.17%	(0.07)%	0.10%	0.01%			0.06%	0.17%	
Allowance for loan losses to period-end loans retained (a)	1.17	1.19	1.25	1.27	1.38			1.17	1.38	
Allowance for loan losses to period-end loans retained, excluding trade finance and conduits (c)	1.79	1.83	1.91	1.86	2.02			1.79	2.02	
Allowance for loan losses to nonaccrual loans retained (a)(b)	287	281	437	304	262			287	262	
Nonaccrual loans to total period-end loans	0.40	0.42	0.36	0.50	0.53			0.40	0.53	

(a) Loans retained includes credit portfolio loans, loans held by consolidated Firm-administered multi-seller conduits, trade finance loans, other held-for-investment loans and overdrafts.

(b) Allowance for loan losses of \$177 million, \$164 million, \$61 million, \$113 million and \$202 million were held against nonaccrual loans at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively.

(c) Management uses allowance for loan losses to period-end loans retained, excluding trade finance and conduits, a non-GAAP financial measure, to provide a more meaningful assessment of CIB's allowance coverage ratio.

(d) Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate.

## CORPORATE &amp; INVESTMENT BANK

## FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except where otherwise noted)

	QUARTERLY TRENDS					NINE MONTHS ENDED SEPTEMBER 30,				
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>BUSINESS METRICS</b>										
Advisory	\$ 620	\$ 503	\$ 501	\$ 517	\$ 542	23 %	14 %	\$ 1,624	\$ 1,593	2%
Equity underwriting	293	367	394	299	370	(20)	(21)	1,054	860	23
Debt underwriting	906	933	917	796	943	(3)	(4)	2,756	2,359	17
<b>Total investment banking fees</b>	<b>\$ 1,819</b>	<b>\$ 1,803</b>	<b>\$ 1,812</b>	<b>\$ 1,612</b>	<b>\$ 1,855</b>	<b>1</b>	<b>(2)</b>	<b>\$ 5,434</b>	<b>\$ 4,812</b>	<b>13</b>
Assets under custody ("AUC") (period-end) (in billions)	\$ 22,738	\$ 22,134	\$ 21,383	\$ 20,520	\$ 21,224	3	7	\$ 22,738	\$ 21,224	7
Client deposits and other third-party liabilities (average) (a)	421,588	404,920	391,716	390,793	381,542	4	10	406,184	371,417	9
Trade finance loans (period-end)	17,171	17,356	16,613	15,923	16,957	(1)	1	17,171	16,957	1
<b>95% Confidence Level - Total CIB VaR (average) (b)</b>										
<b>CIB trading VaR by risk type: (c)</b>										
Fixed income	\$ 28	\$ 28	\$ 28	\$ 40	\$ 49	—	(43)			
Foreign exchange	13	8	10	12	16	63	(19)			
Equities	12	12	11	10	8	—	50			
Commodities and other	6	8	8	9	9	(25)	(33)			
Diversification benefit to CIB trading VaR (d)	(31)	(30)	(34)	(36)	(42)	(3)	26			
<b>CIB trading VaR (c)</b>	<b>28</b>	<b>26</b>	<b>23</b>	<b>35</b>	<b>40</b>	<b>8</b>	<b>(30)</b>			
Credit portfolio VaR (e)	5	9	10	12	13	(44)	(62)			
Diversification benefit to CIB VaR (d)	(3)	(8)	(8)	(8)	(10)	63	70			
<b>CIB VaR</b>	<b>\$ 30</b>	<b>\$ 27</b>	<b>\$ 25</b>	<b>\$ 39</b>	<b>\$ 43</b>	<b>11</b>	<b>(30)</b>			

(a) Client deposits and other third party liabilities pertain to the Treasury Services and Securities Services businesses.

(b) As discussed in footnote (c) on page 3, the Firm refined the historical proxy time series inputs to certain VaR models during the first quarter of 2017. In the absence of this refinement, the average VaR for each of the following reported components would have been higher by the following amounts: CIB fixed income of \$4 million, \$6 million and \$5 million, CIB trading VaR of \$5 million, \$5 million and \$4 million, CIB VaR of \$5 million, \$6 million and \$3 million for the three months ended September 30, 2017, June 30 2017 and March 31, 2017, respectively.

(c) CIB trading VaR includes substantially all market-making and client-driven activities, as well as certain risk management activities in CIB, including credit spread sensitivity to CVA. For further information, see VaR measurement on pages 118–120 of the 2016 Annual Report, and pages 72-74 of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2017.

(d) Average portfolio VaR was less than the sum of the VaR of the components described above, which is due to portfolio diversification. The diversification effect reflects the fact that the risks were not perfectly correlated.

(e) Credit portfolio VaR includes the derivative CVA, hedges of the CVA and hedges of the retained loan portfolio, which are reported in principal transactions revenue. This VaR does not include the retained loan portfolio, which is not reported at fair value.



## COMMERCIAL BANKING

## FINANCIAL HIGHLIGHTS

(in millions, except ratio data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>INCOME STATEMENT</b>										
<b>REVENUE</b>										
Lending- and deposit-related fees	\$ 223	\$ 232	\$ 235	\$ 230	\$ 228	(4)%	(2)%	\$ 690	\$ 687	— %
Asset management, administration and commissions	16	16	18	15	14	—	14	50	54	(7)
All other income (a)	353	335	346	355	336	5	5	1,034	979	6
<b>Noninterest revenue</b>	<b>592</b>	<b>583</b>	<b>599</b>	<b>600</b>	<b>578</b>	<b>2</b>	<b>2</b>	<b>1,774</b>	<b>1,720</b>	<b>3</b>
Net interest income	1,554	1,505	1,419	1,363	1,292	3	20	4,478	3,770	19
<b>TOTAL NET REVENUE (b)</b>	<b>2,146</b>	<b>2,088</b>	<b>2,018</b>	<b>1,963</b>	<b>1,870</b>	<b>3</b>	<b>15</b>	<b>6,252</b>	<b>5,490</b>	<b>14</b>
Provision for credit losses	(47)	(130)	(37)	124	(121)	64	61	(214)	158	NM
<b>NONINTEREST EXPENSE</b>										
Compensation expense	370	365	371	333	343	1	8	1,106	999	11
Noncompensation expense	430	425	454	411	403	1	7	1,309	1,191	10
<b>TOTAL NONINTEREST EXPENSE</b>	<b>800</b>	<b>790</b>	<b>825</b>	<b>744</b>	<b>746</b>	<b>1</b>	<b>7</b>	<b>2,415</b>	<b>2,190</b>	<b>10</b>
<b>Income before income tax expense</b>	<b>1,393</b>	<b>1,428</b>	<b>1,230</b>	<b>1,095</b>	<b>1,245</b>	<b>(2)</b>	<b>12</b>	<b>4,051</b>	<b>3,142</b>	<b>29</b>
Income tax expense	512	526	431	408	467	(3)	10	1,469	1,172	25
<b>NET INCOME</b>	<b>\$ 881</b>	<b>\$ 902</b>	<b>\$ 799</b>	<b>\$ 687</b>	<b>\$ 778</b>	<b>(2)</b>	<b>13</b>	<b>\$ 2,582</b>	<b>\$ 1,970</b>	<b>31</b>
<b>Revenue by product</b>										
Lending	\$ 1,030	\$ 1,023	\$ 992	\$ 994	\$ 956	1	8	\$ 3,045	\$ 2,801	9
Treasury services	873	854	796	730	693	2	26	2,523	2,067	22
Investment banking (c)	196	189	216	220	203	4	(3)	601	565	6
Other	47	22	14	19	18	114	161	83	57	46
<b>Total Commercial Banking net revenue</b>	<b>\$ 2,146</b>	<b>\$ 2,088</b>	<b>\$ 2,018</b>	<b>\$ 1,963</b>	<b>\$ 1,870</b>	<b>3</b>	<b>15</b>	<b>\$ 6,252</b>	<b>\$ 5,490</b>	<b>14</b>
Investment banking revenue, gross (d)	\$ 570	\$ 524	\$ 646	\$ 608	\$ 600	9	(5)	\$ 1,740	\$ 1,678	4
<b>Revenue by client segment</b>										
Middle Market Banking (e)	\$ 848	\$ 839	\$ 784	\$ 753	\$ 706	1	20	\$ 2,471	\$ 2,095	18
Corporate Client Banking (e)	688	662	666	645	622	4	11	2,016	1,784	13
Commercial Term Lending	367	364	367	355	350	1	5	1,098	1,053	4
Real Estate Banking	157	147	134	128	117	7	34	438	328	34
Other	86	76	67	82	75	13	15	229	230	—
<b>Total Commercial Banking net revenue</b>	<b>\$ 2,146</b>	<b>\$ 2,088</b>	<b>\$ 2,018</b>	<b>\$ 1,963</b>	<b>\$ 1,870</b>	<b>3</b>	<b>15</b>	<b>\$ 6,252</b>	<b>\$ 5,490</b>	<b>14</b>
<b>FINANCIAL RATIOS</b>										
ROE	17 %	17 %	15 %	16 %	18 %			16 %	15 %	
Overhead ratio	37	38	41	38	40			39	40	

(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 equity investments in designated community development entities that provide loans to qualified businesses in low-income communities, as well as tax-exempt income related to municipal financing activities of \$143 million, \$131 million, \$121 million, \$134 million and \$127 million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$395 million and \$371 million for nine months ended September 30, 2017 and 2016, respectively.

(c) Includes total Firm revenue from investment banking products sold to CB clients, net of revenue sharing with the CIB.

(d) Represents total Firm revenue from investment banking products sold to CB clients.

(e) Certain clients were transferred from Middle Market Banking to Corporate Client Banking in the second quarter of 2017. The prior period amounts have been revised to conform with the current period presentation.

## COMMERCIAL BANKING

## FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except headcount and ratio data)

	QUARTERLY TRENDS						NINE MONTHS ENDED SEPTEMBER 30,			
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Total assets	\$ 220,064	\$ 220,676	\$ 217,348	\$ 214,341	\$ 212,189	—%	4%	\$ 220,064	\$ 212,189	4%
Loans:										
Loans retained	201,463	197,912	194,538	188,261	185,609	2	9	201,463	185,609	9
Loans held-for-sale and loans at fair value	764	1,661	1,056	734	191	(54)	300	764	191	300
<b>Total loans</b>	<b>\$ 202,227</b>	<b>\$ 199,573</b>	<b>\$ 195,594</b>	<b>\$ 188,995</b>	<b>\$ 185,800</b>	<b>1</b>	<b>9</b>	<b>\$ 202,227</b>	<b>\$ 185,800</b>	<b>9</b>
Core loans	201,999	199,319	195,296	188,673	185,354	1	9	201,999	185,354	9
Equity	20,000	20,000	20,000	16,000	16,000	—	25	20,000	16,000	25
<b>Period-end loans by client segment</b>										
Middle Market Banking (a)	\$ 56,192	\$ 56,377	\$ 55,113	\$ 53,929	\$ 53,581	—	5	\$ 56,192	\$ 53,581	5
Corporate Client Banking (a)	47,682	45,918	45,798	43,027	43,517	4	10	47,682	43,517	10
Commercial Term Lending	74,349	73,760	72,496	71,249	69,133	1	8	74,349	69,133	8
Real Estate Banking	17,127	16,726	15,846	14,722	13,905	2	23	17,127	13,905	23
Other	6,877	6,792	6,341	6,068	5,664	1	21	6,877	5,664	21
<b>Total Commercial Banking loans</b>	<b>\$ 202,227</b>	<b>\$ 199,573</b>	<b>\$ 195,594</b>	<b>\$ 188,995</b>	<b>\$ 185,800</b>	<b>1</b>	<b>9</b>	<b>\$ 202,227</b>	<b>\$ 185,800</b>	<b>9</b>
<b>SELECTED BALANCE SHEET DATA (average)</b>										
Total assets	\$ 218,196	\$ 217,694	\$ 213,784	\$ 212,848	\$ 208,765	—	5	\$ 216,574	\$ 205,748	5
Loans:										
Loans retained	199,487	196,454	190,774	187,528	180,962	2	10	195,604	175,695	11
Loans held-for-sale and loans at fair value	675	1,402	717	1,342	517	(52)	31	931	516	80
<b>Total loans</b>	<b>\$ 200,162</b>	<b>\$ 197,856</b>	<b>\$ 191,491</b>	<b>\$ 188,870</b>	<b>\$ 181,479</b>	<b>1</b>	<b>10</b>	<b>\$ 196,535</b>	<b>\$ 176,211</b>	<b>12</b>
Core loans	199,920	197,567	191,180	188,478	181,016	1	10	196,254	175,651	12
Client deposits and other third-party liabilities	176,218	173,214	176,780	180,036	173,696	2	1	175,402	172,502	2
Equity	20,000	20,000	20,000	16,000	16,000	—	25	20,000	16,000	25
<b>Average loans by client segment</b>										
Middle Market Banking (a)	\$ 55,782	\$ 55,651	\$ 54,267	\$ 53,806	\$ 52,646	—	6	\$ 55,239	\$ 51,716	7
Corporate Client Banking (a)	46,451	46,483	43,582	44,390	42,141	—	10	45,516	40,872	11
Commercial Term Lending	74,136	73,081	71,880	70,316	67,696	1	10	73,041	65,486	12
Real Estate Banking	16,936	16,139	15,525	14,452	13,382	5	27	16,205	12,597	29
Other	6,857	6,502	6,237	5,906	5,614	5	22	6,534	5,540	18
<b>Total Commercial Banking loans</b>	<b>\$ 200,162</b>	<b>\$ 197,856</b>	<b>\$ 191,491</b>	<b>\$ 188,870</b>	<b>\$ 181,479</b>	<b>1</b>	<b>10</b>	<b>\$ 196,535</b>	<b>\$ 176,211</b>	<b>12</b>
<b>Headcount</b>	<b>8,965</b>	<b>8,823</b>	<b>8,554</b>	<b>8,365</b>	<b>8,333</b>	<b>2</b>	<b>8</b>	<b>8,965</b>	<b>8,333</b>	<b>8</b>
<b>CREDIT DATA AND QUALITY STATISTICS</b>										
Net charge-offs/(recoveries)	\$ 19	\$ 8	\$ (10)	\$ 53	\$ 44	138	(57)	\$ 17	\$ 110	(85)
<b>Nonperforming assets</b>										
Nonaccrual loans:										
Nonaccrual loans retained (b)	744	819	929	1,149	1,212	(9)	(39)	744	1,212	(39)
Nonaccrual loans held-for-sale and loans at fair value	—	—	—	—	—	—	—	—	—	—
<b>Total nonaccrual loans</b>	<b>744</b>	<b>819</b>	<b>929</b>	<b>1,149</b>	<b>1,212</b>	<b>(9)</b>	<b>(39)</b>	<b>744</b>	<b>1,212</b>	<b>(39)</b>
Assets acquired in loan satisfactions	3	4	11	1	1	(25)	200	3	1	200
<b>Total nonperforming assets</b>	<b>747</b>	<b>823</b>	<b>940</b>	<b>1,150</b>	<b>1,213</b>	<b>(9)</b>	<b>(38)</b>	<b>747</b>	<b>1,213</b>	<b>(38)</b>
Allowance for credit losses:										
Allowance for loan losses	2,620	2,678	2,896	2,925	2,858	(2)	(8)	2,620	2,858	(8)
Allowance for lending-related commitments	323	331	251	248	244	(2)	32	323	244	32
<b>Total allowance for credit losses</b>	<b>2,943</b>	<b>3,009</b>	<b>3,147</b>	<b>3,173</b>	<b>3,102</b>	<b>(2)</b>	<b>(5)</b>	<b>2,943</b>	<b>3,102</b>	<b>(5)</b>
Net charge-off/(recovery) rate (c)	0.04 %	0.02 %	(0.02) %	0.11 %	0.10 %			0.01 %	0.08 %	
Allowance for loan losses to period-end loans retained	1.30	1.35	1.49	1.55	1.54			1.30	1.54	
Allowance for loan losses to nonaccrual loans retained (b)	352	327	312	255	236			352	236	
Nonaccrual loans to period-end total loans	0.37	0.41	0.47	0.61	0.65			0.37	0.65	

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- (a) Certain clients were transferred from Middle Market Banking to Corporate Client Banking in the second quarter of 2017. The prior period amounts have been revised to conform with the current period presentation.
  - (b) Allowance for loan losses of \$128 million, \$112 million, \$115 million, \$155 million and \$221 million was held against nonaccrual loans retained at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively.
  - (c) Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate.

## ASSET &amp; WEALTH MANAGEMENT

## FINANCIAL HIGHLIGHTS

(in millions, except ratio and headcount data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			2016
<b>INCOME STATEMENT</b>										
<b>REVENUE</b>										
Asset management, administration and commissions	\$ 2,240	\$ 2,211	\$ 2,105	\$ 2,209	\$ 2,087	1 %	7 %	\$ 6,556	\$ 6,205	6 %
All other income	150	155	163	89	190	(3)	(21)	468	509	(8)
<b>Noninterest revenue</b>	<b>2,390</b>	<b>2,366</b>	<b>2,268</b>	<b>2,298</b>	<b>2,277</b>	<b>1</b>	<b>5</b>	<b>7,024</b>	<b>6,714</b>	<b>5</b>
Net interest income	855	846	819	789	770	1	11	2,520	2,244	12
<b>TOTAL NET REVENUE</b>	<b>3,245</b>	<b>3,212</b>	<b>3,087</b>	<b>3,087</b>	<b>3,047</b>	<b>1</b>	<b>6</b>	<b>9,544</b>	<b>8,958</b>	<b>7</b>
Provision for credit losses	8	4	18	(11)	32	100	(75)	30	37	(19)
<b>NONINTEREST EXPENSE</b>										
Compensation expense	1,319	1,278	1,331	1,296	1,279	3	3	3,928	3,769	4
Noncompensation expense	862	914	1,249	879	851	(6)	1	3,025	2,534	19
<b>TOTAL NONINTEREST EXPENSE</b>	<b>2,181</b>	<b>2,192</b>	<b>2,580</b>	<b>2,175</b>	<b>2,130</b>	<b>(1)</b>	<b>2</b>	<b>6,953</b>	<b>6,303</b>	<b>10</b>
<b>Income before income tax expense</b>	<b>1,056</b>	<b>1,016</b>	<b>489</b>	<b>923</b>	<b>885</b>	<b>4</b>	<b>19</b>	<b>2,561</b>	<b>2,618</b>	<b>(2)</b>
Income tax expense	382	392	104	337	328	(3)	16	878	953	(8)
<b>NET INCOME</b>	<b>\$ 674</b>	<b>\$ 624</b>	<b>\$ 385</b>	<b>\$ 586</b>	<b>\$ 557</b>	<b>8</b>	<b>21</b>	<b>\$ 1,683</b>	<b>\$ 1,665</b>	<b>1</b>
<b>REVENUE BY LINE OF BUSINESS</b>										
Asset Management	\$ 1,587	\$ 1,561	\$ 1,487	\$ 1,550	\$ 1,497	2	6	\$ 4,635	\$ 4,420	5
Wealth Management	1,658	1,651	1,600	1,537	1,550	—	7	4,909	4,538	8
<b>TOTAL NET REVENUE</b>	<b>\$ 3,245</b>	<b>\$ 3,212</b>	<b>\$ 3,087</b>	<b>\$ 3,087</b>	<b>\$ 3,047</b>	<b>1</b>	<b>6</b>	<b>\$ 9,544</b>	<b>\$ 8,958</b>	<b>7</b>
<b>FINANCIAL RATIOS</b>										
ROE	29 %	27 %	16 %	25 %	24 %			24 %	24 %	
Overhead ratio	67	68	84	70	70			73	70	
Pretax margin ratio:										
Asset Management	34	31	1	30	31			22	31	
Wealth Management	32	33	30	30	27			31	27	
Asset & Wealth Management	33	32	16	30	29			27	29	
<b>Headcount</b>	<b>22,685</b>	<b>22,289</b>	<b>22,196</b>	<b>21,082</b>	<b>21,142</b>	<b>2</b>	<b>7</b>	<b>22,685</b>	<b>21,142</b>	<b>7</b>
Number of Wealth Management client advisors	2,581	2,452	2,480	2,504	2,560	5	1	2,581	2,560	1

## ASSET &amp; WEALTH MANAGEMENT

## FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except ratio data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017
						2Q17	3Q16			Change
										2016
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Total assets	\$ 149,170	\$ 147,508	\$ 141,049	\$ 138,384	\$ 137,295	1 %	9 %	\$ 149,170	\$ 137,295	9 %
Loans	128,038	124,517	119,947	118,039	116,043	3	10	128,038	116,043	10
Core loans	128,038	124,517	119,947	118,039	116,043	3	10	128,038	116,043	10
Deposits	141,409	146,758	157,295	161,577	157,274	(4)	(10)	141,409	157,274	(10)
Equity	9,000	9,000	9,000	9,000	9,000	—	—	9,000	9,000	—
<b>SELECTED BALANCE SHEET DATA (average)</b>										
Total assets	\$ 146,388	\$ 142,966	\$ 138,178	\$ 135,213	\$ 134,920	2	8	\$ 142,541	\$ 132,090	8
Loans	125,445	122,173	118,310	115,063	114,201	3	10	122,002	112,142	9
Core loans	125,445	122,173	118,310	115,063	114,201	3	10	122,002	112,142	9
Deposits	144,496	150,786	158,810	158,335	153,121	(4)	(6)	151,311	151,656	—
Equity	9,000	9,000	9,000	9,000	9,000	—	—	9,000	9,000	—
<b>CREDIT DATA AND QUALITY STATISTICS</b>										
Net charge-offs	\$ 5	\$ 2	\$ 3	\$ —	\$ 5	150	—	\$ 10	\$ 16	(38)
Nonaccrual loans	337	400	379	390	372	(16)	(9)	337	372	(9)
Allowance for credit losses:										
Allowance for loan losses	285	285	289	274	285	—	—	285	285	—
Allowance for lending-related commitments	10	10	4	4	5	—	100	10	5	100
<b>Total allowance for credit losses</b>	<b>295</b>	<b>295</b>	<b>293</b>	<b>278</b>	<b>290</b>	<b>—</b>	<b>2</b>	<b>295</b>	<b>290</b>	<b>2</b>
Net charge-off/(recovery) rate	0.02 %	0.01 %	0.01 %	— %	0.02 %			0.01 %	0.02 %	
Allowance for loan losses to period-end loans	0.22	0.23	0.24	0.23	0.25			0.22	0.25	
Allowance for loan losses to nonaccrual loans	85	71	76	70	77			85	77	
Nonaccrual loans to period-end loans	0.26	0.32	0.32	0.33	0.32			0.26	0.32	

## ASSET &amp; WEALTH MANAGEMENT

## FINANCIAL HIGHLIGHTS, CONTINUED

(in billions)

						Sep 30, 2017		NINE MONTHS ENDED SEPTEMBER 30,		
	Sep 30,	Jun 30,	Mar 31,	Dec 31,	Sep 30,	Change		2017	2016	2017
	2017	2017	2017	2016	2016	2017	2016	2017	2016	Change
<b>CLIENT ASSETS</b>										
<b>Assets by asset class</b>										
Liquidity	\$ 441	\$ 434	\$ 444	\$ 436	\$ 403	2%	9%	\$ 441	\$ 403	9%
Fixed income	461	440	432	420	437	5	5	461	437	5
Equity	405	390	378	351	357	4	13	405	357	13
Multi-asset and alternatives	638	612	587	564	575	4	11	638	575	11
<b>TOTAL ASSETS UNDER MANAGEMENT</b>	<b>1,945</b>	<b>1,876</b>	<b>1,841</b>	<b>1,771</b>	<b>1,772</b>	<b>4</b>	<b>10</b>	<b>1,945</b>	<b>1,772</b>	<b>10</b>
Custody/brokerage/administration/deposits	733	722	707	682	675	2	9	733	675	9
<b>TOTAL CLIENT ASSETS</b>	<b>\$ 2,678</b>	<b>\$ 2,598</b>	<b>\$ 2,548</b>	<b>\$ 2,453</b>	<b>\$ 2,447</b>	<b>3</b>	<b>9</b>	<b>\$ 2,678</b>	<b>\$ 2,447</b>	<b>9</b>
<b>Memo:</b>										
Alternatives client assets (a)	\$ 161	\$ 159	\$ 157	\$ 154	\$ 157	1	3	\$ 161	\$ 157	3
<b>Assets by client segment</b>										
Private Banking	\$ 507	\$ 488	\$ 468	\$ 435	\$ 433	4	17	\$ 507	\$ 433	17
Institutional	921	889	889	869	862	4	7	921	862	7
Retail	517	499	484	467	477	4	8	517	477	8
<b>TOTAL ASSETS UNDER MANAGEMENT</b>	<b>\$ 1,945</b>	<b>\$ 1,876</b>	<b>\$ 1,841</b>	<b>\$ 1,771</b>	<b>\$ 1,772</b>	<b>4</b>	<b>10</b>	<b>\$ 1,945</b>	<b>\$ 1,772</b>	<b>10</b>
Private Banking	\$ 1,217	\$ 1,188	\$ 1,154	\$ 1,098	\$ 1,089	2	12	\$ 1,217	\$ 1,089	12
Institutional	941	909	908	886	879	4	7	941	879	7
Retail	520	501	486	469	479	4	9	520	479	9
<b>TOTAL CLIENT ASSETS</b>	<b>\$ 2,678</b>	<b>\$ 2,598</b>	<b>\$ 2,548</b>	<b>\$ 2,453</b>	<b>\$ 2,447</b>	<b>3</b>	<b>9</b>	<b>\$ 2,678</b>	<b>\$ 2,447</b>	<b>9</b>
<b>Assets under management rollforward</b>										
Beginning balance	\$ 1,876	\$ 1,841	\$ 1,771	\$ 1,772	\$ 1,693			\$ 1,771	\$ 1,723	
Net asset flows:										
Liquidity	5	(7)	1	35	18			(1)	(11)	
Fixed income	17	2	5	(6)	9			24	36	
Equity	(5)	(3)	(4)	(12)	(7)			(12)	(17)	
Multi-asset and alternatives	9	10	7	(3)	21			26	25	
Market/performance/other impacts	43	33	61	(15)	38			137	16	
<b>Ending balance</b>	<b>\$ 1,945</b>	<b>\$ 1,876</b>	<b>\$ 1,841</b>	<b>\$ 1,771</b>	<b>\$ 1,772</b>			<b>\$ 1,945</b>	<b>\$ 1,772</b>	
<b>Client assets rollforward</b>										
Beginning balance	\$ 2,598	\$ 2,548	\$ 2,453	\$ 2,447	\$ 2,344			\$ 2,453	\$ 2,350	
Net asset flows	25	2	10	21	47			37	42	
Market/performance/other impacts	55	48	85	(15)	56			188	55	
<b>Ending balance</b>	<b>\$ 2,678</b>	<b>\$ 2,598</b>	<b>\$ 2,548</b>	<b>\$ 2,453</b>	<b>\$ 2,447</b>			<b>\$ 2,678</b>	<b>\$ 2,447</b>	

(a) Represents assets under management, as well as client balances in brokerage accounts.

## CORPORATE

## FINANCIAL HIGHLIGHTS

(in millions, except headcount data)

	QUARTERLY TRENDS					NINE MONTHS ENDED SEPTEMBER 30,				
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017 Change
						2Q17	3Q16			
<b>INCOME STATEMENT</b>										
<b>REVENUE</b>										
Principal transactions	\$ (2)	\$ 148	\$ 15	\$ 27	\$ 57	NM	NM	\$ 161	\$ 183	(12)%
Securities gains/(losses)	—	(34)	(3)	5	64	100	(100)	(37)	135	NM
All other income (a)	111	667	61	269	76	(83)	46	839	319	163
<b>Noninterest revenue</b>	<b>109</b>	<b>781</b>	<b>73</b>	<b>301</b>	<b>197</b>	<b>(86)</b>	<b>(45)</b>	<b>963</b>	<b>637</b>	<b>51</b>
Net interest income	77	23	(98)	(498)	(385)	235	NM	2	(927)	NM
<b>TOTAL NET REVENUE (b)</b>	<b>186</b>	<b>804</b>	<b>(25)</b>	<b>(197)</b>	<b>(188)</b>	<b>(77)</b>	<b>NM</b>	<b>965</b>	<b>(290)</b>	<b>NM</b>
Provision for credit losses	—	—	—	—	(1)	—	100	—	(4)	100
<b>NONINTEREST EXPENSE (c)</b>	<b>74</b>	<b>183</b>	<b>98</b>	<b>439</b>	<b>143</b>	<b>(60)</b>	<b>(48)</b>	<b>355</b>	<b>23</b>	<b>NM</b>
<b>Income/(loss) before income tax expense/(benefit)</b>	<b>112</b>	<b>621</b>	<b>(123)</b>	<b>(636)</b>	<b>(330)</b>	<b>(82)</b>	<b>NM</b>	<b>610</b>	<b>(309)</b>	<b>NM</b>
Income tax expense/(benefit)	34	51	(158)	(295)	(165)	(33)	NM	(73)	54	NM
<b>NET INCOME/(LOSS)</b>	<b>\$ 78</b>	<b>\$ 570</b>	<b>\$ 35</b>	<b>\$ (341)</b>	<b>\$ (165)</b>	<b>(86)</b>	<b>NM</b>	<b>\$ 683</b>	<b>\$ (363)</b>	<b>NM</b>
<b>MEMO:</b>										
<b>TOTAL NET REVENUE</b>										
Treasury and Chief Investment Office ("CIO")	265	86	(7)	(256)	(211)	208	NM	344	(531)	NM
Other Corporate	(79)	718	(18)	59	23	NM	NM	621	241	158
<b>TOTAL NET REVENUE</b>	<b>\$ 186</b>	<b>\$ 804</b>	<b>\$ (25)</b>	<b>\$ (197)</b>	<b>\$ (188)</b>	<b>(77)</b>	<b>NM</b>	<b>\$ 965</b>	<b>\$ (290)</b>	<b>NM</b>
<b>NET INCOME/(LOSS)</b>										
Treasury and CIO	75	(14)	(67)	(197)	(208)	NM	NM	(6)	(518)	99
Other Corporate	3	584	102	(144)	43	(99)	(93)	689	155	345
<b>TOTAL NET INCOME/(LOSS)</b>	<b>\$ 78</b>	<b>\$ 570</b>	<b>\$ 35</b>	<b>\$ (341)</b>	<b>\$ (165)</b>	<b>(86)</b>	<b>NM</b>	<b>\$ 683</b>	<b>\$ (363)</b>	<b>NM</b>
<b>SELECTED BALANCE SHEET DATA (period-end)</b>										
Total assets	\$ 804,573	\$ 817,754	\$ 822,819	\$ 799,426	\$ 824,336	(2)	(2)	\$ 804,573	\$ 824,336	(2)
Loans	1,614	1,696	1,483	1,592	1,738	(5)	(7)	1,614	1,738	(7)
Core loans (d)	1,614	1,696	1,480	1,589	1,735	(5)	(7)	1,614	1,735	(7)
<b>Headcount</b>	<b>34,659</b>	<b>33,464</b>	<b>33,305</b>	<b>32,358</b>	<b>31,572</b>	<b>4</b>	<b>10</b>	<b>34,659</b>	<b>31,572</b>	<b>10</b>
<b>SUPPLEMENTAL INFORMATION</b>										
<b>TREASURY and CIO</b>										
Securities gains	\$ —	\$ (34)	\$ (15)	\$ (3)	\$ 64	100 %	(100)%	\$ (49)	\$ 135	NM
AFS investment securities ( average)	212,633	225,053	234,841	227,960	219,042	(6)	(3)	224,094	226,533	(1)
HTM investment securities ( average)	47,034	48,232	49,362	50,883	52,774	(2)	(11)	48,201	51,518	(6)
Investment securities portfolio (average)	<b>\$ 259,667</b>	<b>\$ 273,285</b>	<b>\$ 284,203</b>	<b>\$ 278,843</b>	<b>\$ 271,816</b>	<b>(5)</b>	<b>(4)</b>	<b>\$ 272,295</b>	<b>\$ 278,051</b>	<b>(2)</b>
AFS investment securities ( period-end)	214,257	213,291	230,617	236,670	217,196	—	(1)	214,257	217,196	(1)
HTM investment securities ( period-end)	47,079	47,761	48,913	50,168	52,011	(1)	(9)	47,079	52,011	(9)
Investment securities portfolio (period-end)	<b>\$ 261,336</b>	<b>\$ 261,052</b>	<b>\$ 279,530</b>	<b>\$ 286,838</b>	<b>\$ 269,207</b>	<b>—</b>	<b>(3)</b>	<b>\$ 261,336</b>	<b>\$ 269,207</b>	<b>(3)</b>

(a) Included revenue related to a legal settlement of \$645 million for both the three months ended June 30, 2017 and the nine months ended September 30, 2017.

(b) Included tax-equivalent adjustments, predominantly due to tax-exempt income from municipal bond investments of \$216 million, \$237 million, \$228 million, \$222 million, and \$218 million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively and \$681 million and \$663 million for the nine months ended September 30, 2017 and 2016, respectively.

(c) Included legal expense/(benefit) of \$(148) million, \$16 million, \$(228) million, \$165 million and \$(85) million for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$(360) million and \$(550) million for the nine months ended September 30, 2017 and 2016, respectively.

(d) Average core loans were \$1.7 billion, \$1.6 billion, \$1.6 billion, \$1.7 billion, and \$1.8 billion for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, respectively, and \$1.6 billion and \$1.9 billion for the nine months ended September 30, 2017 and 2016, respectively.

## CREDIT-RELATED INFORMATION

(in millions)

## JPMORGAN CHASE &amp; CO.

Sep 30, 2017

	Change						
	Sep 30,	Jun 30,	Mar 31,	Dec 31,	Sep 30,	Jun 30,	
	2017	2017	2017	2016	2016	2017	
<b>CREDIT EXPOSURE</b>							
<b>Consumer, excluding credit card loans (a)</b>							
Loans retained, excluding PCI loans	\$ 337,592	\$ 332,051	\$ 326,198	\$ 328,727	\$ 326,353	2 %	3 %
Loans - PCI	31,821	33,064	34,385	35,679	37,045	(4)	(14)
<b>Total loans retained</b>	<b>369,413</b>	<b>365,115</b>	<b>360,583</b>	<b>364,406</b>	<b>363,398</b>	<b>1</b>	<b>2</b>
Loans held-for-sale	188	256	6,472	238	398	(27)	(53)
<b>Total consumer, excluding credit card loans</b>	<b>369,601</b>	<b>365,371</b>	<b>367,055</b>	<b>364,644</b>	<b>363,796</b>	<b>1</b>	<b>2</b>
<b>Credit card loans</b>							
Loans retained	141,200	140,035	134,917	141,711	133,346	1	6
Loans held-for-sale	113	106	99	105	89	7	27
<b>Total credit card loans</b>	<b>141,313</b>	<b>140,141</b>	<b>135,016</b>	<b>141,816</b>	<b>133,435</b>	<b>1</b>	<b>6</b>
<b>Total consumer loans</b>	<b>510,914</b>	<b>505,512</b>	<b>502,071</b>	<b>506,460</b>	<b>497,231</b>	<b>1</b>	<b>3</b>
<b>Wholesale loans (b)</b>							
Loans retained	398,569	394,426	386,370	383,790	386,449	1	3
Loans held-for-sale and loans at fair value	4,278	8,829	7,533	4,515	4,374	(52)	(2)
<b>Total wholesale loans</b>	<b>402,847</b>	<b>403,255</b>	<b>393,903</b>	<b>388,305</b>	<b>390,823</b>	<b>—</b>	<b>3</b>
<b>Total loans</b>	<b>913,761</b>	<b>908,767</b>	<b>895,974</b>	<b>894,765</b>	<b>888,054</b>	<b>1</b>	<b>3</b>
Derivative receivables	58,260	56,506	56,063	64,078	65,579	3	(11)
Receivables from customers and other (c)	19,350	19,531	21,473	17,560	19,163	(1)	1
<b>Total credit-related assets</b>	<b>991,371</b>	<b>984,804</b>	<b>973,510</b>	<b>976,403</b>	<b>972,796</b>	<b>1</b>	<b>2</b>
<b>Lending-related commitments</b>							
Consumer, excluding credit card	55,071	58,162	53,594	54,797	59,990	(5)	(8)
Credit card	574,641	576,264	577,096	553,891	549,634	—	5
Wholesale	372,380	366,498	364,520	368,014	368,987	2	1
<b>Total lending-related commitments</b>	<b>1,002,092</b>	<b>1,000,924</b>	<b>995,210</b>	<b>976,702</b>	<b>978,611</b>	<b>—</b>	<b>2</b>
<b>Total credit exposure</b>	<b>\$ 1,993,463</b>	<b>\$ 1,985,728</b>	<b>\$ 1,968,720</b>	<b>\$ 1,953,105</b>	<b>\$ 1,951,407</b>	<b>—</b>	<b>2</b>
<b>Memo: Total by category</b>							
Consumer exposure (d)	\$ 1,140,758	\$ 1,140,074	\$ 1,132,889	\$ 1,115,268	\$ 1,106,980	—	3
Wholesale exposures (e)	852,705	845,654	835,831	837,837	844,427	1	1
<b>Total credit exposure</b>	<b>\$ 1,993,463</b>	<b>\$ 1,985,728</b>	<b>\$ 1,968,720</b>	<b>\$ 1,953,105</b>	<b>\$ 1,951,407</b>	<b>—</b>	<b>2</b>

Note 1: In the first quarter of 2017, the Firm transferred the student loan portfolio to held-for-sale. Net charge-offs related to the portfolio predominantly reflect a write-down to the estimated fair value of the portfolio at the time of the transfer. This transfer impacted certain loan and credit-related metrics disclosed on pages 12-13 and 24-27.

Note 2: The Firm provides several non-GAAP financial measures which exclude the impact of PCI loans. For further discussion of these measures, see page 28.

(a) Includes loans reported in CCB, prime mortgage and home equity loans reported in AWM, and prime mortgage loans reported in Corporate.

(b) Includes loans reported in CIB, CB and AWM business segments and Corporate.

(c) 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.

(d) Represents total consumer loans and lending-related commitments.

(e) Represents total wholesale loans, lending-related commitments, derivative receivables, and receivables from customers and other.



## CREDIT-RELATED INFORMATION, CONTINUED

(in millions, except ratio data)

## JPMORGAN CHASE &amp; CO.

	Sep 30, 2017						
						Change	
	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016	Sep 30, 2016	Jun 30, 2017	Sep 30, 2016
<b>NONPERFORMING ASSETS (a)</b>							
Consumer nonaccrual loans (b)(c)	\$ 4,161	\$ 4,226	\$ 4,549	\$ 4,820	\$ 4,961	(2)	(16)
<b>Wholesale nonaccrual loans</b>							
Loans retained	1,470	1,634	1,571	1,954	2,151	(10)	(32)
Loans held-for-sale and loans at fair value	2	31	109	109	26	(94)	(92)
<b>Total wholesale nonaccrual loans</b>	<b>1,472</b>	<b>1,665</b>	<b>1,680</b>	<b>2,063</b>	<b>2,177</b>	<b>(12)</b>	<b>(32)</b>
<b>Total nonaccrual loans</b>	<b>5,633</b>	<b>5,891</b>	<b>6,229</b>	<b>6,883</b>	<b>7,138</b>	<b>(4)</b>	<b>(21)</b>
Derivative receivables	164	170	179	223	232	(4)	(29)
Assets acquired in loan satisfactions	357	371	418	429	409	(4)	(13)
<b>Total nonperforming assets</b>	<b>6,154</b>	<b>6,432</b>	<b>6,826</b>	<b>7,535</b>	<b>7,779</b>	<b>(4)</b>	<b>(21)</b>
Wholesale lending-related commitments (d)	764	750	882	506	503	2	52
<b>Total nonperforming exposure</b>	<b>\$ 6,918</b>	<b>\$ 7,182</b>	<b>\$ 7,708</b>	<b>\$ 8,041</b>	<b>\$ 8,282</b>	<b>(4)</b>	<b>(16)</b>
<b>NONACCRUAL LOAN-RELATED RATIOS</b>							
Total nonaccrual loans to total loans	0.62%	0.65%	0.70%	0.77%	0.80%		
Total consumer, excluding credit card nonaccrual loans to							
total consumer, excluding credit card loans	1.13	1.16	1.24	1.32	1.36		
Total wholesale nonaccrual loans to total							
wholesale loans	0.37	0.41	0.43	0.53	0.56		

(a) At September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016, and September 30, 2016, nonperforming assets excluded: (1) mortgage loans insured by U.S. government agencies of \$4.0 billion, \$4.1 billion, \$4.5 billion, \$5.0 billion and \$5.0 billion, respectively, that are 90 or more days past due; and (2) real estate owned ("REO") insured by U.S. government agencies of \$99 million, \$105 million, \$121 million, \$142 million and \$163 million, respectively. Student loans insured by U.S. government agencies under FFELP and 90 or more days past due were also excluded from nonperforming assets prior to sale of the student loan portfolio in the second quarter of 2017. These amounts have been excluded based upon the government guarantee. In addition, the Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status as permitted by regulatory guidance issued by the Federal Financial Institutions Examination Council ("FFIEC"). Under this guidance, non-modified credit card loans are charged off by the end of the month in which the account becomes 180 days past due, while modified credit card loans are charged off when the account becomes 120 days past due. Moreover, all credit card loans must be charged off within 60 days of receiving notification about certain specified events (e.g., bankruptcy of the borrower).

(b) Included nonaccrual loans held-for-sale of \$3 million, \$33 million, \$156 million, \$53 million and \$53 million at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.

(c) Excludes PCI loans. The Firm is recognizing interest income on each pool of PCI loans as they are all performing.

(d) Represents commitments that are risk rated as nonaccrual.

CREDIT-RELATED INFORMATION,  
CONTINUED

(in millions, except ratio data)

	QUARTERLY TRENDS							NINE MONTHS ENDED SEPTEMBER 30,		
	3Q17	2Q17	1Q17	4Q16	3Q16	3Q17 Change		2017	2016	2017
						2Q17	3Q16			Change
<b>SUMMARY OF CHANGES IN THE ALLOWANCES</b>										
<b>ALLOWANCE FOR LOAN LOSSES</b>										
Beginning balance	\$ 13,363	\$ 13,413	\$ 13,776	\$ 14,204	\$ 14,227	—%	(6)%	\$ 13,776	\$ 13,555	2%
Net charge-offs:										
Gross charge-offs	1,550	1,468	1,959	1,532	1,375	6	13	4,977	4,165	19
Gross recoveries	(285)	(264)	(305)	(252)	(254)	(8)	(12)	(854)	(753)	(13)
Net charge-offs (a)	1,265	1,204	1,654	1,280	1,121	5	13	4,123	3,412	21
Write-offs of PCI loans (b)	20	22	24	32	36	(9)	(44)	66	124	(47)
Provision for loan losses	1,460	1,175	1,316	896	1,132	24	29	3,951	4,184	(6)
Other	1	1	(1)	(12)	2	—	(50)	1	1	—
<b>Ending balance</b>	<b>\$ 13,539</b>	<b>\$ 13,363</b>	<b>\$ 13,413</b>	<b>\$ 13,776</b>	<b>\$ 14,204</b>	<b>1</b>	<b>(5)</b>	<b>\$ 13,539</b>	<b>\$ 14,204</b>	<b>(5)</b>
<b>ALLOWANCE FOR LENDING-RELATED COMMITMENTS</b>										
Beginning balance	\$ 1,117	\$ 1,077	\$ 1,078	\$ 1,100	\$ 960	4	16	\$ 1,078	\$ 786	37
Provision for lending-related commitments	(8)	40	(1)	(32)	139	NM	NM	31	313	(90)
Other	—	—	—	10	1	—	(100)	—	1	(100)
<b>Ending balance</b>	<b>\$ 1,109</b>	<b>\$ 1,117</b>	<b>\$ 1,077</b>	<b>\$ 1,078</b>	<b>\$ 1,100</b>	<b>(1)</b>	<b>1</b>	<b>\$ 1,109</b>	<b>\$ 1,100</b>	<b>1</b>
<b>Total allowance for credit losses</b>	<b>\$ 14,648</b>	<b>\$ 14,480</b>	<b>\$ 14,490</b>	<b>\$ 14,854</b>	<b>\$ 15,304</b>	<b>1</b>	<b>(4)</b>	<b>\$ 14,648</b>	<b>\$ 15,304</b>	<b>(4)</b>
<b>NET CHARGE-OFF/(RECOVERY) RATES (a)</b>										
Consumer retained, excluding credit card loans (c)	0.22%	0.12%	0.76 % <sup>(d)</sup>	0.31%	0.26%			0.37% (d)	0.23%	
Credit card retained loans	2.87	3.01	2.94	2.67	2.51			2.94	2.61	
Total consumer retained loans	0.95	0.92	1.35 <sup>(d)</sup>	0.95	0.86			1.07 (d)	0.87	
Wholesale retained loans	0.04	0.06	(0.03)	0.08	0.05			0.03	0.09	
<b>Total retained loans</b>	<b>0.56</b>	<b>0.54</b>	<b>0.76 (d)</b>	<b>0.58</b>	<b>0.51</b>			<b>0.62 (d)</b>	<b>0.53</b>	
Consumer retained loans, excluding credit card and										
PCI loans	0.24	0.13	0.84 <sup>(d)</sup>	0.35	0.29			0.40 (d)	0.26	
Consumer retained loans, excluding PCI loans	1.02	0.99	1.46 <sup>(d)</sup>	1.03	0.93			1.15 (d)	0.94	
<b>Total retained, excluding PCI loans</b>	<b>0.58</b>	<b>0.56</b>	<b>0.79 (d)</b>	<b>0.60</b>	<b>0.54</b>			<b>0.64 (d)</b>	<b>0.56</b>	
<b>Memo: Average retained loans</b>										
Consumer retained, excluding credit card loans	\$ 367,411	\$ 362,551	\$ 366,098	\$ 364,857	\$ 362,457	1	1	\$ 365,359	\$ 356,347	3
Credit card retained loans	141,061	138,032	137,112	136,085	132,626	2	6	138,749	129,401	7
Total average retained consumer loans	508,472	500,583	503,210	500,942	495,083	2	3	504,108	485,748	4
Wholesale retained loans	395,420	392,257	382,367	382,360	374,593	1	6	390,062	368,225	6
<b>Total average retained loans</b>	<b>\$ 903,892</b>	<b>\$ 892,840</b>	<b>\$ 885,577</b>	<b>\$ 883,302</b>	<b>\$ 869,676</b>	<b>1</b>	<b>4</b>	<b>\$ 894,170</b>	<b>\$ 853,973</b>	<b>5</b>
Consumer retained, excluding credit card and										
PCI loans	\$ 334,987	\$ 328,816	\$ 331,057	\$ 328,507	\$ 324,741	2	3	\$ 331,635	\$ 317,301	5
Consumer retained, excluding PCI loans	476,048	466,848	468,169	464,592	457,367	2	4	470,384	446,702	5
<b>Total retained, excluding PCI loans</b>	<b>871,465</b>	<b>859,102</b>	<b>850,533</b>	<b>846,949</b>	<b>831,956</b>	<b>1</b>	<b>5</b>	<b>860,443</b>	<b>814,923</b>	<b>6</b>

Note: During the second quarter of 2017, the Firm refined its loss estimates on the wholesale portfolio by incorporating the use of internal historical data versus external credit rating agency default statistics to estimate probability of default. In addition, an adjustment to the modeled loss estimates for wholesale lending-related commitments was incorporated similar to the adjustment applied for wholesale loans. The impacts of these refinements were not material to the allowance for credit losses.

- (a) Net charge-offs and net charge-off rates for the three and nine months ended September 30, 2017 included \$63 million of incremental charge-offs recorded in accordance with regulatory guidance regarding the timing of loss recognition for certain auto and residential real estate loans in bankruptcy and auto loans where assets were acquired in loan satisfaction.
- (b) Write-offs of PCI loans are recorded against the allowance for loan losses when actual losses for a pool exceed estimated losses that were recorded as purchase accounting adjustments at the time of acquisition. A write-off of a PCI loan is recognized when the underlying loan is removed from a pool (e.g., upon liquidation).
- (c) The net charge-off rates exclude the write-offs in the PCI portfolio. These write-offs decreased the allowance for loan losses for PCI loans.
- (d) During the first quarter of 2017, the Firm transferred the student loan portfolio to held-for-sale, resulting in a write-down of the portfolio to the estimated fair value at the time of the transfer. For the three months ended March 31, 2017, excluding net charge-offs of \$467 million related to the transfer, the net charge-off rate for Consumer retained, excluding credit card loans, would have been 0.24%; Total consumer retained loans would have been 0.98%; Total retained loans would have been 0.54%; Consumer retained, excluding credit card loans and PCI loans would have been 0.27%; Total consumer retained loans excluding PCI loans would have been 1.05%; and Total retained, excluding PCI loans would have been 0.57%. For the nine months ended September 30, 2017, the net charge-off rate for Consumer retained, excluding credit card loans would have been 0.20%; Total consumer retained loans would have been 0.95%; Total retained loans would have been 0.55%; Consumer retained, excluding credit card loans and PCI loans would have been 0.22%; Total consumer retained loans excluding PCI loans would have been 1.02%; and Total retained, excluding PCI loans would have been 0.57%.



CREDIT-RELATED INFORMATION,  
CONTINUED

(in millions, except ratio data)

## JPMORGAN CHASE &amp; CO.

	Sep 30, 2017						
	Sep 30,	Jun 30,	Mar 31,	Dec 31,	Sep 30,	Change	
						Jun 30,	Sep 30,
	2017	2017	2017	2016	2016	2017	2016
<b>ALLOWANCE COMPONENTS AND RATIOS</b>							
<b>ALLOWANCE FOR LOAN LOSSES</b>							
<b>Consumer, excluding credit card</b>							
Asset-specific (a)	\$ 271	\$ 296	\$ 300	\$ 308	\$ 352	(8)%	(23)%
Formula-based	2,266	2,239	2,339	2,579	2,667	1	(15)
PCI	2,245	2,265	2,287	2,311	2,618	(1)	(14)
<b>Total consumer, excluding credit card</b>	<b>4,782</b>	<b>4,800</b>	<b>4,926</b>	<b>5,198</b>	<b>5,637</b>	—	(15)
<b>Credit card</b>							
Asset-specific (a)(b)	376	370	373	358	363	2	4
Formula-based	4,308	4,014	3,661	3,676	3,521	7	22
<b>Total credit card</b>	<b>4,684</b>	<b>4,384</b>	<b>4,034</b>	<b>4,034</b>	<b>3,884</b>	7	21
<b>Total consumer</b>	<b>9,466</b>	<b>9,184</b>	<b>8,960</b>	<b>9,232</b>	<b>9,521</b>	3	(1)
<b>Wholesale</b>							
Asset-specific (a)	363	345	249	342	490	5	(26)
Formula-based	3,710	3,834	4,204	4,202	4,193	(3)	(12)
<b>Total wholesale</b>	<b>4,073</b>	<b>4,179</b>	<b>4,453</b>	<b>4,544</b>	<b>4,683</b>	(3)	(13)
<b>Total allowance for loan losses</b>	<b>13,539</b>	<b>13,363</b>	<b>13,413</b>	<b>13,776</b>	<b>14,204</b>	1	(5)
Allowance for lending-related commitments	1,109	1,117	1,077	1,078	1,100	(1)	1
<b>Total allowance for credit losses</b>	<b>\$ 14,648</b>	<b>\$ 14,480</b>	<b>\$ 14,490</b>	<b>\$ 14,854</b>	<b>\$ 15,304</b>	1	(4)
<b>CREDIT RATIOS</b>							
Consumer, excluding credit card allowance, to total							
consumer, excluding credit card retained loans	1.29%	1.31%	1.37%	1.43%	1.55%		
Credit card allowance to total credit card retained loans	3.32	3.13	2.99	2.85	2.91		
Wholesale allowance to total wholesale retained loans	1.02	1.06	1.15	1.18	1.21		
Wholesale allowance to total wholesale retained loans, excluding trade finance and conduits (c)	1.12	1.17	1.27	1.30	1.33		
<b>Total allowance to total retained loans</b>	<b>1.49</b>	<b>1.49</b>	<b>1.52</b>	<b>1.55</b>	<b>1.61</b>		
Consumer, excluding credit card allowance, to consumer,							
excluding credit card retained nonaccrual loans (d)	115	114	112	109	115		
Total allowance, excluding credit card allowance, to retained							
nonaccrual loans, excluding credit card nonaccrual loans (d)	157	154	157	145	146		
Wholesale allowance to wholesale retained nonaccrual loans	277	256	283	233	218		
<b>Total allowance to total retained nonaccrual loans</b>	<b>241</b>	<b>229</b>	<b>225</b>	<b>205</b>	<b>201</b>		
<b>CREDIT RATIOS, excluding PCI loans</b>							
Consumer, excluding credit card allowance, to total							
consumer, excluding credit card retained loans	0.75	0.76	0.81	0.88	0.93		
<b>Total allowance to total retained loans</b>	<b>1.29</b>	<b>1.28</b>	<b>1.31</b>	<b>1.34</b>	<b>1.37</b>		
Consumer, excluding credit card allowance, to consumer,							
excluding credit card retained nonaccrual loans (d)	61	60	60	61	62		
Allowance, excluding credit card allowance, to retained non-							
accrual loans, excluding credit card nonaccrual loans (d)	117	115	119	111	109		
<b>Total allowance to total retained nonaccrual loans</b>	<b>201</b>	<b>190</b>	<b>187</b>	<b>171</b>	<b>164</b>		

(a) Includes risk-rated loans that have been placed on nonaccrual status and loans that have been modified in a troubled debt restructuring ("TDR").

(b) The asset-specific credit card allowance for loan losses relates to loans that have been modified in a TDR; the Firm calculates such allowance based on the loans' original contractual interest rates and does not consider any incremental penalty rates.

(c) Management uses allowance for loan losses to period-end loans retained, excluding CIB's trade finance and conduits, a non-GAAP financial measure, to provide a more meaningful assessment of the wholesale allowance coverage ratio.

(d) For information on the Firm's nonaccrual policy for credit card loans, see footnote (a) on page 25.



**Non-GAAP Financial Measures**

- (a) In addition to analyzing the Firm's results on a reported basis, management reviews Firmwide results, including the overhead ratio, on a **"managed" basis**; these Firmwide managed basis results are considered non-GAAP financial measures. The Firm also reviews the results of the lines of business on a managed basis. The Firm's definition of managed basis starts, in each case, with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm and each of the reportable business segments on a 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 investments and securities. These financial measures allow 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) **Tangible common equity ("TCE"), Return on tangible common equity ("ROTCE"), and Tangible book value per share ("TBVPS")** are non-GAAP financial measures. 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 net income applicable to common equity as a percentage of average TCE. TBVPS represents the Firm's TCE at period-end divided by common shares at period-end. TCE, ROTCE, and TBVPS are meaningful to the Firm, as well as investors and analysts, in assessing the Firm's use of equity.
- (c) The ratios of the **allowance for loan losses to period-end loans retained**, the **allowance for loan losses to nonaccrual loans retained**, and **nonaccrual loans to total period-end loans excluding credit card and PCI loans**, exclude the following: loans accounted for at fair value and loans held-for-sale; PCI loans; and the allowance for loan losses related to PCI loans. Additionally, net charge-offs and 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 wholesale allowance coverage ratio.
- (d) **CIB** calculates the **ratio of the allowance for loan losses to end-of-period loans** excluding the impact of consolidated Firm-administered multi-seller conduits and trade finance loans, to provide a more meaningful assessment of CIB's allowance coverage ratio.

**Key Performance Measures**

- (a) **Core loans** represent loans considered central to the Firm's ongoing businesses; core loans exclude loans classified as trading assets, runoff portfolios, discontinued portfolios and portfolios the Firm has an intent to exit.