# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> Form 8-K <br> CURRENT REPORT <br> Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 

Date of Report (date of earliest event reported): July 15, 2010

## JPMORGAN CHASE \& CO.

(Exact name of registrant as specified in its charter)

Delaware
(State or Other Jurisdiction of Incorporation)

1-5805
(Commission File Number)

13-2624428
(IRS Employer Identification No.)

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:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## TABLE OF CONTENTS

Item 2.02 Results of Operations and Financial Condition
Item 9.01 Financial Statements and Exhibits
SIGNATURE
EXHIBIT INDEX
EX-12.1
EX-12.2
EX-99.1
EX-99.2

## Item 2.02 Results of Operations and Financial Condition

On July 15, 2010, JPMorgan Chase \& Co. ("JPMorgan Chase" or the "Firm") reported 2010 second quarter net income of $\$ 4.8$ billion, or $\$ 1.09$ per share, compared with net income of $\$ 2.7$ billion, or $\$ 0.28$ per share, for the second quarter of 2009. A copy of the 2010 second quarter earnings release is attached hereto as Exhibit 99.1, and a copy of the earnings release financial supplement is attached hereto as Exhibit 99.2.

Each of the Exhibits provided with this Form 8-K shall be deemed to be "filed" for purposes of the Securities Exchange Act of 1934, as amended.
This current report on Form 8-K (including the Exhibits hereto) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are based upon 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 the Firm's Annual Report on Form 10-K for the year ended December 31, 2009, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2010, each of which has been filed with the Securities and Exchange Commission and is available on JPMorgan Chase's website (www.jpmorganchase.com) and on the Securities and Exchange Commission's website (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

Exhibit Number

Description of Exhibit
JPMorgan Chase \& Co. Computation of Ratio of Earnings to Fixed Charges
JPMorgan Chase \& Co. Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements
JPMorgan Chase \& Co. Earnings Release — Second Quarter 2010 Results
JPMorgan Chase \& Co. Earnings Release Financial Supplement - Second Quarter 2010

## 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/ Louis Rauchenberger
Louis Rauchenberger

Managing Director and Controller [Principal Accounting Officer]

## EXHIBIT INDEX

| $\frac{\text { Exhibit Number }}{12.1}$ |  |
| :--- | :--- |
| Description of Exhibit |  |
| JPMorgan Chase \& Co. Computation of Ratio of Earnings to Fixed Charges |  |
| 12.2 | JPMorgan Chase \& Co. Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements |
| 99.1 | JPMorgan Chase \& Co. Earnings Release — Second Quarter 2010 Results |
| 99.2 | JPMorgan Chase \& Co. Earnings Release Financial Supplement — Second Quarter 2010 |

## EXHIBIT 12.1

## Computation of Ratio of Earnings to Fixed Charges

| Six months ended June 30, (in millions, except ratios) | 2010 |
| :---: | :---: |
| Excluding interest on deposits |  |
| Income before income tax expense | \$ 11,644 |
| Fixed charges: |  |
| Interest expense | 4,440 |
| One-third of rents, net of income from subleases (a) | 291 |
| Total fixed charges | 4,731 |
| Add: Equity in undistributed loss of affiliates | 94 |
| Income before income tax expense and fixed charges, excluding capitalized interest | \$ 16,469 |
| Fixed charges, as above | \$ 4,731 |
| Ratio of earnings to fixed charges | 3.48 |
|  |  |
| Including interest on deposits |  |
| Fixed charges, as above | \$ 4,731 |
| Add: Interest on deposits | 1,727 |
| Total fixed charges and interest on deposits | \$ 6,458 |
| Income before income tax expense and fixed charges, excluding capitalized interest, as above | \$ 16,469 |
| Add: Interest on deposits | 1,727 |
| Total income before income tax expense, fixed charges and interest on deposits | \$ 18,196 |
| Ratio of earnings to fixed charges | 2.82 |

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

## EXHIBIT 12.2

## JPMORGAN CHASE \& CO.

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

| Six months ended June 30, (in millions, except ratios) |  | 2010 |
| :---: | :---: | :---: |
| Excluding interest on deposits |  |  |
| Income before income tax expense |  | 11,644 |
| Fixed charges: |  |  |
| Interest expense |  | 4,440 |
| One-third of rents, net of income from subleases (a) |  | 291 |
| Total fixed charges |  | 4,731 |
| Add: Equity in undistributed loss of affiliates |  | 94 |
| Income before income tax expense and fixed charges, excluding capitalized interest |  | 16,469 |
| Fixed charges, as above | \$ | 4,731 |
| Preferred stock dividends (pre-tax) |  | 466 |
| Fixed charges including preferred stock dividends | \$ | 5,197 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements |  | 3.17 |
| Including interest on deposits |  |  |
| Fixed charges including preferred stock dividends, as above | \$ | 5,197 |
| Add: Interest on deposits |  | 1,727 |
| Total fixed charges including preferred stock dividends and interest on deposits |  | 6,924 |
| Income before income tax expense and fixed charges, excluding capitalized interest, as above |  | 16,469 |
| Add: Interest on deposits |  | 1,727 |
| Total income before income tax expense, fixed charges and interest on deposits | \$ | 18,196 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements |  | 2.63 |

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

- Quarterly profits up from prior year and prior quarter:

Solid performance across most businesses combined with reduced credit costs

- Retail Financial Services and Card Services net charge-offs and delinquencies improved from the prior quarter
- $\quad$ Strong balance sheet: Tier 1 Common ${ }^{1}$ at $\$ 108.2$ billion, or $9.6 \%$; credit reserves at $\$ 36.7$ billion; loan loss coverage ratio at 5.3\% of total loans ${ }^{1}$
- Continued support for economic recovery through assisting customers, sound lending and efforts to prevent foreclosure:

Nearly $\$ 700$ billion in new and renewed credit provided to and capital raised for consumers, corporations, small businesses, municipalities and non-profits during the first half of the year

- Small-business originations up $37 \%$ during the first half of the year
- 880,000 modifications offered and 245,000 approved since the beginning of 2009

New York, July 15, 2010 - JPMorgan Chase \& Co. (NYSE: JPM) today reported second-quarter 2010 net income of $\$ 4.8$ billion, compared with $\$ 2.7$ billion in the second quarter of 2009. Earnings per share were $\$ 1.09$, compared with $\$ 0.28$ in the second quarter of 2009.

Jamie Dimon, Chairman and Chief Executive Officer, commented on the quarter: "Our net income increased to $\$ 4.8$ billion, including the benefit from a $\$ 1.5$ billion reduction of loan loss reserves - which we do not believe represents normal ongoing earnings - partially offset by a charge of $\$ 550$ million for the U.K. bonus tax."

Continuing on the businesses, Dimon added: "Although we are gratified to see consumer-lending net charge-offs and delinquencies decline, they remain at extremely high levels and therefore returns in our consumer-lending businesses are still unacceptable. As a result, these businesses did not meet expectations nor generate satisfactory returns on capital for our shareholders. It is too early to say how much improvement we will see from here.
"We saw solid performance in our other businesses. In particular, our wholesale businesses experienced reduced net charge-offs that led to reductions in loan loss reserves, and are currently seeing credit costs which reflect the increasingly healthy condition of our wholesale clients."

[^0]J.P. Morgan Chase \& Co.

News Release
Commenting on the strength of the balance sheet, Dimon said: "We maintained very high liquidity, with a deposit-to-loan ratio of $127 \%$, and generated additional capital, ending the quarter with a strong Tier 1 Common ratio of $9.6 \%$. Total firmwide credit reserves fell to $\$ 36.7$ billion, as loan balances remained flat and credit costs declined, resulting in a firmwide coverage ratio of $5.3 \%$ of total loans 1 . Our strong and growing capital base has enabled us to buy back over $\$ 500$ million of stock to date, and we will continue to do so opportunistically."
Dimon further remarked: "We continue to aggressively do all that we can reasonably and responsibly to contribute to the economic recovery. During the first half of the year, we loaned or raised capital for our clients of nearly $\$ 700$ billion, and our small-business originations were up 37\%.
Looking ahead, Dimon concluded: "We recognize a number of positive aspects of the pending regulatory reform legislation, including systemic risk oversight and resolution authority. However, many challenges and uncertainties remain which may result in unintended consequences for our clients, the markets and our businesses. With a need for global regulatory coordination and hundreds of rules to be written, increased focus is critical in order to implement these reforms in a way that protects consumers and the competitiveness of the U.S. financial system, while ensuring the flow of safe and sound credit. As always, and regardless of uncertainties about the credit environment and pending regulation, we remain committed to the long-term growth of our franchise. We continue to invest in our infrastructure to enable us to deliver the quality products and services that our customers demand, and to provide good returns for our shareholders."
In the discussion below of the business segments and of JPMorgan Chase as a Firm, information is presented on a managed basis. For more information about managed basis, as well as other non-GAAP financial measures used by management to evaluate the performance of each line of business, see page 13. The following discussion compares the second quarters of 2010 and 2009 unless otherwise noted.
J.P. Morgan Chase \& Co.

News Release

## INVESTMENT BANK (IB)

| Results for IB (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | O/(U) \% | \$ O/(U) | O/(U) \% |
| Net Revenue | \$6,332 | \$8,319 | \$7,301 | \$(1,987) | (24\%) | \$ (969) | (13\%) |
| Provision for Credit Losses | (325) | (462) | 871 | 137 | 30 | $(1,196)$ | NM |
| Noninterest Expense | 4,522 | 4,838 | 4,067 | (316) | (7) | 455 | 11 |
| Net Income | \$1,381 | \$2,471 | \$1,471 | \$(1,090) | (44\%) | \$ (90) | (6\%) |

## Discussion of Results:

Net income was $\$ 1.4$ billion, down 6\% compared with the prior year. These results reflected lower revenue and higher noninterest expense, predominantly offset by a benefit from the provision for credit losses.

Net revenue was $\$ 6.3$ billion, compared with $\$ 7.3$ billion in the prior year. Investment banking fees decreased by $37 \%$ to $\$ 1.4$ billion, consisting of equity underwriting fees of $\$ 354$ million (down 68\%), debt underwriting fees of $\$ 696$ million (down 6\%) and advisory fees of $\$ 355$ million (down 10\%). Fixed Income Markets revenue was $\$ 3.6$ billion, compared with $\$ 4.9$ billion in the prior year. The decrease largely reflected lower results in credit markets, rates and commodities. Equity Markets revenue was $\$ 1.0$ billion, compared with $\$ 708$ million in the prior year, reflecting solid client revenue. Credit Portfolio revenue was $\$ 326$ million, primarily reflecting net interest income and fees on retained loans.
The provision for credit losses was a benefit of $\$ 325$ million, compared with an expense of $\$ 871$ million in the prior year. The current-quarter provision reflected a reduction in the allowance for loan losses, largely related to net repayments and loan sales. The allowance for loan losses to end-of-period loans retained was $3.98 \%$, compared with $7.91 \%$ in the prior year. The decline in the allowance ratio was due largely to the consolidation of asset-backed commercial paper conduits in accordance with new accounting guidance, effective January 1, 2010. Excluding these balances, the current-quarter allowance coverage ratio was $6.49 \%$. Net charge-offs were $\$ 28$ million, compared with $\$ 433$ million in the prior year. Nonperforming loans were $\$ 2.3$ billion, down by $\$ 1.3$ billion from the prior year and $\$ 481$ million from the prior quarter.
Noninterest expense was $\$ 4.5$ billion, compared with $\$ 4.1$ billion in the prior year. Current-quarter results included the impact of the U.K. bonus tax.

## Key Metrics and Business Updates:

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

§ Ranked \#1 in Global IB Fees for the six months ended June 30, 2010.
§ Ranked \#1 in Global Debt, Equity and Equity-related; \#1 in Global Equity and Equity-related; \#2 in Global Long-Term Debt; \#1 in Global Syndicated Loans; and \#4 in Global Announced M\&A, based on volume, for the six months ended June 30, 2010.
§ Return on equity was $14 \%$ on $\$ 40.0$ billion of average allocated capital.
§ Completed acquisition of RBS Sempra Commodities' global oil, global metals (including Henry Bath), global coal and European power, gas, and non-U.S. emissions assets on July 1, 2010.
§ End-of-period loans retained were $\$ 54.0$ billion, down $16 \%$ from the prior year and up $2 \%$ from the prior quarter. End-of-period fairvalue and held-for-sale loans were $\$ 3.2$ billion, down $53 \%$ from the prior year and $10 \%$ from the prior quarter.

## RETAIL FINANCIAL SERVICES (RFS)

| Results for RFS (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | O/(U) \% | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$7,809 | \$7,776 | \$7,970 | \$ 33 | -\% | \$ (161) | (2)\% |
| Provision for Credit Losses | 1,715 | 3,733 | 3,846 | $(2,018)$ | (54) | $(2,131)$ | (55) |
| Noninterest Expense | 4,281 | 4,242 | 4,079 | 39 | 1\% | 202 | 5\% |
| Net Income/(Loss) | \$1,042 | \$ (131) | \$ 15 | \$ 1,173 | NM | \$ 1,027 | NM |

## Discussion of Results:

Net income was $\$ 1.0$ billion, compared with $\$ 15$ million in the prior year.
Net revenue was $\$ 7.8$ billion, a decrease of $\$ 161$ million, or 2\%, compared with the prior year. Net interest income was $\$ 4.8$ billion, down by $\$ 213$ million, or $4 \%$, reflecting the impact of lower loan and deposit balances, partially offset by a shift to wider-spread deposit products. Noninterest revenue was $\$ 3.0$ billion, relatively flat compared with the prior year, as increased mortgage fees and related income, debit card income and auto operating lease income were offset by declining deposit-related fees.

The provision for credit losses was $\$ 1.7$ billion, a decrease of $\$ 2.1$ billion from the prior year and $\$ 2.0$ billion from the prior quarter. Although losses for the mortgage and home equity portfolios continued to be extremely high, the current-quarter provision reflected improved delinquency trends and reduced net charge-offs as compared to prior periods. Additionally, the prior-year and prior-quarter provisions included additions to the allowance for loan losses of $\$ 1.2$ billion and $\$ 1.3$ billion, respectively. Home equity net charge-offs were $\$ 796$ million ( $3.32 \%$ net charge-off rate ${ }^{1}$ ), compared with $\$ 1.3$ billion ( $4.61 \%$ net charge-off rate 1 ) in the prior year. Subprime mortgage net charge-offs were $\$ 282$ million ( $8.63 \%$ net charge-off rate1), compared with $\$ 410$ million ( $11.50 \%$ net charge-off rate1). Prime mortgage net charge-offs were $\$ 264$ million ( $1.79 \%$ net charge-off rate1), compared with $\$ 481$ million ( $3.07 \%$ net charge-off rate ${ }^{1}$ ). The allowance for loan losses to ending loans retained, excluding purchased credit-impaired loans, was $5.26 \%$, compared with $4.41 \%$ in the prior year and $5.16 \%$ in the prior quarter.
Noninterest expense was $\$ 4.3$ billion, an increase of $\$ 202$ million, or $5 \%$, from the prior year.
Retail Banking reported net income of $\$ 914$ million, a decrease of $\$ 56$ million, or $6 \%$, compared with the prior year.
Net revenue was $\$ 4.4$ billion, down $3 \%$ compared with the prior year. The decrease was driven by declining deposit-related fees and lower deposit balances, largely offset by a shift to wider-spread deposit products and higher debit card income.

The provision for credit losses was $\$ 168$ million, compared with $\$ 361$ million in the prior year. The prior-year provision reflected an increase in the Business Banking allowance for loan losses. Retail Banking net charge-offs were $\$ 168$ million ( $4.04 \%$ net charge-off rate), compared with $\$ 211$ million ( $4.70 \%$ net charge-off rate) in the prior year.
Noninterest expense was $\$ 2.6$ billion, up $3 \%$ compared with the prior year, resulting from sales force increases.
J.P. Morgan Chase \& Co.

News Release

## Key Metrics and Business Updates:

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

§ Checking accounts totaled 26.4 million, up $4 \%$ from the prior year and $2 \%$ from the prior quarter.
§ Average total deposits were $\$ 337.8$ billion, down $3 \%$ from the prior year, due to the maturity of time deposits acquired in the Washington Mutual transaction, and up 1\% from the prior quarter.
§ Deposit margin was $3.05 \%$, compared with $2.92 \%$ in the prior year and $3.02 \%$ in the prior quarter.
§ End-of-period Business Banking loans were $\$ 16.6$ billion, down $7 \%$ from the prior year and $1 \%$ from the prior quarter; originations were $\$ 1.2$ billion, up $100 \%$ from the prior year and $33 \%$ from the prior quarter.
§ Branch sales of credit cards decreased 8\% from the prior year and increased $12 \%$ from the prior quarter.
§ Branch sales of investment products increased 9\% from the prior year and decreased 3\% from the prior quarter.
§ Overhead ratio (excluding amortization of core deposit intangibles) was $58 \%$, compared with $55 \%$ in the prior year and $58 \%$ in the prior quarter.
§ Number of branches was 5,159 , down $1 \%$ from the prior year, due to planned closures of overlap branches, and flat compared with the prior quarter.

Mortgage Banking \& Other Consumer Lending reported net income of $\$ 364$ million, an increase of $\$ 129$ million, or 55\%, from the prior year. The increase was driven by higher noninterest revenue and a lower provision for credit losses, partially offset by higher noninterest expense.

Net revenue of $\$ 2.0$ billion was up by $\$ 193$ million, or $10 \%$, from the prior year, and includes Mortgage Banking revenue of $\$ 1.2$ billion, up by $\$ 62$ million, and Other Consumer Lending revenue (comprised of Auto and Student Lending) of $\$ 850$ million, up by $\$ 131$ million predominantly as a result of higher auto loan and lease balances. Mortgage Banking revenue includes $\$ 212$ million of net interest income, $\$ 886$ million of mortgage fees and related income and $\$ 100$ million of other noninterest revenue. Included in mortgage fees and related income is $\$ 9$ million of production revenue, compared with $\$ 284$ million in the prior year, reflecting higher repurchase losses in the current year and the impact of write-downs on the mortgage warehouse in the prior year. Repurchase losses were $\$ 667$ million, compared with $\$ 255$ million in the prior year and $\$ 432$ million in the prior quarter. Also included is net mortgage servicing revenue of $\$ 877$ million, up by $\$ 354$ million from the prior year, which is comprised of operating revenue and MSR risk management revenue. Operating revenue of $\$ 566$ million was up by $\$ 124$ million as the improvement in other changes in MSR asset fair value was partially offset by lower loan servicing revenue as a result of lower third-party loans serviced. MSR risk management results were $\$ 311$ million, compared with $\$ 81$ million in the prior year.

The provision for credit losses, predominantly related to the student and auto loan portfolios, was $\$ 175$ million, compared with $\$ 366$ million in the prior year. The prior-year provision reflected an increase in the allowance for loan losses for student and auto loans. Student loan and other net charge-offs were $\$ 150$ million ( $4.04 \%$ net charge-off rate), compared with $\$ 101$ million ( $2.79 \%$ net charge-off rate) in the prior year. Auto loan net charge-offs were $\$ 58$ million ( $0.49 \%$ net charge-off rate), compared with $\$ 146$ million ( $1.36 \%$ net charge-off rate) in the prior year.
J.P. Morgan Chase \& Co.

News Release
Noninterest expense was $\$ 1.2$ billion, up by $\$ 138$ million, or $12 \%$, from the prior year, driven by an increase in default-related expense.

## Key Metrics and Business Updates

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

§ Mortgage loan originations were $\$ 32.2$ billion, down $22 \%$ from the prior year and up $2 \%$ from the prior quarter.
§ Total third-party mortgage loans serviced were $\$ 1.1$ trillion, down $6 \%$ from the prior year and $2 \%$ from the prior quarter.
§ Average auto loans were $\$ 47.5$ billion, up $10 \%$; originations were $\$ 5.8$ billion, up $9 \%$ from the prior year and down $8 \%$ from the prior quarter.

Real Estate Portfolios reported a net loss of $\$ 236$ million, compared with a net loss of $\$ 1.2$ billion in the prior year. The improvement was driven by a lower provision for credit losses, partially offset by lower net interest income.

Net revenue was $\$ 1.4$ billion, down by $\$ 228$ million, or $14 \%$, from the prior year. The decrease was driven by a decline in net interest income as a result of lower loan balances, reflecting portfolio run-off.

The provision for credit losses was $\$ 1.4$ billion, compared with $\$ 3.1$ billion in the prior year. The current-quarter provision reflected improved delinquency trends and reduced net charge-offs, while the prior-year provision included an addition to the allowance for loan losses of $\$ 930$ million in the home equity and mortgage loan portfolios. (For further detail, see RFS discussion of the provision for credit losses.)
Noninterest expense was $\$ 405$ million, down by $\$ 12$ million, or $3 \%$, from the prior year, reflecting a decrease in foreclosed asset expense.

## Key Metrics and Business Updates:

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

§ Average mortgage loans were $\$ 119.7$ billion, down by $\$ 17.1$ billion.
§ Average home equity loans were $\$ 122.0$ billion, down by $\$ 16.1$ billion.
CARD SERVICES (CS)(*)

| $\begin{aligned} & \text { Results for CS } \\ & (\$ \text { millions }) \end{aligned}$ | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | O/(U) \% | \$ O/(U) | O/(U) \% |
| Net Revenue | \$4,217 | \$4,447 | \$4,868 | \$ (230) | (5)\% | \$ (651) | (13)\% |
| Provision for Credit Losses | 2,221 | 3,512 | 4,603 | $(1,291)$ | (37) | $(2,382)$ | (52) |
| Noninterest Expense | 1,436 | 1,402 | 1,333 | 34 | 2\% | 103 | 8\% |
| Net Income / (Loss) | \$ 343 | \$ (303) | \$ (672) | \$ 646 | NM | \$ 1,015 | NM |

(*) Presented on a managed basis. Effective January 1, 2010, JPMorgan Chase adopted new accounting guidance that required the Firm to consolidate its Firm-sponsored credit card securitization trusts. As a result, reported and managed basis are equivalent for periods beginning after January 1, 2010. See notes on page 13 for further explanation of managed basis.

## Discussion of Results:

Net income was $\$ 343$ million, compared with a net loss of $\$ 672$ million in the prior year. The improved results were driven by a lower provision for credit losses, partially offset by lower net revenue.
J.P. Morgan Chase \& Co.

News Release
End-of-period loans were $\$ 143.0$ billion, a decrease of $\$ 28.5$ billion, or $17 \%$, from the prior year and $\$ 6.3$ billion, or $4 \%$, from the prior quarter. Average loans were $\$ 146.3$ billion, a decrease of $\$ 27.8$ billion, or $16 \%$, from the prior year and $\$ 9.5$ billion, or $6 \%$, from the prior quarter. The declines in both end-of-period and average loans were consistent with expected portfolio run-off.

Net revenue was $\$ 4.2$ billion, a decrease of $\$ 651$ million, or $13 \%$, from the prior year. Net interest income was $\$ 3.4$ billion, down by $\$ 955$ million, or $22 \%$. The decrease was driven by lower average loan balances, the impact of legislative changes and a decreased level of fees. These decreases were offset partially by lower revenue reversals associated with lower charge-offs. Noninterest revenue was $\$ 861$ million, an increase of $\$ 304$ million, or $55 \%$. The prior-year included a write-down of securitization interests.

The provision for credit losses was $\$ 2.2$ billion, compared with $\$ 4.6$ billion in the prior year and $\$ 3.5$ billion in the prior quarter. The currentquarter provision included a reduction of $\$ 1.5$ billion to the allowance for loan losses, reflecting reduced net charge-offs and lower estimated losses. The prior-year provision included an addition of $\$ 250$ million to the allowance for loan losses. The net charge-off rate was $10.20 \%$, up from 10.03\% in the prior year and down from $11.75 \%$ in the prior quarter. The prior-quarter net charge-off rate was negatively affected by approximately 60 basis points from a payment-holiday program offered in the second quarter of 2009 . The 30 -day delinquency rate was $4.96 \%$, down from $5.86 \%$ in the prior year and $5.62 \%$ in the prior quarter. Excluding the Washington Mutual portfolio, the net charge-off rate was $9.02 \%$, up from $8.97 \%$ in the prior year and down from $10.54 \%$ in the prior quarter; and the 30 -day delinquency rate was $4.48 \%$, down from $5.27 \%$ in the prior year and $4.99 \%$ in the prior quarter.

Noninterest expense was $\$ 1.4$ billion, an increase of $\$ 103$ million, or $8 \%$, due to higher marketing expense.

## Key Metrics and Business Updates:

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

§ Return on equity was $9 \%$ on $\$ 15.0$ billion of average allocated capital.
§ Pretax income to average loans (ROO) was $1.54 \%$, compared with negative $2.46 \%$ in the prior year and negative $1.22 \%$ in the prior quarter.
§ Net interest income as a percentage of average loans was $9.20 \%$, down from $9.93 \%$ in the prior year and $9.60 \%$ in the prior quarter. Excluding the Washington Mutual portfolio, the ratio was 8.47\%.
§ New accounts of 2.7 million were opened
§ Sales volume was $\$ 78.1$ billion, an increase of $\$ 4.1$ billion, or $6 \%$. Excluding the Washington Mutual portfolio, sales volume was $\$ 75.4$ billion, an increase of $\$ 5.6$ billion, or $8 \%$.
§ Merchant processing volume was $\$ 117.1$ billion on 5.0 billion total transactions processed.

## COMMERCIAL BANKING (CB)

| Results for CB (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$1,486 | \$1,416 | \$1,453 | \$ 70 | 5\% | \$ 33 | 2\% |
| Provision for Credit Losses | (235) | 214 | 312 | (449) | NM | (547) | NM |
| Noninterest Expense | 542 | 539 | 535 | 3 | 1 | 7 | 1 |
| Net Income | \$ 693 | \$ 390 | \$ 368 | \$ 303 | 78\% | \$ 325 | 88\% |

## Discussion of Results:

Net income was $\$ 693$ million, an increase of $\$ 325$ million, or $88 \%$, from the prior year. The increase was driven by a reduction in the provision for credit losses.

Net revenue was $\$ 1.5$ billion, relatively flat compared with the prior year. Net interest income was $\$ 940$ million, down by $\$ 55$ million, or $6 \%$, driven by spread compression on liability products and lower loan balances, predominantly offset by growth in liability balances and wider loan spreads. Noninterest revenue was $\$ 546$ million, an increase of $\$ 88$ million, or $19 \%$. The current quarter reflected gains on sales of loans and other real estate owned, and higher lending-related fees, while the prior year reflected markdowns on certain assets held at fair value.

Revenue from Middle Market Banking was $\$ 767$ million, a decrease of $\$ 5$ million, or 1\%, from the prior year. Revenue from Commercial Term Lending was $\$ 237$ million, an increase of $\$ 13$ million, or $6 \%$. Revenue from Mid-Corporate Banking was $\$ 285$ million, a decrease of $\$ 20$ million, or 7\%. Revenue from Real Estate Banking was $\$ 125$ million, an increase of $\$ 5$ million, or $4 \%$.
The provision for credit losses was a benefit of $\$ 235$ million, compared with an expense of $\$ 312$ million in the prior year. The current-quarter provision included a reduction of $\$ 413$ million to the allowance for credit losses, mainly due to refinements to credit loss estimates and improvement in the credit quality of the commercial and industrial portfolio. Net charge-offs were $\$ 176$ million ( $0.74 \%$ net charge-off rate), compared with $\$ 181$ million ( $0.67 \%$ net charge-off rate) in the prior year and $\$ 229$ million ( $0.96 \%$ net charge-off rate) in the prior quarter. Current-quarter net charge-offs were largely related to commercial real estate. The allowance for loan losses to end-of-period loans retained was $2.82 \%$, down from $2.87 \%$ in the prior year and $3.15 \%$ in the prior quarter. Nonperforming loans were $\$ 3.1$ billion, up by $\$ 1.0$ billion from the prior year and $\$ 81$ million from the prior quarter, reflecting increases in nonperforming commercial real estate loans.

Noninterest expense was $\$ 542$ million, an increase of $\$ 7$ million, relatively flat compared with the prior year.

## Key Metrics and Business Updates:

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

§ Overhead ratio was $36 \%$, compared with $37 \%$.
§ Gross investment banking revenue (which is shared with the Investment Bank) was \$333 million, up by \$5 million, or 2\%.
§ Average loan balances were $\$ 95.9$ billion, down by $\$ 13.1$ billion, or $12 \%$, from the prior year, and $\$ 702$ million, or $1 \%$, from the prior quarter.
§ End-of-period loan balances were $\$ 95.5$ billion, down by $\$ 10.3$ billion, or $10 \%$, from the prior year, and flat compared with the prior quarter.
J.P. Morgan Chase \& Co.

News Release
§ Average liability balances were $\$ 136.8$ billion, up by $\$ 30.9$ billion, or $29 \%$, from the prior year and $\$ 3.6$ billion, or $3 \%$, from the prior quarter.

## TREASURY \& SECURITIES SERVICES (TSS)

| Results for TSS <br> (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | O/(U) \% | \$ O/(U) | O/(U) \% |
| Net Revenue | \$1,881 | \$1,756 | \$1,900 | \$125 | 7\% | \$ (19) | (1)\% |
| Provision for Credit Losses | (16) | (39) | (5) | 23 | 59 | (11) | (220) |
| Noninterest Expense | 1,399 | 1,325 | 1,288 | 74 | 6 | 111 | 9 |
| Net Income | \$ 292 | \$ 279 | \$ 379 | \$ 13 | 5\% | \$ (87) | (23)\% |

## Discussion of Results:

Net income was $\$ 292$ million, a decrease of $\$ 87$ million, or $23 \%$, from the prior year. These results reflected lower net revenue and higher noninterest expense. Compared with the prior quarter, net income increased by $\$ 13$ million, or $5 \%$, reflecting seasonal activity in securities lending and depositary receipts.
Net revenue was $\$ 1.9$ billion, a decrease of $\$ 19$ million, or $1 \%$, from the prior year. Worldwide Securities Services net revenue was $\$ 955$ million, relatively flat compared with the prior year, as lower spreads in securities lending and the impact of lower volatility on foreign exchange were offset by higher market levels and net inflows of assets under custody. Similarly, Treasury Services net revenue was $\$ 926$ million, relatively flat as lower deposit spreads were offset by higher trade loan and card product volumes.
TSS generated firmwide net revenue ${ }^{1}$ of $\$ 2.6$ billion, including $\$ 1.7$ billion by Treasury Services; of that amount, $\$ 926$ million was recorded in Treasury Services, $\$ 665$ million in Commercial Banking and $\$ 62$ million in other lines of business. The remaining $\$ 955$ million of firmwide net revenue was recorded in Worldwide Securities Services.

The provision for credit losses was a benefit of $\$ 16$ million, compared with a benefit of $\$ 5$ million in the prior year.
Noninterest expense was $\$ 1.4$ billion, up $\$ 111$ million, or $9 \%$ from the prior year. The increase was driven by higher performance-based compensation and continued investment in new product platforms, primarily related to international expansion.

## Key Metrics and Business Updates:

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

§ Pretax margin1 was $25 \%$, down from $31 \%$ in the prior year and flat compared with the prior quarter.
§ Return on equity was $18 \%$ on $\$ 6.5$ billion of average allocated capital.
§ Average liability balances were $\$ 246.7$ billion, up 5\%.
§ Assets under custody were $\$ 14.9$ trillion, up 8\%.

## ASSET MANAGEMENT (AM)

| Results for AM (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$2,068 | \$2,131 | \$1,982 | \$(63) | (3)\% | \$ 86 | 4\% |
| Provision for Credit Losses | 5 | 35 | 59 | (30) | (86) | (54) | (92) |
| Noninterest Expense | 1,405 | 1,442 | 1,354 | (37) | (3) | 51 | 4 |
| Net Income | \$ 391 | \$ 392 | \$ 352 | \$ (1) | -\% | \$ 39 | 11\% |

## Discussion of Results:

Net income was $\$ 391$ million, an increase of $\$ 39$ million, or $11 \%$, from the prior year. These results reflected higher net revenue and a lower provision for credit losses, partially offset by higher noninterest expense.

Net revenue was $\$ 2.1$ billion, an increase of $\$ 86$ million, or $4 \%$, from the prior year. Noninterest revenue was $\$ 1.7$ billion, up by $\$ 131$ million, or $8 \%$, due to the effect of higher market levels, net inflows to products with higher margins and higher performance fees, partially offset by lower quarterly valuations of seed capital investments. Net interest income was $\$ 369$ million, down by $\$ 45$ million, or $11 \%$, due to narrower deposit spreads, largely offset by higher deposit balances.

Revenue from the Private Bank was $\$ 695$ million, up $9 \%$ from the prior year. Revenue from Retail was $\$ 482$ million, up $17 \%$. Revenue from Institutional was $\$ 433$ million, down 11\%. Revenue from Private Wealth Management was $\$ 348$ million, up 4\%. Revenue from JPMorgan Securities was $\$ 110$ million, flat compared with the prior year.

Assets under supervision were $\$ 1.6$ trillion, an increase of $\$ 97$ billion, or $6 \%$, from the prior year. Assets under management were $\$ 1.2$ trillion, a decrease of $\$ 10$ billion, or $1 \%$, due to outflows in liquidity products, predominantly offset by inflows in fixed income and equity products and the effect of higher market levels. Custody, brokerage, administration and deposit balances were $\$ 479$ billion, up by $\$ 107$ billion, or $29 \%$, due to custody and brokerage inflows and the effect of higher market levels.

The provision for credit losses was $\$ 5$ million, compared with $\$ 59$ million in the prior year.
Noninterest expense was $\$ 1.4$ billion, an increase of $\$ 51$ million, or $4 \%$, from the prior year, reflecting higher headcount.

## Key Metrics and Business Updates:

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

§ Pretax margin1 was $32 \%$, up from 29\%.
§ Assets under management reflected net outflows of $\$ 16$ billion for the quarter and $\$ 46$ billion for the 12 months ended June 30, 2010. For the quarter, net outflows of liquidity products were $\$ 29$ billion; net inflows of long-term products were $\$ 13$ billion.
§ Assets under management ranked in the top two quartiles for investment performance were 78\% over 5-years, 67\% over 3-years and 58\% over 1-year.
§ Customer assets in 4 and 5 Star-rated funds were 43\%.
§ Average loans were $\$ 37.4$ billion, up $9 \%$ from the prior year and $2 \%$ from the prior quarter.
J.P. Morgan Chase \& Co.

## News Release

§ End-of-period loans were $\$ 38.7$ billion, up $9 \%$ from the prior year and $4 \%$ from the prior quarter.
§ Average deposits were $\$ 86.5$ billion, up $15 \%$ from the prior year and $7 \%$ from the prior quarter.

## CORPORATE/PRIVATE EQUITY(*)

| Results for Corporate/Private Equity |  |  |  | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ millions) | 2Q10 | 1Q10 | 2Q09 | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% | \$ O/(U) | $\mathrm{O} /(\mathrm{U})$ \% |
| Net Revenue | \$1,850 | \$2,357 | \$2,265 | \$ (507) | (22)\% | \$(415) | (18)\% |
| Provision for Credit Losses | (2) | 17 | 9 | (19) | NM | (11) | NM |
| Noninterest Expense | 1,046 | 2,336 | 864 | $(1,290)$ | (55) | 182 | 21 |
| Net Income | \$ 653 | \$ 228 | \$ 808 | \$ 425 | 186\% | \$(155) | (19)\% |

(*) This segment includes the results of the Private Equity and Corporate business segments, as well as merger-related items.

## Discussion of Results:

Net income was $\$ 653$ million, compared with net income of $\$ 808$ million in the prior year.
Private Equity net income was $\$ 11$ million, compared with a net loss of $\$ 27$ million in the prior year. Net revenue was $\$ 48$ million, an increase of $\$ 49$ million, driven by higher private equity gains. Noninterest expense was $\$ 32$ million, a decrease of $\$ 10$ million.

Corporate net income was $\$ 642$ million, compared with $\$ 835$ million in the prior year. Net revenue was $\$ 1.8$ billion, including $\$ 775$ million of net interest income and $\$ 990$ million of securities gains, reflecting repositioning of the investment portfolio. Noninterest expense was $\$ 1.0$ billion, up from $\$ 822$ million in the prior year, largely due to higher litigation expense.
JPMORGAN CHASE (JPM)(*)

| Results for JPM (\$ millions) | 2Q10 | 1Q10 | 2Q09 | 1Q10 |  | 2Q09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ O/(U) | O/(U) \% | \$O/(U) | O/(U) \% |
| Net Revenue | \$25,613 | \$28,172 | \$27,709 | \$(2,559) | (9)\% | \$(2,096) | (8)\% |
| Provision for Credit Losses | 3,363 | 7,010 | 9,695 | $(3,647)$ | (52) | $(6,332)$ | (65) |
| Noninterest Expense | 14,631 | 16,124 | 13,520 | $(1,493)$ | (9) | 1,111 | 8 |
| Net Income | \$ 4,795 | \$ 3,326 | \$ 2,721 | \$ 1,469 | 44\% | \$ 2,074 | 76\% |

(*) Presented on a managed basis. Effective January 1, 2010, the JPMorgan Chase adopted new accounting guidance that required the Firm to consolidate its Firm-sponsored credit card securitization trusts. As a result, reported and managed basis are equivalent for periods beginning after January 1, 2010. See notes on page 13 for further explanation of managed basis. Net revenue on a U.S. GAAP basis was $\$ 25,101$ million, $\$ 27,671$ million and $\$ 25,623$ million for the second quarter of 2010 , first quarter of 2010 and second quarter of 2009 , respectively.

## Discussion of Results:

Net income was $\$ 4.8$ billion, up by $\$ 2.1$ billion, or $76 \%$, from the prior year. The increase in earnings was driven by a significantly lower provision for credit losses, partially offset by lower net revenue and higher noninterest expense.
Net revenue was $\$ 25.6$ billion, a decrease of $\$ 2.1$ billion, or $8 \%$, from the prior year. Noninterest revenue was $\$ 12.8$ billion, down modestly from the prior year. The decline was driven by lower principal transactions revenue, reflecting lower trading results, and lower investment banking fees,
J.P. Morgan Chase \& Co.

News Release
partially offset by higher securities gains. Net interest income was $\$ 12.8$ billion, down by $\$ 1.9$ billion, or $13 \%$, largely driven by lower loan balances.

The provision for credit losses was $\$ 3.4$ billion, down by $\$ 6.3$ billion, or $65 \%$, from the prior-year provision. The resulting firmwide allowance for Ioan losses to end-of-period loans retained1 was $5.34 \%$, compared with $5.01 \%$ in the prior year. The total consumer provision for credit losses was $\$ 3.9$ billion, compared with $\$ 8.5$ billion, reflecting a reduction in the allowance for credit losses as a result of improved delinquency trends and reduced net charge-offs. Consumer net charge-offs1 were $\$ 5.5$ billion, compared with $\$ 7.0$ billion, resulting in net charge-off rates of $5.34 \%$ and $6.18 \%$, respectively. The wholesale provision for credit losses was a benefit of $\$ 572$ million, compared with an expense of $\$ 1.2$ billion, reflecting a reduction in the allowance for credit losses mainly due to net repayments, loan sales, refinements to credit loss estimates, and improvement in the credit quality of the commercial and industrial portfolio. Wholesale net charge-offs were $\$ 231$ million, compared with $\$ 679$ million, resulting in net charge-off rates of $0.44 \%$ and $1.19 \%$, respectively. The Firm's nonperforming assets totaled $\$ 18.2$ billion at June 30, 2010, up from the prior-year level of $\$ 17.5$ billion and down from the prior-quarter level of $\$ 19.0$ billion.

Noninterest expense was $\$ 14.6$ billion, up by $\$ 1.1$ billion, or $8 \%$. Current-quarter results included the impact of the U.K. bonus tax and higher litigation expense.

## Key Metrics and Business Updates:

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

§ Tier 1 Capital ratios were $12.1 \%$ at June 30, 2010 (estimated), $11.5 \%$ at March 31, 2010, and $9.7 \%$ at June 30, 2009.
§ Tier 1 Common ratios were $9.6 \%$ at June 30, 2010 (estimated), 9.1\% at March 31, 2010, and 7.7\% at June 30, 2009.
§ Headcount was 232,939, an increase of 12,684 , or $6 \%$.

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

a. In addition to analyzing the Firm's results on a reported basis, management reviews the Firm's results and the results of the lines of business on a "managed" basis, which is a non-GAAP financial measure. The Firm's definition of managed basis starts with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm (and each of the business segments) on a FTE basis. Accordingly, revenue from tax-exempt securities and investments that receive tax credits is presented in the managed results on a basis comparable to taxable securities and investments. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to these 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.
Prior to January 1, 2010, the Firm's managed-basis presentation also included certain reclassification adjustments that assumed credit card loans securitized by CS remained on the balance sheet. Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. Additionally, the new guidance required the Firm to consolidate its Firm-sponsored credit card securitizations trusts. The income, expense and credit costs associated with these securitization activities are now recorded in the 2010 Consolidated Statements of Income in the same classifications that were previously used to report such items on a managed basis. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are comparable for periods beginning after January 1, 2010.
The presentation in 2009 of CS results on a managed basis assumed that credit card loans that had been securitized and sold in accordance with U.S. GAAP remained on the Consolidated Balance Sheets, and that the earnings on the securitized loans were classified in the same manner as the earnings on retained loans recorded on the Consolidated Balance Sheets. JPMorgan Chase used the concept of managed basis to evaluate the credit performance and overall financial performance of the entire managed credit card portfolio. Operations were funded and decisions were made about allocating resources, such as employees and capital, based on managed financial information. In addition, the same underwriting standards and ongoing risk monitoring are used for both loans on the Consolidated Balance Sheets and securitized loans. Although securitizations result in the sale of credit card receivables to a trust, JPMorgan Chase retains the ongoing customer relationships, as the customers may continue to use their credit cards; accordingly, the customer's credit performance affects both the securitized loans and the loans retained on the Consolidated Balance Sheets. JPMorgan Chase believed that this managed-basis information was useful to investors, as it enabled them to understand both the credit risks associated with the loans reported on the Consolidated Balance Sheets and the Firm's retained interests in securitized loans.
b. The ratio for the allowance for loan losses to end-of-period loans excludes the following: loans accounted for at fair value and loans held-for-sale; purchased credit-impaired loans; the allowance for loan losses related to purchased credit-impaired loans; and, loans from the Washington Mutual Master Trust, which were consolidated on the firm's balance sheet at fair value during the second quarter of 2009. Additionally, Real Estate Portfolios net charge-off rates exclude the impact of purchased credit-impaired loans. The allowance for loan losses related to the purchased credit-impaired portfolio was $\$ 2.8$ billion at both June 30, 2010 and March 31, 2010. No allowance for loan losses was recorded at June 30, 2009 related to these loans.
c. Tier 1 Common Capital ("Tier 1 Common") is defined as Tier 1 Capital less elements of capital not in the form of common equity - such as qualifying perpetual preferred stock, qualifying noncontrolling interest in subsidiaries and qualifying trust preferred capital debt securities. Tier 1 Common, a non-GAAP financial measure, is used by banking regulators, investors and analysts to assess and compare the quality and composition of the Firm's capital with the capital of other financial services companies. The Firm uses Tier 1 Common along with the other capital measures to assess and monitor its capital position.
d. Headcount-related expense includes salary and benefits (excluding performance-based incentives), and other noncompensation costs related to employees.
e. TSS firmwide revenue includes certain TSS product revenue and liability balances reported in other lines of business - mainly CB, RFS and AM - related to customers who are also customers of those lines of business.
f. Pretax margin represents income before income tax expense divided by total net revenue, which is, in management's view, a comprehensive measure of pretax performance derived by measuring earnings after all costs are taken into consideration. It is, therefore, another basis that management uses to evaluate the performance of TSS and AM against the performance of their respective competitors.
J.P. Morgan Chase \& Co.

News Release
JPMorgan Chase \& Co. (NYSE: JPM) is a leading global financial services firm with assets of $\$ 2.0$ trillion and operations in more than 60 countries. The Firm is a leader in investment banking, financial services for consumers, small-business and commercial banking, financial transaction processing, asset management and private equity. A component of the Dow Jones Industrial Average, JPMorgan Chase \& Co. serves millions of consumers in the United States and many of the world's most prominent corporate, institutional and government clients under its J.P. Morgan and Chase brands. Information about JPMorgan Chase \& Co. is available at www.jpmorganchase.com.
JPMorgan Chase \& Co. will host a conference call today at 8:00 a.m. (Eastern Time) to review second-quarter financial results. The general public can access the call by dialing (866) 541-2724, or (877) 368-8360 in the U.S. and Canada, and (706) 634-7246 for international participants. The live audio webcast and presentation slides will be available at the Firm's website, www.jpmorganchase.com, under Investor Relations, Investor Presentations.
A replay of the conference call will be available beginning at approximately noon on Thursday, July 15, through midnight, Friday, July 30, by telephone at (800) 642-1687 (U.S. and Canada) or (706) 645-9291 (international); use Conference ID \#79875086. The replay will also be available via webcast on www.jpmorganchase.com under Investor Relations, Investor Presentations. Additional detailed financial, statistical and business-related information is included in a financial supplement. The earnings release and the financial supplement are available at www.jpmorganchase.com.

This earnings release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are based upon 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, 2009, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2010, which have been filed with the U.S. Securities and Exchange Commission and are available on JPMorgan Chase \& Co.'s website (www.jpmorganchase.com) and on the Securities and Exchange Commission's website (www.sec.gov). JPMorgan Chase \& Co. does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

JPMORGAN CHASE \& CO.

## CONSOLIDATED FINANCIAL HIGHLIGHTS

(in millions, except per share, ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |
| SELECTED INCOME STATEMENT DATA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 25,101 |  | \$ | 27,671 | \$ | 25,623 | (9) | \%(2) \% | \$ | \$ 52,772 | \$ | 50,648 | 4\% |
| Total noninterest expense |  | 14,631 |  |  | 16,124 |  | 13,520 | (9) | 8 |  | 30,755 |  | 26,893 | 14 |
| Pre-provision profit |  | 10,470 |  |  | 11,547 |  | 12,103 | (9) | (13) |  | 22,017 |  | 23,755 | (7) |
| Provision for credit losses |  | 3,363 |  |  | 7,010 |  | 8,031 | (52) | (58) |  | 10,373 |  | 16,627 | (38) |
| NET INCOME |  | 4,795 |  |  | 3,326 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Managed Basis (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 25,613 |  | \$ | 28,172 | \$ | 27,709 | (9) | (8) | \$ | \$ 53,785 | \$ | 54,631 | (2) |
| Total noninterest expense |  | 14,631 |  |  | 16,124 |  | 13,520 | (9) | 8 |  | 30,755 |  | 26,893 | 14 |
| Pre-provision profit |  | 10,982 |  |  | 12,048 |  | 14,189 | (9) | (23) |  | 23,030 |  | 27,738 | (17) |
| Provision for credit losses |  | 3,363 |  |  | 7,010 |  | 9,695 | (52) | (65) |  | 10,373 |  | 19,755 | (47) |
| NET INCOME |  | 4,795 |  |  | 3,326 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| PER COMMON SHARE DATA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic Earnings |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  | 1.10 |  |  | 0.75 |  | 0.28 | 47 | 293 |  | 1.84 |  | 0.68 | 171 |
| Diluted Earnings (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  | 1.09 |  |  | 0.74 |  | 0.28 | 47 | 289 |  | 1.83 |  | 0.68 | 169 |
| Cash dividends declared |  | 0.05 |  |  | 0.05 |  | 0.05 | - | - |  | 0.10 |  | 0.10 | - |
| Book value |  | 40.99 |  |  | 39.38 |  | 37.36 | 4 | 10 |  | 40.99 |  | 37.36 | 10 |
| Closing share price |  | 36.61 |  |  | 44.75 |  | 34.11 | (18) | 7 |  | 36.61 |  | 34.11 | 7 |
| Market capitalization |  | 145,554 |  |  | 177,897 |  | 133,852 | (18) | 9 |  | 145,554 |  | 133,852 | 9 |
| COMMON SHARES OUTSTANDING: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted-average diluted shares |  | 4,005.6 |  |  | 3,994.7 |  | 3,824.1 | - | 5 |  | 4,000.2 |  | 3,791.4 | 6 |
| Common shares at period-end |  | 3,975.8 |  |  | 3,975.4 |  | 3,924.1 | - | 1 |  | 3,975.8 |  | 3,924.1 | 1 |
| FINANCIAL RATIOS: (c) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity ("ROE") (b) |  | 12\% |  |  | 8\% |  | 3\% |  |  |  | 10\% |  | 4\% |  |
| Return on tangible common equity ("ROTCE") (b)(d) |  | 17 |  |  | 12 |  | 5 |  |  |  | 15 |  | 6 |  |
| Return on assets ("ROA") |  | 0.94 |  |  | 0.66 |  | 0.54 |  |  |  | 0.80 |  | 0.48 |  |
| CAPITAL RATIOS: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio |  | 12.1(g) |  |  | 11.5 |  | 9.7 |  |  |  |  |  |  |  |
| Total capital ratio |  | 15.8(g) |  |  | 15.1 |  | 13.3 |  |  |  |  |  |  |  |
| Tier 1 common capital ratio (e) |  | 9.6(g) |  |  | 9.1 |  | 7.7 |  |  |  |  |  |  |  |
| SELECTED BALANCE SHEET DATA <br> (Period-end) (f) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | 2,014,019 |  | \$ 2,1 | 135,796 |  | ,026,642 | (6) | (1) |  | \$ 2,014,019 |  | 026,642 | (1) |
| Wholesale loans |  | 216,826 |  |  | 214,290 |  | 231,625 | 1 | (6) |  | 216,826 |  | 231,625 | (6) |
| Consumer loans |  | 482,657 |  |  | 499,509 |  | 448,976 | (3) | 8 |  | 482,657 |  | 448,976 | 8 |
| Deposits |  | 887,805 |  |  | 925,303 |  | 866,477 | (4) | 2 |  | 887,805 |  | 866,477 | 2 |
| Common stockholders' equity |  | 162,968 |  |  | 156,569 |  | 146,614 | 4 | 11 |  | 162,968 |  | 146,614 | 11 |
| Total stockholders' equity |  | 171,120 |  |  | 164,721 |  | 154,766 | 4 | 11 |  | 171,120 |  | 154,766 | 11 |
| Headcount |  | 232,939 |  |  | 226,623 |  | 220,255 | 3 | 6 |  | 232,939 |  | 220,255 | 6 |
| LINE OF BUSINESS NET INCOME/(LOSS) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 1,381 |  | \$ | 2,471 | \$ | 1,471 | (44) | (6) |  | \$ 3,852 | \$ | 3,077 | 25 |
| Retail Financial Services |  | 1,042 |  |  | (131) |  | 15 | NM | NM |  | 911 |  | 489 | 86 |
| Card Services |  | 343 |  |  | (303) |  | (672) | NM | NM |  | 40 |  | $(1,219)$ | NM |
| Commercial Banking |  | 693 |  |  | 390 |  | 368 | 78 | 88 |  | 1,083 |  | 706 | 53 |
| Treasury \& Securities Services |  | 292 |  |  | 279 |  | 379 | 5 | (23) |  | 571 |  | 687 | (17) |
| Asset Management |  | 391 |  |  | 392 |  | 352 | - | 11 |  | 783 |  | 576 | 36 |
| Corporate/Private Equity |  | 653 |  |  | 228 |  | 808 | 186 | (19) |  | 881 |  | 546 | 61 |
| NET INCOME | \$ | 4,795 |  | \$ | 3,326 | \$ | 2,721 | 44 | 76 |  | \$ 8,121 | \$ | 4,862 | 67 |

(a) For further discussion of managed basis, see Note a. on page 13.
(b) The calculation of the second quarter 2009 earnings per share and net income applicable to common equity includes a one-time, noncash reduction of $\$ 1.1$ billion, or $\$ 0.27$ per share, resulting from repayment of Troubled Asset Relief Program ("TARP") preferred capital. Excluding this reduction, the adjusted ROE and ROTCE for the second quarter 2009 would have been $6 \%$ and $10 \%$, respectively. The Firm views the adjusted ROE and ROTCE, both non-GAAP financial measures, as meaningful because they enable the comparability to prior periods.
(c) Ratios are based upon annualized amounts.
(d) The Firm uses return on tangible common equity, a non-GAAP financial measure, to evaluate the Firm's use of equity and to facilitate comparisons with competitors. For further discussion of ROTCE, see page 42 of the Earnings Release Financial Supplement.
(e) Tier 1 common capital ratio is Tier 1 common capital divided by risk-weighted assets. The Firm uses Tier 1 common capital along with the other capital measures to assess and monitor its capital position. For further discussion of Tier 1 common capital ratio, see page 42 of the Earnings Release Financial Supplement.
(f) Effective January 1, 2010, the Firm adopted new guidance that amended the accounting for the transfer of financial assets and the consolidation of variable interest entities ("VIEs"). Upon adoption of the new guidance, the Firm consolidated its Firm-sponsored credit card securitization trusts, Firm-administered multi-seller conduits and certain other consumer loan securitization entities, primarily
mortgage-related, adding $\$ 87.7$ billion and $\$ 92.2$ billion of assets and liabilities, respectively, and decreasing stockholders' equity and the Tier I capital ratio by $\$ 4.5$ billion and 34 basis points, respectively. The reduction to stockholders' equity was driven by the establishment of an allowance for loan losses of $\$ 7.5$ billion (pretax) primarily related to receivables held in credit card securitization trusts that were consolidated at the adoption date. For further details regarding the Firm's application and impact of the new accounting guidance, see Note 14 on pages 130-131, Note 15 on pages 131-142 and Note 22 on pages 149-152 of JPMorgan Chase's March 31, 2010, Form 10Q.
(g) Estimated.

EARNINGS RELEASE FINANCIAL SUPPLEMENT
SECOND QUARTER 2010
Consolidated Results
Consolidated Financial Highlights ..... 2-3
Statements of Income ..... 4
Consolidated Balance Sheets ..... 5
Condensed Average Balance Sheets and Annualized Yields ..... 6
Reconciliation from Reported to Managed Summary ..... 7
Business Detail
Line of Business Financial Highlights - Managed Basis ..... 8
Investment Bank ..... 9-11
Retail Financial Services ..... 12-18
Card Services - Managed Basis ..... 19-21
Commercial Banking ..... 22-23
Treasury \& Securities Services ..... 24-25
Asset Management ..... 26-29
Corporate/Private Equity ..... 30-31
Credit-Related Information ..... 32-38
Market Risk-Related Information ..... 39
Supplemental Detail
Capital and Other Selected Balance Sheet Items ..... 40
Per Share-Related Information ..... 41
Non-GAAP Financial Measures ..... 42
Glossary of Terms ..... 43-46
Disclosure Change Summary ..... 47

JPMORGAN CHASE \& CO.

## CONSOLIDATED FINANCIAL HIGHLIGHTS

(in millions, except per share, ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{gathered} \hline 2010 \text { Change } \\ \hline 2009 \\ \hline \end{gathered}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| SELECTED INCOME <br> STATEMENT DATA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 25,101 |  |  | \$ | 27,671 | \$ | 23,164 | \$ | 26,622 | \$ | 25,623 | (9)\% | (2)\% | \$ | 52,772 | \$ | 50,648 | 4\% |
| Total noninterest expense |  | 14,631 |  | 16,124 |  | 12,004 |  | 13,455 |  | 13,520 | (9) | 8 |  | 30,755 |  | 26,893 | 14 |
| Pre-provision profit |  | 10,470 |  | 11,547 |  | 11,160 |  | 13,167 |  | 12,103 | (9) | (13) |  | 22,017 |  | 23,755 | (7) |
| Provision for credit losses |  | 3,363 |  | 7,010 |  | 7,284 |  | 8,104 |  | 8,031 | (52) | (58) |  | 10,373 |  | 16,627 | (38) |
| Income before extraordinary gain |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,512 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Extraordinary gain (a) |  | - |  | - |  | - |  | 76 |  | - | - | - |  | - |  | - | - |
| NET INCOME |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,588 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Managed Basis (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenue | \$ | 25,613 | \$ | 28,172 | \$ | 25,236 | \$ | 28,780 | \$ | 27,709 | (9) | (8) | \$ | 53,785 | \$ | 54,631 | (2) |
| Total noninterest expense |  | 14,631 |  | 16,124 |  | 12,004 |  | 13,455 |  | 13,520 | (9) | 8 |  | 30,755 |  | 26,893 | 14 |
| Pre-provision profit |  | 10,982 |  | 12,048 |  | 13,232 |  | 15,325 |  | 14,189 | (9) | (23) |  | 23,030 |  | 27,738 | (17) |
| Provision for credit losses |  | 3,363 |  | 7,010 |  | 8,901 |  | 9,802 |  | 9,695 | (52) | (65) |  | 10,373 |  | 19,755 | (47) |
| Income before extraordinary gain |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,512 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Extraordinary gain (a) |  | - |  | - |  | - |  | 76 |  | - | - | - |  | - |  | - | - |
| NET INCOME |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,588 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |

PER COMMON SHARE DATA:

## Basic Earnings

| Income before extraordinary gain | 1.10 | 0.75 | 0.75 | 0.80 | 0.28 | 47 | 293 | 1.84 | 0.68 | 171 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | 1.10 | 0.75 | 0.75 | 0.82 | 0.28 | 47 | 293 | 1.84 | 0.68 | 171 |
| Diluted Earnings (c) |  |  |  |  |  |  |  |  |  |  |
| Income before extraordinary gain | 1.09 | 0.74 | 0.74 | 0.80 | 0.28 | 47 | 289 | 1.83 | 0.68 | 169 |
| Net income | 1.09 | 0.74 | 0.74 | 0.82 | 0.28 | 47 | 289 | 1.83 | 0.68 | 169 |
| Cash dividends declared | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | - | - | 0.10 | 0.10 | - |
| Book value | 40.99 | 39.38 | 39.88 | 39.12 | 37.36 | 4 | 10 | 40.99 | 37.36 | 10 |
| Closing share price | 36.61 | 44.75 | 41.67 | 43.82 | 34.11 | (18) | 7 | 36.61 | 34.11 | 7 |
| Market capitalization | 145,554 | 177,897 | 164,261 | 172,596 | 133,852 | (18) | 9 | 145,554 | 133,852 | 9 |
| COMMON SHARES OUTSTANDING: |  |  |  |  |  |  |  |  |  |  |
| Weighted-average diluted shares | 4,005.6 | 3,994.7 | 3,974.1 | 3,962.0 | 3,824.1 | - | 5 | 4,000.2 | 3,791.4 | 6 |
| Common shares at period-end | 3,975.8 | 3,975.4 | 3,942.0 | 3,938.7 | 3,924.1 | - | 1 | 3,975.8 | 3,924.1 | 1 |
| FINANCIAL RATIOS: (d) |  |  |  |  |  |  |  |  |  |  |
| Net income: |  |  |  |  |  |  |  |  |  |  |
| Return on equity ("ROE") (c) | 12\% | 8\% | 8\% | 9\%(a) | 3\% |  |  | 10\% | 4\% |  |
| Return on tangible common equity ("ROTCE") (c)(e) | 17 | 12 | 12 | 14(a) | 5 |  |  | 15 | 6 |  |
| Return on assets ("ROA") | 0.94 | 0.66 | 0.65 | 0.71(a) | 0.54 |  |  | 0.80 | 0.48 |  |
| CAPITAL RATIOS: |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | 12.1(g) | 11.5 | 11.1 | 10.2 | 9.7 |  |  |  |  |  |
| Total capital ratio | 15.8(g) | 15.1 | 14.8 | 13.9 | 13.3 |  |  |  |  |  |
| Tier 1 common capital ratio (f) | 9.6(g) | 9.1 | 8.8 | 8.2 | 7.7 |  |  |  |  |  |

(a) On September 25, 2008, JPMorgan Chase acquired the banking operations of Washington Mutual. The acquisition resulted in negative goodwill, and accordingly, the Firm recognized an extraordinary gain. A preliminary gain of $\$ 1.9$ billion was recognized at December 31, 2008. The final total extraordinary gain that resulted from the Washington Mutual transaction was $\$ 2.0$ billion. For the third quarter of 2009, and based on income before extraordinary gain, return on equity remained at $9 \%$, return on tangible common equity was $13 \%$ and return on assets was 0.70\%.
(b) For further discussion of managed basis, see Reconciliation from Reported to Managed Summary on page 7.
c) The calculation of the second quarter 2009 earnings per share and net income applicable to common equity includes a one-time, noncash reduction of $\$ 1.1$ billion, or $\$ 0.27$ per share, resulting from repayment of Troubled Asset Relief Program ("TARP") preferred capital. Excluding this reduction, the adjusted ROE and ROTCE for the second quarter 2009 would have been $6 \%$ and 10\%, respectively. The Firm views the adjusted ROE and ROTCE, both non-GAAP financial measures, as meaningful because they enable the comparability to prior periods.
(d) Ratios are based upon annualized amounts.
(e) The Firm uses return on tangible common equity, a non-GAAP financial measure, to evaluate the Firm's use of equity and to facilitate comparisons with competitors. For further discussion of ROTCE, see page 42.
(f) Tier 1 common capital ratio is Tier 1 common capital divided by risk-weighted assets. The Firm uses Tier 1 common capital along with the other capital measures to assess and monitor its capital position. For further discussion of Tier 1 common capital ratio, see page 42.
(g) Estimated.

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

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  | 2010 | 2009 | 2010 Change |
| SELECTED BALANCE SHEET DATA (Periodend) (a) |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$2,014,019 | \$2,135,796 | \$ 2,031,989 | \$ 2,041,009 | \$2,026,642 | (6)\% | (1)\% | \$2,014,019 | \$ 2,026,642 | (1)\% |
| Wholesale loans | 216,826 | 214,290 | 204,175 | 218,953 | 231,625 | 1 | (6) | 216,826 | 231,625 | (6) |
| Consumer loans | 482,657 | 499,509 | 429,283 | 434,191 | 448,976 | (3) | 8 | 482,657 | 448,976 | 8 |
| Deposits | 887,805 | 925,303 | 938,367 | 867,977 | 866,477 | (4) | 2 | 887,805 | 866,477 | 2 |
| Common stockholders' equity | 162,968 | 156,569 | 157,213 | 154,101 | 146,614 | 4 | 11 | 162,968 | 146,614 | 11 |
| Total stockholders' equity | 171,120 | 164,721 | 165,365 | 162,253 | 154,766 | 4 | 11 | 171,120 | 154,766 | 11 |
| Headcount | 232,939 | 226,623 | 222,316 | 220,861 | 220,255 | 3 | 6 | 232,939 | 220,255 | 6 |
| LINE OF BUSINESS NET INCOMEI(LOSS) |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ 1,381 | \$ 2,471 | \$ 1,901 | \$ 1,921 | \$ 1,471 | (44) | (6) | \$ 3,852 | \$ 3,077 | 25 |
| Retail Financial Services | 1,042 | (131) | (399) | 7 | 15 | NM | NM | 911 | 489 | 86 |
| Card Services | 343 | (303) | (306) | (700) | (672) | NM | NM | 40 | $(1,219)$ | NM |
| Commercial Banking | 693 | 390 | 224 | 341 | 368 | 78 | 88 | 1,083 | 706 | 53 |
| Treasury \& Securities Services | 292 | 279 | 237 | 302 | 379 | 5 | (23) | 571 | 687 | (17) |
| Asset Management | 391 | 392 | 424 | 430 | 352 | - | 11 | 783 | 576 | 36 |
| Corporate/Private Equity | 653 | 228 | 1,197 | 1,287 | 808 | 186 | (19) | 881 | 546 | 61 |
| NET INCOME | \$ 4,795 | \$ 3,326 | \$ 3,278 | \$ 3,588 | \$ 2,721 | 44 | 76 | \$ 8,121 | \$ 4,862 | 67 |

(a) Effective January 1, 2010, the Firm adopted new guidance that amended the accounting for the transfer of financial assets and the consolidation of variable interest entities ("VIEs"). Upon adoption of the new guidance, the Firm consolidated its Firm-sponsored credit card securitization trusts, Firm-administered multi-seller conduits and certain other consumer loan securitization entities, primarily mortgage-related, adding $\$ 87.7$ billion and $\$ 92.2$ billion of assets and liabilities, respectively, and decreasing stockholders' equity and the Tier I capital ratio by $\$ 4.5$ billion and 34 basis points, respectively. The reduction to stockholders' equity was driven by the establishment of an allowance for loan losses of $\$ 7.5$ billion (pretax) primarily related to receivables held in credit card securitization trusts that were consolidated at the adoption date. For further details regarding the Firm's application and impact of the new accounting guidance, see Note 14 on pages 130-131, Note 15 on pages 131-142 and Note 22 on pages 149-152 of JPMorgan Chase's March 31, 2010, Form 10Q.

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

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR TO DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{gathered} \frac{2010 \text { Change }}{2009} \\ \hline \end{gathered}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment banking fees | \$ | 1,421 |  |  | \$ | 1,461 | \$ | 1,916 | \$ | 1,679 | \$ | 2,106 | (3)\% | (33)\% | \$ | 2,882 | \$ | 3,492 | (17)\% |
| Principal transactions |  | 2,090 |  | 4,548 |  | 838 |  | 3,860 |  | 3,097 | (54) | (33) |  | 6,638 |  | 5,098 | 30 |
| Lending- and deposit-related fees |  | 1,586 |  | 1,646 |  | 1,765 |  | 1,826 |  | 1,766 | (4) | (10) |  | 3,232 |  | 3,454 | (6) |
| Asset management, administration and |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities gains |  | 1,000 |  | 610 |  | 381 |  | 184 |  | 347 | 64 | 188 |  | 1,610 |  | 545 | 195 |
| Mortgage fees and related income |  | 888 |  | 658 |  | 450 |  | 843 |  | 784 | 35 | 13 |  | 1,546 |  | 2,385 | (35) |
| Credit card income |  | 1,495 |  | 1,361 |  | 1,844 |  | 1,710 |  | 1,719 | 10 | (13) |  | 2,856 |  | 3,556 | (20) |
| Other income |  | 585 |  | 412 |  | 231 |  | 625 |  | 10 | 42 | NM |  | 997 |  | 60 | NM |
| Noninterest revenue |  | 12,414 |  | 13,961 |  | 10,786 |  | 13,885 |  | 12,953 | (11) | (4) |  | 26,375 |  | 24,611 | 7 |
| Interest income |  | 15,719 |  | 16,845 |  | 15,615 |  | 16,260 |  | 16,549 | (7) | (5) |  | 32,564 |  | 34,475 | (6) |
| Interest expense |  | 3,032 |  | 3,135 |  | 3,237 |  | 3,523 |  | 3,879 | (3) | (22) |  | 6,167 |  | 8,438 | (27) |
| Net interest income |  | 12,687 |  | 13,710 |  | 12,378 |  | 12,737 |  | 12,670 | (7) | - |  | 26,397 |  | 26,037 | 1 |
| total net revenue |  | 25,101 |  | 27,671 |  | 23,164 |  | 26,622 |  | 25,623 | (9) | (2) |  | 52,772 |  | 50,648 | 4 |
| Provision for credit losses |  | 3,363 |  | 7,010 |  | 7,284 |  | 8,104 |  | 8,031 | (52) | (58) |  | 10,373 |  | 16,627 | (38) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 7,616 |  | 7,276 |  | 5,112 |  | 7,311 |  | 6,917 | 5 | 10 |  | 14,892 |  | 14,505 | 3 |
| Occupancy expense |  | 883 |  | 869 |  | 944 |  | 923 |  | 914 | 2 | (3) |  | 1,752 |  | 1,799 | (3) |
| Technology, communications and equipment expense |  | 1,165 |  | 1,137 |  | 1,182 |  | 1,140 |  | 1,156 | 2 | 1 |  | 2,302 |  | 2,302 | - |
| Professional and outside |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Marketing |  | 628 |  | 583 |  | 536 |  | 440 |  | 417 | 8 | 51 |  | 1,211 |  | 801 | 51 |
| Other expense |  | 2,419 |  | 4,441 |  | 2,262 |  | 1,767 |  | 2,190 | (46) | 10 |  | 6,860 |  | 3,565 | 92 |
| Amortization of intangibles |  | 235 |  | 243 |  | 256 |  | 254 |  | 265 | (3) | (11) |  | 478 |  | 540 | (11) |
| Merger costs |  | - |  | - |  | 30 |  | 103 |  | 143 | - | NM |  | - |  | 348 | NM |
| TOTAL NONINTEREST EXPENSE |  | 14,631 |  | 16,124 |  | 12,004 |  | 13,455 |  | 13,520 | (9) | 8 |  | 30,755 |  | 26,893 | 14 |
| Income before income tax expense and extraordinary gain |  | 7,107 |  | 4,537 |  | 3,876 |  | 5,063 |  | 4,072 | 57 | 75 |  | 11,644 |  | 7,128 | 63 |
| Income tax expense (a) |  | 2,312 |  | 1,211 |  | 598 |  | 1,551 |  | 1,351 | 91 | 71 |  | 3,523 |  | 2,266 | 55 |
| Income before extraordinary gain |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,512 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Extraordinary gain (b) |  | - |  | - |  | - |  | 76 |  | - | - | - |  | - |  | - | - |
| NET INCOME | \$ | 4,795 | \$ | 3,326 | \$ | 3,278 | \$ | 3,588 | \$ | 2,721 | 44 | 76 | \$ | 8,121 | \$ | 4,862 | 67 |
| DILUTED EARNINGS PER SHARE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before extraordinary gain (c) | \$ | 1.09 | \$ | 0.74 | \$ | 0.74 | \$ | 0.80 | \$ | 0.28 | 47 | 289 | \$ | 1.83 | \$ | 0.68 | 169 |
| Extraordinary gain |  | - |  | - |  | - |  | 0.02 |  | - | - | - |  | - |  | - | - |
| NET INCOME (c) | \$ | 1.09 | \$ | 0.74 | \$ | 0.74 | \$ | 0.82 | \$ | 0.28 | 47 | 289 | \$ | 1.83 | \$ | 0.68 | 169 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (c) |  | 12\% |  | 8\% |  | 8\% |  | 9\%(b) |  | 3 |  |  |  | 10\% |  | 4\% |  |
| Return on tangible common equity (c)(d) |  | 17 |  | 12 |  | 12 |  | 14(b) |  | 5 |  |  |  | 15 |  | 6 |  |
| Return on assets |  | 0.94 |  | 0.66 |  | 0.65 |  | 0.71(b) |  | 0.54 |  |  |  | 0.80 |  | 0.48 |  |
| Effective income tax rate (a) |  | 33 |  | 27 |  | 15 |  | 31 |  | 33 |  |  |  | 30 |  | 32 |  |
| Overhead ratio |  | 58 |  | 58 |  | 52 |  | 51 |  | 53 |  |  |  | 58 |  | 53 |  |

## EXCLUDING IMPACT OF

MERGER COSTS (e)

| Income before extraordinary gain | \$ | 4,795 | \$ | 3,326 | \$ | 3,278 | \$ | 3,512 |  | 2,721 | 44 | 76 | \$ | 8,121 |  | 4,862 | 67 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merger costs (after-tax) |  | - |  | - |  | 18 |  | 64 |  | 89 | - | NM |  | - |  | 216 | NM |
| Income before extraordinary gain excl. merger costs | \$ | 4,795 | \$ | 3,326 | \$ | 3,296 | \$ | 3,576 |  | 2,810 | 44 | 71 | \$ | 8,121 | \$ | 5,078 | 60 |
| Diluted Earnings Per Share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before extraordinary gain (c) | \$ | 1.09 | \$ | 0.74 | \$ | 0.74 | \$ | 0.80 | \$ | 0.28 | 47 | 289 | \$ | 1.83 | \$ | 0.68 | 169 |
| Merger costs (after-tax) |  | - |  | - |  | 0.01 |  | 0.02 |  | 0.02 | - | NM |  | - |  | 0.05 | NM |
| Income before extraordinary gain excl. merger costs (c) | \$ | 1.09 | \$ | 0.74 | \$ | 0.75 | \$ | 0.82 | \$ | 0.30 | 47 | 263 | \$ | 1.83 | \$ | 0.73 | 151 |

(a) The income tax expense in the first quarter of 2010 and fourth quarter of 2009 includes tax benefits recognized upon the resolution of tax audits.
(b) On September 25, 2008, JPMorgan Chase acquired the banking operations of Washington Mutual. The acquisition resulted in negative goodwill, and accordingly, the Firm recognized an extraordinary gain. A preliminary gain of $\$ 1.9$ billion was recognized at December 31, 2008. The final total extraordinary gain that resulted from the Washington Mutual transaction was $\$ 2.0$ billion. For the third quarter of 2009, and based on income before extraordinary gain, return on equity remained at $9 \%$, return on tangible common equity was $13 \%$ and return on assets was $0.70 \%$.
(c) The calculation of the second quarter 2009 earnings per share and net income applicable to common equity includes a one-time, noncash reduction of $\$ 1.1$ billion, or $\$ 0.27$ per share, resulting from repayment of TARP preferred capital. For additional information on the reduction, see page 2, footnote (c).
(d) The Firm uses return on tangible common equity, a non-GAAP financial measure, to evaluate the Firm's use of equity and to facilitate comparisons with competitors. For further discussion of ROTCE, see page 42.
(e) Net income excluding merger costs, a non-GAAP financial measure, is used by the Firm to facilitate comparison of results against the Firm's ongoing operations and with other companies' U.S. GAAP financial statements.

JPMORGAN CHASE \& CO.
CONSOLIDATED BALANCE SHEETS (in millions)

|  | $\begin{gathered} \text { Jun } 30 \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { Mar } 31 \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { Dc } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { Sep } 30 \\ 2009 \end{gathered}$ |  | $\begin{aligned} & \text { Jun } 30 \\ & 2009 \end{aligned}$ |  | June 30, 2010 Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Mar 31 } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \\ \hline \end{gathered}$ |  |  |  |  |  |  |
| ASSETS (a) - - - - - - - - - - - |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 32,806 |  |  | \$ | 31,422 | \$ | 26,206 | \$ | 21,068 | \$ | 25,133 | 4\% | 31\% |
| Deposits with banks |  | 39,430 |  | 59,014 |  | 63,230 |  | 59,623 |  | 61,882 | (33) | (36) |
| Federal funds sold and securities purchased under resale agreements |  | 199,024 |  | 230,123 |  | 195,404 |  | 171,007 |  | 159,170 | (14) | 25 |
| Securities borrowed |  | 122,289 |  | 126,741 |  | 119,630 |  | 128,059 |  | 129,263 | (4) | (5) |
| Trading assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Debt and equity instruments |  | 317,293 |  | 346,712 |  | 330,918 |  | 330,370 |  | 298,135 | (8) | 6 |
| Derivative receivables |  | 80,215 |  | 79,416 |  | 80,210 |  | 94,065 |  | 97,491 | 1 | (18) |
| Securities |  | 312,013 |  | 344,376 |  | 360,390 |  | 372,867 |  | 345,563 | (9) | (10) |
| Loans |  | 699,483 |  | 713,799 |  | 633,458 |  | 653,144 |  | 680,601 | (2) | 3 |
| Less: Allowance for loan losses |  | 35,836 |  | 38,186 |  | 31,602 |  | 30,633 |  | 29,072 | (6) | 23 |
| Loans, net of allowance for Ioan losses |  | 663,647 |  | 675,613 |  | 601,856 |  | 622,511 |  | 651,529 | (2) | 2 |
| Accrued interest and accounts receivable |  | 61,295 |  | 53,991 |  | 67,427 |  | 59,948 |  | 61,302 | 14 | - |
| Premises and equipment |  | 11,267 |  | 11,123 |  | 11,118 |  | 10,675 |  | 10,668 | 1 | 6 |
| Goodwill |  | 48,320 |  | 48,359 |  | 48,357 |  | 48,334 |  | 48,288 | - | - |
| Mortgage servicing rights |  | 11,853 |  | 15,531 |  | 15,531 |  | 13,663 |  | 14,600 | (24) | (19) |
| Other intangible assets |  | 4,178 |  | 4,383 |  | 4,621 |  | 4,862 |  | 5,082 | (5) | (18) |
| Other assets |  | 110,389 |  | 108,992 |  | 107,091 |  | 103,957 |  | 118,536 | 1 | (7) |
| TOTAL ASSETS |  | $\underline{2,014,019}$ |  | 2,135,796 |  | 2,031,989 |  | 2,041,009 |  | $\underline{\text { 2,026,642 }}$ | (6) | (1) |
| LIABILITIES (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 887,805 | \$ | 925,303 | \$ | 938,367 | \$ | 867,977 | \$ | 866,477 | (4) | 2 |
| Federal funds purchased and securities loaned or sold under repurchase agreements |  | 237,455 |  | 295,171 |  | 261,413 |  | 310,219 |  | 300,931 | (20) | (21) |
| Commercial paper |  | 41,082 |  | 50,554 |  | 41,794 |  | 53,920 |  | 42,713 | (19) | (4) |
| Other borrowed funds |  | 44,431 |  | 48,981 |  | 55,740 |  | 50,824 |  | 73,968 | (9) | (40) |
| Trading liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Debt and equity instruments |  | 74,745 |  | 78,228 |  | 64,946 |  | 65,233 |  | 56,021 | (4) | 33 |
| Derivative payables |  | 60,137 |  | 62,741 |  | 60,125 |  | 69,214 |  | 67,197 | (4) | (11) |
| Accounts payable and other liabilities |  | 160,478 |  | 154,185 |  | 162,696 |  | 171,386 |  | 171,685 | 4 | (7) |
| Beneficial interests issued by consolidated VIEs |  | 88,148 |  | 93,055 |  | 15,225 |  | 17,859 |  | 20,945 | (5) | 321 |
| Long-term debt |  | 248,618 |  | 262,857 |  | 266,318 |  | 272,124 |  | 271,939 | (5) | (9) |
| TOTAL LIABILITIES |  | 1,842,899 |  | 1,971,075 |  | 1,866,624 |  | 1,878,756 |  | 1,871,876 | (7) | (2) |
| STOCKHOLDERS' EQUITY (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock |  | 8,152 |  | 8,152 |  | 8,152 |  | 8,152 |  | 8,152 | - | - |
| Common stock |  | 4,105 |  | 4,105 |  | 4,105 |  | 4,105 |  | 4,105 | - | - |
| Capital surplus |  | 96,745 |  | 96,450 |  | 97,982 |  | 97,564 |  | 97,662 | - | (1) |
| Retained earnings |  | 65,465 |  | 61,043 |  | 62,481 |  | 59,573 |  | 56,355 | 7 | 16 |
| Accumulated other comprehensive income/(loss) |  | 2,404 |  | 761 |  | (91) |  | 283 |  | $(3,438)$ | 216 | NM |
| Shares held in RSU trust, at cost |  | (68) |  | (68) |  | (68) |  | (86) |  | (86) | - | 21 |
| Treasury stock, at cost |  | $(5,683)$ |  | $(5,722)$ |  | $(7,196)$ |  | $(7,338)$ |  | $(7,984)$ | 1 | 29 |
| TOTAL STOCKHOLDERS' EQUITY |  | 171,120 |  | 164,721 |  | 165,365 |  | 162,253 |  | 154,766 | 4 | 11 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY |  | 2,014,019 |  | 2,135,796 |  | 2,031,989 |  | 2,041,009 |  | 2,026,642 | (6) | (1) |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.

JPMORGAN CHASE \& CO. (in millions, except rates)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 2Q10 Change |  | 2010 | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  |  |  |  |  |  | 1Q10 | 2Q09 |  |  |  |
| AVERAGE BALANCES (a) ASSETS |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits with banks | \$ 58,737 | 64,229 | \$ 49,705 | 62,248 | 68,001 | (9)\% | (14)\% | \$ 61,468 | 78,237 | (21)\% |
| Federal funds sold and securities purchased under resale |  |  |  |  |  |  |  |  |  |  |
| agreements | 189,573 | 170,036 | 156,848 | 151,705 | 142,226 | 11 | 33 | 179,858 | 151,554 | 19 |
| Securities borrowed | 113,650 | 114,636 | 125,453 | 129,301 | 122,235 | (1) | (7) | 114,140 | 121,498 | (6) |
| Trading assets - debt instruments instruments | 245,532 | 248,089 | 256,414 | 250,148 | 245,444 | (1) | - | 246,804 | 248,753 | (1) |
| Securities | 327,425 | 337,441 | 374,327 | 359,451 | 354,216 | (3) | (8) | 332,405 | 318,019 | 5 |
| Loans | 705,189 | 725,136 | 642,406 | 665,386 | 697,908 | (3) | 1 | 715,108 | 712,353 |  |
| Other assets (b) | 34,429 | 27,885 | 29,868 | 24,155 | 36,638 | 23 | (6) | 31,175 | 32,050 | (3) |
| Total interest-earning assets | 1,674,535 | 1,687,452 | 1,635,021 | 1,642,394 | 1,666,668 | (1) | - | 1,680,958 | 1,662,464 | 1 |
| Trading assets - equity instruments | 95,080 | 83,674 | 74,936 | 66,790 | 63,507 | 14 | 50 | 89,408 | 63,130 | 42 |
| Trading assets - derivative receivables | 79,409 | 78,683 | 86,415 | 99,807 | 114,096 | 1 | (30) | 79,048 | 128,092 | (38) |
| All other noninterest-earning assets | 194,623 | 188,871 | 196,853 | 190,185 | 194,101 | 3 | - | 191,763 | 198,980 | (4) |
| TOTAL ASSETS | \$2,043,647 | \$2,038,680 | \$1,993,225 | \$1,999,176 | \$2,038,372 | - | - | \$2,041,177 | \$2,052,666 | (1) |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ 668,953 | \$ 677,431 | \$ 667,269 | \$ 660,998 | \$ 672,350 | (1) | (1) | \$ 673,169 | \$ 704,228 | (4) |
| Federal funds purchased and securities loaned or sold under repurchase agreements | 273,614 | 271,934 | 283,263 | 303,175 | 289,971 | 1 | (6) | 272,779 | 258,217 | 6 |
| Commercial paper | 37,557 | 37,461 | 42,290 | 42,728 | 37,371 | - |  | 37,509 | 35,543 | 6 |
| Trading liabilities - debt instruments | 72,276 | 65,154 | 63,048 | 47,467 | 43,150 | 11 | 67 | 68,735 | 41,690 | 65 |
| Other borrowings and liabilities (c) | 131,546 | 123,321 | 119,374 | 131,518 | 164,339 | 7 | (20) | 127,455 | 180,309 | (29) |
| Beneficial interests issued by consolidated VIEs | 90,085 | 98,104 | 16,002 | 19,351 | 14,493 | (8) | NM | 94,072 | 12,138 | NM |
| Long-term debt | 256,089 | 262,503 | 268,476 | 271,281 | 274,323 | (2) | (7) | 259,279 | 266,571 | (3) |
| Total interest-bearing liabilities | 1,530,120 | 1,535,908 | 1,459,722 | 1,476,518 | 1,495,997 | - | 2 | 1,532,998 | 1,498,696 | 2 |
| Noninterest-bearing deposits | 209,615 | 200,075 | 203,092 | 191,821 | 199,221 | 5 | 5 | 204,871 | 198,531 | 3 |
| Trading liabilities - equity instruments | 5,216 | 5,728 | 8,372 | 12,376 | 11,437 | (9) | (54) | 5,470 | 13,036 | (58) |
| Trading liabilities - derivative payables | 62,547 | 59,053 | 63,423 | 75,458 | 78,155 | 6 | (20) | 60,809 | 86,503 | (30) |
| All other noninterest-bearing liabilities | 68,928 | 73,670 | 93,939 | 85,383 | 84,359 | (6) | (18) | 71,287 | 87,071 | (18) |
| total liabilities | 1,876,426 | 1,874,434 | 1,828,548 | 1,841,556 | 1,869,169 | - | - | 1,875,435 | 1,883,837 | - |
| Preferred stock | 8,152 | 8,152 | 8,152 | 8,152 | 28,338 | - | (71) | 8,152 | 30,138 | (73) |
| Common stockholders' equity | 159,069 | 156,094 | 156,525 | 149,468 | 140,865 | 2 | 13 | 157,590 | 138,691 | 14 |
| TOTAL STOCKHOLDERS' EQUITY | 167,221 | 164,246 | 164,677 | 157,620 | 169,203 | 2 | (1) | 165,742 | 168,829 | (2) |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ 2,043,647 | \$ 2,038,680 | \$ 1,993,225 | \$ 1,999,176 | \$ 2,038,372 | - | - | \$ 2,041,177 | \$ 2,052,666 | (1) |

AVERAGE RATES (a)
INTEREST-EARNING A

| AVERAGE RATES (a) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits with banks | 0.63\% | 0.60\% | 0.95\% | 0.83\% | 1.45\% | 0.61\% | 1.78\% |
| Federal funds sold and securities purchased under resale agreements | 0.84 | 0.97 | 0.92 | 0.96 | 1.04 | 0.90 | 1.35 |
| Securities borrowed | 0.11 | 0.10 | 0.14 | (0.09) | (0.32) | 0.11 | (0.02) |
| Trading assets - debt instruments | 4.25 | 4.56 | 4.63 | 4.78 | 4.91 | 4.41 | 5.09 |
| Securities | 3.14 | 3.54 | 3.32 | 3.62 | 3.64 | 3.34 | 3.87 |
| Loans | 5.68 | 5.91 | 5.51 | 5.64 | 5.65 | 5.80 | 5.76 |
| Other assets (b) | 1.60 | 1.36 | 1.42 | 2.18 | 0.80 | 1.49 | 1.50 |
| Total interest-earning assets | 3.79 | 4.07 | 3.80 | 3.95 | 4.00 | 3.93 | 4.20 |
| INTEREST-BEARING LIABILITIES |  |  |  |  |  |  |  |
| Interest-bearing deposits | 0.53 | 0.51 | 0.53 | 0.65 | 0.70 | 0.52 | 0.82 |
| Federal funds purchased and securities loaned or sold under repurchase agreements | (0.07) (d) | (0.05) (d) | 0.08 | 0.20 | 0.23 | (0.06) | 0.29 |
| Commercial paper | 0.19 | 0.19 | 0.20 | 0.23 | 0.24 | 0.19 | 0.35 |
| Trading liabilities - debt instruments <br> Other borrowings and liabilities (c) | 2.49 0.50 | 3.39 0.56 | 3.85 0.83 | 4.50 0.69 | 3.76 0.69 | $\begin{aligned} & 2.91 \\ & 0.53 \end{aligned}$ | 3.71 0.86 |
| Beneficial interests issued by consolidated VIEs | 1.36 | 1.36 | 1.32 | 1.43 | 1.59 | 1.36 | 1.58 |
| Long-term debt | 1.97 | 1.95 | 2.01 | 2.09 | 2.60 | 1.96 | 2.67 |
| Total interest-bearing liabilities | 0.79 | 0.83 | 0.88 | 0.95 | 1.04 | 0.81 | 1.14 |
| INTEREST RATE SPREAD | 3.00\% | 3.24\% | 2.92\% | 3.00\% | 2.96\% | 3.12\% | 3.06\% |
| NET YIELD ON INTERESTEARNING ASSETS | 3.06\% | 3.32\% | 3.02\% | 3.10\% | 3.07\% | 3.19\% | 3.18\% |
| NET YIELD ON INTERESTEARNING ASSETS ADJUSTED FOR SECURITIZATIONS | 3.06\% | 3.32\% | 3.33\% | 3.40\% | 3.37\% | 3.19\% | 3.48\% |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Includes margin loans and the Firm's investment in asset-backed commercial paper under the Federal Reserve Bank of Boston's AML facility, which declined to zero during the third quarter of 2009.
(c) Includes securities sold but not yet purchased, brokerage customer payables and advances from Federal Home Loan Banks.
(d) Reflects a benefit from the favorable market environment for dollar-roll financings.

JPMORGAN CHASE \& CO.

## RECONCILIATION FROM REPORTED TO MANAGED SUMMARY (in millions)

The Firm prepares its consolidated financial statements using accounting principles generally accepted in the United States of America ("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 the Firm's results and the results of the lines of business on a "managed" basis, which is a non-GAAP financial measure. For additional information on managed basis, including the effect of adopting, effective January 1, 2010, new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs, refer to the notes on Non-GAAP Financial Measures on page 42.

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  | 2010 | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | 2Q09 |  |  |  |
| CREDIT CARD INCOME |  |  |  |  |  |  |  |  |  |  |
| Credit card income reported | \$ 1,495 | \$ 1,361 | \$ 1,844 | \$ 1,710 | \$ 1,719 | 10\% | (13)\% | \$ 2,856 | \$ 3,556 | (20)\% |
| Impact of: |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations | N/A | N/A | (375) | (285) | (294) | NM | NM | N/A | (834) | NM |
| Credit card income managed | \$ 1,495 | \$ 1,361 | \$ 1,469 | \$ 1,425 | \$ 1,425 | 10 | 5 | \$ 2,856 | \$ 2,722 | 5 |
| OTHER INCOME |  |  |  |  |  |  |  |  |  |  |
| Other income - reported | \$ 585 | \$ 412 | \$ 231 | \$ 625 | \$ 10 | 42 | NM | \$ 997 | \$ 60 | NM |
| Impact of: |  |  |  |  |  |  |  |  |  |  |
| Tax-equivalent adjustments | 416 | 411 | 397 | 371 | 335 | 1 | 24 | 827 | 672 | 23 |
| Other income - managed | \$ 1,001 | \$ 823 | \$ 628 | \$ 996 | \$ 345 | 22 | 190 | \$ 1,824 | \$ 732 | 149 |
| TOTAL NONINTEREST REVENUE |  |  |  |  |  |  |  |  |  |  |
| Total noninterest revenue reported | \$ 12,414 | \$ 13,961 | \$ 10,786 | \$ 13,885 | \$ 12,953 | (11) | (4) | \$ 26,375 | \$ 24,611 | 7 |
| Impact of: |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations | N/A | N/A | (375) | (285) | (294) | NM | NM | N/A | (834) | NM |
| Tax-equivalent adjustments | 416 | 411 | 397 | 371 | 335 | 1 | 24 | 827 | 672 | 23 |
| Total noninterest revenue managed | \$12,830 | \$14,372 | \$ 10,808 | \$ 13,971 | \$ 12,994 | (11) | (1) | $\underline{\text { \$27,202 }}$ | \$ 24,449 | 11 |
| NET INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |
| Net interest income reported | \$ 12,687 | \$ 13,710 | \$ 12,378 | \$ 12,737 | \$ 12,670 | (7) | - | \$ 26,397 | \$ 26,037 | 1 |
| Impact of: N/A |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations | N/A | N/A | 1,992 | 1,983 | 1,958 | NM | NM | N/A | 3,962 | NM |
| Tax-equivalent adjustments | 96 | 90 | 58 | 89 | 87 | 7 | 10 | 186 | 183 | 2 |
| Net interest income managed | \$12,783 | \$13,800 | \$ 14,428 | \$ 14,809 | \$14,715 | (7) | (13) | \$26,583 | \$30,182 | (12) |
| TOTAL NET REVENUE |  |  |  |  |  |  |  |  |  |  |
| Total net revenue reported | \$ 25,101 | \$ 27,671 | \$ 23,164 | \$ 26,622 | \$ 25,623 | (9) | (2) | \$ 52,772 | \$ 50,648 | 4 |
| Impact of: |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations | N/A | N/A | 1,617 | 1,698 | 1,664 | NM | NM | N/A | 3,128 | NM |
| Tax-equivalent adjustments | 512 | 501 | 455 | 460 | 422 | 2 | 21 | 1,013 | 855 | 18 |
| Total net revenue managed | \$ 25,613 | \$28,172 | \$ 25,236 | \$ 28,780 | \$ 27,709 | (9) | (8) | \$53,785 | \$54,631 | (2) |
| PRE-PROVISION PROFIT |  |  |  |  |  |  |  |  |  |  |
| Total pre-provision profit reported | \$ 10,470 | \$ 11,547 | \$ 11,160 | \$ 13,167 | \$ 12,103 | (9) | (13) | \$ 22,017 | \$ 23,755 | (7) |
| Impact of: |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations | N/A | N/A | 1,617 | 1,698 | 1,664 | NM | NM | N/A | 3,128 | NM |
| Tax-equivalent adjustments | 512 | 501 | 455 | 460 | 422 | 2 | 21 | 1,013 | 855 | 18 |
| Total pre-provision profit managed | \$ 10,982 | \$12,048 | \$13,232 | \$ 15,325 | \$ 14,189 | (9) | (23) | \$23,030 | \$27,738 | (17) |


| PROVISION FOR CREDIT LOSSES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for credit losses - reported | \$ | 3,363 | \$ | 7,010 | \$ | 7,284 | \$ | 8,104 | \$ | 8,031 | (52) | (58) | \$ 10,373 | \$ 16,627 | (38) |
| Impact of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card securitizations |  | N/A |  | N/A |  | 1,617 |  | 1,698 |  | 1,664 | NM | NM | N/A | 3,128 | NM |
| Provision for credit losses - managed | \$ | 3,363 |  | 7,010 |  | 8,901 | \$ | 9,802 | \$ | 9,695 | (52) | (65) | \$10,373 | \$19,755 | (47) |
| INCOME TAX EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense reported | \$ | 2,312 | \$ | 1,211 | \$ | 598 | \$ | 1,551 | \$ | 1,351 | 91 | 71 | \$ 3,523 | \$ 2,266 | 55 |
| Impact of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tax-equivalent adjustments |  | 512 |  | 501 |  | 455 |  | 460 |  | 422 | 2 | 21 | 1,013 | 855 | 18 |
| Income tax expense managed | \$ | 2,824 | \$ | 1,712 | \$ | 1,053 | \$ | 2,011 |  | 1,773 | 65 | 59 | \$ 4,536 | \$ 3,121 | 45 |



JPMORGAN CHASE \& CO.
LINE OF BUSINESS FINANCIAL HIGHLIGHTS - MANAGED BASIS (in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  |  | 2Q10 |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |
| TOTAL NET REVENUE (FTE) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank (a) | \$ | 6,332 | \$ | 8,319 |  |  | \$ | 4,929 | \$ | 7,508 | \$ | 7,301 | (24)\% | (13)\% | \$ | 14,651 | \$ | 15,672 | (7)\% |
| Retail Financial Services |  | 7,809 |  | 7,776 |  | 7,669 |  | 8,218 |  | 7,970 | - | (2) |  | 15,585 |  | 16,805 | (7) |
| Card Services |  | 4,217 |  | 4,447 |  | 5,148 |  | 5,159 |  | 4,868 | (5) | (13) |  | 8,664 |  | 9,997 | (13) |
| Commercial Banking |  | 1,486 |  | 1,416 |  | 1,406 |  | 1,459 |  | 1,453 | 5 | 2 |  | 2,902 |  | 2,855 | 2 |
| Treasury \& Securities |  | 1,881 |  | 1756 |  | 1835 |  | 1788 |  | 1900 | 7 | (1) |  | 3,637 |  | 3,721 | (2) |
| Asset Management |  | 2,068 |  | 2,131 |  | 2,195 |  | 2,085 |  | 1,982 | (3) | 4 |  | 4,199 |  | 3,685 | 14 |
| Corporate/Private Equity (a) |  | 1,820 |  | 2,327 |  | 2,054 |  | 2,563 |  | 2,235 | (22) | (19) |  | 4,147 |  | 1,896 | 119 |
| TOTAL NET REVENUE | \$ | 25,613 | \$ | 28,172 |  | 25,236 | \$ | 28,780 | \$ | 27,709 | (9) | (8) | \$ | 53,785 | \$ | 54,631 | (2) |
| TOTAL PRE-PROVISION PROFIT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank (a) | \$ | 1,810 | \$ | 3,481 | \$ | 2,643 | \$ | 3,234 | \$ | 3,234 | (48) | (44) | \$ | 5,291 | \$ | 6,831 | (23) |
| Retail Financial Services |  | 3,528 |  | 3,534 |  | 3,367 |  | 4,022 |  | 3,891 | - | (9) |  | 7,062 |  | 8,555 | (17) |
| Card Services |  | 2,781 |  | 3,045 |  | 3,752 |  | 3,853 |  | 3,535 | (9) | (21) |  | 5,826 |  | 7,318 | (20) |
| Commercial Banking |  | 944 |  | 877 |  | 863 |  | 914 |  | 918 | 8 | 3 |  | 1,821 |  | 1,767 | 3 |
| Treasury \& Securities Services |  | 482 |  | 431 |  | 444 |  | 508 |  | 612 | 12 | (21) |  | 913 |  | 1,114 | (18) |
| Asset Management |  | 663 |  | 689 |  | 725 |  | 734 |  | 628 | (4) | 6 |  | 1,352 |  | 1,033 | 31 |
| Corporate/Private Equity (a) |  | 774 |  | (9) |  | 1,438 |  | 2,060 |  | 1,371 | NM | (44) |  | 765 |  | 1,120 | (32) |
| TOTAL PREPROVISION PROFIT | \$ | 10,982 |  | 12,048 |  | 13,232 |  | 15,325 | \$ | 14,189 | (9) | (23) | \$ | 23,030 |  | 27,738 | (17) |
| NET INCOME/(LOSS) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 1,381 | \$ | 2,471 | \$ | 1,901 | \$ | 1,921 | \$ | 1,471 | (44) | (6) | \$ | 3,852 | \$ | 3,077 | 25 |
| Retail Financial Services |  | 1,042 |  | (131) |  | (399) |  | 7 |  | 15 | NM | NM |  | 911 |  | 489 | 86 |
| Card Services |  | 343 |  | (303) |  | (306) |  | (700) |  | (672) | NM | NM |  | 40 |  | $(1,219)$ | NM |
| Commercial Banking |  | 693 |  | 390 |  | 224 |  | 341 |  | 368 | 78 | 88 |  | 1,083 |  | 706 | 53 |
| Treasury \& Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Services |  | 292 |  | 279 |  | 237 |  | 302 |  | 379 | 5 | (23) |  | 571 |  | 687 | (17) |
| Asset Management |  | 391 |  | 392 |  | 424 |  | 430 |  | 352 | - | 11 |  | 783 |  | 576 | 36 |
| Corporate/Private Equity |  | 653 |  | 228 |  | 1,197 |  | 1,287 |  | 808 | 186 | (19) |  | 881 |  | 546 | 61 |
| TOTAL NET INCOME | \$ | 4,795 | \$ | 3,326 | \$ | 3,278 | \$ | 3,588 | \$ | 2,721 | 44 | 76 | \$ | 8,121 | \$ | 4,862 | 67 |
| AVERAGE EQUITY (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 40,000 | \$ | 40,000 | \$ | 33,000 | \$ | 33,000 | \$ | 33,000 | - | 21 | \$ | 40,000 | \$ | 33,000 | 21 |
| Retail Financial Services |  | 28,000 |  | 28,000 |  | 25,000 |  | 25,000 |  | 25,000 | - | 12 |  | 28,000 |  | 25,000 | 12 |
| Card Services |  | 15,000 |  | 15,000 |  | 15,000 |  | 15,000 |  | 15,000 | - | - |  | 15,000 |  | 15,000 | - |
| Commercial Banking |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 | - | - |  | 8,000 |  | 8,000 | - |
| Treasury \& Securities Services |  | 6,500 |  | 6,500 |  | 5,000 |  | 5,000 |  | 5,000 | - | 30 |  | 6,500 |  | 5,000 | 30 |
| Asset Management |  | 6,500 |  | 6,500 |  | 7,000 |  | 7,000 |  | 7,000 | - | (7) |  | 6,500 |  | 7,000 | (7) |
| Corporate/Private Equity |  | 55,069 |  | 52,094 |  | 63,525 |  | 56,468 |  | 47,865 | 6 | 15 |  | 53,590 |  | 45,691 | 17 |
| TOTAL AVERAGE EQUITY |  | 159,069 |  | 156,094 |  | 156,525 |  | 149,468 |  | 140,865 | 2 | 13 |  | 57,590 |  | 138,691 | 14 |
| RETURN ON EQUITY (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank |  | 14\% |  | 25\% |  | 23\% |  | 23\% |  | 18\% |  |  |  | 19\% |  | 19\% |  |
| Retail Financial Services |  | 15 |  | (2) |  | (6) |  | - |  | - |  |  |  | 7 |  | 4 |  |
| Card Services |  | 9 |  | (8) |  | (8) |  | (19) |  | (18) |  |  |  | 1 |  | (16) |  |
| Commercial Banking |  | 35 |  | 20 |  | 11 |  | 17 |  | 18 |  |  |  | 27 |  | 18 |  |
| Treasury \& Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset Management |  | 24 |  | 24 |  | 24 |  | 24 |  | 20 |  |  |  | 24 |  | 17 |  |

(a) Corporate/Private Equity includes an adjustment to offset IB's inclusion of the credit reimbursement from TSS in total net revenue; TSS reports the reimbursement to IB as a separate line on its income statement (not part of total revenue).
(b) Equity for a line of business represents the amount the Firm believes the business would require if it were operating independently, incorporating sufficient capital to address economic risk measures, regulatory capital requirements and capital levels for similarly rated peers. Capital is also allocated to each line of business for, among other things, goodwill and other intangibles associated with acquisitions effected by the line of business. Return on common equity is measured and internal targets for expected returns are established as a key measure of a business segment's performance. Effective January 1, 2010, the Firm enhanced its line of business equity framework to better align equity assigned to each line of business with the changes anticipated to occur in that line of business, as well as changes in the competitive and regulatory landscape. The lines of business are now capitalized based on the Tier 1 common standard, rather than the Tier 1 capital standard.

JPMORGAN CHASE \& CO.

## INVESTMENT BANK

FINANCIAL HIGHLIGHTS
(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\frac{2010 \text { Change }}{2009}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | 2Q09 | 2010 |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |
| Investment banking fees | \$ 1,405 | \$ 1,446 | \$ 1,892 | \$ 1,658 | \$ 2,239 | (3)\% | (37)\% | \$ 2,851 | \$ 3,619 | (21)\% |
| Principal transactions | 2,105 | 3,931 | 84 | 2,714 | 1,841 | (46) | 14 | 6,036 | 5,356 | 13 |
| Lending- and deposit-related fees | 203 | 202 | 174 | 185 | 167 | - | 22 | 405 | 305 | 33 |
| Asset management, administration and commissions | 633 | 563 | 608 | 633 | 717 | 12 | (12) | 1,196 | 1,409 | (15) |
| All other income (a) | 86 | 49 | (14) | 63 | (108) | 76 | NM | 135 | (164) | NM |
| Noninterest revenue | 4,432 | 6,191 | 2,744 | 5,253 | 4,856 | (28) | (9) | 10,623 | 10,525 | 1 |
| Net interest income | 1,900 | 2,128 | 2,185 | 2,255 | 2,445 | (11) | (22) | 4,028 | 5,147 | (22) |
| TOTAL NET REVENUE (b) | 6,332 | 8,319 | 4,929 | 7,508 | 7,301 | (24) | (13) | 14,651 | 15,672 | (7) |
| Provision for credit losses | (325) | (462) | (181) | 379 | 871 | 30 | NM | (787) | 2,081 | NM |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |
| Compensation expense (c) | 2,923 | 2,928 | 549 | 2,778 | 2,677 | - | 9 | 5,851 | 6,007 | (3) |
| Noncompensation expense | 1,599 | 1,910 | 1,737 | 1,496 | 1,390 | (16) | 15 | 3,509 | 2,834 | 24 |
| TOTAL NONINTEREST EXPENSE | 4,522 | 4,838 | 2,286 | 4,274 | 4,067 | (7) | 11 | 9,360 | 8,841 | 6 |
| Income before income tax expense | 2,135 | 3,943 | 2,824 | 2,855 | 2,363 | (46) | (10) | 6,078 | 4,750 | 28 |
| Income tax expense | 754 | 1,472 | 923 | 934 | 892 | (49) | (15) | 2,226 | 1,673 | 33 |
| NET INCOME | \$1,381 | \$2,471 | \$1,901 | \$1,921 | \$1,471 | (44) | (6) | \$ 3,852 | \$ 3,077 | 25 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |
| ROE | 14\% | 25\% | 23\% | 23\% | 18\% |  |  | 19\% | 19\% |  |
| ROA | 0.78 | 1.48 | 1.12 | 1.12 | 0.83 |  |  | 1.12 | 0.86 |  |
| Overhead ratio | 71 | 58 | 46 | 57 | 56 |  |  | 64 | 56 |  |
| Compensation expense as a percent of total net revenue (c) | 37 | 35 | 11 | 37 | 37 |  |  | 36 | 38 |  |

## REVENUE BY BUSINESS

| Investment banking fees: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Advisory | \$ 355 | \$ 305 | \$ 611 | \$ 384 | \$ 393 | 16 | (10) | \$ 660 | \$ 872 | (24) |
| Equity underwriting | 354 | 413 | 549 | 681 | 1,103 | (14) | (68) | 767 | 1,411 | (46) |
| Debt underwriting | 696 | 728 | 732 | 593 | 743 | (4) | (6) | 1,424 | 1,336 | 7 |
| Total investment banking fees | 1,405 | 1,446 | 1,892 | 1,658 | 2,239 | (3) | (37) | 2,851 | 3,619 | (21) |
| Fixed income markets | 3,563 | 5,464 | 2,735 | 5,011 | 4,929 | (35) | (28) | 9,027 | 9,818 | (8) |
| Equity markets | 1,038 | 1,462 | 971 | 941 | 708 | (29) | 47 | 2,500 | 2,481 | 1 |
| Credit portfolio (a) | 326 | (53) | (669) | (102) | (575) | NM | NM | 273 | (246) | NM |
| Total net revenue | \$6,332 | \$8,319 | \$4,929 | \$7,508 | \$7,301 | (24) | (13) | \$ 14,651 | \$15,672 | (7) |
| REVENUE BY REGION (a) |  |  |  |  |  |  |  |  |  |  |
| Americas | \$ 3,935 | \$ 4,562 | \$ 2,872 | \$ 3,850 | \$ 4,118 | (14) | (4) | \$ 8,497 | \$ 8,434 | 1 |
| Europe/Middle East/Africa | 1,537 | 2,814 | 1,502 | 2,912 | 2,303 | (45) | (33) | 4,351 | 5,376 | (19) |
| Asia/Pacific | 860 | 943 | 555 | 746 | 880 | (9) | (2) | 1,803 | 1,862 | (3) |
| Total net revenue | \$6,332 | \$8,319 | \$4,929 | \$7,508 | \$7,301 | (24) | (13) | \$14,651 | \$15,672 | (7) |

(a) Treasury \& Securities Services ("TSS") was charged a credit reimbursement related to certain exposures managed within the Investment Bank ("IB") credit portfolio on behalf of clients shared with TSS. IB recognizes this credit reimbursement in its credit portfolio business in all other income.
(b) Total net revenue included tax-equivalent adjustments, predominantly due to income tax credits related to affordable housing and alternative energy investments, as well as tax-exempt income from municipal bond investments of $\$ 401$ million, $\$ 403$ million, $\$ 357$ million, $\$ 371$ million and $\$ 334$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 804$ million and $\$ 699$ million for year-to-date 2010 and 2009, respectively.
(c) The second quarter and year-to-date of 2010 excludes a payroll tax expense related to the United Kingdom Bonus Payroll Tax on certain performance bonuses awarded between December 9, 2009, and April 5, 2010, to employees operating in the U.K.

JPMORGAN CHASE \& CO

## INVESTMENT BANK

## FINANCIAL HIGHLIGHTS, CONTINUED

## (in millions, except headcount and ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | $\underline{\text { 2Q09 }}$ | 2010 |  |  |
| SELECTED BALANCE SHEET DATA (Period-end) |  |  |  |  |  |  |  |  |  |  |
| Loans (a): |  |  |  |  |  |  |  |  |  |  |
| Loans retained (b) | \$ 54,049 | \$ 53,010 | \$ 45,544 | \$ 55,703 | \$ 64,500 | 2\% | (16)\% | \$ 54,049 | \$ 64,500 | (16)\% |
| Loans held-for-sale \& loans at fair value | 3,221 | 3,594 | 3,567 | 4,582 | 6,814 | (10) | (53) | 3,221 | 6,814 | (53) |
| Total loans | 57,270 | 56,604 | 49,111 | 60,285 | 71,314 | 1 | (20) | 57,270 | 71,314 | (20) |
| Equity | 40,000 | 40,000 | 33,000 | 33,000 | 33,000 | - | 21 | 40,000 | 33,000 | 21 |
| SELECTED BALANCE SHEET DATA (Average) |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$710,005 | \$676,122 | \$674,241 | \$678,796 | \$710,825 | 5 | - | \$693,157 | \$721,934 | (4) |
| $\begin{aligned} & \text { Trading assets — debt and equity } \\ & \text { instruments } \end{aligned}$ | 296,031 | 284,085 | 285,363 | 270,695 | 265,336 | 4 | 12 | 290,091 | 269,146 | 8 |
| Trading assets - derivative receivables | 65,847 | 66,151 | 72,640 | 86,651 | 100,536 | - | (35) | 65,998 | 112,711 | (41) |
| Loans (a): |  |  |  |  |  |  |  |  |  |  |
| Loans retained (b) | 53,351 | 58,501 | 51,573 | 61,269 | 68,224 | (9) | (22) | 55,912 | 69,128 | (19) |
| Loans held-for-sale \& loans at fair value | 3,530 | 3,150 | 4,158 | 4,981 | 8,934 | 12 | (60) | 3,341 | 10,658 | (69) |
| Total loans | 56,881 | 61,651 | 55,731 | 66,250 | 77,158 | (8) | (26) | 59,253 | 79,786 | (26) |
| Adjusted assets (c) | 527,520 | 506,635 | 519,403 | 515,718 | 531,632 | 4 | (1) | 517,135 | 560,239 | (8) |
| Equity | 40,000 | 40,000 | 33,000 | 33,000 | 33,000 | - | 21 | 40,000 | 33,000 | 21 |
| Headcount | 26,279 | 24,977 | 24,654 | 24,828 | 25,783 | 5 | 2 | 26,279 | 25,783 | 2 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ 28 | \$ 697 | \$ 685 | \$ 750 | \$ 433 | (96) | (94) | \$ 725 | \$ 469 | 55 |
| Nonperforming assets: |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans: |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans retained (b)(d) | 1,926 | 2,459 | 3,196 | 4,782 | 3,407 | (22) | (43) | 1,926 | 3,407 | (43) |
| Nonperforming loans held-for-sale and loans at fair value | 334 | 282 | 308 | 128 | 112 | 18 | 198 | 334 | 112 | 198 |
| Total nonperforming loans | 2,260 | 2,741 | 3,504 | 4,910 | 3,519 | (18) | (36) | 2,260 | 3,519 | (36) |
| Derivative receivables | 315 | 363 | 529 | 624 | 704 | (13) | (55) | 315 | 704 | (55) |
| Assets acquired in loan satisfactions | 151 | 185 | 203 | 248 | 311 | (18) | (51) | 151 | 311 | (51) |
| Total nonperforming assets | 2,726 | 3,289 | 4,236 | 5,782 | 4,534 | (17) | (40) | 2,726 | 4,534 | (40) |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses | 2,149 | 2,601 | 3,756 | 4,703 | 5,101 | (17) | (58) | 2,149 | 5,101 | (58) |
| Allowance for lending-related commitments | 564 | 482 | 485 | 401 | 351 | 17 | 61 | 564 | 351 | 61 |
| Total allowance for credit losses | 2,713 | 3,083 | 4,241 | 5,104 | 5,452 | (12) | (50) | 2,713 | 5,452 | (50) |
| Net charge-off rate (b)(e) | 0.21\% | 4.83\% | 5.27\% | 4.86\% | 2.55\% |  |  | 2.61\% | 1.37\% |  |
| Allow. for loan losses to period-end loans retained (b)(e) | 3.98 | 4.91 | 8.25 | 8.44 | 7.91 |  |  | 3.98 | 7.91 |  |
| Allow. for loan losses to average loans retained (b)(e) | 4.03 | 4.45 | 7.28 | 7.68 | 7.48 |  |  | 3.84 | 7.38 |  |
| Allow. for loan losses to nonperforming loans retained (b)(d)(e) | 112 | 106 | 118 | 98 | 150 |  |  | 112 | 150 |  |
| Nonperforming loans to total period-end loans | 3.95 | 4.84 | 7.13 | 8.14 | 4.93 |  |  | 3.95 | 4.93 |  |
| Nonperforming loans to total average loans | 3.97 | 4.45 | 6.29 | 7.41 | 4.56 |  |  | 3.81 | 4.41 |  |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Loans retained included credit portfolio loans, leveraged leases and other accrual loans, and excluded loans held-for-sale and loans accounted for at fair value.
(c) Adjusted assets, a non-GAAP financial measure, is presented to assist the reader in comparing IB's asset and capital levels to other investment banks in the securities industry. For further discussion of adjusted assets, see page 42.
(d) Allowance for loan losses of $\$ 617$ million, $\$ 811$ million, $\$ 1.3$ billion, $\$ 1.8$ billion and $\$ 1.6$ billion were held against these non-performing loans at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively.
(e) Loans held-for-sale and loans at fair value were excluded when calculating the allowance coverage and net charge-off rate.

## INVESTMENT BANK

## FINANCIAL HIGHLIGHTS, CONTINUED

(in millions, except ratio and rankings data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 |  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |
| MARKET RISK - AVERAGE TRADING AND CREDIT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PORTFOLIO VAR - 95\% CONFIDENCE LEVEL |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading activities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income | \$ | 64 | \$ | 69 |  |  | \$ | 121 | \$ | 182 | \$ | 179 | (7)\% | (64)\% | \$ | 66 | \$ | 168 | (61) \% |
| Foreign exchange |  | 10 |  | 13 |  | 14 |  | 19 |  | 16 | (23) | (38) |  | 12 |  | 19 | (37) |
| Equities |  | 20 |  | 24 |  | 21 |  | 19 |  | 50 | (17) | (60) |  | 22 |  | 73 | (70) |
| Commodities and other |  | 20 |  | 15 |  | 17 |  | 23 |  | 22 | 33 | (9) |  | 18 |  | 21 | (14) |
| Diversification (a) |  | (42) |  | (49) |  | (62) |  | (97) |  | (97) | 14 | 57 |  | (46) |  | (101) | 54 |
| Total trading VaR (b) |  | 72 |  | 72 |  | 111 |  | 146 |  | 170 | - | (58) |  | 72 |  | 180 | (60) |
| Credit portfolio VaR (c) |  | 27 |  | 19 |  | 24 |  | 29 |  | 68 | 42 | (60) |  | 23 |  | 77 | (70) |
| Diversification (a) |  | (9) |  | (9) |  | (11) |  | (32) |  | (60) | - | 85 |  | (9) |  | (62) | 85 |
| Total trading and credit portfolio VaR | \$ | 90 | \$ | 82 | \$ | 124 | \$ | 143 |  |  | 10 | (49) | \$ | 86 |  |  | (56) |


|  | June 30, 2010 YTD |  | Full Year 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Market Share | Rankings | Market Share | Rankings |
| MARKET SHARES AND RANKINGS (d) |  |  |  |  |
| Global Investment Banking Fees (e) | 8\% | \#1 | 9\% | \#1 |
| Global debt, equity and equity-related | 7\% | \#1 | 9\% | \#1 |
| Global syndicated loans | 10\% | \#1 | 8\% | \#1 |
| Global long-term debt (f) | 7\% | \#2 | 8\% | \#1 |
| Global equity and equity-related (g) | 8\% | \#1 | 12\% | \#1 |
| Global announced M\&A (h) | 14\% | \#4 | 24\% | \#3 |
| U.S. debt, equity and equity-related | 12\% | \#1 | 15\% | \#1 |
| U.S. syndicated loans | 21\% | \#2 | 22\% | \#1 |
| U.S. long-term debt (f) | 11\% | \#2 | 14\% | \#1 |
| U.S. equity and equity-related | 16\% | \#1 | 16\% | \#2 |
| U.S. announced M\&A (h) | 22\% | \#3 | 36\% | \#2 |

(a) Average VaRs were less than the sum of the VaRs of their market risk components, which was due to risk offsets resulting from portfolio diversification. The diversification effect reflected the fact that the risks were not perfectly correlated. The risk of a portfolio of positions is usually less than the sum of the risks of the positions themselves.
(b) IB Trading VaR includes predominantly all trading activities in IB, as well as syndicated lending facilities that the Firm intends to distribute; however, particular risk parameters of certain products are not fully captured, such as correlation risk. IB Trading VaR does not include the debit valuation adjustments ("DVA") taken on derivative and structured liabilities to reflect the credit quality of the Firm.
(c) Credit portfolio VaR includes the derivative credit valuation adjustments ("CVA"), hedges of the CVA and mark-to-market ("MTM") hedges of the retained loan portfolio, which are all reported in principal transactions revenue. This VaR does not include the retained loan portfolio.
(d) Source: Dealogic. Global Investment Banking fees reflects the ranking of fees and market share. The remaining rankings reflect transaction volume and market share.
(e) Global IB fees exclude money market, short term debt and shelf deals.
(f) Long-term debt tables include investment-grade, high-yield, supranationals, sovereigns, agencies, covered bonds, asset-backed securities and mortgage-backed securities, and excludes money market, short-term debt, and U.S.municipal securities.
(g) Equity and equity-related rankings include rights offerings and Chinese A-Shares.
(h) Global announced M\&A is based upon transaction value at announcement; all other rankings are based upon transaction proceeds, with full credit to each book manager/equal if joint. Because of joint assignments, market share of all participants will add up to more than $100 \%$. M\&A for year-to-date 2010 and full-year 2009 reflects the removal of any withdrawn transactions. U.S. announced M\&A represents any U.S. involvement ranking.

JPMORGAN CHASE \& CO.
RETAIL FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS
(in millions, except ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | $\underline{\text { 2Q09 }}$ |  |  |  |  |  |  |  |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending- and deposit-related fees | \$ | 780 | \$ | 841 | \$ | 972 | \$ | 1,046 | \$ | 1,003 | (7) \% | (22) \% | \$ | 1,621 | \$ | 1,951 | (17) \% |
| Asset management, administration and commissions |  | 433 |  | 452 |  | 406 |  | 408 |  | 425 | (4) | 2 |  | 885 |  | 860 | 3 |
| Mortgage fees and related income |  | 886 |  | 655 |  | 481 |  | 873 |  | 807 | 35 | 10 |  | 1,541 |  | 2,440 | (37) |
| Credit card income |  | 480 |  | 450 |  | 441 |  | 416 |  | 411 | 7 | 17 |  | 930 |  | 778 | 20 |
| Other income |  | 413 |  | 354 |  | 299 |  | 321 |  | 294 | 17 | 40 |  | 767 |  | 508 | 51 |
| Noninterest revenue |  | 2,992 |  | 2,752 |  | 2,599 |  | 3,064 |  | 2,940 | 9 | 2 |  | 5,744 |  | 6,537 | (12) |
| Net interest income |  | 4,817 |  | 5,024 |  | 5,070 |  | 5,154 |  | 5,030 | (4) | (4) |  | 9,841 |  | 10,268 | (4) |
| TOTAL NET REVENUE |  | 7,809 |  | 7,776 |  | 7,669 |  | 8,218 |  | 7,970 | - | (2) |  | 15,585 |  | 16,805 | (7) |
| Provision for credit losses |  | 1,715 |  | 3,733 |  | 4,229 |  | 3,988 |  | 3,846 | (54) | (55) |  | 5,448 |  | 7,723 | (29) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 1,842 |  | 1,770 |  | 1,722 |  | 1,728 |  | 1,631 | 4 | 13 |  | 3,612 |  | 3,262 | 11 |
| Noncompensation expense |  | 2,369 |  | 2,402 |  | 2,499 |  | 2,385 |  | 2,365 | (1) | - |  | 4,771 |  | 4,822 | (1) |
| Amortization of intangibles |  | 70 |  | 70 |  | 81 |  | 83 |  | 83 | - | (16) |  | 140 |  | 166 | (16) |
| TOTAL NONINTEREST EXPENSE |  | 4,281 |  | 4,242 |  | 4,302 |  | 4,196 |  | 4,079 | 1 | 5 |  | 8,523 |  | 8,250 | 3 |
| Income/(loss) before income tax expense (benefit) |  | 1,813 |  | (199) |  | (862) |  | 34 |  | 45 | NM | NM |  | 1,614 |  | 832 | 94 |
| Income tax expense/(benefit) |  | 771 |  | (68) |  | (463) |  | 27 |  | 30 | NM | NM |  | 703 |  | 343 | 105 |
| NET INCOME/(LOSS) | \$ | 1,042 | \$ | (131) | \$ | (399) | \$ | 7 | \$ | 15 | NM | NM | \$ | 911 | \$ | 489 | 86 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 15\% |  | (2) \% |  | (6) \% |  | -\% |  | -\% |  |  |  | 7\% |  | 4\% |  |
| Overhead ratio |  | 55 |  | 55 |  | 56 |  | 51 |  | 51 |  |  |  | 55 |  | 49 |  |
| Overhead ratio excluding core deposit intangibles <br> (a) |  | 54 |  | 54 |  | 55 |  | 50 |  | 50 |  |  |  | 54 |  | 48 |  |

SELECTED BALANCE

| Assets | \$375,329 | \$382,475 | \$387,269 | \$397,673 | \$399,916 | (2) | (6) | \$375,329 | \$399,916 | (6) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Loans retained | 330,329 | 339,002 | 340,332 | 346,765 | 353,934 | (3) | (7) | 330,329 | 353,934 | (7) |
| Loans held-for-sale and loans at fair value (b) | 12,599 | 11,296 | 14,612 | 14,303 | 13,192 | 12 | (4) | 12,599 | 13,192 | (4) |
| Total loans | 342,928 | 350,298 | 354,944 | 361,068 | 367,126 | (2) | (7) | 342,928 | 367,126 | (7) |
| Deposits | 359,974 | 362,470 | 357,463 | 361,046 | 371,241 | (1) | (3) | 359,974 | 371,241 | (3) |
| Equity | 28,000 | 28,000 | 25,000 | 25,000 | 25,000 | - | 12 | 28,000 | 25,000 | 12 |

## SELECTED BALANCE

SHEET DATA (Average)

| Assets | 381,906 | 393,867 | 395,045 | 401,620 | 410,228 | (3) | (7) | 387,854 | 416,813 | (7) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Loans retained | 335,308 | 342,997 | 343,411 | 349,762 | 359,372 | (2) | (7) | 339,131 | 363,127 | (7) |
| Loans held-for-sale and loans at fair value (b) | 14,426 | 17,055 | 17,670 | 19,025 | 19,043 | (15) | (24) | 15,734 | 17,792 | (12) |
| Total loans | 349,734 | 360,052 | 361,081 | 368,787 | 378,415 | (3) | (8) | 354,865 | 380,919 | (7) |
| Deposits | 362,010 | 356,934 | 356,464 | 366,944 | 377,259 | 1 | (4) | 359,486 | 373,788 | (4) |
| Equity | 28,000 | 28,000 | 25,000 | 25,000 | 25,000 | - | 12 | 28,000 | 25,000 | 12 |
| Headcount | 116,879 | 112,616 | 108,971 | 106,951 | 103,733 | 4 | 13 | 116,879 | 103,733 | 13 |

(a) Retail Financial Services uses the overhead ratio (excluding the amortization of core deposit intangibles ("CDI")), a non-GAAP financial measure, to evaluate the underlying expense trends of the business. Including CDI amortization expense in the overhead ratio calculation would result in a higher overhead ratio in the earlier years and a lower overhead ratio in later years. This method would therefore result in an improving overhead ratio over time, all things remaining equal. The non-GAAP ratio excludes Retail Banking's CDI amortization expense related to prior business combination transactions of $\$ 69$ million, $\$ 70$ million, $\$ 80$ million, $\$ 83$ million and $\$ 82$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 139$ million and $\$ 165$ million for year-to-date 2010 and 2009, respectively.
(b) Loans at fair value consist of prime mortgages originated with the intent to sell that are accounted for at fair value and classified as trading assets on the Consolidated Balance Sheets. These loans totaled $\$ 12.2$ billion, $\$ 8.4$ billion, $\$ 12.5$ billion, $\$ 12.8$ billion and $\$ 11.3$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. Average balances of these loans totaled $\$ 12.5$ billion, $\$ 14.2$ billion, $\$ 16.0$ billion, $\$ 17.7$ billion and $\$ 16.2$ billion for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 13.3$ billion and $\$ 14.9$ billion for year-to-date 2010 and 2009, respectively.

JPMORGAN CHASE \& CO.
RETAIL FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  | $2010 \quad 2009$ |  | 2010 Change |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | 2Q09 |  |  | 2009 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ 1,761 | \$ 2,438 | \$ 2,738 | \$ 2,550 | \$ 2,649 | (28) \% | (34) \% | \$ 4,199 | \$ 4,825 | (13) \% |
| Nonperforming loans: |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans retained | 10,457 | 10,769 | 10,611 | 10,091 | 8,792 | (3) | 19 | 10,457 | 8,792 | 19 |
| Nonperforming loans held-forsale and loans at fair value | 176 | 217 | 234 | 242 | 203 | (19) | (13) | 176 | 203 | (13) |
| Total nonperforming |  |  |  |  |  |  |  |  |  |  |
| Nonperforming assets (a) (b) (c) | 11,907 | 12,191 | 12,098 | 11,883 | 10,554 | (2) | 13 | 11,907 | 10,554 | 13 |
| Allowance for loan losses | 16,152 | 16,200 | 14,776 | 13,286 | 11,832 | - | 37 | 16,152 | 11,832 | 37 |
| Net charge-off rate (d) $2.11 \%$ $2.88 \%$ $3.16 \%$ $2.89 \%$ $2.96 \%$ $2.50 \%$ |  |  |  |  |  |  |  |  |  |  |
| Net charge-off rate excluding purchased credit-impaired loans (d) (e) | 2.75 | 3.76 | 4.16 | 3.81 | 3.89 |  |  | 3.26 | 3.53 |  |
| Allowance for loan losses to ending loans retained (d) | 4.89 | 4.78 | 4.34 | 3.83 | 3.34 |  |  | 4.89 | 3.34 |  |
| Allowance for loan losses to <br> ending loans retained <br> excluding purchased credit- <br> impaired loans (d) (e) 5.26 5.16 5.09 4.63 4.41 5.26 |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses to nonperforming loans retained <br> (a) (d) (e) |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans to total loans | 3.10 | 3.14 | 3.06 | 2.86 | 2.45 |  |  | 3.10 | 2.45 |  |
| Nonperforming loans to total loans excluding purchased credit-impaired loans (a) | 4.00 | 4.05 | 3.96 | 3.72 | 3.19 |  |  | 4.00 | 3.19 |  |

(a) Excludes purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans are accounted for on a pool basis and the pools are considered to be performing.
(b) Certain of these loans are classified as trading assets on the Consolidated Balance Sheets.
(c) Nonperforming loans and assets exclude: (1) nonaccruing mortgage loans insured by U.S. government agencies of $\$ 10.1$ billion, $\$ 10.5$ billion, $\$ 9.0$ billion, $\$ 7.0$ billion and $\$ 4.2$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; (2) real estate owned insured by U.S. government agencies of $\$ 1.4$ billion, $\$ 707$ million, $\$ 579$ million, $\$ 579$ million and $\$ 508$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; and (3) student loans that are 90 days past due and still accruing, which are insured by U.S. government agencies under the Federal Family Education Loan Program, of $\$ 447$ million, $\$ 581$ million, $\$ 542$ million, $\$ 511$ million and $\$ 473$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. These amounts are excluded as reimbursement is proceeding normally.
(d) Loans held-for-sale and loans accounted for at fair value were excluded when calculating the allowance coverage ratio and the net charge-off rate.
(e) Excludes the impact of purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans were accounted for at fair value on the acquisition date, which incorporated management's estimate, as of that date, of credit losses over the remaining life of the portfolio. An allowance for loan losses of $\$ 2.8$ billion, $\$ 2.8$ billion, $\$ 1.6$ billion and $\$ 1.1$ billion was recorded for these loans at June 30, 2010, March 31, 2010, December 31, 2009 and September 30, 2009, respectively, which has also been excluded from applicable ratios. No allowance for loan losses was recorded at June 30, 2009. To date, no charge-offs have been recorded for these loans.

JPMORGAN CHASE \& CO
JPMorgan Chase \& Co.
RETAIL FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio data and where otherwise noted)


| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net charge-offs |  | 168 |  | 191 |  | 248 |  | 208 |  | 211 | (12) | (20) |  | 359 |  | 386 | (7) |
| Net charge-off rate |  | 4.04\% |  | 4.58\% |  | 5.72\% |  | 4.66\% |  | 4.70\% |  |  |  | 4.31\% |  | 4.28\% |  |
| Nonperforming assets | \$ | 920 | \$ | 872 | \$ | 839 | \$ | 816 | \$ | 686 | 6 | 34 | \$ | 920 | \$ | 686 | 34 |
| RETAIL BRANCH BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment sales volume |  | 5,756 |  | 5,956 |  | 5,851 |  | 6,243 |  | 5,292 | (3) | 9 |  | 11,712 |  | 9,690 | 21 |
| Number of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 5,159 |  | 5,155 |  | 5,154 |  | 5,126 |  | 5,203 | - | (1) |  | 5,159 |  | 5,203 | (1) |
| ATMs |  | 15,654 |  | 15,549 |  | 15,406 |  | 15,038 |  | 14,144 | 1 | 11 |  | 15,654 |  | 14,144 | 11 |
| Personal bankers |  | 20,170 |  | 19,003 |  | 17,991 |  | 16,941 |  | 15,959 | 6 | 26 |  | 20,170 |  | 15,959 | 26 |
| Sales specialists |  | 6,785 |  | 6,315 |  | 5,912 |  | 5,530 |  | 5,485 | 7 | 24 |  | 6,785 |  | 5,485 | 24 |
| Active online customers (in thousands) |  | 16,584 |  | 16,208 |  | 15,424 |  | 13,852 |  | 13,930 | 2 | 19 |  | 16,584 |  | 13,930 | 19 |
| Checking accounts (in thousands) |  | 26,351 |  | 25,830 |  | 25,712 |  | 25,546 |  | 25,252 | 2 | 4 |  | 26,351 |  | 25,252 | 4 |

(a) Retail Banking uses the overhead ratio (excluding the amortization of CDI), a non-GAAP financial measure, to evaluate the underlying expense trends of the business. Including CDI amortization expense in the overhead ratio calculation would result in a higher overhead ratio in the earlier years and a lower overhead ratio in later years. This method would therefore result in an improving overhead ratio over time, all things remaining equal. The non-GAAP ratio excludes Retail Banking's CDI amortization expense related to prior business combination transactions of $\$ 69$ million, $\$ 70$ million, $\$ 80$ million, $\$ 83$ million and $\$ 82$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 139$ million and $\$ 165$ million for year-todate 2010 and 2009, respectively.

JPMORGAN CHASE \& CO.
RETAIL FINANCIAL SERVICES

## FINANCIAL HIGHLIGHTS, CONTINUED

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

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | 2010 Change |
|  |  |  | 1Q10 | 2Q09 |  |  | 2009 |  |  |  |  |  |  |
| MORTGAGE BANKING \& OTHER CONSUMER LENDING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest revenue (a) | \$ | 1,256 |  |  | \$ | 1,018 |  |  | \$ | 801 | \$ | 1,201 | \$ | 1,134 | 23\% | 11\% | \$ | 2,274 | \$ | 3,055 | (26)\% |
| Net interest income |  | 792 |  | 893 |  | 802 |  | 834 |  | 721 | (11) | 10 |  | 1,685 |  | 1,529 | 10 |
| Total net revenue |  | 2,048 |  | 1,911 |  | 1,603 |  | 2,035 |  | 1,855 | 7 | 10 |  | 3,959 |  | 4,584 | (14) |
| Provision for credit losses |  | 175 |  | 217 |  | 242 |  | 222 |  | 366 | (19) | (52) |  | 392 |  | 771 | (49) |
| Noninterest expense |  | 1,243 |  | 1,246 |  | 1,163 |  | 1,139 |  | 1,105 | - | 12 |  | 2,489 |  | 2,242 | 11 |
| Income before income tax expense |  | 630 |  | 448 |  | 198 |  | 674 |  | 384 | 41 | 64 |  | 1,078 |  | 1,571 | (31) |
| Net income (a) | \$ | 364 | \$ | 257 | \$ | 266 | \$ | 412 | \$ | 235 | 42 | 55 | \$ | 621 | \$ | 965 | (36) |
| Overhead ratio |  | 61\% |  | 65\% |  | 73\% |  | 56\% |  | 60\% |  |  |  | 63\% |  | 49\% |  |
| BUSINESS METRICS (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| End-of-period loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto loans | \$ | 47.5 | \$ | 47.4 | \$ | 46.0 | \$ | 44.3 | \$ | 42.9 | - | 11 | \$ | 47.5 | \$ | 42.9 | 11 |
| Mortgage (b) |  | 13.2 |  | 13.7 |  | 11.9 |  | 10.1 |  | 8.9 | (4) | 48 |  | 13.2 |  | 8.9 | 48 |
| Student loans and other |  | 15.1 |  | 17.4 |  | 15.8 |  | 15.6 |  | 15.7 | (13) | (4) |  | 15.1 |  | 15.7 | (4) |
| Total end-of-period loans owned |  | 75.8 |  | 78.5 |  | 73.7 |  | 70.0 |  | 67.5 | (3) | 12 |  | 75.8 |  | 67.5 | 12 |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto loans |  | 47.5 |  | 46.9 |  | 45.3 |  | 43.3 |  | 43.1 | 1 | 10 |  | 47.2 |  | 42.8 | 10 |
| Mortgage (b) |  | 13.6 |  | 12.5 |  | 10.6 |  | 8.9 |  | 8.4 | 9 | 62 |  | 13.0 |  | 8.0 | 63 |
| Student loans and other |  | 16.7 |  | 18.4 |  | 15.6 |  | 15.3 |  | 16.8 | (9) | (1) |  | 17.6 |  | 17.2 | 2 |
| Total average loans owned (c) |  | 77.8 |  | 77.8 |  | 71.5 |  | 67.5 |  | 68.3 | - | 14 |  | 77.8 |  | 68.0 | 14 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto loans |  | 58 |  | 102 |  | 148 |  | 159 |  | 146 | (43) | (60) |  | 160 |  | 320 | (50) |
| Mortgage |  | 13 |  | 6 |  | - |  | 7 |  | 2 | 117 | NM |  | 19 |  | 7 | 171 |
| Student loans and other |  | 150 |  | 64 |  | 92 |  | 60 |  | 101 | 134 | 49 |  | 214 |  | 135 | 59 |
| Total net charge-offs |  | 221 |  | 172 |  | 240 |  | 226 |  | 249 | 28 | (11) |  | 393 |  | 462 | (15) |
| Net charge-off rate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Auto loans |  | 0.49\% |  | 0.88\% |  | 1.30\% |  | 1.46\% |  | 1.36\% |  |  |  | 0.68\% |  | 1.51\% |  |
| Mortgage |  | 0.39 |  | 0.20 |  | - |  | 0.32 |  | 0.10 |  |  |  | 0.30 |  | 0.19 |  |
| Student loans and other |  | 4.04 |  | 1.64 |  | 2.59 |  | 1.66 |  | 2.79 |  |  |  | 2.84 |  | 1.84 |  |
| Total net charge-off rate (c) |  | 1.17 |  | 0.93 |  | 1.36 |  | 1.35 |  | 1.52 |  |  |  | 1.05 |  | 1.43 |  |
| $30+$ day delinquency rate (d) (e) |  | 1.42 |  | 1.47 |  | 1.75 |  | 1.76 |  | 1.80 |  |  |  | 1.42 |  | 1.80 |  |
| Nonperforming assets (f) | \$ | 866 | \$ | 1,006 | \$ | 912 | \$ | 872 | \$ | 783 | (14) | 11 | \$ | 866 | \$ | 783 | 11 |

(a) Losses related to the repurchase of previously-sold loans are recorded as a reduction of production revenue. These losses totaled $\$ 667$ million, $\$ 432$ million, $\$ 672$ million, $\$ 465$ million and $\$ 255$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 1.1$ billion and $\$ 475$ million for year-to-date 2010 and 2009, respectively. The losses resulted in a negative impact on net income of $\$ 388$ million, $\$ 252$ million, $\$ 413$ million, $\$ 286$ million and $\$ 157$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 640$ million and $\$ 292$ million for year-to-date 2010 and 2009, respectively.
(b) Predominantly represents prime loans repurchased from Government National Mortgage Association ("Ginnie Mae") pools, which are insured by U.S. government agencies.
(c) Total average loans owned includes loans held-for-sale of $\$ 1.9$ billion, $\$ 2.9$ billion, $\$ 1.7$ billion, $\$ 1.3$ billion and $\$ 2.8$ billion for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 2.6$ billion and $\$ 2.9$ billion for year-to-date 2010 and 2009, respectively. These amounts are excluded when calculating the net charge-off rate.
(d) Excludes mortgage loans that are insured by U.S. government agencies of $\$ 10.9$ billion, $\$ 11.2$ billion, $\$ 9.7$ billion, $\$ 7.7$ billion and $\$ 5.1$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. These amounts are excluded as reimbursement is proceeding normally.
(e) Excludes loans that are 30 days past due and still accruing, which are insured by U.S. government agencies under the Federal Family Education Loan Program, of $\$ 988$ million, $\$ 965$ million, $\$ 942$ million, $\$ 903$ million and $\$ 854$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. These amounts are excluded as reimbursement is proceeding normally.
(f) Nonperforming loans and assets exclude: (1) nonaccruing mortgage loans insured by U.S. government agencies of $\$ 10.1$ billion, $\$ 10.5$ billion, $\$ 9.0$ billion, $\$ 7.0$ billion and $\$ 4.2$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; (2) real estate owned insured by U.S. government agencies of $\$ 1.4$ billion, $\$ 707$ million, $\$ 579$ million, $\$ 579$ million and $\$ 508$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; and (3) student loans that are 90 days past due and still accruing, which are insured by U.S. government agencies under the Federal Family Education Loan Program, of $\$ 447$ million, $\$ 581$ million, $\$ 542$ million, $\$ 511$ million and $\$ 473$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. These amounts are excluded as reimbursement is proceeding normally.

JPMORGAN CHASE \& CO.
RETAIL FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS, CONTINUED
(in billions, except ratio data and where otherwise noted)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{\text { 2010 Change }}{2009}$ |
|  |  |  | 1Q10 | $\underline{\text { 2Q09 }}$ |  |  |  |  |  |  |  |  |  |  |  |
| MORTGAGE BANKING \& OTHER CONSUMER LENDING (continued) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Origination volume: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage origination volume by channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 15.3 | \$ | 11.4 | \$ | 12.3 | \$ | 13.3 | \$ | 14.7 | 34\% | 4\% | \$ | 26.7 | \$ | 28.3 | (6)\% |
| Wholesale (a) |  | 0.4 |  | 0.4 |  | 0.6 |  | 0.7 |  | 0.7 | - | (43) |  | 0.8 |  | 2.3 | (65) |
| Correspondent (a) |  | 14.7 |  | 16.0 |  | 20.0 |  | 21.1 |  | 21.9 | (8) | (33) |  | 30.7 |  | 39.9 | (23) |
| CNT (negotiated transactions) |  | 1.8 |  | 3.9 |  | 1.9 |  | 2.0 |  | 3.8 | (54) | (53) |  | 5.7 |  | 8.3 | (31) |
| Total mortgage origination volume |  | 32.2 |  | 31.7 |  | 34.8 |  | 37.1 |  | 41.1 | 2 | (22) |  | 63.9 |  | 78.8 | (19) |
| Student loans |  | 0.1 |  | 1.6 |  | 0.6 |  | 1.5 |  | 0.4 | (94) | (75) |  | 1.7 |  | 2.1 | (19) |
| Auto |  | 5.8 |  | 6.3 |  | 5.9 |  | 6.9 |  | 5.3 | (8) | 9 |  | 12.1 |  | 10.9 | 11 |
| Application volume: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage application volume by channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 27.8 |  | 20.3 |  | 17.4 |  | 17.8 |  | 23.0 | 37 | 21 |  | 48.1 |  | 55.7 | (14) |
| Wholesale (a) |  | 0.6 |  | 0.8 |  | 0.7 |  | 1.1 |  | 1.3 | (25) | (54) |  | 1.4 |  | 3.1 | (55) |
| Correspondent (a) |  | 23.5 |  | 18.2 |  | 25.3 |  | 26.6 |  | 29.7 | 29 | (21) |  | 41.7 |  | 58.9 | (29) |
| Total mortgage application volume |  | 51.9 |  | 39.3 |  | 43.4 |  | 45.5 |  | 54.0 | 32 | (4) |  | 91.2 |  | 117.7 | (23) |
| Average mortgage loans held-for-sale and loans at fair value (b) <br> $\begin{array}{lllll}12.6 & 14.5 & 16.2 & 18.0 & 16.7\end{array}$ <br> (13) <br> (25) <br> (12) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average assets |  | 123.2 |  | 124.8 |  | 119.5 |  | 115.2 |  | 111.6 | (1) | 10 |  | 124.0 |  | 112.5 | 10 |
| Third-party mortgage loans serviced (ending) |  | 1,055.2 |  | 1,075.0 |  | 1,082.1 |  | 1,098.9 |  | 1,117.5 | (2) | (6) |  | 1,055.2 |  | 1,117.5 | (6) |
| Third-party mortgage loans serviced (average) |  | 1,063.7 |  | 1,076.4 |  | 1,088.8 |  | 1,104.4 |  | 1,128.1 | (1) | (6) |  | 1,070.1 |  | 1,141.6 | (6) |
| MSR net carrying value (ending) |  | 11.8 |  | 15.5 |  | 15.5 |  | 13.6 |  | 14.6 | (24) | (19) |  | 11.8 |  | 14.6 | (19) |
| Ratio of MSR net carrying value (ending) to thirdparty mortgage loans serviced (ending) |  | 1.12\% |  | 1.44\% |  | 1.43\% |  | 1.24\% |  | 1.31\% |  |  |  | 1.12\% |  | 1.31\% |  |

## SUPPLEMENTAL MORTGAGE FEES AND <br> RELATED INCOME

DETAILS (in millions)
Production revenue
Net mortgage servicing
revenue: Operating revenue:

| Loan servicing revenue | 1,186 | 1,107 | 1,221 | 1,220 | 1,279 | 7 | (7) | 2,293 | 2,501 | (8) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other changes in MSR asset fair value | (620) | (605) | (657) | (712) | (837) | (2) | 26 | $(1,225)$ | $(1,910)$ | 36 |
| Total operating revenue | 566 | 502 | 564 | 508 | 442 | 13 | 28 | 1,068 | 591 | 81 | Risk management:

Changes in MSR asset fair value due to inputs or assumptions in model adjustments and other
risk management Total net mortgage servicing revenue
Mortgage fees and related income
$\$$
9 $\square$ -教教
1.12\%
1.31\%

Application volume:
(c) Represents the ratio of MSR net carrying value (ending) to third-party mortgage loans serviced (ending) divided by the ratio of annualized loan servicing revenue to third-party mortgage loans serviced (average).

JPMORGAN CHASE \& CO.
JPMorgan Chase \& Co.
RETAIL FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio data and where otherwise noted)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | $\underline{\text { 2Q09 }}$ | 2010 |  |  |
| REAL ESTATE PORTFOLIOS |  |  |  |  |  |  |  |  |  |  |
| Noninterest revenue | \$ 52 | \$ 32 | \$ (6) | \$ 19 | \$ 3 | 63\% | NM\% | \$ 84 | \$ (39) | NM\% |
| Net interest income | 1,313 | 1,496 | 1,552 | 1,588 | 1,590 | (12) | (17) | 2,809 | 3,406 | (18) |
| Total net revenue | 1,365 | 1,528 | 1,546 | 1,607 | 1,593 | (11) | (14) | 2,893 | 3,367 | (14) |
| Provision for credit losses | 1,372 | 3,325 | 3,739 | 3,558 | 3,119 | (59) | (56) | 4,697 | 6,266 | (25) |
| Noninterest expense | 405 | 419 | 565 | 411 | 417 | (3) | (3) | 824 | 871 | (5) |
| Income/(loss) before income tax expensel(benefit) | (412) | $(2,216)$ | $(2,758)$ | $(2,362)$ | $(1,943)$ | 81 | 79 | $(2,628)$ | $(3,770)$ | 30 |
| Net income/(loss) | \$ (236) | \$(1,286) | \$(1,692) | \$(1,448) | \$(1,190) | 82 | 80 | \$(1,522) | \$(2,309) | 34 |
| Overhead ratio | 30\% | 27\% | 37\% | 26\% | 26\% |  |  | 28\% | 26\% |  |

BUSINESS METRICS (in
billions)
LOANS EXCLUDING
PURCHASED CREDIT-
IMPAIRED LOANS (a)

| End-of-period loans owned: |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | \$ 94.8 | \$ 97.7 | \$ 101.4 | \$ 104.8 | \$ 108.2 | (3) | (12) | \$ | 94.8 | \$ 108.2 | (12) |
| Prime mortgage | 44.6 | 46.8 | 47.5 | 50.0 | 53.2 | (5) | (16) |  | 44.6 | 53.2 | (16) |
| Subprime mortgage | 12.6 | 13.2 | 12.5 | 13.3 | 13.8 | (5) | (9) |  | 12.6 | 13.8 | (9) |
| Option ARMs | 8.5 | 8.6 | 8.5 | 8.9 | 9.0 | (1) | (6) |  | 8.5 | 9.0 | (6) |
| Other | 1.0 | 1.0 | 0.7 | 0.7 | 0.9 | - | 11 |  | 1.0 | 0.9 | 11 |
| Total end-of-period loans owned | 161.5 | 167.3 | 170.6 | 177.7 | 185.1 | (3) | (13) |  | 161.5 | 185.1 | (13) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |  |
| Home equity | 96.3 | 99.5 | 103.3 | 106.6 | 110.1 | (3) | (13) |  | 97.9 | 111.7 | (12) |
| Prime mortgage | 45.7 | 47.9 | 48.8 | 51.7 | 54.9 | (5) | (17) |  | 46.8 | 56.4 | (17) |
| Subprime mortgage | 13.1 | 13.8 | 12.8 | 13.6 | 14.3 | (5) | (8) |  | 13.4 | 14.6 | (8) |
| Option ARMs | 8.6 | 8.7 | 8.7 | 8.9 | 9.1 | (1) | (5) |  | 8.7 | 9.0 | (3) |
| Other | 1.0 | 1.1 | 0.7 | 0.8 | 0.9 | (9) | 11 |  | 1.0 | 0.9 | 11 |
| Total average loans owned | 164.7 | 171.0 | 174.3 | 181.6 | 189.3 | (4) | (13) |  | 167.8 | 192.6 | (13) |

PURCHASED CREDIT-
IMPAIRED LOANS (a)

| End-of-period loans owned: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | 25.5 | 26.0 | 26.5 | 27.1 | 27.7 | (2) | (8) | 25.5 | 27.7 | (8) |
| Prime mortgage | 18.5 | 19.2 | 19.7 | 20.2 | 20.8 | (4) | (11) | 18.5 | 20.8 | (11) |
| Subprime mortgage | 5.6 | 5.8 | 6.0 | 6.1 | 6.4 | (3) | (13) | 5.6 | 6.4 | (13) |
| Option ARMs | 27.3 | 28.3 | 29.0 | 29.8 | 30.5 | (4) | (10) | 27.3 | 30.5 | (10) |
| Total end-of-period loans owned | 76.9 | 79.3 | 81.2 | 83.2 | 85.4 | (3) | (10) | 76.9 | 85.4 | (10) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |
| Home equity | 25.7 | 26.2 | 26.7 | 27.4 | 28.0 | (2) | (8) | 26.0 | 28.2 | (8) |
| Prime mortgage | 18.8 | 19.5 | 20.0 | 20.5 | 21.0 | (4) | (10) | 19.1 | 21.3 | (10) |
| Subprime mortgage | 5.8 | 5.9 | 6.1 | 6.2 | 6.5 | (2) | (11) | 5.8 | 6.6 | (12) |
| Option ARMs | 27.7 | 28.6 | 29.3 | 30.2 | 31.0 | (3) | (11) | 28.2 | 31.2 | (10) |
| Total average loans owned | 78.0 | 80.2 | 82.1 | 84.3 | 86.5 | (3) | (10) | 79.1 | 87.3 | (9) |

TOTAL REAL ESTATE
PORTFOLIOS

| End-of-period loans owned: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | 120.3 | 123.7 | 127.9 | 131.9 | 135.9 | (3) | (11) | 120.3 | 135.9 | (11) |
| Prime mortgage | 63.1 | 66.0 | 67.2 | 70.2 | 74.0 | (4) | (15) | 63.1 | 74.0 | (15) |
| Subprime mortgage | 18.2 | 19.0 | 18.5 | 19.4 | 20.2 | (4) | (10) | 18.2 | 20.2 | (10) |
| Option ARMs | 35.8 | 36.9 | 37.5 | 38.7 | 39.5 | (3) | (9) | 35.8 | 39.5 | (9) |
| Other | 1.0 | 1.0 | 0.7 | 0.7 | 0.9 | - | 11 | 1.0 | 0.9 | 11 |
| Total end-of-period loans owned | 238.4 | 246.6 | 251.8 | 260.9 | 270.5 | (3) | (12) | 238.4 | 270.5 | (12) |
| Average loans owned: |  |  |  |  |  |  |  |  |  |  |
| Home equity | 122.0 | 125.7 | 130.0 | 134.0 | 138.1 | (3) | (12) | 123.9 | 139.9 | (11) |
| Prime mortgage | 64.5 | 67.4 | 68.8 | 72.2 | 75.9 | (4) | (15) | 65.9 | 77.7 | (15) |
| Subprime mortgage | 18.9 | 19.7 | 18.9 | 19.8 | 20.8 | (4) | (9) | 19.2 | 21.2 | (9) |
| Option ARMs | 36.3 | 37.3 | 38.0 | 39.1 | 40.1 | (3) | (9) | 36.9 | 40.2 | (8) |
| Other | 1.0 | 1.1 | 0.7 | 0.8 | 0.9 | (9) | 11 | 1.0 | 0.9 | 11 |
| Total average loans |  |  |  |  |  |  |  |  |  |  |
| Average assets | 230.3 | 240.2 | 247.3 | 258.3 | 269.5 | (4) | (15) | 235.2 | 274.7 | (14) |
| Home equity origination volume | 0.3 | 0.3 | 0.4 | 0.5 | 0.6 | - | (50) | 0.6 | 1.5 | (60) |

(a) Purchased credit-impaired loans represent loans acquired in the Washington Mutual transaction for which a deterioration in credit quality occurred between the origination date and JPMorgan Chase's acquisition date. These loans were initially recorded at fair value and accrete interest income over the estimated lives of the loans as long as cash flows are reasonably estimable, even if the underlying loans are contractually past due.

JPMORGAN CHASE \& CO.
RETAIL FINANCIAL SERVICES

## FINANCIAL HIGHLIGHTS, CONTINUED

## (in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 2Q10 Change |  | 2010 | 2009 | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  |  |  |  | 1Q10 | 2Q09 |  |  |  |
| REAL ESTATE PORTFOLIOS (continued) |  |  |  |  |  |  |  |  |  |  |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs excluding purchased credit-impaired loans (a) |  |  |  |  |  |  |  |  |  |  |
| Home equity | \$ 796 | \$ 1,126 | \$ 1,177 | \$ 1,142 | \$ 1,265 | (29)\% | (37)\% | \$ 1,922 | \$ 2,363 | (19)\% |
| Prime mortgage | 251 | 453 | 568 | 518 | 479 | (45) | (48) | 704 | 786 | (10) |
| Subprime mortgage | 282 | 457 | 452 | 422 | 410 | (38) | (31) | 739 | 774 | (5) |
| Option ARMs | 22 | 23 | 29 | 15 | 15 | (4) | 47 | 45 | 19 | 137 |
| Other | 21 | 16 | 24 | 19 | 20 | 31 | 5 | 37 | 35 | 6 |
| Total net charge-offs | 1,372 | 2,075 | 2,250 | 2,116 | 2,189 | (34) | (37) | 3,447 | 3,977 | (13) |
| Net charge-off rate excluding purchased credit-impaired loans (a) |  |  |  |  |  |  |  |  |  |  |
| Home equity | 3.32\% | 4.59\% | 4.52\% | 4.25\% | 4.61\% |  |  | 3.96\% | 4.27\% |  |
| Prime mortgage | 2.20 | 3.84 | 4.62 | 3.98 | 3.50 |  |  | 3.03 | 2.81 |  |
| Subprime mortgage | 8.63 | 13.43 | 14.01 | 12.31 | 11.50 |  |  | 11.12 | 10.69 |  |
| Option ARMs | 1.03 | 1.07 | 1.32 | 0.67 | 0.66 |  |  | 1.04 | 0.43 |  |
| Other | 8.42 | 5.90 | 13.60 | 9.42 | 8.91 |  |  | 7.46 | 7.84 |  |
| Total net charge-off rate excluding purchased creditimpaired loans | 3.34 | 4.92 | 5.12 | 4.62 | 4.64 |  |  | 4.14 | 4.16 |  |
| Net charge-off rate - reported |  |  |  |  |  |  |  |  |  |  |
| Home equity | 2.62 | 3.63 | 3.59 | 3.38 | 3.67 |  |  | 3.13 | 3.41 |  |
| Prime mortgage | 1.56 | 2.73 | 3.28 | 2.85 | 2.53 |  |  | 2.15 | 2.04 |  |
| Subprime mortgage | 5.98 | 9.41 | 9.49 | 8.46 | 7.91 |  |  | 7.76 | 7.36 |  |
| Option ARMs | 0.24 | 0.25 | 0.30 | 0.15 | 0.15 |  |  | 0.25 | 0.10 |  |
| Other | 8.42 | 5.90 | 13.60 | 9.42 | 8.91 |  |  | 7.46 | 7.84 |  |
| Total net charge-off rate - reported | 2.27 | 3.35 | 3.48 | 3.16 | 3.18 |  |  | 2.82 | 2.87 |  |
| $30+$ day delinquency rate excluding purchased creditimpaired loans (b) | 6.88 | 7.28 | 7.73 | 7.46 | 6.46 |  |  | 6.88 | 6.46 |  |
| Allowance for loan losses | \$ 14,127 | \$ 14,127 | \$ 12,752 | \$ 11,261 | \$ 9,821 | - | 44 | \$ 14,127 | \$ 9,821 | 44 |
| Nonperforming assets (c) | 10,121 | 10,313 | 10,347 | 10,196 | 9,085 | (2) | 11 | 10,121 | 9,085 | 11 |
| Allowance for loan losses to ending loans retained | 5.93\% | 5.73\% | 5.06\% | 4.32\% | 3.63\% |  |  | 5.93\% | 3.63\% |  |
| Allowance for loan losses to <br> ending loans retained <br> excluding purchased credit- <br> $\begin{array}{llllll}\text { impaired loans (a) } & 7.01 & 6.76 & 6.55 & 5.72 & 5.31\end{array}$ <br> 5.31 |  |  |  |  |  |  |  |  |  |  |

(a) Excludes the impact of purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans were accounted for at fair value on the acquisition date, which incorporated management's estimate, as of that date, of credit losses over the remaining life of the portfolio. An allowance for loan losses of $\$ 2.8$ billion, $\$ 2.8$ billion, $\$ 1.6$ billion and $\$ 1.1$ billion was recorded for these loans at June 30, 2010, March 31, 2010, December 31, 2009 and September 30, 2009, respectively, which has also been excluded from the applicable ratios. No allowance for loan losses was recorded at June 30, 2009. To date, no charge-offs have been recorded for these loans.
(b) The delinquency rate for purchased credit-impaired loans was 27.91\%, 28.49\%, 27.79\%, 25.56\% and 23.37\% at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively.
(c) Excludes purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans are accounted for on a pool basis, and the pools are considered to be performing.

JPMORGAN CHASE \& CO.
CARD SERVICES - MANAGED BASIS

## FINANCIAL HIGHLIGHTS

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

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\begin{gathered} \frac{2010 \text { Change }}{2009} \\ \hline \end{gathered}$ |
|  | 2Q10 | 1 Q 10 | 4Q09 |  | 3Q09 |  | 2 Q 09 | 1Q10 | 2Q09 | 2010 |  |  |
| INCOME STATEMENT (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card income | \$ 908 | \$ 813 | \$ 931 | \$ | 916 | \$ | 921 | 12\% | (1)\% | \$ 1,721 | \$ 1,765 | (2)\% |
| All other income | (47) | (55) | (46) |  | (85) |  | (364) | 15 | 87 | (102) | (561) | 82 |
| Noninterest revenue | 861 | 758 | 885 |  | 831 |  | 557 | 14 | 55 | 1,619 | 1,204 | 34 |
| Net interest income | 3,356 | 3,689 | 4,263 |  | 4,328 |  | 4,311 | (9) | (22) | 7,045 | 8,793 | (20) |
| TOTAL NET REVENUE | 4,217 | 4,447 | 5,148 |  | 5,159 |  | 4,868 | (5) | (13) | 8,664 | 9,997 | (13) |
| Provision for credit losses | 2,221 | 3,512 | 4,239 |  | 4,967 |  | 4,603 | (37) | (52) | 5,733 | 9,256 | (38) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense | 327 | 330 | 336 |  | 354 |  | 329 | (1) | (1) | 657 | 686 | (4) |
| Noncompensation expense | 986 | 949 | 938 |  | 829 |  | 873 | 4 | 13 | 1,935 | 1,723 | 12 |
| Amortization of intangibles | 123 | 123 | 122 |  | 123 |  | 131 | - | (6) | 246 | 270 | (9) |
| TOTAL NONINTEREST EXPENSE | 1,436 | 1,402 | 1,396 |  | 1,306 |  | 1,333 | 2 | 8 | 2,838 | 2,679 | 6 |
| Income/(loss) before income tax expense/(benefit) | 560 | (467) | (487) |  | $(1,114)$ |  | $(1,068)$ | NM | NM | 93 | $(1,938)$ | NM |
| Income tax expense/(benefit) | 217 | (164) | (181) |  | (414) |  | (396) | NM | NM | 53 | (719) | NM |
| NET INCOME/(LOSS) | \$ 343 | \$ (303) | \$ (306) | \$ | (700) | \$ | (672) | NM | NM | \$ 40 | \$(1,219) | NM |
| Memo: Net securitization income/(loss) | N/A | N/A | \$ 17 | \$ | (43) | \$ | (268) | NM | NM | N/A | \$ (448) | NM |
| FINANCIAL RATIOS (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE | 9\% | (8)\% | (8)\% |  | (19)\% |  | (18)\% |  |  | 1\% | (16)\% |  |
| Overhead ratio | 34 | 32 | 27 |  | 25 |  | 27 |  |  | 33 | 27 |  |
| Percentage of average outstandings: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 9.20 | 9.60 | 10.36 |  | 10.15 |  | 9.93 |  |  | 9.41 | 9.92 |  |
| Provision for credit losses | 6.09 | 9.14 | 10.30 |  | 11.65 |  | 10.60 |  |  | 7.66 | 10.44 |  |
| Noninterest revenue | 2.36 | 1.97 | 2.15 |  | 1.95 |  | 1.28 |  |  | 2.16 | 1.36 |  |
| Risk adjusted margin (b) | 5.47 | 2.43 | 2.21 |  | 0.45 |  | 0.61 |  |  | 3.91 | 0.84 |  |
| Noninterest expense | 3.94 | 3.65 | 3.39 |  | 3.06 |  | 3.07 |  |  | 3.79 | 3.02 |  |
| $\begin{aligned} & \text { Pretax income/(loss) } \\ & \text { (ROO) (c) } \end{aligned}$ | 1.54 | (1.22) | (1.18) |  | (2.61) |  | (2.46) |  |  | 0.12 | (2.19) |  |
| Net income/(loss) | 0.94 | (0.79) | (0.74) |  | (1.64) |  | (1.55) |  |  | 0.05 | (1.38) |  |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales volume (in billions) | \$ 78.1 | \$ 69.4 | \$ 78.8 | \$ | 74.7 | \$ | 74.0 | 13 | 6 | \$ 147.5 | \$ 140.6 | 5 |
| New accounts opened (in millions) | 2.7 | 2.5 | 3.2 |  | 2.4 |  | 2.4 | 8 | 13 | 5.2 | 4.6 | 13 |
| Open accounts (in millions) | 88.9 | 88.9 | 93.3 |  | 93.6 |  | 100.3 | - | (11) | 88.9 | 100.3 | (11) |
| Merchant acquiring business |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank card volume (in billions) | \$ 117.1 | \$ 108.0 | \$ 110.4 | \$ | 103.5 |  | 101.4 | 8 | 15 | \$ 225.1 | \$ 195.8 | 15 |
| Total transactions (in billions) | 5.0 | 4.7 | 4.9 |  | 4.5 |  | 4.5 | 6 | 11 | 9.7 | 8.6 | 13 |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Represents total net revenue less provision for credit losses.
(c) Pretax return on average managed outstandings.

N/A: Not applicable.

JPMORGAN CHASE \& CO.
JPMorgan Chase \& Co
CARD SERVICES - MANAGED BASIS FINANCIAL HIGHLIGHTS, CONTINUED (in millions, except headcount and ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | $\underline{\text { 2Q09 }}$ | 2010 |  |  |
| SELECTED BALANCE sheet data (Periodend) |  |  |  |  |  |  |  |  |  |  |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Loans on balance sheets | \$ 142,994 | \$ 149,260 | \$ 78,786 | \$ 78,215 | \$ 85,736 | (4)\% | 67\% | \$ 142,994 | \$ 85,736 | 67\% |
| Securitized loans (a) | N/A | N/A | 84,626 | 87,028 | 85,790 | NM | NM | N/A | 85,790 | NM |
| Total loans | 142,994 | 149,260 | 163,412 | 165,243 | 171,526 | (4) | (17) | 142,994 | 171,526 | (17) |
| Equity | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | - | - | 15,000 | 15,000 | - |


| SELECTED BALANCE SHEET DATA (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Managed assets |  | 146,816 |  | 156,968 |  | 184,535 |  | 192,141 |  | 193,310 | (6) | (24) |  | 151,864 |  | 197,234 | (23) |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans on balance sheets |  | 146,302 |  | 155,790 |  | 77,759 |  | 83,146 |  | 89,692 | (6) | 63 |  | 151,020 |  | 93,715 | 61 |
| Securitized loans (a) |  | N/A |  | N/A |  | 85,452 |  | 86,017 |  | 84,417 | NM | NM |  | N/A |  | 85,015 | NM |
| Total average loans |  | 146,302 |  | 155,790 |  | 163,211 |  | 169,163 |  | 174,109 | (6) | (16) |  | 151,020 |  | 178,730 | (16) |
| Equity |  | 15,000 |  | 15,000 |  | 15,000 |  | 15,000 |  | 15,000 | - | - |  | 15,000 |  | 15,000 | - |
| Headcount |  | 21,529 |  | 22,478 |  | 22,676 |  | 22,850 |  | 22,897 | (4) | (6) |  | 21,529 |  | 22,897 | (6) |
| CREDIT QUALITY STATISTICS (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 3,721 | \$ | 4,512 | \$ | 3,839 | \$ | 4,392 | \$ | 4,353 | (18) | (15) | \$ | 8,233 | \$ | 7,846 | 5 |
| Net charge-off rate (b) |  | 10.20\% |  | 11.75\% |  | 9.33\% |  | 10.30\% |  | 10.03\% |  |  |  | 10.99\% |  | 8.85\% |  |
| Delinquency rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $30+$ day (b) |  | 4.96\% |  | 5.62\% |  | 6.28\% |  | 5.99\% |  | 5.86\% |  |  |  | 4.96\% |  | 5.86\% |  |
| 90+ day (b) |  | 2.76 |  | 3.15 |  | 3.59 |  | 2.76 |  | 3.25 |  |  |  | 2.76 |  | 3.25 |  |
| Allowance for loan losses (c) | \$ | 14,524 | \$ | 16,032 | \$ | 9,672 | \$ | 9,297 | \$ | 8,839 | (9) | 64 | \$ | 14,524 | \$ | 8,839 | 64 |
| Allowance for loan losses to period-end loans (c) (d) |  | 10.16\% |  | 10.74\% |  | 12.28\% |  | 11.89\% |  | 10.31\% |  |  |  | 10.16\% |  | 10.31\% |  |

KEY STATS -
WASHINGTON
MUTUAL ONLY

| Loans | \$ | 15,615 | \$ | 17,204 | \$ | 19,653 | \$ | 21,163 | \$ | 23,093 | (9) | (32) | \$ | 15,615 | \$ | 23,093 | (32) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average loans |  | 16,455 |  | 18,607 |  | 20,377 |  | 22,287 |  | 24,418 | (12) | (33) |  | 17,525 |  | 25,990 | (33) |
| Net interest income (e) |  | 14.97\% |  | 15.06\% |  | 17.12\% |  | 17.04\% |  | 17.90\% |  |  |  | 15.02\% |  | 17.14\% |  |
| Risk adjusted margin (e) (f) |  | 15.43 |  | 2.47 |  | (0.66) |  | (4.45) |  | (3.89) |  |  |  | 8.59 |  | 0.49 |  |
| Net charge-off rate (g) |  | 19.53 |  | 24.14 |  | 20.49 |  | 21.94 |  | 19.17 |  |  |  | 21.97 |  | 16.75 |  |
| $30+$ day delinquency rate <br> (g) |  | 8.86 |  | 10.49 |  | 12.72 |  | 12.44 |  | 11.98 |  |  |  | 8.86 |  | 11.98 |  |
| $90+$ day delinquency rate <br> (g) |  | 5.17 |  | 6.32 |  | 7.76 |  | 6.21 |  | 6.85 |  |  |  | 5.17 |  | 6.85 |  |

KEY STATS -
EXCLUDING
WASHINGTON WASHINGTON MUTUAL
(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are equivalent for periods beginning after January 1, 2010. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Results reflect the impact of purchase accounting adjustments related to the Washington Mutual transaction and the consolidation of the Washington Mutual Master Trust. Net charge-off rate is not impacted in the quarter ended June 30, 2010. Delinquency rates for June 30, 2010 and March 31, 2010 are not impacted.
(c) Based on loans on the Consolidated Balance Sheets.
(d) Includes $\$ 1.0$ billion, $\$ 3.0$ billion and $\$ 5.0$ billion of loans at December 31, 2009, September 30, 2009 and June 30, 2009, respectively, held by the Washington Mutual Master Trust, which were consolidated onto the Card Services balance sheet at fair value during the second quarter of 2009. No allowance for loan losses was recorded for these loans as of December 31, 2009, September 30, 2009 and June 30, 2009. Excluding these loans, the allowance for loan losses to period-end loans would have been $12.43 \%, 12.36 \%$ and $10.95 \%$, respectively.
(e) As a percentage of average managed outstandings.
(f) Represents total net revenue less provision for credit losses.
(g) Excludes the impact of purchase accounting adjustments related to the Washington Mutual transaction and the consolidation of the Washington Mutual Master Trust. Net charge-off rate is not impacted in the quarter ended June 30, 2010. Delinquency rates for June 30, 2010 and March 31, 2010 are not impacted.
N/A: Not applicable.

JPMORGAN CHASE \& CO.
CARD RECONCILIATION OF REPORTED AND MANAGED DATA (in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| INCOME STATEMENT DATA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 908 |  |  | \$ | 813 | \$ | 1,306 | \$ | 1,201 | \$ | 1,215 | 12\% | (25)\% | \$ | 1,721 | \$ | 2,599 | (34)\% |
| Securitization adjustments (a) |  | N/A |  | N/A |  | (375) |  | (285) |  | (294) | NM | NM |  | N/A |  | (834) | NM |
| Managed credit card income | \$ | 908 | \$ | 813 | \$ | 931 | \$ | 916 | \$ | 921 | 12 | (1) | \$ | 1,721 | \$ | 1,765 | (2) |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 3,356 | \$ | 3,689 | \$ | 2,271 | \$ | 2,345 | \$ | 2,353 | (9) | 43 | \$ | 7,045 | \$ | 4,831 | 46 |
| Securitization adjustments (a) |  | N/A |  | N/A |  | 1,992 |  | 1,983 |  | 1,958 | NM | NM |  | N/A |  | 3,962 | NM |
| Managed net interest income | \$ | 3,356 | \$ | 3,689 | \$ | 4,263 | \$ | 4,328 | \$ | 4,311 | (9) | (22) | \$ | 7,045 | \$ | 8,793 | (20) |
| Total net revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 4,217 | \$ | 4,447 | \$ | 3,531 | \$ | 3,461 | \$ | 3,204 | (5) | 32 | \$ | 8,664 | \$ | 6,869 | 26 |
| Securitization adjustments (a) |  | N/A |  | N/A |  | 1,617 |  | 1,698 |  | 1,664 | NM | NM |  | N/A |  | 3,128 | NM |
| Managed total net revenue | \$ | 4,217 | \$ | 4,447 | \$ | 5,148 | \$ | 5,159 | \$ | 4,868 | (5) | (13) | \$ | 8,664 | \$ | 9,997 | (13) |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 2,221 | \$ | 3,512 | \$ | 2,622 | \$ | 3,269 | \$ | 2,939 | (37) | (24) | \$ | 5,733 | \$ | 6,128 | (6) |
| Securitization adjustments (a) |  | N/A |  | N/A |  | 1,617 |  | 1,698 |  | 1,664 | NM | NM |  | N/A |  | 3,128 | NM |
| Managed provision for credit losses | \$ | 2,221 | \$ | 3,512 | \$ | 4,239 | \$ | 4,967 | \$ | 4,603 | (37) | (52) | \$ | 5,733 | \$ | 9,256 | (38) |
| baLANCE SHEETS - AVERAGE BALANCES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total average assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 146,816 | \$ | 156,968 | \$ | 102,748 | \$ | 109,362 | \$ | 111,722 | (6) | 31 | \$ | 151,864 | \$ | 115,052 | 32 |
| Securitization adjustments (a) |  | N/A |  | N/A |  | 81,787 |  | 82,779 |  | 81,588 | NM | NM |  | N/A |  | 82,182 | NM |
| Managed average assets | \$ | 146,816 | \$ | 156,968 | \$ | 184,535 | \$ | $\underline{\text { 192,141 }}$ | \$ | $\underline{ }$ | (6) | (24) | \$ | 151,864 | \$ | 197,234 | (23) |
| CREDIT QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported | \$ | 3,721 | \$ | 4,512 | \$ | 2,222 | \$ | 2,694 | \$ | 2,689 | (18) | 38 | \$ | 8,233 | \$ | 4,718 | 75 |
| Securitization adjustments (a) |  | N/A |  | N/A |  | 1,617 |  | 1,698 |  | 1,664 | NM | NM |  | N/A |  | 3,128 | NM |
| Managed net charge-offs | \$ | 3,721 | \$ | 4,512 | \$ | 3,839 | \$ | 4,392 | \$ | 4,353 | (18) | (15) | \$ | 8,233 | \$ | 7,846 | 5 |
| Net charge-off rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported |  | 10.20\% |  | 11.75\% |  | 11.34\% |  | 12.85\% |  | 12.03\% |  |  |  | 10.99\% |  | 10.15\% |  |
| Securitized (a) |  | N/A |  | N/A |  | 7.51 |  | 7.83 |  | 7.91 |  |  |  | N/A |  | 7.42 |  |
| Managed net charge-off rate |  | 10.20 |  | 11.75 |  | 9.33 |  | 10.30 |  | 10.03 |  |  |  | 10.99 |  | 8.85 |  |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are equivalent for periods beginning after January 1, 2010. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
N/A: Not applicable.

JPMORGAN CHASE \& CO.
COMMERCIAL BANKING
FINANCIAL HIGHLIGHTS

## (in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending- and deposit-related fees | \$ | 280 |  |  | \$ | 277 | \$ | 279 | \$ | 269 | \$ | 270 | 1\% | 4\% | \$ 557 |  | \$ 533 | 5\% |
| Asset management, administration and commissions |  | 36 |  | 37 |  | 35 |  | 35 |  | 36 | (3) | - | 73 |  | 70 | 4 |
| All other income (a) |  | 230 |  | 186 |  | 149 |  | 170 |  | 152 | 24 | 51 | 416 |  | 277 | 50 |
| Noninterest revenue |  | 546 |  | 500 |  | 463 |  | 474 |  | 458 | 9 | 19 | 1,046 |  | 880 | 19 |
| Net interest income |  | 940 |  | 916 |  | 943 |  | 985 |  | 995 | 3 | (6) | 1,856 |  | 1,975 | (6) |
| TOTAL NET REVENUE (b) |  | 1,486 |  | 1,416 |  | 1,406 |  | 1,459 |  | 1,453 | 5 | 2 | 2,902 |  | 2,855 | 2 |
| Provision for credit losses |  | (235) |  | 214 |  | 494 |  | 355 |  | 312 | NM | NM | (21) |  | 605 | NM |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 196 |  | 206 |  | 183 |  | 196 |  | 197 | (5) | (1) | 402 |  | 397 | 1 |
| Noncompensation expense |  | 337 |  | 324 |  | 351 |  | 339 |  | 327 | 4 | 3 | 661 |  | 669 | (1) |
| Amortization of intangibles |  | 9 |  | 9 |  | 9 |  | 10 |  | 11 | - | (18) | 18 |  | 22 | (18) |
| TOTAL NONINTEREST EXPENSE |  | 542 |  | 539 |  | 543 |  | 545 |  | 535 | 1 | 1 | 1,081 |  | 1,088 | (1) |
| Income before income tax expense |  | 1,179 |  | 663 |  | 369 |  | 559 |  | 606 | 78 | 95 | 1,842 |  | 1,162 | 59 |
| Income tax expense |  | 486 |  | 273 |  | 145 |  | 218 |  | 238 | 78 | 104 | 759 |  | 456 | 66 |
| NET INCOME | \$ | 693 | \$ | 390 | \$ | 224 | \$ | 341 | \$ | 368 | 78 | 88 | \$ 1,083 |  | \$ 706 | 53 |
| Revenue by product: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending | \$ | 649 | \$ | 658 | \$ | 639 | \$ | 675 | \$ | 684 | (1) | (5) | \$ 1,307 |  | \$ 1,349 | (3) |
| Treasury services |  | 665 |  | 638 |  | 645 |  | 672 |  | 679 | 4 | (2) | 1,303 |  | 1,325 | (2) |
| Investment banking |  | 115 |  | 105 |  | 108 |  | 99 |  | 114 | 10 | 1 | 220 |  | 187 | 18 |
| Other |  | 57 |  | 15 |  | 14 |  | 13 |  | (24) | 280 | NM | 72 |  | (6) | NM |
| Total Commercial Banking revenue |  | 1,486 |  | 1,416 |  | 1,406 |  | 1,459 |  | 1,453 | 5 | 2 | \$ 2,902 |  | \$ 2,855 | 2 |
| IB revenue, gross (c) | \$ | 333 | \$ | 311 | \$ | 328 |  |  | \$ | 328 | 7 | 2 | \$ 644 |  | \$ 534 | 21 |
| Revenue by client segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Middle Market Banking | \$ | 767 | \$ | 746 | \$ | 760 | \$ | 771 | \$ | 772 | 3 | (1) | \$ 1,513 |  | \$ 1,524 | (1) |
| Commercial Term Lending |  | 237 |  | 229 |  | 191 |  | 232 |  | 224 | 3 | 6 | 466 |  | 452 | 3 |
| Mid-Corporate Banking |  | 285 |  | 263 |  | 277 |  | 278 |  | 305 | 8 | (7) | 548 |  | 547 | - |
| Real Estate Banking |  | 125 |  | 100 |  | 100 |  | 121 |  | 120 | 25 | 4 | 225 |  | 240 | (6) |
| Other |  | 72 |  | 78 |  | 78 |  | 57 |  | 32 | (8) | 125 | 150 |  | 92 | 63 |
| Total Commercial Banking revenue |  | 1,486 |  | 1,416 |  | 1,406 |  | 1,459 |  | 1,453 | 5 | 2 | \$ 2,902 |  | \$ 2,855 | 2 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 35\% |  | 20\% |  | 11\% |  | 17\% |  | 18\% |  |  | 27\% |  | 18\% |  |
| Overhead ratio |  | 36 |  | 38 |  | 39 |  | 37 |  | 37 |  |  | 37 |  | 38 |  |

(a) Revenue from investment banking products sold to Commercial Banking ("CB") clients and commercial card revenue is included in all other income.
(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 from municipal bond activity of $\$ 49$ million, $\$ 45$ million, $\$ 53$ million, $\$ 43$ million and $\$ 39$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 94$ million and $\$ 74$ million for year-to-date 2010 and 2009, respectively.
(c) Represents the total revenue related to investment banking products sold to CB clients.

JPMORGAN CHASE \& CO.

## COMMERCIAL BANKING

## FINANCIAL HIGHLIGHTS, CONTINUED

## (in millions, except ratio and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | 2010 Change |
|  |  |  | 1Q10 | 2Q09 |  |  | 2009 |  |  |  |  |  |  |
| SELECTED BALANCE SHEET DATA <br> (Period-end) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained | \$ | 95,090 |  |  | \$ | 95,435 |  |  | \$ | 97,108 | \$ | 101,608 | \$ | 105,556 | -\% | (10)\% | \$ | 95,090 | \$ | 105,556 | (10)\% |
| Loans held-for-sale and loans at fair value |  | 446 |  | 294 |  | 324 |  | 288 |  | 296 | 52 | 51 |  | 446 |  | 296 | 51 |
| Total loans |  | 95,536 |  | 95,729 |  | 97,432 |  | 101,896 |  | 105,852 | - | (10) |  | 95,536 |  | 105,852 | (10) |
| Equity |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 | - | - |  | 8,000 |  | 8,000 | - |
| SELECTED BALANCE SHEET DATA (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ | 133,309 | \$ | 133,013 | \$ | 129,948 | \$ | 130,316 | \$ | 137,283 | - | (3) | \$ | 133,162 | \$ | 140,771 | (5) |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans retained |  | 95,521 |  | 96,317 |  | 99,794 |  | 103,752 |  | 108,750 | (1) | (12) |  | 95,917 |  | 111,146 | (14) |
| Loans held-for-sale and loans at fair value |  | 391 |  | 297 |  | 386 |  | 297 |  | 288 | 32 | 36 |  | 344 |  | 292 | 18 |
| Total loans |  | 95,912 |  | 96,614 |  | 100,180 |  | 104,049 |  | 109,038 | (1) | (12) |  | 96,261 |  | 111,438 | (14) |
| Liability balances (a) |  | 136,770 |  | 133,142 |  | 122,471 |  | 109,293 |  | 105,829 | 3 | 29 |  | 134,966 |  | 110,377 | 22 |
| Equity |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 |  | 8,000 | - | - |  | 8,000 |  | 8,000 | - |
| Average loans by client segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Middle Market Banking | \$ | 34,424 | \$ | 33,919 | \$ | 34,794 | \$ | 36,200 | \$ | 38,193 | 1 | (10) | \$ | 34,173 | \$ | 39,453 | (13) |
| Commercial Term Lending |  | 35,956 |  | 36,057 |  | 36,507 |  | 36,943 |  | 36,963 | - | (3) |  | 36,006 |  | 36,889 | (2) |
| Mid-Corporate Banking |  | 11,875 |  | 12,258 |  | 13,510 |  | 14,933 |  | 17,012 | (3) | (30) |  | 12,065 |  | 17,710 | (32) |
| Real Estate Banking |  | 9,814 |  | 10,438 |  | 11,133 |  | 11,547 |  | 12,347 | (6) | (21) |  | 10,124 |  | 12,803 | (21) |
| Other |  | 3,843 |  | 3,942 |  | 4,236 |  | 4,426 |  | 4,523 | (3) | (15) |  | 3,893 |  | 4,583 | (15) |
| Total Commercial Banking loans | \$ | 95,912 | \$ | 96,614 | \$ | 100,180 | \$ | 104,049 | \$ | 109,038 | (1) | (12) | \$ | 96,261 | \$ | 111,438 | (14) |
| Headcount |  | 4,808 |  | 4,701 |  | 4,151 |  | 4,177 |  | 4,228 | 2 | 14 |  | 4,808 |  | 4,228 | 14 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 176 | \$ | 229 | \$ | 483 | \$ | 291 | \$ | 181 | (23) | (3) | \$ | 405 | \$ | 315 | 29 |
| Nonperforming loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans retained (b) |  | 3,036 |  | 2,947 |  | 2,764 |  | 2,284 |  | 2,090 | 3 | 45 |  | 3,036 |  | 2,090 | 45 |
| Nonperforming loans held-for-sale and loans at fair value |  | 41 |  | 49 |  | 37 |  | 18 |  | 21 | (16) | 95 |  | 41 |  | 21 | 95 |
| Total nonperforming loans |  | 3,077 |  | 2,996 |  | 2,801 |  | 2,302 |  | 2,111 | 3 | 46 |  | 3,077 |  | 2,111 | 46 |
| Nonperforming assets |  | 3,285 |  | 3,186 |  | 2,989 |  | 2,461 |  | 2,255 | 3 | 46 |  | 3,285 |  | 2,255 | 46 |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 2,686 |  | 3,007 |  | 3,025 |  | 3,063 |  | 3,034 | (11) | (11) |  | 2,686 |  | 3,034 | (11) |
| Allowance for lending-related commitments |  | 267 |  | 359 |  | 349 |  | 300 |  | 272 | (26) | (2) |  | 267 |  | 272 | (2) |
| Total allowance for credit losses |  | 2,953 |  | 3,366 |  | 3,374 |  | 3,363 |  | 3,306 | (12) | (11) |  | 2,953 |  | 3,306 | (11) |
| Net charge-off rate |  | 0.74\% |  | 0.96\% |  | 1.92\% |  | 1.11\% |  | 0.67\% |  |  |  | 0.85\% |  | 0.57\% |  |
| Allowance for loan losses to period-end loans retained |  | 2.82 |  | 3.15 |  | 3.12 |  | 3.01 |  | 2.87 |  |  |  | 2.82 |  | 2.87 |  |
| Allowance for loan losses to average loans retained |  | 2.81 |  | 3.12 |  | 3.03 |  | 2.95 |  | 2.79 |  |  |  | 2.80 |  | 2.73 |  |
| Allowance for loan losses to nonperforming loans retained |  | 88 |  | 102 |  | 109 |  | 134 |  | 145 |  |  |  | 88 |  | 145 |  |
| Nonperforming loans to total period-end loans |  | 3.22 |  | 3.13 |  | 2.87 |  | 2.26 |  | 1.99 |  |  |  | 3.22 |  | 1.99 |  |
| Nonperforming loans to total average loans |  | 3.21 |  | 3.10 |  | 2.80 |  | 2.21 |  | 1.94 |  |  |  | 3.20 |  | 1.89 |  |

(a) Liability balances include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased, time deposits and securities loaned or sold under repurchase agreements) as part of customer cash management programs.
(b) Allowance for loan losses of $\$ 586$ million, $\$ 612$ million, $\$ 581$ million, $\$ 496$ million and $\$ 460$ million were held against nonperforming loans retained at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively.

JPMORGAN CHASE \& CO.
TREASURY \& SECURITIES SERVICES

## FINANCIAL HIGHLIGHTS

(in millions, except headcount and ratio data)


## SELECTED BALANCE


(a) IB credit portfolio group manages certain exposures on behalf of clients shared with TSS. TSS reimburses IB for a portion of the total cost of managing the credit portfolio. IB recognizes this credit reimbursement as a component of noninterest revenue.
(b) Pretax margin represents income before income tax expense divided by total net revenue, which is a measure of pretax performance and another basis by which management evaluates its performance and that of its competitors.
(c) Loan balances include wholesale overdrafts, commercial card and trade finance loans.
(d) Liability balances include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased, time deposits and securities loaned or sold under repurchase agreements) as part of customer cash management programs.

## JPMORGAN CHASE \& CO

## TREASURY \& SECURITIES SERVICES

## FINANCIAL HIGHLIGHTS, CONTINUED

## (in millions, except ratio data and where otherwise noted)

TSS firmwide metrics include revenue recorded in the CB, Retail Banking and Asset Management ("AM") lines of business and excludes FX revenue recorded in the IB for TSS-related FX activity. In order to capture the firmwide impact of Treasury Services ("TS") and TSS products and revenue, management reviews firmwide metrics such as liability balances, revenue and overhead ratios in assessing financial performance for TSS. Firmwide metrics are necessary in order to understand the aggregate TSS business.

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{gathered} \frac{2010 \text { Change }}{2009} \\ \hline \end{gathered}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| TSS FIRMWIDE DISCLOSURES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TS revenue - reported | \$ | 926 |  |  | \$ | 882 | \$ | 918 | \$ | 919 | \$ | 934 | 5\% | (1)\% | \$ | 1,808 | \$ | 1,865 | (3)\% |
| TS revenue reported in CB |  | 665 |  | 638 |  | 645 |  | 672 |  | 679 | 4 | (2) |  | 1,303 |  | 1,325 | (2) |
| TS revenue reported in other lines of business |  | 62 |  | 56 |  | 57 |  | 63 |  | 63 | 11 | (2) |  | 118 |  | 125 | (6) |
| TS firmwide revenue (a) |  | 1,653 |  | 1,576 |  | 1,620 |  | 1,654 |  | 1,676 | 5 | (1) |  | 3,229 |  | 3,315 | (3) |
| Worldwide Securities Services revenue |  | 955 |  | 874 |  | 917 |  | 869 |  | 966 | 9 | (1) |  | 1,829 |  | 1,856 | (1) |
| TSS firmwide revenue (a) | \$ | 2,608 | \$ | 2,450 | \$ | 2,537 | \$ | 2,523 | \$ | 2,642 | 6 | (1) | \$ | 5,058 | \$ | 5,171 | (2) |
| TS firmwide liability balances (average) (b) |  | 303,224 |  | 305,105 |  | 289,024 |  | 261,059 |  | 258,312 | (1) | 17 |  | 304,159 |  | 273,892 | 11 |
| TSS firmwide liability balances (average) (b) |  | 383,460 |  | 381,047 |  | 373,166 |  | 340,795 |  | 339,992 | 1 | 13 |  | 382,260 |  | 365,584 | 5 |

## TSS FIRMWIDE FINANCIAL

RATIOS

| TS firmwide overhead ratio (c) | $54 \%$ | $55 \%$ | $54 \%$ | $52 \%$ | $51 \%$ | 50 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| TSS firmwide overhead ratio (c) | 64 | 65 | 66 | 62 | 59 | 65 |

## FIRMWIDE BUSINESS <br> METRICS



| Number of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ ACH transactions originated (in millions) |  | 970 |  | 949 |  | 975 |  | 965 |  | 978 | 2 | (1) |  | 1,919 |  | 1,956 | (2) |
| Total US\$ clearing volume (in thousands) |  | 30,531 |  | 28,669 |  | 29,493 |  | 28,604 |  | 28,193 | 6 | 8 |  | 59,200 |  | 55,379 | 7 |
| International electronic funds transfer volume (in thousands) (d) |  | 58,484 |  | 55,754 |  | 53,354 |  | 48,533 |  | 47,096 | 5 | 24 |  | 114,238 |  | 91,461 | 25 |
| Wholesale check volume (in millions) |  | 526 |  | 478 |  | 514 |  | 530 |  | 572 | 10 | (8) |  | 1,004 |  | 1,140 | (12) |
| Wholesale cards issued (in thousands) (e) |  | 28,066 |  | 27,352 |  | 27,138 |  | 26,977 |  | 25,501 | 3 | 10 |  | 28,066 |  | 25,501 | 10 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 17 | - | NM | \$ | - | \$ | 19 | NM |
| Nonperforming loans |  | 14 |  | 14 |  | 14 |  | 14 |  | 14 | - | - |  | 14 |  | 14 | - |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 48 |  | 57 |  | 88 |  | 15 |  | 15 | (16) | 220 |  | 48 |  | 15 | 220 |
| Allowance for lending-related commitments |  | 68 |  | 76 |  | 84 |  | 104 |  | 92 | (11) | (26) |  | 68 |  | 92 | (26) |
| Total allowance for credit losses |  | 116 |  | 133 |  | 172 |  | 119 |  | 107 | (13) | 8 |  | 116 |  | 107 | 8 |
| Net charge-offs rate |  | -\% |  | -\% |  | -\% |  | -\% |  | 0.39\% |  |  |  | -\% |  | 0.20\% |  |
| Allowance for loan losses to period-end loans |  | 0.20 |  | 0.24 |  | 0.46 |  | 0.08 |  | 0.08 |  |  |  | 0.20 |  | 0.08 |  |
| Allowance for loan losses to average loans |  | 0.22 |  | 0.29 |  | 0.47 |  | 0.09 |  | 0.09 |  |  |  | 0.23 |  | 0.08 |  |
| Allowance for loan losses to nonperforming loans |  | 343 |  | 407 |  | NM |  | 107 |  | 107 |  |  |  | 343 |  | 107 |  |
| Nonperforming loans to periodend loans |  | 0.06 |  | 0.06 |  | 0.07 |  | 0.07 |  | 0.08 |  |  |  | 0.06 |  | 0.08 |  |
| Nonperforming loans to average loans |  | 0.06 |  | 0.07 |  | 0.07 |  | 0.08 |  | 0.08 |  |  |  | 0.07 |  | 0.07 |  |

(a) TSS firmwide revenue includes foreign exchange ("FX") revenue recorded in TSS and FX revenue associated with TSS customers who are FX customers of IB. However, some of the FX revenue associated with TSS customers who are FX customers of IB is not included in TS and TSS firmwide revenue. The total FX revenue generated was $\$ 175$ million, $\$ 137$ million, $\$ 162$ million, $\$ 154$ million and $\$ 191$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 312$ million and $\$ 345$ million for year-to-date 2010 and 2009, respectively.
(b) Firmwide liability balances include liability balances recorded in CB.
(c) Overhead ratios have been calculated based on firmwide revenue and TSS and TS expense, respectively, including those allocated to certain other lines of business. FX revenue and expense recorded in IB for TSS-related FX activity are not included in this ratio.
(d) International electronic funds transfer includes non-U.S. dollar Automated Clearing House ("ACH") and clearing volume.
(e) Wholesale cards issued and outstanding include U.S. domestic commercial, stored value, prepaid and government electronic benefit card products.

JPMORGAN CHASE \& CO.
ASSET MANAGEMENT

## FINANCIAL HIGHLIGHTS

(in millions, except ratio, ranking and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  |  |  | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  |  | 2Q10 |  |  | 1Q10 | 2Q09 |  |  | 2009 |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, administration and commissions | \$ | 1,522 | \$ | 1,508 |  |  | \$ | 1,632 |  |  | \$ | 1,443 | \$ | 1,315 | 1\% | 16\% | \$ | 3,030 | \$ | 2,546 | 19\% |
| All other income |  | 177 |  | 266 |  | 191 |  | 238 |  | 253 | (33) | (30) |  | 443 |  | 322 | 38 |
| Noninterest revenue |  | 1,699 |  | 1,774 |  | 1,823 |  | 1,681 |  | 1,568 | (4) | 8 |  | 3,473 |  | 2,868 | 21 |
| Net interest income |  | 369 |  | 357 |  | 372 |  | 404 |  | 414 | 3 | (11) |  | 726 |  | 817 | (11) |
| TOTAL NET REVENUE |  | 2,068 |  | 2,131 |  | 2,195 |  | 2,085 |  | 1,982 | (3) | 4 |  | 4,199 |  | 3,685 | 14 |
| Provision for credit losses |  | 5 |  | 35 |  | 58 |  | 38 |  | 59 | (86) | (92) |  | 40 |  | 92 | (57) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 861 |  | 910 |  | 907 |  | 858 |  | 810 | (5) | 6 |  | 1,771 |  | 1,610 | 10 |
| Noncompensation expense |  | 527 |  | 514 |  | 543 |  | 474 |  | 525 | 3 | - |  | 1,041 |  | 1,004 | 4 |
| Amortization of intangibles |  | 17 |  | 18 |  | 20 |  | 19 |  | 19 | (6) | (11) |  | 35 |  | 38 | (8) |
| TOTAL NONINTEREST EXPENSE |  | 1,405 |  | 1,442 |  | 1,470 |  | 1,351 |  | 1,354 | (3) | 4 |  | 2,847 |  | 2,652 | 7 |
| Income before income tax expense |  | 658 |  | 654 |  | 667 |  | 696 |  | 569 | 1 | 16 |  | 1,312 |  | 941 | 39 |
| Income tax expense |  | 267 |  | 262 |  | 243 |  | 266 |  | 217 | 2 | 23 |  | 529 |  | 365 | 45 |
| NET INCOME | \$ | 391 | \$ | 392 | \$ | 424 | \$ | 430 | \$ | 352 | - | 11 | \$ | 783 | \$ | 576 | 36 |


| REVENUE BY CLIENT SEGMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Private Bank | \$ | 695 | \$ | 698 | \$ | 723 | \$ | 639 | \$ | 640 | - | 9 | \$ | 1,393 | \$ | 1,223 | 14 |
| Retail |  | 482 |  | 415 |  | 445 |  | 471 |  | 411 | 16 | 17 |  | 897 |  | 664 | 35 |
| Institutional |  | 433 |  | 566 |  | 584 |  | 534 |  | 487 | (23) | (11) |  | 999 |  | 947 | 5 |
| Private Wealth Management |  | 348 |  | 343 |  | 331 |  | 339 |  | 334 | 1 | 4 |  | 691 |  | 646 | 7 |
| JPMorgan Securities (a) |  | 110 |  | 109 |  | 112 |  | 102 |  | 110 | 1 | - |  | 219 |  | 205 | 7 |
| TOTAL NET REVENUE | \$ | 2,068 | \$ | 2,131 | \$ | 2,195 | \$ | 2,085 | \$ | 1,982 | (3) | 4 | \$ | 4,199 | \$ | 3,685 | 14 |


| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ROE | 24\% | 24\% | 24\% | 24\% | 20\% |  |  | 24\% | 17\% |  |
| Overhead ratio | 68 | 68 | 67 | 65 | 68 |  |  | 68 | 72 |  |
| Pretax margin ratio (b) | 32 | 31 | 30 | 33 | 29 |  |  | 31 | 26 |  |
| SELECTED BALANCE <br> SHEET DATA (Period-end) |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ 38,744 | \$ 37,088 | \$ 37,755 | \$ 35,925 | \$ 35,474 | 4 | 9 | \$ 38,744 | \$ 35,474 | 9 |
| Equity | 6,500 | 6,500 | 7,000 | 7,000 | 7,000 | - | (7) | 6,500 | 7,000 | (7) |
| SELECTED BALANCE <br> SHEET DATA (Average) |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ 63,426 | \$ 62,525 | \$ 63,036 | \$ 60,345 | \$ 59,334 | 1 | 7 | \$ 62,978 | \$ 58,783 | 7 |
| Loans | 37,407 | 36,602 | 36,137 | 34,822 | 34,292 | 2 | 9 | 37,007 | 34,438 | 7 |
| Deposits | 86,453 | 80,662 | 77,352 | 73,649 | 75,355 | 7 | 15 | 83,573 | 78,534 | 6 |
| Equity | 6,500 | 6,500 | 7,000 | 7,000 | 7,000 | - | (7) | 6,500 | 7,000 | (7) |
| Headcount | 16,019 | 15,321 | 15,136 | 14,919 | 14,840 | 5 | 8 | 16,019 | 14,840 | 8 |

(a) JPMorgan Securities was formerly known as Bear Stearns Private Client Services prior to January 1, 2010.
(b) Pretax margin represents income before income tax expense divided by total net revenue, which is a measure of pretax performance and another basis by which management evaluates its performance and that of its competitors.

JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS, CONTINUED
(in millions, except ratio, ranking and headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  | 2010 | 2009 | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | $\xrightarrow{\text { 2Q09 }}$ |  |  |  |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |
| Number of: |  |  |  |  |  |  |  |  |  |  |
| Client advisors | 2,055 | 1,987 | 1,934 | 1,891 | 1,838 | 3\% | 12\% | 2,055 | 1,838 | 12\% |
| Retirement planning services participants (in thousands) | 1,653 | 1,651 | 1,628 | 1,620 | 1,595 | - | 4 | 1,653 | 1,595 | 4 |
| JPMorgan Securities brokers <br> (a) | 402 | 390 | 376 | 365 | 362 | 3 | 11 | 402 | 362 | 11 |
| \% of customer assets in 4 \& 5 <br> Star Funds (b) | 43\% | 43\% | 42\% | 39\% | 45\% | - | (4) | 43\% | 45\% | (4) |
| $\%$ of AUM in $1^{\text {st }}$ and $2^{\text {nd }}$ quartiles: (c) |  |  |  |  |  |  |  |  |  |  |
| 1 year | 58\% | 55\% | 57\% | 60\% | 62\% | 5 | (6) | 58\% | 62\% | (6) |
| 3 years | 67\% | 67\% | 62\% | 70\% | 69\% | - | (3) | 67\% | 69\% | (3) |
| 5 years | 78\% | 77\% | 74\% | 74\% | 80\% | 1 | (3) | 78\% | 80\% | (3) |


| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net charge-offs | \$ | 27 | \$ | 28 | \$ | 35 | \$ | 17 | \$ | 46 | (4) | (41) | \$ | 55 | \$ | 65 | (15) |
| Nonperforming loans |  | 309 |  | 475 |  | 580 |  | 409 |  | 313 | (35) | (1) |  | 309 |  | 313 | (1) |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses |  | 250 |  | 261 |  | 269 |  | 251 |  | 226 | (4) | 11 |  | 250 |  | 226 | 11 |
| Allowance for lending-related commitments |  | 3 |  | 13 |  | 9 |  | 5 |  | 4 | (77) | (25) |  | 3 |  | 4 | (25) |
| Total allowance for credit losses |  | 253 |  | 274 |  | 278 |  | 256 |  | 230 | (8) | 10 |  | 253 |  | 230 | 10 |
| Net charge-off rate |  | 0.29\% |  | 0.31\% |  | 0.38\% |  | 0.19\% |  | 0.54\% |  |  |  | 0.30\% |  | 0.38\% |  |
| Allowance for loan losses to period-end loans |  | 0.65 |  | 0.70 |  | 0.71 |  | 0.70 |  | 0.64 |  |  |  | 0.65 |  | 0.64 |  |
| Allowance for loan losses to average loans |  | 0.67 |  | 0.71 |  | 0.74 |  | 0.72 |  | 0.66 |  |  |  | 0.68 |  | 0.66 |  |
| Allowance for loan losses to nonperforming loans |  | 81 |  | 55 |  | 46 |  | 61 |  | 72 |  |  |  | 81 |  | 72 |  |
| Nonperforming loans to periodend loans |  | 0.80 |  | 1.28 |  | 1.54 |  | 1.14 |  | 0.88 |  |  |  | 0.80 |  | 0.88 |  |
| Nonperforming loans to average loans |  | 0.83 |  | 1.30 |  | 1.61 |  | 1.17 |  | 0.91 |  |  |  | 0.83 |  | 0.91 |  |

(a) JPMorgan Securities was formerly known as Bear Stearns Private Client Services prior to January 1, 2010.
(b) Derived from Morningstar for the United States, the United Kingdom, Luxembourg, France, Hong Kong and Taiwan; and Nomura for Japan.
(c) Quartile ranking sourced from Lipper for the United States and Taiwan; Morningstar for the United Kingdom, Luxembourg, France and Hong Kong; and Nomura for Japan.

JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS, CONTINUED (in billions)

|  | $\begin{array}{r} \text { Jun } 30 \\ 2010 \\ \hline \end{array}$ |  | $\begin{gathered} \text { Mr } 31 \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { Dec } 31 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { Sep } 30 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{array}{r} \text { Jun } 30 \\ 2009 \\ \hline \end{array}$ |  | June 30, 2010 Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Mar } 31 \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun } 30 \\ 2009 \\ \hline \end{gathered}$ |  |  |  |  |  |  |
| ASSETS UNDER SUPERVISION (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets by asset class |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquidity | \$ | 489 |  |  | \$ | 521 | \$ | 591 | \$ | 634 | \$ | 617 | (6)\% | (21)\% |
| Fixed income |  | 259 |  | 246 |  | 226 |  | 215 |  | 194 | 5 | 34 |
| Equities and multi-asset |  | 322 |  | 355 |  | 339 |  | 316 |  | 264 | (9) | 22 |
| Alternatives |  | 91 |  | 97 |  | 93 |  | 94 |  | 96 | (6) | (5) |
| TOTAL ASSETS UNDER MANAGEMENT |  | 1,161 |  | 1,219 |  | 1,249 |  | 1,259 |  | 1,171 | (5) | (1) |
| Custody / brokerage / administration / deposits |  | 479 |  | 488 |  | 452 |  | 411 |  | 372 | (2) | 29 |
| TOTAL ASSETS UNDER SUPERVISION |  | 1,640 |  | 1,707 |  | 1,701 |  | 1,670 |  | 1,543 | (4) | 6 |
| Assets by client segment |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | \$ | 634 | \$ | 669 | \$ | 709 | \$ | 737 | \$ | 697 | (5) | (9) |
| Private Bank |  | 177 |  | 184 |  | 187 |  | 180 |  | 179 | (4) | (1) |
| Retail |  | 269 |  | 282 |  | 270 |  | 256 |  | 216 | (5) | 25 |
| Private Wealth Management |  | 66 |  | 70 |  | 69 |  | 71 |  | 67 | (6) | (1) |
| JPMorgan Securities (b) |  | 15 |  | 14 |  | 14 |  | 15 |  | 12 | 7 | 25 |
| TOTAL ASSETS UNDER MANAGEMENT |  | 1,161 |  | 1,219 | \$ | 1,249 |  | 1,259 |  | 1,171 | (5) | (1) |
| Institutional | \$ | 636 | \$ | 670 | \$ | 710 | \$ | 737 | \$ | 697 | (5) | (9) |
| Private Bank |  | 469 |  | 476 |  | 452 |  | 414 |  | 390 | (1) | 20 |
| Retail |  | 351 |  | 371 |  | 355 |  | 339 |  | 289 | (5) | 21 |
| Private Wealth Management |  | 130 |  | 133 |  | 129 |  | 131 |  | 123 | (2) | 6 |
| JPMorgan Securities (b) |  | 54 |  | 57 |  | 55 |  | 49 |  | 44 | (5) | 23 |
| TOTAL ASSETS UNDER SUPERVISION |  | 1,640 |  | 1,707 |  | 1,701 |  | 1,670 |  | 1,543 | (4) | 6 |
| Assets by geographic region |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. / Canada | \$ | 791 | \$ | 815 | \$ | 837 | \$ | 862 | \$ | 814 | (3) | (3) |
| International |  | 370 |  | 404 |  | 412 |  | 397 |  | 357 | (8) | 4 |
| TOTAL ASSETS UNDER MANAGEMENT |  | 1,161 |  | 1,219 |  | 1,249 |  | 1,259 |  | 1,171 | (5) | (1) |
| U.S. I Canada | \$ | 1,151 | \$ | 1,189 | \$ | 1,182 | \$ | 1,179 | \$ | 1,103 | (3) | 4 |
| International |  | 489 |  | 518 |  | 519 |  | 491 |  | 440 | (6) | 11 |
| TOTAL ASSETS UNDER SUPERVISION |  | 1,640 |  | 1,707 |  | 1,701 |  | 1,670 |  | 1,543 | (4) | 6 |


| Mutual fund assets by asset class |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liquidity | \$ | 440 | \$ | 470 | \$ | 539 | \$ | 576 | \$ | 569 | (6) | (23) |
| Fixed income |  | 79 |  | 76 |  | 67 |  | 57 |  | 48 | 4 | 65 |
| Equities and multi-asset |  | 133 |  | 150 |  | 143 |  | 133 |  | 111 | (11) | 20 |
| Alternatives |  | 8 |  | 9 |  | 9 |  | 10 |  | , | (11) | (11) |
| TOTAL MUTUAL FUND ASSETS | \$ | 660 | \$ | 705 | \$ | 758 | \$ | 776 | \$ | 737 | (6) | (10) |

[^1]JPMORGAN CHASE \& CO.
ASSET MANAGEMENT
FINANCIAL HIGHLIGHTS, CONTINUED (in billions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2 Q 10 | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2010 |  | 2009 |  |
| ASSETS UNDER <br> SUPERVISION (continued) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 1,219 | \$ | 1,249 | \$ | 1,259 | \$ | 1,171 | \$ | 1,115 | \$ | 1,249 |  | 1,133 |
| Net asset flows: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquidity |  | (29) |  | (62) |  | (44) |  | 9 |  | (7) |  | (91) |  | 12 |
| Fixed income |  | 12 |  | 16 |  | 12 |  | 13 |  | 8 |  | 28 |  | 9 |
| Equities, multi-asset and alternatives |  | 1 |  | 6 |  | 8 |  | 12 |  | 2 |  | 7 |  | (3) |
| Market / performance / other impacts |  | (42) |  | 10 |  | 14 |  | 54 |  | 53 |  | (32) |  | 20 |
| TOTAL ASSETS UNDER MANAGEMENT | \$ | 1,161 |  | 1,219 | \$ | 1,249 |  | 1,259 |  | 1,171 | \$ | 1,161 |  | 1,171 |
| Assets under supervision rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 1,707 | \$ | 1,701 | \$ | 1,670 | \$ | 1,543 | \$ | 1,464 | \$ | 1,701 |  | 1,496 |
| Net asset flows |  | (4) |  | (10) |  | (11) |  | 45 |  | (9) |  | (14) |  | 16 |
| Market / performance / other impacts |  | (63) |  | 16 |  | 42 |  | 82 |  | 88 |  | (47) |  | 31 |
| TOTAL ASSETS UNDER SUPERVISION | \$ | 1,640 |  | 1,707 | \$ | 1,701 |  | 1,670 |  | 1,543 | \$ | 1,640 |  | 1,543 |

JPMORGAN CHASE \& CO.

## CORPORATE/PRIVATE EQUITY

FINANCIAL HIGHLIGHTS
(in millions, except headcount data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\begin{aligned} & \frac{2010 \text { Change }}{2009} \\ & \hline \end{aligned}$ |
|  |  | 2Q10 |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Principal transactions | \$ | (69) | \$ | 547 |  |  | \$ | 715 | \$ | 1,109 | \$ | 1,243 | NM\% | NM\% | \$ | 478 | \$ | (250) | NM\% |
| Securities gains |  | 990 |  | 610 |  | 378 |  | 181 |  | 366 | 62 | 170 |  | 1,600 |  | 580 | 176 |
| All other income |  | 182 |  | 124 |  | 13 |  | 273 |  | (209) | 47 | NM |  | 306 |  | (228) | NM |
| Noninterest revenue |  | 1,103 |  | 1,281 |  | 1,106 |  | 1,563 |  | 1,400 | (14) | (21) |  | 2,384 |  | 102 | NM |
| Net interest income |  | 747 |  | 1,076 |  | 978 |  | 1,031 |  | 865 | (31) | (14) |  | 1,823 |  | 1,854 | (2) |
| TOTAL NET REVENUE (a) |  | 1,850 |  | 2,357 |  | 2,084 |  | 2,594 |  | 2,265 | (22) | (18) |  | 4,207 |  | 1,956 | 115 |
| Provision for credit losses |  | (2) |  | 17 |  | 9 |  | 62 |  | 9 | NM | NM |  | 15 |  | 9 | 67 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation expense |  | 770 |  | 475 |  | 747 |  | 768 |  | 655 | 62 | 18 |  | 1,245 |  | 1,296 | (4) |
| Noncompensation expense (b) |  | 1,468 |  | 3,041 |  | 1,058 |  | 875 |  | 1,319 | (52) | 11 |  | 4,509 |  | 1,664 | 171 |
| Merger costs |  | - |  | - |  | 30 |  | 103 |  | 143 | - | NM |  | - |  | 348 | NM |
| Subtotal |  | 2,238 |  | 3,516 |  | 1,835 |  | 1,746 |  | 2,117 | (36) | 6 |  | 5,754 |  | 3,308 | 74 |
| Net expense allocated to other businesses |  | $(1,192)$ |  | $(1,180)$ |  | $(1,219)$ |  | $(1,243)$ |  | $(1,253)$ | (1) | 5 |  | $(2,372)$ |  | $(2,532)$ | 6 |
| TOTAL NONINTEREST EXPENSE |  | 1,046 |  | 2,336 |  | 616 |  | 503 |  | 864 | (55) | 21 |  | 3,382 |  | 776 | 336 |
| Income/(loss) before income tax expense (benefit) and extraordinary gain |  | 806 |  | 4 |  | 1,459 |  | 2,029 |  | 1,392 | NM | (42) |  | 810 |  | 1,171 | (31) |
| Income tax expense/(benefit) (c) |  | 153 |  | (224) |  | 262 |  | 818 |  | 584 | NM | (74) |  | (71) |  | 625 | NM |
| Income/(loss) before extraordinary gain |  | 653 |  | 228 |  | 1,197 |  | 1,211 |  | 808 | 186 | (19) |  | 881 |  | 546 | 61 |
| Extraordinary gain (d) |  | - |  | - |  | - |  | 76 |  | - | - | - |  | - |  | - | - |
| NET INCOME/(LOSS) | \$ | 653 | \$ | 228 | \$ | 1,197 |  | 1,287 | \$ | 808 | 186 | (19) | \$ | 881 | \$ | 546 | 61 |
| MEMO: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TOTAL NET REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private equity | \$ | 48 | \$ | 115 | \$ | 296 | \$ | 172 | \$ | (1) | (58) | NM | \$ | 163 | \$ | (450) | NM |
| Corporate |  | 1,802 |  | 2,242 |  | 1,788 |  | 2,422 |  | 2,266 | (20) | (20) |  | 4,044 |  | 2,406 | 68 |
| TOTAL NET REVENUE |  | 1,850 | \$ | 2,357 | \$ | 2,084 |  | $\underline{2,594}$ |  | 2,265 | (22) | (18) | \$ | 4,207 | \$ | 1,956 | 115 |
| NET INCOME/(LOSS) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private equity | \$ | 11 | \$ | 55 | \$ | 141 | \$ | 88 | \$ | (27) | (80) | NM | \$ | 66 | \$ | (307) | NM |
| Corporate (e) |  | 642 |  | 173 |  | 1,056 |  | 1,199 |  | 835 | 271 | (23) |  | 815 |  | 853 | (4) |
| TOTAL NET INCOME/(LOSS) | \$ | 653 | \$ | 228 | \$ | 1,197 |  | 1,287 |  | 808 | 186 | (19) | \$ | 881 | \$ | 546 | 61 |
| Headcount |  | 19,482 |  | 19,307 |  | 20,119 |  | 20,747 |  | 21,522 | 1 | (9) |  | 19,482 |  | 21,522 | (9) |

(a) Total net revenue included tax-equivalent adjustments, predominantly due to tax-exempt income from municipal bond investments of $\$ 57$ million, $\$ 48$ million, $\$ 41$ million, $\$ 40$ million and $\$ 44$ million for the quarters ended June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and $\$ 105$ million and $\$ 70$ million for year-to-date 2010 and 2009, respectively.
(b) The first quarter of 2010 included a $\$ 2.3$ billion increase reflecting increased litigation reserves, including those for mortgage-related matters. The second quarter of 2009 included a $\$ 675$ million FDIC special assessment.
(c) The income tax expense in the first quarter of 2010 and fourth quarter of 2009 includes tax benefits recognized upon the resolution of tax audits.
(d) On September 25, 2008, JPMorgan Chase acquired the banking operations of Washington Mutual. The acquisition resulted in negative goodwill, and accordingly, the Firm recognized an extraordinary gain. A preliminary gain of $\$ 1.9$ billion was recognized at December 31, 2008. The final total extraordinary gain that resulted from the Washington Mutual transaction was $\$ 2.0$ billion.
(e) The 2009 periods included merger costs and the extraordinary gain related to the Washington Mutual transaction, as well as items related to the Bear Stearns merger, including merger costs, asset management liquidation costs and Bear Stearns Private Client Services (which was renamed to JPMorgan Securities effective January 2010) broker retention expense.

Page 30

JPMORGAN CHASE \& CO.

## CORPORATE/PRIVATE EQUITY

## FINANCIAL HIGHLIGHTS, CONTINUED

## (in millions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | $\underline{\text { 2Q09 }}$ |  |  |  |  |  |  |  |  |  |  |  |
| SUPPLEMENTAL INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TREASURY and CIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securities gains (a) | \$ | 989 |  |  | \$ | 610 | \$ | 378 | \$ | 181 | \$ | 374 | 62\% | 164\% | \$ | 1,599 | \$ | 588 | 172\% |
| Investment securities portfolio (average) |  | 320,578 |  | 330,584 |  | 353,224 |  | 39,745 |  | ,263 | (3) | (5) |  | 325,553 |  | 1,219 | 8 |
| Investment securities portfolio (ending) |  | 305,288 |  | 337,442 |  | 340,163 |  | 51,823 |  | ,414 | (10) | (6) |  | 305,288 |  | ,414 | (6) |
| Mortgage loans (average) |  | 8,539 |  | 8,162 |  | 7,794 |  | 7,469 |  | 7,228 | 5 | 18 |  | 8,352 |  | 7,219 | 16 |
| Mortgage loans (ending) |  | 8,900 |  | 8,368 |  | 8,023 |  | 7,665 |  | 7,368 | 6 | 21 |  | 8,900 |  | 7,368 | 21 |
| PRIVATE EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private equity gains/(losses) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Realized gains | \$ | 78 | \$ | 113 | \$ | 12 | \$ | 57 | \$ | 25 | (31) | 212 | \$ | 191 | \$ | 40 | 378 |
| Unrealized gains/(losses) (b) |  | (7) |  | (75) |  | 224 |  | 88 |  | 16 | 91 | NM |  | (82) |  | (393) | 79 |
| Total direct investments |  | 71 |  | 38 |  | 236 |  | 145 |  | 41 | 87 | 73 |  | 109 |  | (353) | NM |
| Third-party fund investments |  | 4 |  | 98 |  | 37 |  | 10 |  | (61) | (96) | NM |  | 102 |  | (129) | NM |
| Total private equity gains/(losses) (c) | \$ | 75 | \$ | 136 | \$ | 273 | \$ | 155 | \$ | (20) | (45) | NM | \$ | 211 | \$ | (482) | NM |


(a) All periods reflect repositioning of the Corporate investment securities portfolio, and exclude gains/losses on securities used to manage risk associated with MSRs.
(b) Unrealized gains/(losses) contain reversals of unrealized gains and losses that were recognized in prior periods and have now been realized.
(c) Included in principal transactions revenue in the Consolidated Statements of Income.
(d) Unfunded commitments to third-party private equity funds were $\$ 1.2$ billion, $\$ 1.4$ billion, $\$ 1.5$ billion, $\$ 1.4$ billion and $\$ 1.5$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively.

JPMORGAN CHASE \& CO.

## CREDIT-RELATED INFORMATION

(in millions)

(a) Includes Investment Bank, Commercial Banking, Treasury \& Securities Services and Asset Management.
(b) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating
to credit card securitizations are equivalent for periods beginning after January 1, 2010. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(c) Includes Retail Financial Services, Card Services and residential mortgage loans reported in the Corporate/Private Equity segment to be risk managed by the Chief Investment Office.
(d) Purchased credit-impaired loans represent loans acquired in the Washington Mutual transaction for which a deterioration in credit quality occurred between the origination date and JPMorgan Chase's acquisition date. These loans were initially recorded at fair value and accrete interest income over the estimated lives of the loans as long as cash flows are reasonably estimable, even if the underlying loans are contractually past due.
(e) Represents the remaining balance of loans measured at fair value within the Washington Mutual Master Trust that were consolidated onto the Firm's balance sheet during the second quarter of 2009. No allowance for loan losses was recorded for these loans as of December 31, 2009, September 30, 2009 and June 30, 2009.
(f) Included loans for prime mortgage of $\$ 185$ million, $\$ 558$ million, $\$ 450$ million, $\$ 187$ million and $\$ 589$ million at June 30 , 2010, March 31 , 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively, and other (largely student loans) of $\$ 249$ million, $\$ 2.3$ billion, $\$ 1.7$ billion, $\$ 1.4$ billion and $\$ 1.4$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively
(g) Primarily represents total wholesale loans, derivative receivables, wholesale lending-related commitments and receivables from customers
(h) Represents total consumer loans and excludes consumer lending-related commitments. N/A: Not Applicable.

JPMORGAN CHASE \& CO.
CREDIT-RELATED INFORMATION, CONTINUED
(in millions)

|  | $\begin{aligned} & \text { Jun } 30 \\ & 2010 \end{aligned}$ | $\begin{gathered} \text { Mar } 31 \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Dec } 31 \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Sep } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \end{gathered}$ | June 30, 2010 Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | $\begin{gathered} \hline \text { Mar 31 } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \\ \hline \end{gathered}$ |
| CREDIT EXPOSURE (continued) |  |  |  |  |  |  |  |
| Risk profile of wholesale credit exposure: |  |  |  |  |  |  |  |
| Investment-grade | \$463,223 | \$457,471 | \$460,702 | \$474,005 | \$491,168 | 1\% | (6)\% |
| Noninvestment-grade: |  |  |  |  |  |  |  |
| Noncriticized | 128,020 | 129,368 | 133,557 | 141,578 | 141,408 | (1) | (9) |
| Criticized performing | 20,911 | 23,451 | 26,095 | 27,217 | 26,453 | (11) | (21) |
| Criticized nonperforming | 5,600 | 6,258 | 7,088 | 8,118 | 6,533 | (11) | (14) |
| Total noninvestmentgrade | 154,531 | 159,077 | 166,740 | 176,913 | 174,394 | (3) | (11) |
| Loans held-for-sale and loans at fair value | 3,839 | 4,079 | 4,098 | 5,235 | 7,545 | (6) | (49) |
| Receivables from customers | 22,966 | 16,314 | 15,745 | 13,148 | 12,977 | 41 | 77 |
| Interests in purchased receivables (a) | 1,836 | 2,579 | 2,927 | 2,329 | 2,972 | (29) | (38) |
| Total wholesale exposure | \$646,395 | \$639,520 | \$650,212 | \$671,630 | \$689,056 | 1 | (6) |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
Note: The risk profile is based on JPMorgan Chase's internal risk ratings. For further details on the Firm's internal risk ratings, refer to Glossary of Terms on page 43.

JPMORGAN CHASE \& CO.
CREDIT-RELATED INFORMATION, CONTINUED
(in millions, except ratio data)

|  | $\begin{gathered} \text { Jun } 30 \\ 2010 \end{gathered}$ | $\begin{gathered} \text { Mar } 31 \\ 2010 \end{gathered}$ | $\begin{gathered} \text { Dec } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sep } 30 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \end{gathered}$ | June 30, 2010 Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | $\begin{gathered} \hline \text { Mar 31 } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \\ \hline \end{gathered}$ |
| NONPERFORMING ASSETS AND RATIOS |  |  |  |  |  |  |  |
| WHOLESALE LOANS |  |  |  |  |  |  |  |
| Loans retained | \$ 5,285 | \$ 5,895 | \$ 6,559 | \$ 7,494 | \$ 5,829 | (10)\% | (9)\% |
| Loans held-for-sale and loans at fair value | 375 | 331 | 345 | 146 | 133 | 13 | 182 |
| TOTAL WHOLESALE LOANS | 5,660 | 6,226 | 6,904 | 7,640 | 5,962 | (9) | (5) |
| CONSUMER LOANS |  |  |  |  |  |  |  |
| Home loan portfolio: |  |  |  |  |  |  |  |
| Home equity | 1,211 | 1,427 | 1,665 | 1,598 | 1,487 | (15) | (19) |
| Prime mortgage | 4,653 | 4,579 | 4,355 | 4,007 | 3,501 | 2 | 33 |
| Subprime mortgage | 3,115 | 3,331 | 3,248 | 3,233 | 2,773 | (6) | 12 |
| Option ARMs | 409 | 348 | 312 | 244 | 182 | 18 | 125 |
| Total home loan portfolio | 9,388 | 9,685 | 9,580 | 9,082 | 7,943 | (3) | 18 |
| Auto loans | 155 | 174 | 177 | 179 | 154 | (11) | 1 |
| Credit card - reported | 3 | 3 | 3 | 3 | 4 | - | (25) |
| Other loans | 973 | 962 | 900 | 863 | 722 | 1 | 35 |
| TOTAL CONSUMER LOANS <br> (a)(b) | 10,519 | 10,824 | 10,660 | 10,127 | 8,823 | (3) | 19 |
| TOTAL NONPERFORMING LOANS REPORTED (c) | 16,179 | 17,050 | 17,564 | 17,767 | 14,785 | (5) | 9 |
| Derivative receivables | 315 | 363 | 529 | 624 | 704 | (13) | (55) |
| Assets acquired in loan satisfactions | 1,662 | 1,606 | 1,648 | 1,971 | 2,028 | 3 | (18) |
| TOTAL NONPERFORMING ASSETS (a) | \$18,156 | \$19,019 | \$19,741 | \$20,362 | \$17,517 | (5) | 4 |
| TOTAL NONPERFORMING LOANS TO TOTAL LOANS REPORTED | 2.31\% | 2.39\% | 2.77\% | 2.72\% | 2.17\% |  |  |

NONPERFORMING ASSETS BY LOB

| Investment Bank | \$ 2,726 | \$ 3,289 | \$ 4,236 | \$ 5,782 | \$ 4,534 | (17) | (40) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Financial Services (b) | 11,731 | 11,974 | 11,864 | 11,641 | 10,351 | (2) | 13 |
| Card Services | 3 | 3 | 3 | 3 | 4 | - | (25) |
| Commercial Banking | 3,285 | 3,186 | 2,989 | 2,461 | 2,255 | 3 | 46 |
| Treasury \& Securities Services | 14 | 14 | 14 | 14 | 14 | - | - |
| Asset Management | 337 | 498 | 582 | 422 | 326 | (32) | 3 |
| Corporate/Private Equity (d) | 60 | 55 | 53 | 39 | 33 | 9 | 82 |
| TOTAL | \$18,156 | \$19,019 | \$19,741 | \$20,362 | \$17,517 | (5) | 4 |

(a) Nonperforming assets exclude: (1) nonaccruing mortgage loans insured by U.S. government agencies of $\$ 10.1$ billion, $\$ 10.5$ billion, $\$ 9.0$ billion, $\$ 7.0$ billion and $\$ 4.2$ billion at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; (2) real estate owned insured by U.S. government agencies of $\$ 1.4$ billion, $\$ 707$ million, $\$ 579$ million, $\$ 579$ million and $\$ 508$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively; and (3) student loans that are 90 days past due and still accruing, which are insured by U.S. government agencies under the Federal Family Education Loan Program, of $\$ 447$ million, $\$ 581$ million, $\$ 542$ million, $\$ 511$ million and $\$ 473$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. These amounts are excluded as reimbursement is proceeding normally. In addition, the Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status as permitted by regulatory guidance. Under guidance issued by the Federal Financial Institutions Examination Council, credit card loans are charged off by the end of the month in which the account becomes 180 days past due or within 60 days from receiving notification about a specified event (e.g., bankruptcy of the borrower), whichever is earlier.
(b) Excludes home lending purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans are accounted for on a pool basis, and the pools are considered to be performing. Also excludes loans held-for-sale and loans at fair value.
(c) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(d) Predominantly relates to held-for-investment prime mortgage loans.


JPMORGAN CHASE \& CO.
JPMorgan Chase \& Co.

## CREDIT-RELATED INFORMATION, CONTINUED

(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| GROSS CHARGE-OFFS (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale loans | \$ | 264 |  |  | \$ | 1,014 | \$ | 1,230 | \$ | 1,093 | \$ | 697 | (74)\% | (62)\% | \$ | 1,278 | \$ | 903 | 42\% |
| Consumer loans, excluding credit card |  | 1,874 |  | 2,555 |  | 2,825 |  | 2,634 |  | 2,718 | (27) | (31) |  | 4,429 |  | 4,962 | (11) |
| Credit card loans - reported |  | 4,063 |  | 4,882 |  | 2,405 |  | 2,894 |  | 2,883 | (17) | 41 |  | 8,945 |  | 5,072 | 76 |
| Total loans - reported |  | 6,201 |  | 8,451 |  | 6,460 |  | 6,621 |  | 6,298 | (27) | (2) |  | 14,652 |  | 10,937 | 34 |
| Credit card loans - securitized |  | N/A |  | N/A |  | 1,733 |  | 1,810 |  | 1,776 | NM | NM |  | N/A |  | 3,355 | NM |
| Total loans - managed |  | 6,201 |  | 8,451 |  | 8,193 |  | 8,431 |  | 8,074 | (27) | (23) |  | 14,652 |  | 14,292 | 3 |
| RECOVERIES (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale loans |  | 33 |  | 55 |  | 26 |  | 35 |  | 18 | (40) | 83 |  | 88 |  | 33 | 167 |
| Consumer loans, excluding credit card |  | 112 |  | 116 |  | 74 |  | 13 |  | 67 | (3) | 67 |  | 228 |  | 135 | 69 |
| Credit card loans - reported |  | 342 |  | 370 |  | 183 |  | 200 |  | 194 | (8) | 76 |  | 712 |  | 354 | 101 |
| Total loans - reported |  | 487 |  | 541 |  | 283 |  | 248 |  | 279 | (10) | 75 |  | 1,028 |  | 522 | 97 |
| Credit card loans - securitized |  | N/A |  | N/A |  | 116 |  | 112 |  | 112 | NM | NM |  | N/A |  | 227 | NM |
| Total loans - managed |  | 487 |  | 541 |  | 399 |  | 360 |  | 391 | (10) | 25 |  | 1,028 |  | 749 | 37 |
| NET CHARGE-OFFS (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale loans |  | 231 |  | 959 |  | 1,204 |  | 1,058 |  | 679 | (76) | (66) |  | 1,190 |  | 870 | 37 |
| Consumer loans, excluding credit card |  | 1,762 |  | 2,439 |  | 2,751 |  | 2,621 |  | 2,651 | (28) | (34) |  | 4,201 |  | 4,827 | (13) |
| Credit card loans - reported |  | 3,721 |  | 4,512 |  | 2,222 |  | 2,694 |  | 2,689 | (18) | 38 |  | 8,233 |  | 4,718 | 75 |
| Total loans - reported |  | 5,714 |  | 7,910 |  | 6,177 |  | 6,373 |  | 6,019 | (28) | (5) |  | 13,624 |  | 10,415 | 31 |
| Credit card loans - securitized |  | N/A |  | N/A |  | 1,617 |  | 1,698 |  | 1,664 | NM | NM |  | N/A |  | 3,128 | NM |
| Total loans - managed | \$ | 5,714 | \$ | 7,910 | \$ | 7,794 | \$ | 8,071 | \$ | 7,683 | (28) | (26) | \$ | 13,624 | \$ | 13,543 | 1 |
| NET CHARGE-OFF RATES (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale retained loans |  | 0.44\% |  | 1.84\% |  | 2.31\% |  | 1.93\% |  | 1.19\% |  |  |  | 1.14\% |  | 0.75\% |  |
| Consumer retained loans |  | 4.49 |  | 5.56 |  | 4.60 |  | 4.79 |  | 4.69 |  |  |  | 5.03 |  | 4.15 |  |
| Total retained loans reported |  | 3.28 |  | 4.46 |  | 3.85 |  | 3.84 |  | 3.52 |  |  |  | 3.88 |  | 3.01 |  |
| Consumer loans - managed |  | 4.49 |  | 5.56 |  | 5.08 |  | 5.29 |  | 5.20 |  |  |  | 5.03 |  | 4.65 |  |
| Total loans - managed |  | 3.28 |  | 4.46 |  | 4.29 |  | 4.30 |  | 4.00 |  |  |  | 3.88 |  | 3.49 |  |
| Consumer loans - managed excluding purchased creditimpaired loans (b) |  | 5.34 |  | 6.61 |  | 6.05 |  | 6.29 |  | 6.18 |  |  |  | 5.98 |  | 5.53 |  |
| Total loans - managed excluding purchased creditimpaired loans (b) |  | 3.69 |  | 5.03 |  | 4.84 |  | 4.85 |  | 4.51 |  |  |  | 4.36 |  | 3.93 |  |


| Memo: Average Retained <br> Loans (a) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Wholesale loans - reported | $\$ 209,016$ | $\$ 211,599$ | $\$ 206,846$ | $\$ 217,952$ | $\$ 229,105$ | $\$ 210,300$ |
| Consumer loans - reported | 490,149 | 506,949 | 428,964 | 440,376 | 456,292 | 498,503 |
| Total loans - reported | 699,165 | 718,548 | 635,810 | 658,328 | 685,397 | 464,871 |
| Consumer loans - managed | 490,149 | 506,949 | 514,416 | 526,393 | 540,709 | 697,932 |
| Total loans - managed | 699,165 | 718,548 | 721,262 | 744,345 | 769,814 | 549,077 |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are equivalent for periods beginning after January 1, 2010. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Excludes the impact of purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction. These loans were accounted for at fair value on the acquisition date, which incorporated management's estimate, as of that date, of credit losses over the remaining life of the portfolio. To date, no charge-offs have been recorded for these loans.
N/A: Not Applicable.

JPMORGAN CHASE \& CO.

## CREDIT-RELATED INFORMATION, CONTINUED

## (in millions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3009 | 2 O 09 | 2Q10 | ge | 2010 | 2009 | $\frac{2010 \text { Change }}{2009}$ |
| SUMMARY OF CHANGES IN THE ALLOWANCES | 2Q10 | 1Q10 |  | 3Q09 | 2Q09 |  |  |  |  |  |
| ALLOWANCE FOR LOAN LOSSES |  |  |  |  |  |  |  |  |  |  |
| Beginning balance at January 1, | \$ 38,186 | \$ 31,602 | \$ 30,633 | \$ 29,072 | \$ 27,381 | 21\% | 39\% | \$ 31,602 | \$ 23,164 | 36\% |
| Cumulative effect of change in accounting principles (a) | - | 7,494 | - | - | - | NM | - | 7,494 | - | NM |
| Net charge-offs (a) | 5,714 | 7,910 | 6,177 | 6,373 | 6,019 | (28) | (5) | 13,624 | 10,415 | 31 |
| Provision for loan losses (a) | 3,380 | 6,991 | 7,166 | 8,029 | 7,923 | (52) | (57) | 10,371 | 16,540 | (37) |
| Other (b) | (16) | 9 | (20) | (95) | (213) | NM | 92 | (7) | (217) | 97 |
| Ending balance | \$35,836 | \$ 38,186 | \$ 31,602 | \$ 30,633 | \$29,072 | (6) | 23 | \$35,836 | \$29,072 | 23 |

## ALLOWANCE FOR LENDING-RELATED <br> COMMITMENTS



| ALLOWANCE FOR LOAN LOSSES BY LOB |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Bank (a) | \$ 2,149 | \$ 2,601 | \$ 3,756 | \$ 4,703 | \$ 5,101 | (17) | (58) |
| Retail Financial Services (a) | 16,152 | 16,200 | 14,776 | 13,286 | 11,832 | - | 37 |
| Card Services (a) | 14,524 | 16,032 | 9,672 | 9,297 | 8,839 | (9) | 64 |
| Commercial Banking | 2,686 | 3,007 | 3,025 | 3,063 | 3,034 | (11) | (11) |
| Treasury \& Securities Services | 48 | 57 | 88 | 15 | 15 | (16) | 220 |
| Asset Management | 250 | 261 | 269 | 251 | 226 | (4) | 11 |
| Corporate/Private Equity | 27 | 28 | 16 | 18 | 25 | (4) | 8 |
| Total | \$ 35,836 | \$ 38,186 | \$ 31,602 | \$ 30,633 | \$29,072 | (6) | 23 |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) Activity for the third and second quarters of 2009 predominantly included a reclassification related to the issuance and retention of securities from the Chase Issuance Trust.

JPMORGAN CHASE \& CO.

## CREDIT-RELATED INFORMATION, CONTINUED

(in millions, except ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |
|  | 2Q10 | 1Q10 | 4Q09 | 3 Q 09 | 2Q09 | 1Q10 | 2Q09 |
| ALLOWANCE COMPONENTS AND RATIOS |  |  |  |  |  |  |  |
| ALLOWANCE FOR LOAN LOSSES |  |  |  |  |  |  |  |
| Wholesale |  |  |  |  |  |  |  |
| Asset specific (a) | \$ 1,324 | \$ 1,557 | \$ 2,046 | \$ 2,410 | \$ 2,108 | (15)\% | (37)\% |
| Formula - based | 3,824 | 4,385 | 5,099 | 5,631 | 6,284 | (13) | (39) |
| Total wholesale | 5,148 | 5,942 | 7,145 | 8,041 | 8,392 | (13) | (39) |
| Consumer |  |  |  |  |  |  |  |
| Asset specific (b) | 1,184 | 1,010 | 996 | 1,009 | 801 | 17 | 48 |
| Formula - based (a)(c)(d) | 26,693 | 28,423 | 21,880 | 20,493 | 19,879 | (6) | 34 |
| Purchased credit-impaired (d) | 2,811 | 2,811 | 1,581 | 1,090 | - | - | NM |
| Total consumer | 30,688 | 32,244 | 24,457 | 22,592 | 20,680 | (5) | 48 |
| Total allowance for loan losses | 35,836 | 38,186 | 31,602 | 30,633 | 29,072 | (6) | 23 |
| Allowance for lending-related commitments | 912 | 940 | 939 | 821 | 746 | (3) | 22 |
| Total allowance for credit losses | \$36,748 | \$39,126 | \$32,541 | \$31,454 | \$29,818 | (6) | 23 |

CREDIT RATIOS

| Wholesale allowance to total wholesale retained loans | 2.42\% | 2.83\% | 3.57\% | 3.76\% | 3.75\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer allowance to total consumer retained loans | 6.36 | 6.49 | 5.73 | 5.22 | 4.63 |
| Allowance to total retained loans | 5.15 | 5.40 | 5.04 | 4.74 | 4.33 |
| Consumer allowance to consumer retained nonperforming loans (e) | 292 | 298 | 229 | 223 | 234 |
| Consumer allowance to consumer retained nonperforming loans excluding credit card (e) | 154 | 150 | 139 | 131 | 134 |
| CREDIT RATIOS excluding purchased credit-impaired loans (f) |  |  |  |  |  |
| Consumer allowance to total consumer retained loans (f)(g) | 6.88 | 7.05 | 6.63 | 6.21 | 5.80 |
| Allowance to retained loans (f)(g) | 5.34 | 5.64 | 5.51 | 5.28 | 5.01 |
| Consumer allowance to consumer retained nonperforming loans (e)(f)(g) | 265 | 272 | 215 | 212 | 234 |
| Consumer allowance to consumer retained nonperforming loans excluding credit card (e)(f) | 127 | 124 | 124 | 121 | 134 |
| Allowance to total retained nonperforming loans (f)(g) | 209 | 212 | 174 | 168 | 198 |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
(b) The asset-specific consumer allowance for loan losses includes troubled debt restructuring reserves of $\$ 946$ million, $\$ 754$ million, $\$ 754$ million, $\$ 756$ million and $\$ 603$ million at June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009 and June 30, 2009, respectively. Prior period amounts have been reclassified from formula-based to conform with the current period presentation.
(c) Includes all of the Firm's allowance for loan losses on credit card loans, including those for which the Firm has modified the terms of the loans for borrowers who are experiencing financial difficulty.
(d) Prior period amounts have been reclassified from formula-based to conform with the current period presentation.
(e) The Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status as permitted by regulatory guidance. Under guidance issued by the Federal Financial Institutions Examination Council, credit card loans are charged off by the end of the month in which the account becomes 180 days past due or within 60 days from receiving notification about a specified event (e.g., bankruptcy of the borrower), whichever is earlier.
(f) Excludes the impact of purchased credit-impaired loans that were acquired as part of the Washington Mutual transaction, as well as the related allowance recorded on these loans. These loans were accounted for at fair value on the acquisition date, which incorporated
management's estimate, as of that date, of credit losses over the remaining life of the portfolio. To date, no charge-offs have been recorded for these loans.
(g) Excludes loans held by the Washington Mutual Master Trust, which were consolidated onto the Firm's balance sheet at fair value during the second quarter of 2009. No allowance for loan losses was recorded for these loans as of December 31, 2009, September 30, 2009, and June 30, 2009. The balance of these loans held by the Washington Mutual Master Trust was zero at June 30, 2010 and March 31, 2010.

JPMORGAN CHASE \& CO.

## CREDIT-RELATED INFORMATION, CONTINUED

## (in millions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 2Q10 Change |  |  | 2009 | $\frac{2010 \text { Change }}{2009}$ |
|  | 2Q10 | 1Q10 | 4Q09 | 3Q09 | 2Q09 | 1Q10 | 2Q09 | 2010 |  |  |
| PROVISION FOR CREDIT LOSSES |  |  |  |  |  |  |  |  |  |  |
| LOANS |  |  |  |  |  |  |  |  |  |  |
| Investment Bank (a) | \$ (418) | \$ (477) | \$ (265) | \$ 330 | \$ 815 | 12\% | NM\% | \$ (895) | \$ 2,089 | NM\% |
| Commercial Banking | (143) | 204 | 445 | 326 | 280 | NM | NM | 61 | 543 | (89) |
| Treasury \& Securities Services | (8) | (31) | 73 | 1 | (20) | 74 | 60 | (39) | (40) | 3 |
| Asset Management | 15 | 31 | 53 | 37 | 59 | (52) | (75) | 46 | 93 | (51) |
| Corporate/Private Equity | (1) | 16 | (2) | (6) | 7 | NM | NM | 15 | 7 | 114 |
| Total wholesale | (555) | (257) | 304 | 688 | 1,141 | (116) | NM | (812) | 2,692 | NM |
| Retail Financial Services (a) | 1,715 | 3,735 | 4,228 | 4,004 | 3,841 | (54) | (55) | 5,450 | 7,718 | (29) |
| Card Services - reported (a) | 2,221 | 3,512 | 2,622 | 3,269 | 2,939 | (37) | (24) | 5,733 | 6,128 | (6) |
| Corporate/Private Equity | (1) | 1 | 12 | 68 | 2 | NM | NM | - | 2 | NM |
| Total consumer | 3,935 | 7,248 | 6,862 | 7,341 | 6,782 | (46) | (42) | 11,183 | 13,848 | (19) |
| Total provision for loan losses | \$ 3,380 | \$6,991 | \$7,166 | \$8,029 | \$7,923 | (52) | (57) | \$ 10,371 | \$ 16,540 | (37) |


| LENDING-RELATED COMMITMENTS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Bank (a) | \$ 93 | \$ 15 | \$ 84 | \$ 49 | \$ 56 | NM | 66 | \$ 108 | \$ (8) | NM |
| Commercial Banking | (92) | 10 | 49 | 29 | 32 | NM | NM | (82) | 62 | NM |
| Treasury \& Securities Services | (8) | (8) | (20) | 12 | 15 | - | NM | (16) | 29 | NM |
| Asset Management | (10) | 4 | 5 | 1 | - | NM | NM | (6) | (1) | (500) |
| Corporate/Private Equity | - | - | (1) | - | - | - | - | - | - | ) |
| Total wholesale | (17) | 21 | 117 | 91 | 103 | NM | NM | 4 | 82 | (95) |
| Retail Financial Services | - | (2) | 1 | (16) | 5 | NM | NM | (2) | 5 | NM |
| Card Services - reported | - | - | - | - | - | - | - | - | - | - |
| Corporate/Private Equity | - | - | - | - | - | - | - | - | - | - |
| Total consumer | - | (2) | 1 | (16) | 5 | NM | NM | (2) | 5 | NM |
| Total provision for lendingrelated commitments | \$ (17) | \$ 19 | \$ 118 | \$ 75 | \$ 108 | NM | NM | \$ 2 | \$ 87 | (98) |
| TOTAL PROVISION FOR CREDIT LOSSES |  |  |  |  |  |  |  |  |  |  |
| Investment Bank (a) | \$ (325) | \$ (462) | \$ (181) | \$ 379 | \$ 871 | 30 | NM | \$ (787) | \$ 2,081 | NM |
| Commercial Banking | (235) | 214 | 494 | 355 | 312 | NM | NM | (21) | 605 | NM |
| Treasury \& Securities Services | (16) | (39) | 53 | 13 | (5) | 59 | (220) | (55) | (11) | (400) |
| Asset Management | 5 | 35 | 58 | 38 | 59 | (86) | (92) | 40 | 92 | (57) |
| Corporate/Private Equity | (1) | 16 | (3) | (6) | 7 | NM | NM | 15 | 7 | 114 |
| Total wholesale | (572) | (236) | 421 | 779 | 1,244 | (142) | NM | (808) | 2,774 | NM |
| Retail Financial Services (a) | 1,715 | 3,733 | 4,229 | 3,988 | 3,846 | (54) | (55) | 5,448 | 7,723 | (29) |
| Card Services - reported (a) | 2,221 | 3,512 | 2,622 | 3,269 | 2,939 | (37) | (24) | 5,733 | 6,128 | (6) |
| Corporate/Private Equity | (1) | 1 | 12 | 68 | 2 | NM | NM | - | 2 | NM |
| Total consumer | 3,935 | 7,246 | 6,863 | 7,325 | 6,787 | (46) | (42) | 11,181 | 13,853 | (19) |
| Total provision for credit losses | 3,363 | 7,010 | 7,284 | 8,104 | 8,031 | (52) | (58) | 10,373 | 16,627 | (38) |
| Credit card loans - securitized (a) | N/A | N/A | 1,617 | 1,698 | 1,664 | NM | NM | N/A | 3,128 | NM |
| Managed provision for credit losses (a) | \$ 3,363 | \$7,010 | \$8,901 | \$9,802 | \$ 9,695 | (52) | (65) | \$10,373 | \$ 19,755 | (47) |

(a) Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are equivalent for periods beginning after January 1, 2010. For further details regarding the Firm's application and impact of the new guidance, see footnote (a) on page 3.
N/A: Not Applicable.
Page 38

JPMORGAN CHASE \& CO.
MARKET RISK-RELATED INFORMATION (in millions)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | 2010 Change |
|  |  |  | 1Q10 | 2Q09 |  |  | 2009 |  |  |  |  |  |  |
| AVERAGE IB TRADING VAR, CREDIT PORTFOLIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| VAR AND OTHER VAR - 95\% CONFIDENCE LEVEL |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| IB VaR by risk type: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income | \$ | 64 |  |  | \$ | 69 |  |  | \$ | 121 | \$ | 182 | \$ | 179 | (7)\% | (64)\% | \$ | 66 | \$ |  | (61)\% |
| Foreign exchange |  | 10 |  | 13 |  | 14 |  | 19 |  | 16 | (23) | (38) |  | 12 |  | 19 | (37) |
| Equities |  | 20 |  | 24 |  | 21 |  | 19 |  | 50 | (17) | (60) |  | 22 |  | 73 | (70) |
| Commodities and other |  | 20 |  | 15 |  | 17 |  | 23 |  | 22 | 33 | (9) |  | 18 |  | 21 | (14) |
| Diversification benefit to IB trading VaR (a) |  | (42) |  | (49) |  | (62) |  | (97) |  | (97) | 14 | 57 |  | (46) |  | (101) | 54 |
| IB Trading VaR (b) |  | 72 |  | 72 |  | 111 |  | 146 |  | 170 | - | (58) |  | 72 |  | 180 | (60) |
| Credit portfolio VaR (c) |  | 27 |  | 19 |  | 24 |  | 29 |  | 68 | 42 | (60) |  | 23 |  | 77 | (70) |
| Diversification benefit to IB trading and credit portfolio VaR (a) |  | (9) |  | (9) |  | (11) |  | (32) |  | (60) | - | 85 |  | (9) |  | (62) | 85 |
| Total IB trading and credit portfolio VaR |  | 90 |  | 82 |  | 124 |  | 143 |  | 178 | 10 | (49) |  | 86 |  | 195 | (56) |
| Consumer Lending VaR (d) |  | 24 |  | 25 |  | 29 |  | 49 |  | 43 | (4) | (44) |  | 25 |  | 75 | (67) |
| Chief Investment Office (CIO) VaR (e) |  | 72 |  | 70 |  | 78 |  | 99 |  | 111 | 3 | (35) |  | 71 |  | 116 | (39) |
| Diversification benefit to total other VaR (a) |  | (14) |  | (13) |  | (19) |  | (31) |  | (29) | (8) | 52 |  | (14) |  | (45) | 69 |
| Total other VaR |  | 82 |  | 82 |  | 88 |  | 117 |  | 125 | - | (34) |  | 82 |  | 146 | (44) |
| Diversification benefit to total IB and other $\operatorname{VaR}(\mathrm{a})$ |  | (79) |  | (66) |  | (67) |  | (82) |  | (89) | (20) | 11 |  | (73) |  | (91) | 20 |
| Total IB and other VaR (f) | \$ |  | \$ | 98 | \$ | 145 | \$ | 178 | \$ | 214 | (5) | (57) | \$ |  | \$ | 250 | (62) |

(a) Average VaRs were less than the sum of the VaRs of their market risk components, which is due to risk offsets resulting from portfolio diversification. The diversification effect reflected the fact that the risks were not perfectly correlated. The risk of a portfolio of positions is therefore usually less than the sum of the risks of the positions themselves.
(b) IB Trading VaR includes predominantly all trading activities in IB, as well as syndicated lending facilities that the Firm intends to distribute; however, particular risk parameters of certain products are not fully captured, such as correlation risk. IB Trading VaR does not include the debit valuation adjustments ("DVA") taken on derivative and structured liabilities to reflect the credit quality of the Firm.
(c) Credit Portfolio VaR includes the derivative credit valuation adjustments ("CVA"), hedges of the CVA and mark-to-market hedges of the retained loan portfolio, which are all reported in principal transactions revenue. This VaR does not include the retained loan portfolio.
(d) Consumer Lending VaR includes the Firm's mortgage pipeline and warehouse, MSR and all related hedges.
(e) Chief Investment Office (CIO) VaR includes positions, primarily in debt securities and credit products, used to manage structural risk and other risks, including interest rate, and credit risks arising from the Firm's ongoing business activities.
(f) Total IB and other VaR excludes certain nontrading activity, such as Private Equity, principal investing (e.g., mezzanine financing, taxoriented investments, etc.), balance sheet and capital management positions and longer-term corporate investments managed by the CIO.

JPMORGAN CHASE \& CO.
CAPITAL AND OTHER SELECTED BALANCE SHEET ITEMS
(in millions, except ratio data)

|  | $\begin{gathered} \text { Jun } 30 \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar } 31 \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { Dec } 31 \\ 2009 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep } 30 \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { Jun } 30 \\ 2009 \end{gathered}$ |  | June 30, 2010 Change |  | YEAR-TO-DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Mar } 31 \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun } 30 \\ 2009 \\ \hline \end{gathered}$ |  |  | 2010 | 2009 |  |  | $\frac{2010 \text { Change }}{2009}$ |
| CAPITAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 137,077 (d) |  |  | \$ | 131,350 |  |  | \$ | 132,971 | \$ | 126,541 | \$ | 122,174 | 4\% | 12\% |  |  |  |
| Total capital |  | 178,291 (d) |  | 173,332 |  | 177,073 |  | 171,804 |  | 167,767 | 3 | 6 |  |  |  |
| Tier 1 common capital (a) |  | 108,175 (d) |  | 103,908 |  | 105,284 |  | 101,420 |  | 96,850 | 4 | 12 |  |  |  |
| Risk-weighted assets |  | 1,130,890 (d) |  | 1,147,008 |  | 1,198,006 |  | 1,237,760 |  | 1,260,237 | (1) | (10) |  |  |  |
| Adjusted average assets |  | 1,983,839 (d) |  | 1,981,060 |  | 1,933,767 |  | 1,940,689 |  | 1,969,339 | - | 1 |  |  |  |
| Tier 1 capital ratio |  | 12.1\% (d) |  | 11.5\% |  | 11.1\% |  | 10.2\% |  | 9.7\% |  |  |  |  |  |
| Total capital ratio |  | 15.8 (d) |  | 15.1 |  | 14.8 |  | 13.9 |  | 13.3 |  |  |  |  |  |
| Tier 1 common capital ratio (a) |  | 9.6 (d) |  | 9.1 |  | 8.8 |  | 8.2 |  | 7.7 |  |  |  |  |  |
| Tier 1 leverage ratio |  | 6.9 (d) |  | 6.6 |  | 6.9 |  | 6.5 |  | 6.2 |  |  |  |  |  |
| TANGIBLE COMMON EQUITY (PERIOD-END) (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stockholders' equity | \$ | 162,968 | \$ | 156,569 | \$ | 157,213 | \$ | 154,101 | \$ | 146,614 | 4 | 11 |  |  |  |
| Less: Goodwill |  | 48,320 |  | 48,359 |  | 48,357 |  | 48,334 |  | 48,288 | - | - |  |  |  |
| Less: Other intangible assets |  | 4,178 |  | 4,383 |  | 4,621 |  | 4,862 |  | 5,082 | (5) | (18) |  |  |  |
| Add: Deferred tax liabilities (c) |  | 2,584 |  | 2,544 |  | 2,538 |  | 2,527 |  | 2,535 | 2 | 2 |  |  |  |
| Total tangible common equity |  | $\underline{ }$ |  | $\underline{106,371}$ |  | $\underline{106,773}$ |  | $\underline{ }$ 103,432 |  | 95,779 | 6 | 18 |  |  |  |
| TANGIBLE COMMON EQUITY (AVERAGE) (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stockholders' equity |  | 159,069 |  | 156,094 |  | 156,525 |  | 149,468 |  | 140,865 | 2 | 13 | \$ 157,590 | \$ 138,691 | 14\% |
| Less: Goodwill |  | 48,348 |  | 48,542 |  | 48,341 |  | 48,328 |  | 48,273 | - | - | 48,445 | 48,173 | 1 |
| Less: Other intangible assets |  | 4,265 |  | 4,307 |  | 4,741 |  | 4,984 |  | 5,218 | (1) | (18) | 4,285 | 5,329 | (20) |
| Add: Deferred tax liabilities (c) |  | 2,564 |  | 2,541 |  | 2,533 |  | 2,531 |  | 2,518 | 1 | 2 | 2,553 | 2,562 | - |
| Total tangible common equity |  | 109,020 |  | 105,786 |  | 105,976 |  | 98,687 |  | 89,892 | 3 | 21 | 107,413 | 87,751 | 22 |
| INTANGIBLE ASSETS (PERIODEND) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  | 48,320 |  | 48,359 |  | 48,357 |  | 48,334 |  | 48,288 | - | - |  |  |  |
| Mortgage servicing rights |  | 11,853 |  | 15,531 |  | 15,531 |  | 13,663 |  | 14,600 | (24) | (19) |  |  |  |
| Purchased credit card relationships |  | 1,051 |  | 1,153 |  | 1,246 |  | 1,342 |  | 1,431 | (9) | (27) |  |  |  |
| All other intangibles |  | 3,127 |  | 3,230 |  | 3,375 |  | 3,520 |  | 3,651 | (3) | (14) |  |  |  |
| Total intangibles |  | 64,351 |  | 68,273 |  | 68,509 |  | 66,859 |  | 67,970 | (6) | (5) |  |  |  |
| DEPOSITS (PERIOD-END) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. offices: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing |  | 208,064 |  | 210,982 |  | 204,003 |  | 195,561 |  | 192,247 | (1) | 8 |  |  |  |
| Interest-bearing |  | 433,764 |  | 436,914 |  | 439,104 |  | 415,122 |  | 433,862 | (1) | - |  |  |  |
| Non-U.S. offices: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing |  | 9,094 |  | 10,062 |  | 8,082 |  | 9,390 |  | 8,291 | (10) | 10 |  |  |  |
| Interest-bearing |  | 236,883 |  | 267,345 |  | 287,178 |  | 247,904 |  | 232,077 | (11) | 2 |  |  |  |
| Total deposits |  | 887,805 |  | 925,303 |  | 938,367 |  | 867,977 |  | 866,477 | (4) | 2 |  |  |  |

(a) The Firm uses Tier 1 common capital along with the other capital measures to assess and monitor its capital position. The Tier 1 common capital ratio is Tier 1 common capital divided by risk-weighted assets. For further discussion of Tier 1 common capital ratio, see page 42.
(b) The Firm uses return on tangible common equity, a non-GAAP financial measure, to evaluate the Firm's use of equity and to facilitate comparisons with competitors. For further discussion of ROTCE, see page 42.
(c) 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.
(d) Estimated.

JPMORGAN CHASE \& CO.
JPMorgan Chase \& Co
PER SHARE-RELATED INFORMATION
(in millions, except per share and ratio data)

|  | QUARTERLY TRENDS |  |  |  |  |  |  |  |  |  |  |  | YEAR-TO-DATE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 |  | 1Q10 |  | 4Q09 |  | 3Q09 |  | 2Q09 |  | 2Q10 Change |  | 2010 |  | 2009 |  | $\frac{2010 \text { Change }}{2009}$ |
|  |  |  | 1Q10 | 2Q09 |  |  |  |  |  |  |  |  |  |  |  |
| EARNINGS PER SHAREDATA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings per share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before extraordinary gain | \$ | 4,795 |  |  | \$ | 3,326 | \$ | 3,278 | \$ | 3,512 | \$ | 2,721 | 44\% | 76\% | \$ | 8,121 | \$ | 4,862 | 67\% |
| Extraordinary gain |  | 二 |  | - |  | - |  | 76 |  | - | - | - |  | - |  | - | - |
| Net income |  | 4,795 |  | 3,326 |  | 3,278 |  | 3,588 |  | 2,721 | 44 | 76 |  | 8,121 |  | 4,862 | 67 |
| Less: Preferred stock dividends |  | 163 |  | 162 |  | 162 |  | 163 |  | 473 | 1 | (66) |  | 325 |  | 1,002 | (68) |
| Less: Accelerated amortization from redemption of preferred stock issued to the U.S. Treasury (a) |  | - |  | - |  | - |  | - |  | 1,112 | - | NM |  | - |  | 1,112 | NM |
| Net income applicable to common equity |  | 4,632 |  | 3,164 |  | 3,116 |  | 3,425 |  | 1,136 | 46 | 308 |  | 7,796 |  | 2,748 | 184 |
| Less: Dividends and undistributed earnings allocated to participating securities |  | 269 |  | 190 |  | 164 |  | 185 |  | 64 | 42 | 320 |  | 461 |  | 157 | 194 |
| Net income applicable to common stockholders | \$ | 4,363 | \$ | 2,974 | \$ | 2,952 | \$ | 3,240 | \$ | 1,072 | 47 | 307 | \$ | 7,335 | \$ | 2,591 | 183 |
| Total weighted-average basic shares outstanding |  | 3,983.5 |  | 3,970.5 |  | 3,946.1 |  | 3,937.9 |  | 3,811.5 | - | 5 |  | 3,977.0 |  | 3,783.6 | 5 |


| Income before extraordinary gain per share (a) | \$ | 1.10 | \$ | 0.75 | \$ | 0.75 | \$ | 0.80 | \$ | 0.28 | 47 | 293 | \$ | 1.84 | \$ | 0.68 | 171 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Extraordinary gain per share |  | - |  | - |  | - |  | 0.02 |  | - | - | - |  | - |  | - | - |
| Net income per share <br> (a) | \$ | 1.10 | \$ | 0.75 | \$ | 0.75 | \$ | 0.82 | \$ | 0.28 | 47 | 293 | \$ | 1.84 | \$ | 0.68 | 171 |


| Diluted earnings per share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income applicable to common stockholders | \$ | 4,363 | \$ | 2,974 | \$ | 2,952 | \$ | 3,240 | \$ | 1,072 | 47 | 307 | \$ | 7,335 | \$ | 2,591 | 183 |
| Total weighted-average basic shares outstanding |  | 3,983.5 |  | 3,970.5 |  | 3,946.1 |  | 3,937.9 |  | 3,811.5 | - | 5 |  | 3,977.0 |  | ,783.6 | 5 |
| Add: Employee stock options and SARs (b) |  | 22.1 |  | 24.2 |  | 28.0 |  | 24.1 |  | 12.6 | (9) | 75 |  | 23.2 |  | 7.8 | 197 |
| Total weighted-average diluted shares outstanding (c) |  | 4,005.6 |  | 3,994.7 |  | 3,974.1 |  | 3,962.0 |  | 3,824.1 | - | 5 |  | 4,000.2 |  | ,791.4 | 6 |
| Income before extraordinary gain per share (a) | \$ | 1.09 | \$ | 0.74 | \$ | 0.74 | \$ | 0.80 | \$ | 0.28 | 47 | 289 | \$ | 1.83 | \$ | 0.68 | 169 |
| Extraordinary gain per share |  | - |  | - |  | - |  | 0.02 |  | - | - | - |  | - |  | - | - |
| Net income per share (a) | \$ | 1.09 | \$ | 0.74 | \$ | 0.74 | \$ | 0.82 | \$ | 0.28 | 47 | 289 | \$ | 1.83 | \$ | 0.68 | 169 |


| COMMON SHARES OUTSTANDING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common shares - at period end (d) |  | 3,975.8 |  | 3,975.4 |  | 3,942.0 |  |  |  |  | - | 1 |  | 3,975.8 |  |  | 1 |
| Cash dividends declared per share | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 05 | \$ | 05 | - | - | \$ | 0.10 | \$ | 10 | - |
| Book value per share |  | 40.99 |  | 39.38 |  | 39.88 |  |  |  | 36 | 4 | 10 |  | 40.99 |  |  | 10 |
| Dividend payout ratio |  | 5\% |  | 7\% |  | 7\% |  | 6\% |  | 14\% |  |  |  | 5\% |  | 15\% |  |
| SHARE PRICE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| High | \$ | 48.20 | \$ | 46.05 | \$ | 47.47 | \$ |  | \$ |  | 5 | 24 | \$ | 48.20 | \$ |  | 24 |
| Low |  | 36.51 |  | 37.03 |  | 40.04 |  |  |  | 29 | (1) | 44 |  | 36.51 |  |  | 144 |
| Close |  | 36.61 |  | 44.75 |  | 41.67 |  |  |  | 11 | (18) | 7 |  | 36.61 |  |  | 7 |
| Market capitalization |  | 145,554 |  | 77,897 |  | 64,261 |  |  |  |  | (18) | 9 |  | 45,554 |  |  | 9 |
| STOCK REPURCHASE PROGRAM |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Aggregate repurchases | \$ | 135.3 | \$ | - | \$ | - | \$ | - | \$ | - | NM | NM | \$ | 135.3 | \$ | - | NM |
| Common shares repurchased |  | 3.5 |  | - |  | - |  | - |  | - | NM | NM |  | 3.5 |  | - | NM |
| Average purchase price | \$ | 38.73 | \$ | - | \$ | - | \$ | - | \$ | - | NM | NM | \$ | 38.73 | \$ | - | NM |

(a) The calculation of second quarter 2009 earnings per share includes a one-time non-cash reduction of $\$ 1.1$ billion, or $\$ 0.27$ per share, resulting from the redemption of Series K preferred stock issued to the U.S. Treasury.
(b) Excluded from the computation of diluted EPS (due to the antidilutive effect) were options issued under employee benefit plans and warrants originally issued under the U.S. Treasury's Capital Purchase Program to purchase shares of the Firm's common stock
(c) Participating securities were included in the calculation of diluted EPS using the two-class method, as this computation was more dilutive than the calculation using the treasury stock method.
(d) On June 5, 2009, the Firm issued $\$ 5.8$ billion, or 163 million shares, of its common stock at $\$ 35.25$ per share.

The following are several of the non-GAAP measures that the Firm uses for various reasons, including: (i) to allow management to assess the comparability of revenue arising from both taxable and tax-exempt sources, (ii) to assess and compare the quality and composition of the Firm's capital with the capital of other financial services companies, and (iii) more generally, to provide a more meaningful measure of certain metrics that enables comparability with prior periods, as well as with competitors.
(a) In addition to analyzing the Firm's results on a reported basis, management reviews the Firm's results and the results of the lines of business on a "managed" basis, which is a non-GAAP financial measure. The Firm's definition of managed basis starts with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm (and each of the business segments) on a FTE basis. Accordingly, revenue from tax-exempt securities and investments that receive tax credits is presented in the managed results on a basis comparable to taxable securities and investments. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to these 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.

Prior to January 1, 2010, the Firm's managed-basis presentation also included certain reclassification adjustments that assumed credit card loans securitized by CS remained on the balance sheet. Effective January 1, 2010, the Firm adopted new accounting guidance that amended the accounting for the transfer of financial assets and the consolidation of VIEs. Additionally, the new guidance required the Firm to consolidate its Firm-sponsored credit card securitizations trusts. The income, expense and credit costs associated with these securitization activities are now recorded in the 2010 Consolidated Statements of Income in the same classifications that were previously used to report such items on a managed basis. As a result of the consolidation of the credit card securitization trusts, reported and managed basis relating to credit card securitizations are comparable for periods beginning after January 1, 2010.
The presentation in 2009 of CS results on a managed basis assumed that credit card loans that had been securitized and sold in accordance with U.S. GAAP remained on the Consolidated Balance Sheets, and that the earnings on the securitized loans were classified in the same manner as the earnings on retained loans recorded on the Consolidated Balance Sheets. JPMorgan Chase used the concept of managed basis to evaluate the credit performance and overall financial performance of the entire managed credit card portfolio. Operations were funded and decisions were made about allocating resources, such as employees and capital, based on managed financial information. In addition, the same underwriting standards and ongoing risk monitoring are used for both loans on the Consolidated Balance Sheets and securitized loans. Although securitizations result in the sale of credit card receivables to a trust, JPMorgan Chase retains the ongoing customer relationships, as the customers may continue to use their credit cards; accordingly, the customer's credit performance affects both the securitized loans and the loans retained on the Consolidated Balance Sheets. JPMorgan Chase believed that this managed-basis information was useful to investors, as it enabled them to understand both the credit risks associated with the loans reported on the Consolidated Balance Sheets and the Firm's retained interests in securitized loans
(b) The ratio for the allowance for loan losses to end-of-period loans excludes the following: loans accounted for at fair value and loans held-for-sale; purchased credit-impaired loans; the allowance for loan losses related to purchased credit-impaired loans; and loans from the Washington Mutual Master Trust, which were consolidated on the Firm's balance sheet at fair value during the second quarter of 2009. Additionally, Real Estate Portfolios net charge-off rates exclude the impact of purchased credit-impaired loans.
(c) Return on Tangible Common Equity is Net income applicable to common equity divided by total average common stockholders' equity (i.e., total stockholders' equity less preferred stock) less identifiable intangible assets (other than MSRs) and goodwill, net of related deferred tax liabilities. The Firm uses return on tangible common equity, a non-GAAP financial measure, to evaluate the Firm's use of equity and to facilitate comparisons with competitors.
(d) Tier 1 common capital ratio is Tier 1 common capital divided by risk-weighted assets. Tier 1 Common Capital ("Tier 1 Common") is defined as Tier 1 capital less elements of capital not in the form of common equity - such as qualifying perpetual preferred stock, qualifying noncontrolling interest in subsidiaries and qualifying trust preferred capital debt securities. Tier 1 Common, a non-GAAP financial measure, is used by banking regulators, investors and analysts to assess and compare the quality and composition of the Firm's capital with the capital of other financial services companies. The Firm uses Tier 1 Common along with the other capital measures to assess and monitor its capital position.
(e) TSS Firmwide revenue includes certain TSS product revenue and liability balances reported in other lines of business, mainly CB, RFS and AM, related to customers who are also customers of those lines of business.
(f) Retail Financial Services uses the overhead ratio (excluding the amortization of core deposit intangibles ("CDI")), a non-GAAP financial measure, to evaluate the underlying expense trends of the business. Including CDI amortization expense in the overhead ratio calculation would result in a higher overhead ratio in the earlier years and a lower overhead ratio in later years. This method would therefore result in an improving overhead ratio over time, all things remaining equal. The non-GAAP ratio excludes Retail Banking's CDI amortization expense related to prior business combination transactions.
(g) The calculation of the second quarter 2009 earnings per share and net income applicable to common equity includes a one-time, noncash reduction of $\$ 1.1$ billion, or $\$ 0.27$ per share, resulting from repayment of TARP preferred capital. Excluding this reduction, the adjusted ROE and ROTCE for the second quarter of 2009 would have been $6 \%$ and $10 \%$, respectively. The Firm views the adjusted ROE and ROTCE, both non-GAAP financial measures, as meaningful because they enable the comparability to prior periods.
(h) Adjusted assets, a non-GAAP financial measure, equals total assets minus (1) securities purchased under resale agreements and securities borrowed less securities sold, not yet purchased; (2) assets of variable interest entities ("VIEs"); (3) cash and securities segregated and on deposit for regulatory and other purposes; (4) goodwill and intangibles; (5) securities received as collateral; and (6) investments purchased under the Asset-Backed Commercial Paper Money Market Mutual Fund Liquidity Facility. The amount of adjusted assets is presented to assist the reader in comparing IB's asset and capital levels to other investment banks in the securities industry. Asset-to-equity leverage ratios are commonly used as one measure to assess a company's capital adequacy. IB believes an adjusted asset amount that excludes the assets discussed above, which were considered to have a low risk profile, provides a more meaningful measure of balance sheet leverage in the securities industry.

## ACH: Automated Clearing House.

Allowance for loan losses to total loans: Represents period-end Allowance for loan losses divided by retained loans.
Average managed assets: Refers to total assets on the Firm's Consolidated Balance Sheets plus credit card receivables that have been securitized and removed from the Firm's Consolidated Balance Sheets, for periods ended prior to the January 1, 2010, adoption of new FASB guidance requiring the consolidation of the Firm-sponsored credit card securitization trusts.

Bear Stearns Merger: Effective May 30, 2008, JPMorgan Chase merged with The Bear Stearns Companies Inc. ("Bear Stearns") and Bear Stearns became a wholly-owned subsidiary of JPMorgan Chase. The final total purchase price to complete the merger was $\$ 1.5$ billion.

Beneficial interest issued by consolidated VIEs: Represents the interest of third-party holders of debt/equity securities, or other obligations, issued by VIEs that JPMorgan Chase consolidates. The underlying obligations of the VIEs consist of short-term borrowings, commercial paper and long-term debt. The related assets consist of trading assets, available-for-sale securities, loans and other assets.
Contractual credit card charge-off: In accordance with the Federal Financial Institutions Examination Council policy, credit card loans are charged off by the end of the month in which the account becomes 180 days past due or within 60 days from receiving notification about a specific event (e.g., bankruptcy of the borrower), whichever is earlier.

Corporate/Private Equity: Includes Private Equity, Treasury and Chief Investment Office, and Corporate Other, which includes other centrally managed expense and discontinued operations.
Credit card securitizations: For periods ended prior to the January 1, 2010, adoption of new guidance relating to the accounting for the transfer of financial assets and the consolidation of VIEs, Card Services' results were presented on a "managed" basis that assumed that credit card loans that had been securitized and sold in accordance with U.S. GAAP remained on the Consolidated Balance Sheets and that earnings on the securitized loans were classified in the same manner as the earnings on retained loans recorded on the Consolidated Balance Sheets. "Managed" results excluded the impact of credit card securitizations on total net revenue, the provision for credit losses, net charge-offs and loan receivables. Securitization did not change reported net income; however, it did affect the classification of items on the Consolidated Statements of Income and Consolidated Balance Sheets.

FASB: Financial Accounting Standards Board.
Interests in purchased receivables: Represents an ownership interest in cash flows of an underlying pool of receivables transferred by a third-party seller into a bankruptcy-remote entity, generally a trust.
JPMorgan Chase's internal risk ratings: Generally correspond to the following ratings as defined by Standard \& Poor's / Moody's: InvestmentGrade: AAA / Aaa to BBB- / Baa3; Noninvestment-Grade: BB+ / Ba1 and below.
Investment-grade: An indication of credit quality based on JPMorgan Chase's internal risk assessment system. "Investment-grade" generally represents a risk profile similar to a rating of a "BBB-"/"Baa3" or better, as defined by independent rating agencies.
Managed basis: A non-GAAP presentation of financial results that includes reclassifications to present revenue on a fully taxable-equivalent basis, and for periods ended prior to the January 1, 2010, adoption of new accounting guidance relating to the accounting for the transfer of financial assets and the consolidation of VIEs related to credit card securitizations. Management uses this non-GAAP financial measure at the segment level, because it believes this provides information to enable investors to understand the underlying operational performance and trends of the particular business segment and facilitates a comparison of the business segment with the performance of competitors.

Managed credit card receivables: Refers to credit card receivables on the Firm's Consolidated Balance Sheets plus credit card receivables that have been securitized and removed from the Firm's Consolidated Balance Sheets, for periods ended prior to the January 1, 2010, adoption of new guidance requiring the consolidation of the Firm-sponsored credit card securitization trusts.

Mark-to-market exposure: A measure, at a point in time, of the value of a derivative or foreign exchange contract in the open market. When the mark-to-market value is positive, it indicates the counterparty owes JPMorgan Chase and, therefore, creates a credit risk for the Firm. When the mark-to-market value is negative, JPMorgan Chase owes the counterparty; in this situation, the Firm has liquidity risk.
Merger costs: Reflects costs associated with the Washington Mutual transaction and the Bear Stearns merger in 2008.
MSR risk management revenue: Includes changes in MSR asset fair value due to inputs or assumptions in model and derivative valuation adjustments.

Net charge-off ratio: Represents net charge-offs (annualized) divided by average retained loans for the reporting period.
Net yield on interest-earning assets: The average rate for interest-earning assets less the average rate paid for all sources of funds.
NM: Not meaningful.
Overhead ratio: Noninterest expense as a percentage of total net revenue.

## JPMORGAN CHASE \& CO.

## Glossary of Terms

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

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

Pretax margin: Represents income before income tax expense divided by total net revenue, which is, in management's view, a comprehensive measure of pretax performance derived by measuring earnings after all costs are taken into consideration. It is, therefore, another basis that management uses to evaluate the performance of TSS and AM against the performance of their respective competitors.
Principal transactions: Realized and unrealized gains and losses from trading activities (including physical commodities inventories that are accounted for at the lower of cost or fair value) and changes in fair value associated with financial instruments held predominantly by the Investment Bank for which the fair value option was elected. Principal transactions revenue also includes private equity gains and losses.
Reported basis: Financial statements prepared under U.S. GAAP, which excludes the impact of taxable-equivalent adjustments. For periods ended prior to the January 1, 2010, adoption of new guidance requiring the consolidation of the Firm-sponsored credit card securitization trusts, the reported basis included the impact of credit card securitizations.

Retained loans: Loans that are held for investment, which excludes loans held-for-sale and loans at fair value.
Taxable-equivalent basis: Total net revenue for each of the business segments and the Firm is presented on a tax-equivalent basis. Accordingly, revenue from tax-exempt securities and investments that receive tax credits is presented in the managed results on a basis comparable to fully taxable securities and investments. This non-GAAP financial measure allows management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to these items is recorded within income tax expense.

Unaudited: Financial statements and information that have not been subjected to auditing procedures sufficient to permit an independent certified public accountant to express an opinion.
U.S. GAAP: Accounting principles generally accepted in the United States of America.

Value-at-risk ("VaR"): A measure of the dollar amount of potential loss from adverse market moves in an ordinary market environment.
Washington Mutual Transaction: On September 25, 2008, JPMorgan Chase acquired the banking operations of Washington Mutual Bank ("Washington Mutual") from the Federal Deposit Insurance Corporation ("FDIC") for $\$ 1.9$ billion. The final allocation of the purchase price resulted in the recognition of negative goodwill and an extraordinary gain of $\$ 2.0$ billion.

## INVESTMENT BANKING (IB)

IB's revenue comprises the following:
Investment banking fees include advisory, equity underwriting, bond underwriting and loan syndication fees.
Fixed income markets primarily include client and portfolio management revenue related to market-making across global fixed income markets, including foreign exchange, interest rate, credit and commodities markets.
Equities markets primarily include client and portfolio management revenue related to market-making across global equity products, including cash instruments, derivatives and convertibles.
Credit portfolio revenue includes net interest income, fees and loan sale activity, as well as gains or losses on securities received as part of a loan restructuring, for IB's credit portfolio. Credit portfolio revenue also includes the results of risk management related to the Firm's lending and derivative activities, and changes in the credit valuation adjustment, which is the component of the fair value of a derivative that reflects the credit quality of the counterparty.

## RETAIL FINANCIAL SERVICES (RFS)

Description of selected business metrics within Retail Banking:
Personal bankers - Retail branch office personnel who acquire, retain and expand new and existing customer relationships by assessing customer needs and recommending and selling appropriate banking products and services.

Sales specialists - Retail branch office personnel who specialize in the marketing of a single product, including mortgages, investments, and business banking, by partnering with the personal bankers.

Mortgage banking revenue comprises the following:
Production revenue includes net gains or losses on originations and sales of prime and subprime mortgage loans, other production-related fees and losses related to the repurchase of previously-sold loans.

Net mortgage servicing revenue includes the following components:
a) Operating revenue comprises:

- all gross income earned from servicing third-party mortgage loans, including stated service fees, excess service fees, late fees and other ancillary fees; and
- modeled servicing portfolio runoff (or time decay).
b) Risk management comprises:
- changes in MSR asset fair value due to market-based inputs, such as interest rates and volatility, as well as updates to assumptions used in the MSR valuation model; and
- derivative valuation adjustments and other, which represents changes in the fair value of derivative instruments used to offset the impact of changes in the market-based inputs to the MSR valuation model.


## RFS (continued)

Mortgage origination channels comprise the following:
Retail - Borrowers who are buying or refinancing a home through direct contact with a mortgage banker employed by the Firm using a branch office, the Internet or by phone. Borrowers are frequently referred to a mortgage banker by a banker in a Chase branch, real estate brokers, home builders or other third parties.
Wholesale - A third-party mortgage broker refers loan applications to a mortgage banker at the Firm. Brokers are independent loan originators that specialize in finding and counseling borrowers but do not provide funding for loans. The Firm exited the broker channel during 2008.
Correspondent - Banks, thrifts, other mortgage banks and other financial institutions that sell closed loans to the Firm.
Correspondent negotiated transactions ("CNT") - These transactions occur when mid- to large-sized mortgage lenders, banks and bankowned mortgage companies sell servicing to the Firm on an as-originated basis, and exclude purchased bulk servicing transactions. These transactions supplement traditional production channels and provide growth opportunities in the servicing portfolio in stable and periods of rising interest rates.

## CARD SERVICES (CS)

Description of selected business metrics within CS:
Sales volume - Dollar amount of cardmember purchases, net of returns.
Open accounts - Cardmember accounts with charging privileges.
Merchant acquiring business - A business that processes bank card transactions for merchants.
Bank card volume - Dollar amount of transactions processed for merchants.
Total transactions - Number of transactions and authorizations processed for merchants.

## COMMERCIAL BANKING (CB)

## CB Client Segments:

1. Middle Market Banking covers corporate, municipal, financial institution and not-for-profit clients, with annual revenue generally ranging between $\$ 10$ million and $\$ 500$ million
2. Mid-Corporate Banking covers clients with annual revenue generally ranging between $\$ 500$ million and $\$ 2$ billion and focuses on clients that have broader investment banking needs.
3. Commercial Term Lending primarily provides term financing to real estate investors/owners for multi-family properties as well as financing office, retail and industrial properties.
4. Real Estate Banking provides full-service banking to investors and developers of institutional-grade real estate properties.

CB Revenue:

1. Lending includes a variety of financing alternatives, which are primarily provided on a basis secured by receivables, inventory, equipment, real estate or other assets. Products include term loans, revolving lines of credit, bridge financing, asset-based structures and leases.
2. Treasury services includes a broad range of products and services enabling clients to transfer, invest and manage the receipt and disbursement of funds, while providing the related information reporting. These products and services include U.S. dollar and multicurrency clearing, ACH , lockbox, disbursement and reconciliation services, check deposits, other check and currency-related services, trade finance and logistics solutions, commercial card and deposit products, sweeps and money market mutual funds.
3. Investment banking products provide clients with sophisticated capital-raising alternatives, as well as balance sheet and risk management tools through loan syndications, investment-grade debt, asset-backed securities, private placements, high-yield bonds, equity underwriting, advisory, interest rate derivatives, foreign exchange hedges and securities sales.

CB selected business metrics:

1. Liability balances include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased, time deposits and securities loaned or sold under repurchase agreements) as part of customer cash management programs.
2. IB revenue, gross represents total revenue related to investment banking products sold to $C B$ clients.

## TREASURY \& SECURITIES SERVICES (TSS)

Treasury \& Securities Services firmwide metrics include certain TSS product revenue and liability balances reported in other lines of business related to customers who are also customers of those other lines of business. In order to capture the firmwide impact of TS and TSS products and revenue, management reviews firmwide metrics such as liability balances, revenue and overhead ratios in assessing financial performance for TSS. Firmwide metrics are necessary, in management's view, in order to understand the aggregate TSS business.
Description of selected business metrics within TSS:

1. Liability balances include deposits, as well as deposits that are swept to on-balance sheet liabilities (e.g., commercial paper, federal funds purchased, time deposits and securities loaned or sold under repurchase agreements) as part of customer cash management programs.

## ASSET MANAGEMENT (AM)

Assets under management - Represent assets actively managed by Asset Management on behalf of Institutional, Retail, Private Banking, Private Wealth Management and JPMorgan Securities clients. Includes "committed capital not called", on which AM earns fees. Excludes assets managed by American Century Companies, Inc., in which the Firm has a 42\% ownership interest at June 30, 2010.

Assets under supervision - Represents assets under management as well as custody, brokerage, administration and deposit accounts.
Alternative assets - The following types of assets constitute alternative investments - Hedge funds, currency, real estate and private equity.
AM's client segments comprise the following:
Institutional brings comprehensive global investment services - including asset management, pension analytics, asset/liability management and active risk budgeting strategies - to corporate and public institutions, endowments, foundations, not-for-profit organizations and governments worldwide.
Retail provides worldwide investment management services and retirement planning and administration through third-party and direct distribution of a full range of investment vehicles.
The Private Bank addresses every facet of wealth management for ultra-high-net-worth individuals and families worldwide, including investment management, capital markets and risk management, tax and estate planning, banking, capital raising and specialty-wealth advisory services.

Private Wealth Management offers high-net-worth individuals, families and business owners in the U.S. comprehensive wealth management solutions, including investment management, capital markets and risk management, tax and estate planning, banking, and specialty-wealth advisory services.
JPMorgan Securities provides investment advice and wealth management services to high-net-worth individuals, money managers, and small corporations.

JPMORGAN CHASE \& CO.
DISCLOSURE CHANGE SUMMARY
Commencing with the second quarter of 2010, JPMorgan Chase \& Co. implemented some formatting changes to certain schedules in its Earnings Release Financial Supplement. The changes were made to make the presentation of the financial information contained in the Earnings Release Financial Supplement easier to read, reduce redundancies and to conform certain disclosures with those in the Form 10-Q/10-K. None of the changes affect previously disclosed financial data.

The following highlights some of the schedules that included more significant changes:

| Schedule Title | Page Reference | Brief Description of the Change |
| :--- | :---: | :--- |
| Consolidated Financial Highlights | 2 | Split into two pages, with selected balance sheet, headcount and <br> line of business net income/(loss) metrics moved to the next page |
| Statement of Income | 4 | Financial ratios based on income before extraordinary gain moved <br> to the footnote on the Washington Mutual transaction |
| Condensed Average Balance Sheet | 6 | Combined goodwill and other intangibles with all other noninterest- <br> earning assets; added trading liabilities - debt instruments and its <br> related yield to conform with the Form 10-Q/10-K format; added two <br> new line disclosures, noninterest-bearing deposits and trading <br> liabilities - equity instruments, to conform with the Form 10-Q/10-K <br> format |
| Asset Management Financial Highlights | 26 | Split first page into two, with business metrics and credit data and <br> quality statistics moved to the next page |
| Credit-Related Information | 36 | Credit Exposure schedule split into two pages, with risk profile of <br> wholesale credit exposure moved to the next page |
| Allowance for Credit Losses schedule split into two pages, with |  |  |
| allowance components and ratios moved to the next page; added |  |  |
| two new line disclosures to conform with the Form 10-Q/10-K |  |  |
| format (these are: consumer allowance to consumer retained |  |  |
| nonperforming loans adjusted for credit-impaired loans; and |  |  |
| consumer allowance to consumer retained nonperforming loans |  |  |
| excluding credit card and adjusted for credit- impaired loans) |  |  |


[^0]:    1 Revenue on a managed basis, credit reserves, credit ratios and capital ratios reflect the impact of the January 1, 2010, adoption of new accounting guidance that amended the accounting for transfers of financial assets and consolidation of VIEs. For notes on managed basis and other non-GAAP measures, see page 13.

[^1]:    (a) Excludes assets under management of American Century Companies, Inc. in which the Firm has had a $42 \%$ ownership in all the periods presented.
    (b) JPMorgan Securities was formerly known as Bear Stearns Private Client Services prior to January 1, 2010.

