

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report:
April 21, 2004

Commission file number
1-5805

J.P. MORGAN CHASE & CO.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

13-2624428
(I.R.S. Employer
Identification No.)

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

10017
(Zip Code)

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

Item 7. Financial Statements and Exhibits

(c) Exhibits

| <u>Exhibit Number</u> | <u>Description of Exhibit</u> |
|-----------------------|---|
| 12.1 | Computation of Ratio of Earnings to Fixed Charges |
| 12.2 | Computation of Ratio of Earnings to Fixed Charges and Preferred Stock Dividend Requirements |
| 99.1 | Earnings Release – 2004 First Quarter Results |
| 99.2 | Earnings Release Financial Supplement – First Quarter 2004 |
| 99.3 | Analyst Presentation Slides – First Quarter 2004 Financial Results |

Item 9. Regulation FD Disclosure

On April 21, 2004, J.P. Morgan Chase & Co. (“JPMorgan Chase” or the “Firm”) held an investor presentation to review 2004 first quarter earnings.

Exhibit 99.3 is a copy of slides furnished at, and posted on the Firm’s website in connection with, the presentation. The slides are being furnished pursuant to Item 9, and the information contained therein shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liabilities under that Section. Furthermore, the information in Exhibit 99.3 shall not be deemed to be incorporated by reference into the filings of the Firm under the Securities Act of 1933.

Item 12. Results of Operations and Financial Condition

On April 21, 2004, JPMorgan Chase reported 2004 first quarter net income of \$1.93 billion, or \$0.92 per share, compared to net income of \$1.40 billion, or \$0.69 per share, for the first quarter of 2003. A copy of the 2004 first 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.

The 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’s management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements.

The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the ability to obtain governmental approvals of the merger on the proposed terms and schedule; the failure of JPMorgan Chase and Bank One stockholders to approve the merger; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any revenue synergies from the merger may not be fully realized or may take longer to realize than expected; the risk that excess capital is not generated from the merger as anticipated or not utilized in an accretive manner; and the risk that disruption from the merger may make it more difficult to maintain relationships with clients, employees or suppliers. Additional factors that could cause JPMorgan Chase’s results to differ materially from those described in the forward-looking statements

can be found in the 2003 Annual Report on Form 10-K of JPMorgan Chase filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's Internet site (<http://www.sec.gov>).

JPMorgan Chase has filed a Registration Statement on Form S-4 with the SEC containing the definitive joint proxy statement/prospectus regarding the proposed merger. Stockholders are urged to read the definitive joint proxy statement/prospectus because it contains important information. Stockholders may obtain a free copy of the definitive joint proxy statement/prospectus, as well as other filings containing information about JPMorgan Chase and Bank One, without charge, at the SEC's Internet site (<http://www.sec.gov>). Copies of the definitive joint proxy statement/prospectus and the filings with the SEC incorporated by reference in the definitive joint proxy statement/prospectus can also be obtained, without charge, by directing a request to J.P. Morgan Chase & Co., 270 Park Avenue, New York, New York 10017, Attention: Office of the Secretary (212-270-4040), or to Bank One Corporation, 1 Bank One Plaza, Suite 0738, Chicago, Illinois 60670, Attention: Investor Relations (312-336-3013). The respective directors and executive officers of JPMorgan Chase and Bank One and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed merger. Information regarding JP Morgan Chase's and Bank One's directors and executive officers and a description of their direct and indirect interests, by security holdings or otherwise, is available in the definitive joint proxy statement/prospectus contained in the above-referenced Registration Statement on Form S-4.

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.

J.P. MORGAN CHASE & CO.
(Registrant)

By: /s/ Joseph L. Sclafani
Joseph L. Sclafani

Executive Vice President and Controller
[Principal Accounting Officer]

Dated: April 21, 2004

EXHIBIT INDEX

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EXHIBIT 12.1

J.P. MORGAN CHASE & CO.

Computation of Ratio of Earnings to Fixed Charges

| Three Months Ended March 31, (in millions, except ratios) | 2004 |
|---|----------|
| <u>Excluding Interest on Deposits</u> | |
| Income before income taxes | \$ 2,903 |
| Fixed charges: | |
| Interest expense | 1,834 |
| One-third of rents, net of income from subleases (a) | 76 |
| Total fixed charges | 1,910 |
| Less: Equity in undistributed income of affiliates | (31) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 4,782 |
| Fixed charges, as above | \$ 1,910 |
| Ratio of earnings to fixed charges | 2.50 |
| <u>Including Interest on Deposits</u> | |
| Fixed charges, as above | \$ 1,910 |
| Add: Interest on deposits | 814 |
| Total fixed charges and interest on deposits | \$ 2,724 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 4,782 |
| Add: Interest on deposits | 814 |
| Total earnings before taxes, fixed charges and interest on deposits | \$ 5,596 |
| Ratio of earnings to fixed charges | 2.05 |

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

EXHIBIT 12.2

J.P. MORGAN CHASE & CO.

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

| Three Months Ended March 31, (in millions, except ratios) | 2004 |
|---|----------|
| <u>Excluding Interest on Deposits</u> | |
| Income before income taxes | \$ 2,903 |
| Fixed charges: | |
| Interest expense | 1,834 |
| One-third of rents, net of income from subleases (a) | 76 |
| Total fixed charges | 1,910 |
| Less: Equity in undistributed income of affiliates | (31) |
| Earnings before taxes and fixed charges, excluding capitalized interest | \$ 4,782 |
| Fixed charges, as above | \$ 1,910 |
| Preferred stock dividends (pre-tax) | 20 |
| Fixed charges including preferred stock dividends | \$ 1,930 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 2.48 |
| <u>Including Interest on Deposits</u> | |
| Fixed charges including preferred stock dividends, as above | \$ 1,930 |
| Add: Interest on deposits | 814 |
| Total fixed charges including preferred stock dividends and interest on deposits | \$ 2,744 |
| Earnings before taxes and fixed charges, excluding capitalized interest, as above | \$ 4,782 |
| Add: Interest on deposits | 814 |
| Total earnings before taxes, fixed charges and interest on deposits | \$ 5,596 |
| Ratio of earnings to fixed charges and preferred stock dividend requirements | 2.04 |

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

News release: IMMEDIATE RELEASE

JPMORGAN CHASE REPORTS 2004 FIRST QUARTER RESULTS
WITH NET INCOME GROWTH OF 38%

New York, April 21, 2004 – J.P. Morgan Chase & Co. (NYSE: JPM) today reported 2004 first quarter net income of \$1.93 billion, or \$0.92 per share, compared to net income of \$1.40 billion, or \$0.69 per share, for the first quarter of 2003. Return on average common equity for the quarter was 17%.

“In the first quarter, we delivered strong financial results and made significant progress on our merger integration with Bank One,” said William B. Harrison, Jr., Chairman and Chief Executive Officer. “Our quarterly earnings grew 38% year-over-year, due to stronger results in our capital markets-related businesses and continued improvement in our commercial credit portfolio. This combined strength more than offset the anticipated earnings decrease in Chase Financial Services as mortgage originations declined.”

Mr. Harrison added, “I am more confident than ever about the benefits of the Bank One merger for our clients and our shareholders. Our merger integration process is proceeding well. We are on target for a mid-year closing of the merger of our bank holding companies. We have made tremendous progress in naming management teams, aligning products and customer segments, and making decisions about the majority of key technology platforms.”

Highlights for the first quarter of 2004:

- Earnings for the firm of \$1.93 billion are the highest since the merger of Chase and J.P. Morgan.
- The Investment Bank posted its highest quarterly earnings in over three years, with a return on allocated capital of 28%.
- Investment Management & Private Banking’s earnings were the highest since the merger of Chase and J.P. Morgan, driven by 29% revenue growth and 28% growth in assets under supervision, compared to the first quarter of 2003.
- JPMorgan Partners had private equity gains of \$296 million and the third consecutive quarter of positive earnings.
- Credit quality continued to improve, enabling reduction in the allowance for credit losses and much lower credit costs than during the first quarter of 2003.

Investor Contact: Ann Borowiec
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Media Contact: Joe Evangelisti
(212) 270-7438

In the discussion of the lines of business below, information is presented on an operating basis¹. In the case of Chase Cardmember Services, “operating” or “managed” basis excludes the impact of credit card securitizations. For more information about “operating” or “managed” basis, as well as other non-GAAP financial measures used by management, see the Notes below.

The following discussion of results for the first quarter of 2004 compares results to the first quarter of 2003 unless otherwise indicated.

Investment Bank (“IB”)

Earnings were \$1.1 billion for the first quarter, up 24%. Revenues of \$4.0 billion were 1% lower, while expenses were up 3%. Earnings performance was driven by a significant improvement in commercial credit quality, higher equity and fixed income capital markets, including record trading revenues, and an anticipated reduction in Global Treasury results. Return on allocated capital was 28% for the quarter, compared to 17% for the first quarter of 2003. Allocated capital was reduced by \$4.9 billion or 23% reflecting reduction in credit risk.

- *Investment banking fees* were \$682 million, up 10%, with higher equity and bond underwriting fees partially offset by lower loan syndication and advisory fees. According to Thomson Financial, the firm maintained its #1 ranking in Global Syndicated Loans and #2 ranking in Global Investment-Grade Bonds. For the first quarter of 2004 compared to full year 2003, the Investment Bank increased its ranking in Global Announced M&A to #3 from #5 and its ranking in U.S. Equity and Equity-Related declined to #7 from #4. However, the firm improved its ranking from #14 for full year 2003 to #4 in U.S. Initial Public Offerings.
- *Capital markets and lending revenues excluding Global Treasury* were \$3.1 billion, up 11%, driven by stronger performance in equities and fixed income partially offset by reduced net interest income on the credit portfolio mainly due to lower average loan balances. Equities capital markets revenues increased 56% due to higher results in equity derivatives (both client and portfolio management) as well as global cash and convertibles. Fixed income capital markets rose 5% driven largely by foreign exchange. Client capital markets revenues grew both sequentially and year-over-year to the highest level in three years.
- *Global Treasury revenues* were \$212 million, down from \$599 million, reflecting lower levels of realized investment securities gains and net interest income.
- *Expenses* of \$2.4 billion increased 3% from the year-ago quarter, reflecting higher compensation expenses partially offset by lower severance and related costs.
- *Credit costs* were negative \$188 million, primarily attributable to a reduction in the allowance for loan losses as credit quality improved. Credit costs were \$433 million more favorable than the first quarter of 2003.

Chase Financial Services (“CFS”)

Earnings were \$427 million for the quarter, a decrease of 34%. Operating revenues were \$3.4 billion, down 8% or \$278 million, driven primarily by an anticipated decline in Chase Home Finance revenues, totaling \$335 million. Expenses of \$2.0 billion for the quarter were up 11%. Credit costs of \$748 million were down 15%, driven by lower net charge-offs and a reduction in the allowance for loan losses. Credit quality remains stable. Return on allocated capital for the quarter was 18% compared to 31% for the first quarter of 2003.

Business Segments

- **Chase Home Finance:** Earnings were \$221 million for the quarter, a decrease of 48%. Total revenue of \$813 million declined 29% as higher rates and a smaller refinance market lowered mortgage originations and margins. Mortgage servicing rights hedging also contributed to the revenue decline with a small net loss of \$(7) million compared to an \$86 million gain. Expenses of \$478 million for the quarter were down 1% sequentially and up 25% year over year due to higher home equity production as well as increases in the sales force for home equity and other higher-margin distribution channels.
- **Chase Cardmember Services:** Earnings were \$162 million, up 11% for the quarter. Operating revenues on a managed basis were \$1.6 billion, up 7%, driven by 15% growth in purchase volume. Expenses of \$605 million for the quarter were up 12%, reflecting higher marketing and severance and related costs.
- **Chase Auto Finance:** Earnings were \$30 million for the quarter, a decrease of 19%. Revenues of \$166 million were down 16% driven by a \$40 million accelerated amortization of prepaid premiums for residual risk insurance. Average loan and lease receivables increased 12%.
- **Chase Regional Banking:** Regional Banking reported a loss of \$15 million for the quarter, down from earnings of \$27 million. Revenues were \$635 million, up slightly, reflecting higher investment product revenue. Average deposits increased 10% to almost \$80 billion, offset by decreased spreads on deposits. Expenses were up 10%, primarily as a result of higher compensation and severance and related costs.
- **Chase Middle Market:** Earnings were \$80 million, down 8% for the quarter. Revenues were \$343 million, down 5%, driven by lower loans and narrower loan and deposit spreads. Average deposits were up 11%.

Treasury & Securities Services (“TSS”)

Earnings were \$119 million for the quarter, an increase of 6%. Return on allocated capital for the quarter was 15%, compared to 16% in the first quarter of 2003.

- **Revenues** were \$1.1 billion for the quarter, up 19%; excluding acquisitions, revenues would have grown 11%. Institutional Trust Services revenues increased 30%, reflecting acquisitions including Bank One’s corporate trust business, growth in the American Depositary Receipts business and an increase in debt servicing business. Investor Services revenues increased 17%, as improved equity market conditions and new business resulted in higher fees and foreign exchange revenue. Treasury Services revenues rose 13% because of the acquisition of the Electronic Financial Services business and higher product revenue.
- **Expenses** of \$921 million for the quarter increased 20%. Approximately half of the increase was attributable to costs associated with acquired businesses.

Investment Management & Private Banking (“IMPB”)

Earnings were \$115 million for the quarter, up significantly from \$27 million. Return on allocated capital was 8% compared to 2% in the first quarter of 2003; return on tangible allocated capital² (net of goodwill) was 36%, compared to 8% in the first quarter of 2003.

- **Revenues** of \$824 million were up 29% reflecting higher global equity valuations, the acquisition of Retirement Plan Services (“RPS”) and increased brokerage activity.
- **Expenses** of \$636 million increased 9% as a result of the acquisition of RPS and higher compensation expenses.
- **Total assets under supervision** were \$797 billion, up 28%. Assets under supervision increased as a result of equity market appreciation, the acquisition of RPS (\$41 billion) and net asset inflows. Total assets under management were \$584 billion, up 18%. Not reflected in assets under management is the firm’s 44% interest in American Century Companies, Inc., which had assets under management of \$90 billion as of March 31, 2004, up from \$71 billion as of March 31, 2003.

JPMorgan Partners (“JPMP”)

JPMorgan Partners had earnings of \$115 million, compared to a loss of \$223 million in the first quarter of 2003. Net gains on the portfolio were \$296 million, compared to net losses of \$230 million.

- Net gains on direct private equity investments were \$304 million compared to net losses of \$136 million. First quarter 2004 results benefited from higher sales (\$302 million in realized gains) and liquidity events such as initial public offerings and much lower negative net valuation adjustments (\$23 million) of companies in the portfolio.
- JPMP recorded net losses of \$8 million on its limited partner interests in third party funds, compared to net losses of \$94 million.

Expenses

- **Expenses** in the first quarter of 2004 were \$6.06 billion, up 9%. Compensation expenses reflected a shift of \$70 million from compensation to noncompensation due to the technology infrastructure outsourcing that took effect April 1, 2003. Compensation expenses were up 6% due to higher salaries and benefits as well as incentives. Noncompensation expenses increased 14% reflecting the outsourcing agreement and higher technology and communications expenses, costs related to business volume growth, acquisitions, legal and other professional fees, and increased marketing costs.

Credit

- Commercial net charge-offs for the quarter were \$102 million compared to \$292 million. The net charge-off ratio for commercial loans was 0.50% compared to 1.32% for the first quarter of 2003. Gross charge-offs declined while recoveries were at a level similar to the first quarter of 2003.
- Consumer loan net charge-offs on a managed basis, which include charge-offs on securitized credit card receivables, were \$815 million compared to \$835 million. The credit card managed net charge-off ratio was 5.78% for the quarter compared to 5.95% for the first quarter of 2003 and 5.74% for the fourth quarter of 2003.
- Total credit costs on a managed basis were \$488 million for the quarter, including \$735 million related to consumer loans, negative \$168 million related to commercial loans and lending-related commitments and negative \$79 million related to the residual component.
- The allowance for credit losses, which includes the allowance for loan losses and lending-related commitments, was \$4.4 billion at March 31, 2004, compared to \$5.7 billion at March 31, 2003. Total nonperforming assets were \$2.9 billion at March 31, 2004, down 35% from March 31, 2003. Nonperforming assets do not include \$331 million of distressed commercial loans purchased as part of the Investment Bank’s proprietary investing activities.
- Commercial criticized exposure (rated CCC+/Caa1 or lower) was \$7.4 billion as of March 31, 2004, a decline of \$7.2 billion, or 49%, from March 31, 2003. Exposures include loans, counterparty outstandings and lending-related commitments.

Total assets and capital

- **Total assets** as of March 31, 2004 were \$801 billion, compared to \$755 billion as of March 31, 2003. Commercial loans were \$79.2 billion, compared to \$88.4 billion as of March 31, 2003. Managed consumer loans increased 7% from March 31, 2003. The Tier 1 capital ratio was 8.4% at March 31, 2004 (estimated) and at March 31, 2003.

Notes:

1. In addition to analyzing the firm's results on a reported basis, management reviews the line of business results on an "operating basis", which is a non-GAAP financial measure. The definition of operating basis starts with reported U.S. GAAP results. In the case of the Investment Bank, "operating basis" includes in trading revenue the net interest income related to trading activities. Trading activities generate revenues which are recorded for GAAP purposes in two line items on the income statement: trading revenues, which include the mark to market gains or losses on trading positions; and net interest income, which includes the interest income or expense related to those positions. Combining both the trading revenues and related net interest income enables management to evaluate the Investment Bank's trading activities by considering all revenues related to these activities and facilitates operating comparisons to other competitors. In the case of Chase Cardmember Services, "operating" or "managed" basis excludes the impact of credit card securitizations on revenue, provision for credit losses, net charge-offs and receivables. JPMorgan Chase uses the concept of "managed receivables" to evaluate the credit performance of the underlying credit card loans, both sold and not sold; as the same borrower is continuing to use the credit card for ongoing charges, a borrower's credit performance will impact both the receivables sold under SFAS 140 and those not sold. Thus, in its disclosures regarding managed receivables, JPMorgan Chase treats the sold receivables as if they were still on the balance sheet in order to disclose the credit performance (such as charge-off rates) of the entire managed credit card portfolio. The operating basis for all other lines of business is the same as the reported basis. See page 9 of JPMorgan Chase's Earnings Release Financial Supplement (First Quarter 2004) for a reconciliation of JPMorgan Chase's income statement from reported to operating basis.
2. The firm uses return on tangible allocated capital, a non-GAAP financial measure, as one of several measures to evaluate the economics of the IMPB business segment. Return on tangible allocated capital measures return on an economic capital basis (that is, on a basis that takes into account the operational, business, credit and other risks to which this business is exposed, including the level of assets) but excludes the capital allocated for goodwill. The firm utilizes this measure to facilitate operating comparisons to other competitors. See page 14 of JPMorgan Chase's Earnings Release Financial Supplement (First Quarter 2004).

J.P. Morgan Chase & Co. is a leading global financial services firm with assets of \$801 billion and operations in more than 50 countries. The firm is a leader in investment banking, financial services for consumers and businesses, financial transaction processing, investment management, private banking and private equity. A component of the Dow Jones Industrial Average, JPMorgan Chase is headquartered in New York and serves more than 30 million consumers nationwide, and many of the world's most prominent corporate, institutional and government clients. Information about JPMorgan Chase is available on the Internet at www.jpmorganchase.com.

JPMorgan Chase will host a meeting and a conference call for the investment community on Wednesday, April 21, 2004 at 11:00 a.m. (Eastern Daylight Time) to review first quarter financial results and to give an update on the pending merger with Bank One Corporation. The meeting will be held at 270 Park Avenue on the 49th floor. Investors unable to attend the meeting can dial (973) 935-8505 or listen via live audio webcast. The webcast and presentation slides will be available on www.jpmorganchase.com. A replay of the meeting will be available beginning at 2:00 p.m. (Eastern Daylight Time) on April 21, 2004 and continuing through 6:00 p.m. (Eastern Daylight Time) on April 28, 2004 at (973) 341-3080 pin #4647765. The replay also will be available on www.jpmorganchase.com. Additional detailed financial, statistical and business-related information is included in a financial supplement. The earnings release and the financial supplement are available on the JPMorgan Chase web site (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's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements.

The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the ability to obtain governmental approvals of the merger on the proposed terms and schedule; the failure of JPMorgan Chase and Bank One stockholders to approve the merger; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any revenue synergies from the merger may not be fully realized or may take longer to realize than expected;

the risk that excess capital is not generated from the merger as anticipated or not utilized in an accretive manner; and the risk that disruption from the merger may make it more difficult to maintain relationships with clients, employees or suppliers. Additional factors that could cause JPMorgan Chase's results to differ materially from those described in the forward-looking statements can be found in the 2003 Annual Report on Form 10-K of JPMorgan Chase filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's internet site (<http://www.sec.gov>).

JPMorgan Chase has filed a Registration Statement on Form S-4 with the SEC containing the definitive joint proxy statement/prospectus regarding the proposed merger. Stockholders are urged to read the definitive joint proxy statement/prospectus because it contains important information. Stockholders may obtain a free copy of the definitive joint proxy statement/prospectus, as well as other filings containing information about JPMorgan Chase and Bank One, without charge, at the SEC's Internet site (<http://www.sec.gov>). Copies of the definitive joint proxy statement/prospectus and the filings with the SEC incorporated by reference in the definitive joint proxy statement/prospectus can also be obtained, without charge, by directing a request to J.P. Morgan Chase & Co., 270 Park Avenue, New York, New York 10017, Attention: Office of the Secretary (212-270-4040), or to Bank One Corporation, 1 Bank One Plaza, Suite 0738, Chicago, Illinois 60670, Attention: Investor Relations (312-336-3013). The respective directors and executive officers of JPMorgan Chase and Bank One and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed merger. Information regarding JP Morgan Chase's and Bank One's directors and executive officers and a description of their direct and indirect interests, by security holdings or otherwise, is available in the definitive joint proxy statement/prospectus contained in the above-referenced Registration Statement on Form S-4.

J.P. MORGAN CHASE & CO.
CONSOLIDATED FINANCIAL HIGHLIGHTS
(in millions, except per share, ratio and employee data)



| | 1QTR 2004 | 4QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | 4Q 2003 | 1Q 2003 |
| <u>SELECTED INCOME STATEMENT DATA:</u> | | | | | |
| Revenue | \$ 8,977 | \$ 8,068 | \$ 8,406 | 11% | 7% |
| Provision for Credit Losses | 15 | 139 | 743 | (89) | (98) |
| Noninterest Expense | 6,059 | 5,220 | 5,541 | 16 | 9 |
| Net Income | 1,930 | 1,864 | 1,400 | 4 | 38 |
| <u>Per Common Share:</u> | | | | | |
| Net Income per Share: | | | | | |
| Basic | \$ 0.94 | \$ 0.92 | \$ 0.69 | 2 | 36 |
| Diluted | 0.92 | 0.89 | 0.69 | 3 | 33 |
| Cash Dividends Declared per Share | 0.34 | 0.34 | 0.34 | — | — |
| Book Value per Share (Period-End) | 22.62 | 22.10 | 20.73 | 2 | 9 |
| Closing Share Price | 41.95 | 36.73 | 23.71 | 14 | 77 |
| <u>Common Shares Outstanding:</u> | | | | | |
| Average: | | | | | |
| Basic | 2,032.3 | 2,016.2 | 1,999.8 | 1 | 2 |
| Diluted | 2,092.7 | 2,079.3 | 2,021.9 | 1 | 4 |
| Common Shares at Period-End | 2,081.7 | 2,042.6 | 2,030.0 | 2 | 3 |
| <u>SELECTED RATIOS:</u> | | | | | |
| Return on Average Common Equity (a) | 17% | 17% | 13% | —bp | 400bp |
| Tier 1 Capital Ratio | 8.4(b) | 8.5 | 8.4 | (10) | — |
| <u>SELECTED BALANCE SHEET DATA (PERIOD-END):</u> | | | | | |
| Total Assets | \$ 801,078 | \$ 770,912 | \$ 755,156 | 4% | 6% |
| Deposits | 336,886 | 326,492 | 300,667 | 3 | 12 |
| Common Stockholders' Equity | 47,092 | 45,145 | 42,075 | 4 | 12 |
| FULL-TIME EQUIVALENT EMPLOYEES | 93,285 | 93,453 | 93,878 | — | (1) |
| <u>SEGMENT EARNINGS</u> | | | | | |
| Investment Bank | \$ 1,110 | \$ 862 | \$ 897 | 29 | 24 |
| Treasury & Securities Services | 119 | 144 | 112 | (17) | 6 |
| Investment Management & Private Banking | 115 | 100 | 27 | 15 | 326 |
| JPMorgan Partners | 115 | 23 | (223) | 400 | NM |
| Chase Financial Services | 427 | 559 | 648 | (24) | (34) |
| Support Units and Corporate | 44 | 176 | (61) | (75) | NM |
| NET INCOME | \$ 1,930 | \$ 1,864 | \$ 1,400 | 4 | 38 |

(a) Based on annualized amounts.
(b) Estimated



EARNINGS RELEASE
FINANCIAL SUPPLEMENT
FIRST QUARTER 2004

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Note: Prior periods have been adjusted to conform with current methodologies.

REPORTED BASIS

J.P. MORGAN CHASE & CO.
CONSOLIDATED FINANCIAL HIGHLIGHTS
(in millions, except per share, ratio and employee data)

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|-----------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| <u>SELECTED INCOME STATEMENT DATA:</u> | | | | | | | |
| Revenue | \$ 8,977 | \$ 8,068 | \$ 7,748 | \$ 9,034 | \$ 8,406 | 11% | 7% |
| Provision for Credit Losses | 15 | 139 | 223 | 435 | 743 | (89) | (98) |
| Noninterest Expense | 6,059 | 5,220 | 5,095 | 5,832 | 5,541 | 16 | 9 |
| Net Income | 1,930 | 1,864 | 1,628 | 1,827 | 1,400 | 4 | 38 |
| <u>Per Common Share:</u> | | | | | | | |
| Net Income per Share: | | | | | | | |
| Basic | \$ 0.94 | \$ 0.92 | \$ 0.80 | \$ 0.90 | \$ 0.69 | 2 | 36 |
| Diluted | 0.92 | 0.89 | 0.78 | 0.89 | 0.69 | 3 | 33 |
| Cash Dividends Declared per Share | 0.34 | 0.34 | 0.34 | 0.34 | 0.34 | — | — |
| Book Value per Share (Period-End) | 22.62 | 22.10 | 21.55 | 21.53 | 20.73 | 2 | 9 |
| Closing Share Price | 41.95 | 36.73 | 34.33 | 34.18 | 23.71 | 14 | 77 |
| <u>Common Shares Outstanding:</u> | | | | | | | |
| Average: | | | | | | | |
| Basic | 2,032.3 | 2,016.2 | 2,012.2 | 2,005.6 | 1,999.8 | 1 | 2 |
| Diluted | 2,092.7 | 2,079.3 | 2,068.2 | 2,050.6 | 2,021.9 | 1 | 4 |
| Common Shares at Period-End | 2,081.7 | 2,042.6 | 2,039.2 | 2,035.1 | 2,030.0 | 2 | 3 |
| <u>SELECTED RATIOS:</u> | | | | | | | |
| Return on Average Common Equity (a) | 17% | 17% | 15% | 17% | 13% | —bp | 400bp |
| Tier 1 Capital Ratio | 8.4(b) | 8.5 | 8.7 | 8.4 | 8.4 | (10) | — |
| <u>SELECTED BALANCE SHEET DATA (PERIOD-END):</u> | | | | | | | |
| Total Assets | \$801,078 | \$770,912 | \$792,700 | \$802,603 | \$755,156 | 4% | 6% |
| Deposits | 336,886 | 326,492 | 313,626 | 318,248 | 300,667 | 3 | 12 |
| Common Stockholders' Equity | 47,092 | 45,145 | 43,948 | 43,812 | 42,075 | 4 | 12 |
| <u>FULL-TIME EQUIVALENT EMPLOYEES</u> | | | | | | | |
| | 93,285 | 93,453 | 92,940 | 92,256 | 93,878 | — | (1) |
| <u>SEGMENT EARNINGS</u> | | | | | | | |
| Investment Bank | \$ 1,110 | \$ 862 | \$ 876 | \$ 1,037 | \$ 897 | 29 | 24 |
| Treasury & Securities Services | 119 | 144 | 140 | 111 | 112 | (17) | 6 |
| Investment Management & Private Banking | 115 | 100 | 80 | 58 | 27 | 15 | 326 |
| JPMorgan Partners | 115 | 23 | 5 | (98) | (223) | 400 | NM |
| Chase Financial Services | 427 | 559 | 432 | 852 | 648 | (24) | (34) |
| Support Units and Corporate | 44 | 176 | 95 | (133) | (61) | (75) | NM |
| NET INCOME | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |

(a) Based on annualized amounts.
(b) Estimated

J.P. MORGAN CHASE & CO.
STATEMENT OF INCOME — REPORTED BASIS
(in millions, except per share, ratio and employee data)

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| <u>REVENUE</u> | | | | | | | |
| Investment Banking Fees | \$ 692 | \$ 846 | \$ 649 | \$ 779 | \$ 616 | (18)% | 12% |
| Trading Revenue | 1,720 | 754 | 829 | 1,546 | 1,298 | 128 | 33 |
| Fees and Commissions | 2,933 | 2,871 | 2,742 | 2,551 | 2,488 | 2 | 18 |
| Private Equity Gains (Losses) | 306 | 163 | 120 | (29) | (221) | 88 | NM |
| Securities Gains | 126 | 29 | 164 | 768 | 485 | 334 | (74) |
| Mortgage Fees and Related Income | 244 | 140 | 8 | 311 | 433 | 74 | (44) |
| Other Revenue | 126 | 254 | 188 | 45 | 92 | (50) | 37 |
| Total Noninterest Revenue | 6,147 | 5,057 | 4,700 | 5,971 | 5,191 | 22 | 18 |
| Interest Income | 5,478 | 5,614 | 5,696 | 5,871 | 6,263 | (2) | (13) |
| Interest Expense | 2,648 | 2,603 | 2,648 | 2,808 | 3,048 | 2 | (13) |
| Net Interest Income | 2,830 | 3,011 | 3,048 | 3,063 | 3,215 | (6) | (12) |
| Revenue before Provision for Credit Losses | 8,977 | 8,068 | 7,748 | 9,034 | 8,406 | 11 | 7 |
| Provision for Credit Losses | 15 | 139 | 223 | 435 | 743 | (89) | (98) |
| TOTAL NET REVENUE | 8,962 | 7,929 | 7,525 | 8,599 | 7,663 | 13 | 17 |
| <u>NONINTEREST EXPENSE</u> | | | | | | | |
| Compensation Expense | 3,370 | 2,577 | 2,713 | 3,231 | 3,174 | 31 | 6 |
| Occupancy Expense | 431 | 482 | 391 | 543 | 496 | (11) | (13) |
| Technology and Communications Expense | 819 | 756 | 719 | 732 | 637 | 8 | 29 |
| Other Expense | 1,439 | 1,405 | 1,272 | 1,226 | 1,234 | 2 | 17 |
| Surety Settlement and Litigation Reserve (a) | — | — | — | 100 | — | NM | NM |
| TOTAL NONINTEREST EXPENSE | 6,059 | 5,220 | 5,095 | 5,832 | 5,541 | 16 | 9 |
| Income before Income Tax Expense | 2,903 | 2,709 | 2,430 | 2,767 | 2,122 | 7 | 37 |
| Income Tax Expense | 973 | 845 | 802 | 940 | 722 | 15 | 35 |
| NET INCOME | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ 1,917 | \$ 1,851 | \$ 1,615 | \$ 1,815 | \$ 1,387 | 4 | 38 |
| <u>NET INCOME PER COMMON SHARE</u> | | | | | | | |
| Basic | \$ 0.94 | \$ 0.92 | \$ 0.80 | \$ 0.90 | \$ 0.69 | 2 | 36 |
| Diluted | 0.92 | 0.89 | 0.78 | 0.89 | 0.69 | 3 | 33 |
| <u>FINANCIAL RATIOS</u> | | | | | | | |
| Return on Average Assets (b) | 1.01% | 0.95% | 0.83% | 0.96% | 0.73% | 6bp | 28bp |
| Return on Average Common Equity (b) | 17 | 17 | 15 | 17 | 13 | — | 400 |
| Common Dividend Payout Ratio | 38 | 38 | 44 | 40 | 50 | — | (1,200) |
| Effective Income Tax Rate | 34 | 31 | 33 | 34 | 34 | 300 | — |
| Overhead Ratio | 67 | 65 | 66 | 65 | 66 | 200 | 100 |
| FULL-TIME EQUIVALENT EMPLOYEES | 93,285 | 93,453 | 92,940 | 92,256 | 93,878 | —% | (1)% |

- (a) Reflects a \$100 million addition to the Enron-related litigation reserve.
(b) Based on annualized amounts.

J.P. MORGAN CHASE & CO.
SELECTED NONINTEREST REVENUE AND NONINTEREST EXPENSE DETAIL
(in millions)

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| <u>NONINTEREST REVENUE</u> | | | | | | | |
| Fees and Commissions: | | | | | | | |
| Investment Management and Service Fees | \$ 668 | \$ 618 | \$ 573 | \$ 508 | \$ 545 | 8% | 23% |
| Custody and Institutional Trust Service Fees | 442 | 431 | 404 | 408 | 358 | 3 | 23 |
| Credit Card Fees | 734 | 825 | 756 | 698 | 692 | (11) | 6 |
| Brokerage Commissions | 401 | 316 | 310 | 296 | 259 | 27 | 55 |
| Lending-Related Service Fees | 139 | 172 | 157 | 127 | 124 | (19) | 12 |
| Deposit Service Fees | 274 | 279 | 298 | 284 | 285 | (2) | (4) |
| Other Fees | 275 | 230 | 244 | 230 | 225 | 20 | 22 |
| Total | \$ 2,933 | \$ 2,871 | \$ 2,742 | \$ 2,551 | \$ 2,488 | 2 | 18 |
| <u>NONINTEREST EXPENSE</u> | | | | | | | |
| Other Expense: | | | | | | | |
| Professional Services | \$ 372 | \$ 394 | \$ 325 | \$ 324 | \$ 325 | (6) | 14 |
| Outside Services | 376 | 311 | 294 | 310 | 272 | 21 | 38 |
| Marketing | 199 | 200 | 179 | 167 | 164 | (1) | 21 |
| Travel and Entertainment | 118 | 128 | 103 | 102 | 89 | (8) | 33 |
| Amortization of Intangibles | 79 | 74 | 73 | 73 | 74 | 7 | 7 |
| All Other | 295 | 298 | 298 | 250 | 310 | (1) | (5) |
| Total | \$ 1,439 | \$ 1,405 | \$ 1,272 | \$ 1,226 | \$ 1,234 | 2 | 17 |

J.P. MORGAN CHASE & CO.
CONSOLIDATED BALANCE SHEET
(in millions)

| | | | | | | Mar 31, 2004 Over (Under) | |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------------|----------------|
| | Mar 31 2004 | Dec 31 2003 | Sep 30 2003 | Jun 30 2003 | Mar 31 2003 | Dec 31 2003 | Mar 31 2003 |
| ASSETS | | | | | | | |
| Cash and Due from Banks | \$ 19,419 | \$ 20,268 | \$ 18,585 | \$ 23,398 | \$ 22,229 | (4)% | (13)% |
| Deposits with Banks | 35,600 | 10,175 | 10,601 | 10,393 | 6,896 | 250 | 416 |
| Federal Funds Sold and Securities Purchased under Resale | | | | | | | |
| Agreements | 79,414 | 76,868 | 88,752 | 69,748 | 69,764 | 3 | 14 |
| Securities Borrowed | 49,881 | 41,834 | 37,096 | 41,067 | 39,188 | 19 | 27 |
| Trading Assets: | | | | | | | |
| Debt and Equity Instruments | 189,549 | 169,120 | 146,731 | 139,275 | 146,783 | 12 | 29 |
| Derivative Receivables (a) | 58,434 | 83,751 | 83,787 | 93,602 | 86,649 | (30) | (33) |
| Securities | 70,747 | 60,244 | 65,152 | 82,549 | 85,178 | 17 | (17) |
| Loans (Net of Allowance for Loan Losses) | 213,510 | 214,995 | 231,448 | 222,307 | 212,256 | (1) | 1 |
| Private Equity Investments | 7,097 | 7,250 | 7,797 | 7,901 | 8,170 | (2) | (13) |
| Goodwill | 8,730 | 8,511 | 8,134 | 8,132 | 8,122 | 3 | 7 |
| Other Intangibles: | | | | | | | |
| Mortgage Servicing Rights | 4,189 | 4,781 | 4,007 | 2,967 | 3,235 | (12) | 29 |
| Purchased Credit Card Relationships | 953 | 1,014 | 1,078 | 1,141 | 1,205 | (6) | (21) |
| All Other Intangibles | 813 | 685 | 311 | 320 | 294 | 19 | 177 |
| Other Assets | 62,742 | 71,416 | 89,221 | 99,803 | 65,187 | (12) | (4) |
| TOTAL ASSETS (b) | \$ 801,078 | \$ 770,912 | \$ 792,700 | \$ 802,603 | \$ 755,156 | 4 | 6 |
| LIABILITIES | | | | | | | |
| Deposits: | | | | | | | |
| Noninterest-Bearing | \$ 87,428 | \$ 79,465 | \$ 81,865 | \$ 88,096 | \$ 77,822 | 10 | 12 |
| Interest-Bearing | 249,458 | 247,027 | 231,761 | 230,152 | 222,845 | 1 | 12 |
| Total Deposits | 336,886 | 326,492 | 313,626 | 318,248 | 300,667 | 3 | 12 |
| Federal Funds Purchased and Securities Sold under Repurchase | | | | | | | |
| Agreements | 148,526 | 113,466 | 131,959 | 155,330 | 160,221 | 31 | (7) |
| Commercial Paper | 14,972 | 14,284 | 14,790 | 12,382 | 14,039 | 5 | 7 |
| Other Borrowed Funds | 10,414 | 8,925 | 8,174 | 12,176 | 12,848 | 17 | (19) |
| Trading Liabilities: | | | | | | | |
| Debt and Equity Instruments | 80,303 | 78,222 | 87,516 | 72,825 | 64,427 | 3 | 25 |
| Derivative Payables (a) | 53,883 | 71,226 | 68,285 | 72,831 | 64,804 | (24) | (17) |
| Accounts Payable, Accrued Expenses and Other Liabilities | | | | | | | |
| (including the Allowance for Lending-Related Commitments) | 43,656 | 45,066 | 54,333 | 64,072 | 46,776 | (3) | (7) |
| Beneficial Interests Issued by Consolidated Variable Interest Entities | 7,543 | 12,295 | 18,399 | — | — | (39) | NM |
| Long-Term Debt | 50,062 | 48,014 | 43,945 | 43,371 | 42,851 | 4 | 17 |
| Junior Subordinated Deferrable Interest Debentures Held by Trusts that Issued Guaranteed Capital Debt Securities | 6,732 | 6,768 | 6,716 | 1,108 | — | (1) | NM |
| Guaranteed Preferred Beneficial Interests in Capital Debt Securities Issued by Consolidated Trusts | — | — | — | 5,439 | 5,439 | NM | NM |
| TOTAL LIABILITIES | 752,977 | 724,758 | 747,743 | 757,782 | 712,072 | 4 | 6 |
| STOCKHOLDERS' EQUITY | | | | | | | |
| Preferred Stock | 1,009 | 1,009 | 1,009 | 1,009 | 1,009 | — | — |
| Common Stock | 2,088 | 2,044 | 2,041 | 2,036 | 2,032 | 2 | 3 |
| Capital Surplus | 14,193 | 13,512 | 13,238 | 12,898 | 12,477 | 5 | 14 |
| Retained Earnings | 30,878 | 29,681 | 28,540 | 27,633 | 26,538 | 4 | 16 |
| Accumulated Other Comprehensive Income (Loss) | 177 | (30) | 187 | 1,293 | 1,113 | NM | (84) |
| Treasury Stock, at Cost | (244) | (62) | (58) | (48) | (85) | (294) | (187) |
| TOTAL STOCKHOLDERS' EQUITY | 48,101 | 46,154 | 44,957 | 44,821 | 43,084 | 4 | 12 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ 801,078 | \$ 770,912 | \$ 792,700 | \$ 802,603 | \$ 755,156 | 4 | 6 |

(a) Effective January 1, 2004, the Firm elected to net cash paid and received under credit support annexes to legally enforceable master netting agreements.

(b) Includes an incremental \$6 billion, \$10 billion and \$15 billion at March 31, 2004, December 31, 2003 and September 30, 2003, respectively, related to variable interest entities that were consolidated in accordance with FIN 46 which became effective on July 1, 2003. Also includes approximately \$2 billion at March 31, 2004, \$2 billion at December 31, 2003 and \$3 billion at September 30, 2003 related to variable interest entities consolidated prior to the third quarter of 2003 that continue to be consolidated in accordance with FIN 46.

J.P. MORGAN CHASE & CO.
CONDENSED AVERAGE BALANCE SHEET AND ANNUALIZED YIELDS
(in millions, except rates)

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| AVERAGE BALANCES | | | | | | | |
| ASSETS | | | | | | | |
| Deposits with Banks | \$ 21,535 | \$ 11,724 | \$ 10,163 | \$ 7,061 | \$ 9,998 | 84% | 115% |
| Federal Funds Sold and Securities Purchased under Resale Agreements | 82,555 | 94,773 | 89,865 | 76,690 | 87,657 | (13) | (6) |
| Securities Borrowed | 48,609 | 40,371 | 40,019 | 42,160 | 38,654 | 20 | 26 |
| Trading Assets | 166,389 | 156,958 | 138,829 | 138,503 | 161,753 | 6 | 3 |
| Securities | 63,992 | 63,903 | 75,032 | 86,830 | 84,254 | — | (24) |
| Loans | 217,478 | 230,795 | 237,508 | 219,950 | 215,882 | (6) | 1 |
| Total Interest-Earning Assets | 600,558 | 598,524 | 591,416 | 571,194 | 598,198 | — | — |
| Noninterest-Earning Assets | 170,760 | 179,995 | 191,010 | 193,461 | 180,040 | (5) | (5) |
| TOTAL ASSETS | \$ 771,318 | \$ 778,519 | \$ 782,426 | \$ 764,655 | \$ 778,238 | (1) | (1) |
| LIABILITIES | | | | | | | |
| Interest-Bearing Deposits | \$ 238,206 | \$ 237,636 | \$ 221,539 | \$ 225,950 | \$ 225,389 | — | 6 |
| Federal Funds Purchased and Securities Sold under Repurchase Agreements | 145,370 | 141,089 | 148,132 | 164,386 | 191,163 | 3 | (24) |
| Commercial Paper | 13,153 | 13,293 | 13,088 | 12,929 | 14,254 | (1) | (8) |
| Other Borrowings (a) | 80,388 | 74,551 | 72,191 | 63,524 | 68,453 | 8 | 17 |
| Beneficial Interests Issued by Consolidated Variable Interest Entities | 9,764 | 17,585 | 19,791 | — | — | (44) | NM |
| Long-Term Debt | 53,574 | 52,408 | 48,685 | 49,219 | 46,001 | 2 | 16 |
| Total Interest-Bearing Liabilities | 540,455 | 536,562 | 523,426 | 516,008 | 545,260 | 1 | (1) |
| Noninterest-Bearing Liabilities | 184,036 | 196,771 | 214,860 | 204,879 | 190,111 | (6) | (3) |
| TOTAL LIABILITIES | 724,491 | 733,333 | 738,286 | 720,887 | 735,371 | (1) | (1) |
| Preferred Stock | 1,009 | 1,009 | 1,009 | 1,009 | 1,009 | — | — |
| Common Stockholders' Equity | 45,818 | 44,177 | 43,131 | 42,759 | 41,858 | 4 | 9 |
| TOTAL STOCKHOLDERS' EQUITY | 46,827 | 45,186 | 44,140 | 43,768 | 42,867 | 4 | 9 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ 771,318 | \$ 778,519 | \$ 782,426 | \$ 764,655 | \$ 778,238 | (1) | (1) |
| AVERAGE RATES | | | | | | | |
| INTEREST-EARNING ASSETS | | | | | | | |
| Deposits with Banks | 1.62% | 2.88% | 0.93% | 2.39% | 2.58% | (126)bp | (96)bp |
| Federal Funds Sold and Securities Purchased under Resale Agreements | 1.49 | 1.36 | 1.52 | 1.85 | 2.19 | 13 | (70) |
| Securities Borrowed | 0.77 | 0.74 | 0.71 | 0.75 | 1.02 | 3 | (25) |
| Trading Assets | 4.35 | 4.19 | 4.27 | 4.65 | 4.64 | 16 | (29) |
| Securities | 4.21 | 4.49 | 4.69 | 4.62 | 4.64 | (28) | (43) |
| Loans | 4.69 | 4.74 | 4.83 | 5.12 | 5.32 | (5) | (63) |
| Total Interest-Earning Assets | 3.68 | 3.73 | 3.83 | 4.13 | 4.26 | (5) | (58) |
| INTEREST-BEARING LIABILITIES | | | | | | | |
| Interest-Bearing Deposits | 1.37 | 1.33 | 1.41 | 1.69 | 1.92 | 4 | (55) |
| Federal Funds Purchased and Securities Sold under Repurchase Agreements | 1.24 | 1.16 | 1.29 | 1.41 | 1.54 | 8 | (30) |
| Commercial Paper | 0.96 | 0.98 | 1.00 | 1.22 | 1.30 | (2) | (34) |
| Other Borrowings | 4.57 | 4.91 | 5.12 | 5.39 | 4.99 | (34) | (42) |
| Beneficial Interests Issued by Consolidated Variable Interest Entities | 1.60 | 1.36 | 0.92 | — | — | 24 | NM |
| Long-Term Debt | 3.02 | 2.86 | 3.01 | 3.14 | 3.23 | 16 | (21) |
| Total Interest-Bearing Liabilities | 1.97 | 1.92 | 2.01 | 2.18 | 2.27 | 5 | (30) |
| INTEREST RATE SPREAD | 1.71% | 1.81% | 1.82% | 1.95% | 1.99% | (10) | (28) |
| NET INTEREST MARGIN | 1.90% | 2.00% | 2.05% | 2.16% | 2.19% | (10) | (29) |
| NET INTEREST MARGIN ADJUSTED FOR SECURITIZATIONS | 2.22% | 2.32% | 2.36% | 2.47% | 2.49% | (10) | (27) |

(a) Includes securities sold but not yet purchased.

OPERATING BASIS

In addition to analyzing the Firm's results on a reported basis, management looks at results on an "operating basis", which is a non-GAAP measure. The definition of operating basis starts with the reported U.S. GAAP results. In the case of the Investment Bank, the operating basis includes the reclassification of net interest income related to trading activities to Trading Revenue. In the case of Chase Financial Services and Chase Cardmember Services, "operating" or "managed" basis excludes the impact of credit card securitizations. These adjustments do not change JPMorgan Chase's reported net income.

J.P. MORGAN CHASE & CO.
STATEMENT OF INCOME — OPERATING BASIS
(in millions, except per share and ratio data)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| OPERATING REVENUE | | | | | | | |
| Investment Banking Fees | \$ 692 | \$ 846 | \$ 649 | \$ 779 | \$ 616 | (18)% | 12% |
| Trading-Related Revenue (Includes Trading NII) | 2,296 | 1,272 | 1,278 | 2,025 | 1,981 | 81 | 16 |
| Fees and Commissions | 2,784 | 2,687 | 2,569 | 2,429 | 2,319 | 4 | 20 |
| Private Equity Gains (Losses) | 306 | 163 | 120 | (29) | (221) | 88 | NM |
| Securities Gains | 126 | 29 | 164 | 768 | 485 | 334 | (74) |
| Mortgage Fees and Related Income | 244 | 140 | 8 | 311 | 433 | 74 | (44) |
| Other Revenue | 87 | 225 | 174 | 21 | 88 | (61) | (1) |
| Net Interest Income (Excludes Trading NII) | 2,915 | 3,168 | 3,257 | 3,210 | 3,162 | (8) | (8) |
| TOTAL OPERATING REVENUE | 9,450 | 8,530 | 8,219 | 9,514 | 8,863 | 11 | 7 |
| OPERATING EXPENSE | | | | | | | |
| Compensation Expense (a) | 3,370 | 2,577 | 2,713 | 3,231 | 3,174 | 31 | 6 |
| Noncompensation Expense (a) (b) | 2,689 | 2,643 | 2,382 | 2,601 | 2,367 | 2 | 14 |
| TOTAL OPERATING EXPENSE | 6,059 | 5,220 | 5,095 | 5,832 | 5,541 | 16 | 9 |
| Operating Margin | 3,391 | 3,310 | 3,124 | 3,682 | 3,322 | 2 | 2 |
| Credit Costs | 488 | 601 | 694 | 915 | 1,200 | (19) | (59) |
| Operating Income before Income Tax Expense | 2,903 | 2,709 | 2,430 | 2,767 | 2,122 | 7 | 37 |
| Income Tax Expense | 973 | 845 | 802 | 940 | 722 | 15 | 35 |
| OPERATING EARNINGS | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |
| SELECTED METRICS | | | | | | | |
| Diluted Earnings per Share | \$ 0.92 | \$ 0.89 | \$ 0.78 | \$ 0.89 | \$ 0.69 | 3 | 33 |
| Return on Average Managed Assets (c) (d) | 0.96% | 0.91% | 0.79% | 0.92% | 0.70% | 5bp | 26bp |
| Compensation Expense as a % of Operating Revenue | 36 | 30 | 33 | 34 | 36 | 600 | 37 |
| Noncompensation Expense as a % of Operating Revenue | 28 | 31 | 29 | 27 | 27 | (300) | 100 |
| Overhead Ratio | 64 | 61 | 62 | 61 | 63 | 300 | 100 |
| RECONCILIATION OF NET INCOME TO OPERATING EARNINGS | | | | | | | |
| Net Income | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4% | 38% |
| Special Items (Net of Taxes): | | | | | | | |
| Merger and Restructuring Costs | — | — | — | — | — | NM | NM |
| Operating Earnings | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |
| RECONCILIATION OF OPERATING EARNINGS TO SHAREHOLDER VALUE ADDED | | | | | | | |
| Operating Earnings | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |
| Less: Preferred Dividends | 13 | 13 | 13 | 12 | 13 | — | — |
| Earnings Applicable to Common Stock | 1,917 | 1,851 | 1,615 | 1,815 | 1,387 | 4 | 38 |
| Less: Cost of Capital (e) | 1,367 | 1,337 | 1,304 | 1,279 | 1,239 | 2 | 10 |
| Shareholder Value Added (f) | \$ 550 | \$ 514 | \$ 311 | \$ 536 | \$ 148 | 7 | 272 |
| RECONCILIATION OF AVERAGE ASSETS TO AVERAGE MANAGED ASSETS | | | | | | | |
| Average Assets | \$ 771,318 | \$ 778,519 | \$ 782,426 | \$ 764,655 | \$ 778,238 | (1) | (1) |
| Average Credit Card Securitizations | 33,357 | 33,445 | 32,497 | 31,665 | 31,834 | — | 5 |
| Average Managed Assets | \$ 804,675 | \$ 811,964 | \$ 814,923 | \$ 796,320 | \$ 810,072 | (1) | (1) |

- (a) Includes severance and other related costs associated with expense containment programs.
- (b) Includes Occupancy Expense, Technology and Communications Expense, Other Expense and, in the second quarter of 2003, Surety Settlement and Litigation Reserve.
- (c) Represents operating earnings as a percentage of average managed assets.
- (d) Based on annualized amounts.
- (e) A 12% (after-tax) cost of capital, based on average allocated capital, is used by the Firm. To derive shareholder value added for the business segments, a 12% (after-tax) cost of capital is deducted from each business segment's net income, except for JPMorgan Partners, which is charged a 15% (after-tax) cost of capital.
- (f) JPMorgan Chase uses shareholder value added ("SVA") as its primary measure of profitability for the Firm and each of its business segments. To derive SVA, a non-GAAP financial measure, the Firm deducts the cost of capital from each business segment's net income. SVA facilitates evaluation of the trade-off between the use of capital by each business unit versus its return to shareholders. The table above provides a reconciliation of consolidated operating earnings to SVA.

J.P. MORGAN CHASE & CO.
RECONCILIATION FROM REPORTED TO OPERATING BASIS
(in millions)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| REPORTED | | | | | | | |
| Revenue | | | | | | | |
| Investment Banking Fees | \$ 692 | \$ 846 | \$ 649 | \$ 779 | \$ 616 | (18)% | 12% |
| Trading Revenue | 1,720 | 754 | 829 | 1,546 | 1,298 | 128 | 33 |
| Fees and Commissions | 2,933 | 2,871 | 2,742 | 2,551 | 2,488 | 2 | 18 |
| Private Equity Gains (Losses) | 306 | 163 | 120 | (29) | (221) | 88 | NM |
| Securities Gains | 126 | 29 | 164 | 768 | 485 | 334 | (74) |
| Mortgage Fees and Related Income | 244 | 140 | 8 | 311 | 433 | 74 | (44) |
| Other Revenue | 126 | 254 | 188 | 45 | 92 | (50) | 37 |
| Net Interest Income | 2,830 | 3,011 | 3,048 | 3,063 | 3,215 | (6) | (12) |
| Total Revenue | 8,977 | 8,068 | 7,748 | 9,034 | 8,406 | 11 | 7 |
| Noninterest Expense | 6,059 | 5,220 | 5,095 | 5,832 | 5,541 | 16 | 9 |
| Operating Margin | 2,918 | 2,848 | 2,653 | 3,202 | 2,865 | 2 | 2 |
| Provision for Credit Losses | 15 | 139 | 223 | 435 | 743 | (89) | (98) |
| Income before Income Tax Expense | 2,903 | 2,709 | 2,430 | 2,767 | 2,122 | 7 | 37 |
| Income Tax Expense | 973 | 845 | 802 | 940 | 722 | 15 | 35 |
| Net Income | <u>\$ 1,930</u> | <u>\$ 1,864</u> | <u>\$ 1,628</u> | <u>\$ 1,827</u> | <u>\$ 1,400</u> | 4 | 38 |
| RECONCILING ITEMS (a) | | | | | | | |
| Revenue | | | | | | | |
| Trading-Related Revenue (b) | \$ 576 | \$ 518 | \$ 449 | \$ 479 | \$ 683 | 11 | (16) |
| Fees and Commissions (c) | (149) | (184) | (173) | (122) | (169) | 19 | 12 |
| Other Revenue (c) | (39) | (29) | (14) | (24) | (4) | (34) | NM |
| Net Interest Income: | | | | | | | |
| Trading-Related (b) | (576) | (518) | (449) | (479) | (683) | (11) | 16 |
| Credit Card Securitizations (c) | 661 | 675 | 658 | 626 | 630 | (2) | 5 |
| Total Net Interest Income | 85 | 157 | 209 | 147 | (53) | (46) | NM |
| Total Revenue | 473 | 462 | 471 | 480 | 457 | 2 | 4 |
| Noninterest Expense | — | — | — | — | — | NM | NM |
| Operating Margin | 473 | 462 | 471 | 480 | 457 | 2 | 4 |
| Securitized Credit Losses (c) | 473 | 462 | 471 | 480 | 457 | 2 | 4 |
| Income before Income Tax Expense | — | — | — | — | — | NM | NM |
| Income Tax Expense | — | — | — | — | — | NM | NM |
| Net Income | <u>\$ —</u> | <u>\$ —</u> | <u>\$ —</u> | <u>\$ —</u> | <u>\$ —</u> | NM | NM |
| OPERATING | | | | | | | |
| Revenue | | | | | | | |
| Investment Banking Fees | \$ 692 | \$ 846 | \$ 649 | \$ 779 | \$ 616 | (18) | 12 |
| Trading-Related Revenue (Including Trading NII) | 2,296 | 1,272 | 1,278 | 2,025 | 1,981 | 81 | 16 |
| Fees and Commissions | 2,784 | 2,687 | 2,569 | 2,429 | 2,319 | 4 | 20 |
| Private Equity Gains (Losses) | 306 | 163 | 120 | (29) | (221) | 88 | NM |
| Securities Gains | 126 | 29 | 164 | 768 | 485 | 334 | (74) |
| Mortgage Fees and Related Income | 244 | 140 | 8 | 311 | 433 | 74 | (44) |
| Other Revenue | 87 | 225 | 174 | 21 | 88 | (61) | (1) |
| Net Interest Income (Excluding Trading NII) | 2,915 | 3,168 | 3,257 | 3,210 | 3,162 | (8) | (8) |
| Total Operating Revenue | 9,450 | 8,530 | 8,219 | 9,514 | 8,863 | 11 | 7 |
| Noninterest Expense | 6,059 | 5,220 | 5,095 | 5,832 | 5,541 | 16 | 9 |
| Operating Margin | 3,391 | 3,310 | 3,124 | 3,682 | 3,322 | 2 | 2 |
| Credit Costs | 488 | 601 | 694 | 915 | 1,200 | (19) | (59) |
| Income before Income Tax Expense | 2,903 | 2,709 | 2,430 | 2,767 | 2,122 | 7 | 37 |
| Income Tax Expense | 973 | 845 | 802 | 940 | 722 | 15 | 35 |
| Operating Earnings | <u>\$ 1,930</u> | <u>\$ 1,864</u> | <u>\$ 1,628</u> | <u>\$ 1,827</u> | <u>\$ 1,400</u> | 4 | 38 |

- (a) Represents only those line items on the Consolidated Income Statement impacted by the reclassification of trading-related net interest income and the impact of credit card securitizations.
- (b) The reclassification of trading-related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results. See page 11 for further information.
- (c) The impact of credit card securitizations impacts Chase Cardmember Services. See page 19 for further information.

J.P. MORGAN CHASE & CO.
LINE OF BUSINESS FINANCIAL HIGHLIGHTS SUMMARY —
OPERATING BASIS
(in millions, except ratio data)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|------------------|------------------|------------------|------------------|------------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| OPERATING REVENUE | | | | | | | |
| Investment Bank | \$ 3,979 | \$ 3,046 | \$ 3,160 | \$ 4,202 | \$ 4,010 | 31% | (1)% |
| Treasury & Securities Services | 1,106 | 1,071 | 1,007 | 979 | 926 | 3 | 19 |
| Investment Management & Private Banking | 824 | 822 | 737 | 677 | 641 | — | 29 |
| JPMorgan Partners | 249 | 105 | 71 | (79) | (287) | 137 | NM |
| Chase Financial Services | 3,414 | 3,609 | 3,355 | 3,975 | 3,692 | (5) | (8) |
| Support Units and Corporate | (122) | (123) | (111) | (240) | (119) | 1 | (3) |
| OPERATING REVENUE | \$ 9,450 | \$ 8,530 | \$ 8,219 | \$ 9,514 | \$ 8,863 | 11 | 7 |
| OPERATING EARNINGS | | | | | | | |
| Investment Bank | \$ 1,110 | \$ 862 | \$ 876 | \$ 1,037 | \$ 897 | 29 | 24 |
| Treasury & Securities Services | 119 | 144 | 140 | 111 | 112 | (17) | 6 |
| Investment Management & Private Banking | 115 | 100 | 80 | 58 | 27 | 15 | 326 |
| JPMorgan Partners | 115 | 23 | 5 | (98) | (223) | 400 | NM |
| Chase Financial Services | 427 | 559 | 432 | 852 | 648 | (24) | (34) |
| Support Units and Corporate | 44 | 176 | 95 | (133) | (61) | (75) | NM |
| OPERATING EARNINGS | \$ 1,930 | \$ 1,864 | \$ 1,628 | \$ 1,827 | \$ 1,400 | 4 | 38 |
| AVERAGE ALLOCATED CAPITAL | | | | | | | |
| Investment Bank | \$ 15,973 | \$ 16,966 | \$ 18,937 | \$ 20,130 | \$ 20,871 | (6) | (23) |
| Treasury & Securities Services | 3,196 | 2,734 | 2,616 | 2,779 | 2,773 | 17 | 15 |
| Investment Management & Private Banking | 5,468 | 5,466 | 5,537 | 5,533 | 5,483 | — | — |
| JPMorgan Partners | 4,899 | 5,541 | 5,721 | 5,916 | 5,985 | (12) | (18) |
| Chase Financial Services | 9,472 | 8,972 | 8,948 | 8,687 | 8,489 | 6 | 12 |
| TOTAL CAPITAL ALLOCATED TO BUSINESS SEGMENTS | 39,008 | 39,679 | 41,759 | 43,045 | 43,601 | (2) | (11) |
| Support Units and Corporate | 6,810 | 4,498 | 1,372 | (286) | (1,743) | 51 | NM |
| TOTAL AVERAGE ALLOCATED CAPITAL | \$ 45,818 | \$ 44,177 | \$ 43,131 | \$ 42,759 | \$ 41,858 | 4 | 9 |
| RETURN ON AVERAGE ALLOCATED CAPITAL | | | | | | | |
| Investment Bank | 28% | 20% | 18% | 21% | 17% | 800bp | 1,100bp |
| Treasury & Securities Services | 15 | 21 | 21 | 16 | 16 | (600) | (100) |
| Investment Management & Private Banking | 8 | 7 | 6 | 4 | 2 | 100 | 600 |
| Chase Financial Services | 18 | 25 | 19 | 39 | 31 | (700) | (1,300) |
| RETURN ON AVERAGE COMMON EQUITY | 17 | 17 | 15 | 17 | 13 | — | 400 |

J.P. MORGAN CHASE & CO.
INVESTMENT BANK
FINANCIAL HIGHLIGHTS
(in millions, except ratios and employees)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-----------------|---------------|---------------|-----------------|---------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| OPERATING INCOME STATEMENT | | | | | | | |
| REVENUE: | | | | | | | |
| Trading Revenue (Includes Trading NII): (a) | | | | | | | |
| Equities | \$ 333 | \$ 94 | \$ 95 | \$ 160 | \$ 199 | 254% | 67% |
| Fixed Income and Other | 1,937 | 1,113 | 1,160 | 1,868 | 1,732 | 74 | 12 |
| | 2,270 | 1,207 | 1,255 | 2,028 | 1,931 | 88 | 18 |
| Investment Banking Fees | 682 | 834 | 636 | 765 | 620 | (18) | 10 |
| Net Interest Income | 374 | 463 | 538 | 586 | 690 | (19) | (46) |
| Fees and Commissions | 485 | 437 | 425 | 401 | 378 | 11 | 28 |
| Securities Gains | 129 | 13 | 225 | 444 | 383 | NM | (66) |
| All Other Revenue | 39 | 92 | 81 | (22) | 8 | (58) | 388 |
| TOTAL OPERATING REVENUE | 3,979 | 3,046 | 3,160 | 4,202 | 4,010 | 31 | (1) |
| EXPENSE: | | | | | | | |
| Compensation Expense | 1,401 | 827 | 970 | 1,384 | 1,312 | 69 | 7 |
| Noncompensation Expense | 943 | 944 | 860 | 956 | 871 | — | 8 |
| Operating Expense (Excl. Severance and Related Costs) | 2,344 | 1,771 | 1,830 | 2,340 | 2,183 | 32 | 7 |
| Severance and Related Costs | 18 | 67 | 26 | 149 | 105 | (73) | (83) |
| TOTAL OPERATING EXPENSE | 2,362 | 1,838 | 1,856 | 2,489 | 2,288 | 29 | 3 |
| Operating Margin | 1,617 | 1,208 | 1,304 | 1,713 | 1,722 | 34 | (6) |
| Credit Costs | (188) | (241) | (181) | (5) | 245 | 22 | NM |
| Corporate Credit Allocation | 2 | (5) | (10) | (9) | (12) | NM | NM |
| Operating Income Before Income Tax Expense | 1,807 | 1,444 | 1,475 | 1,709 | 1,465 | 25 | 23 |
| Income Tax Expense | 697 | 582 | 599 | 672 | 568 | 20 | 23 |
| OPERATING EARNINGS | \$ 1,110 | \$ 862 | \$ 876 | \$ 1,037 | \$ 897 | 29 | 24 |
| Average Allocated Capital | \$ 15,973 | \$ 16,966 | \$ 18,937 | \$ 20,130 | \$ 20,871 | (6) | (23) |
| Average Assets | 513,983 | 511,342 | 512,025 | 495,222 | 525,773 | 1 | (2) |
| Return on Average Allocated Capital | 28% | 20% | 18% | 21% | 17% | 800bp | 1,100bp |
| Overhead Ratio | 59 | 60 | 59 | 59 | 57 | (100) | 200 |
| Overhead Ratio Excl. Severance and Related Costs | 59 | 58 | 58 | 56 | 54 | 100 | 500 |
| Compensation Expense as a % of Operating Revenue Excl. Severance and Related Costs | 35 | 27 | 31 | 33 | 33 | 800 | 200 |
| FULL-TIME EQUIVALENT EMPLOYEES | 14,810 | 14,567 | 14,289 | 14,261 | 14,398 | 2% | 3% |
| Shareholder Value Added: | | | | | | | |
| Operating Earnings | \$ 1,110 | \$ 862 | \$ 876 | \$ 1,037 | \$ 897 | 29 | 24 |
| Less: Preferred Dividends | 5 | 5 | 5 | 5 | 6 | — | (17) |
| Earnings Applicable to Common Stock | 1,105 | 857 | 871 | 1,032 | 891 | 29 | 24 |
| Less: Cost of Capital | 477 | 513 | 573 | 603 | 618 | (7) | (23) |
| Total Shareholder Value Added | \$ 628 | \$ 344 | \$ 298 | \$ 429 | \$ 273 | 83 | 130 |

(a) Trading revenue, on a reported basis, excludes the impact of net interest income related to IB's trading activities; this income is recorded within Net interest income. However, in assessing the profitability of IB's trading business, the Firm combines these revenues for segment reporting. The amount reclassified from Net interest income to Trading revenue was \$576 million, \$513 million, \$451 million, \$484 million and \$683 million during the quarters ended March 31, 2004, December 31, 2003, September 30, 2003, June 30, 2003 and March 31, 2003, respectively.

J.P. MORGAN CHASE & CO.
INVESTMENT BANK
BUSINESS-RELATED METRICS
(in millions)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|------------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| BUSINESS REVENUE: | | | | | | | |
| INVESTMENT BANKING FEES | | | | | | | |
| Underwriting: | | | | | | | |
| Equity Underwriting | \$ 177 | \$ 254 | \$ 173 | \$ 163 | \$ 107 | (30)% | 65% |
| Debt Underwriting | 358 | 423 | 302 | 440 | 353 | (15) | 1 |
| Total Underwriting | 535 | 677 | 475 | 603 | 460 | (21) | 16 |
| Advisory | 147 | 157 | 161 | 162 | 160 | (6) | (8) |
| TOTAL INVESTMENT BANKING FEES | 682 | 834 | 636 | 765 | 620 | (18) | 10 |
| CAPITAL MARKETS & LENDING | | | | | | | |
| Fixed Income | 2,065 | 1,368 | 1,432 | 2,155 | 1,966 | 51 | 5 |
| Equities | 673 | 341 | 339 | 388 | 431 | 97 | 56 |
| Credit Portfolio | 347 | 360 | 389 | 274 | 394 | (4) | (12) |
| TOTAL CAPITAL MARKETS & LENDING | 3,085 | 2,069 | 2,160 | 2,817 | 2,791 | 49 | 11 |
| TOTAL REVENUE (EXCLUDING GLOBAL TREASURY) | 3,767 | 2,903 | 2,796 | 3,582 | 3,411 | 30 | 10 |
| Global Treasury | 212 | 143 | 364 | 620 | 599 | 48 | (65) |
| TOTAL REVENUE | \$ 3,979 | \$ 3,046 | \$ 3,160 | \$ 4,202 | \$ 4,010 | 31 | (1) |
| MEMO: | | | | | | | |
| GLOBAL TREASURY | | | | | | | |
| Total Revenue | \$ 212 | \$ 143 | \$ 364 | \$ 620 | \$ 599 | 48 | (65) |
| Total-Return Adjustments | (229) | 79 | 127 | (183) | (64) | NM | (258) |
| Total-Return Revenue (a) | <u>\$ (17)</u> | <u>\$ 222</u> | <u>\$ 491</u> | <u>\$ 437</u> | <u>\$ 535</u> | NM | NM |
| MARKET SHARE / RANKINGS: (b) | | | | | | | |
| Global Syndicated Loans | 14% / #1 | 16% / #1 | 14% / #1 | 23% / #1 | 14% / #1 | Full Year 2003 | |
| Global Investment-Grade Bonds | 8% / #2 | 8% / #2 | 9% / #2 | 8% / #2 | 8% / #2 | 17% / #1 | 8% / #2 |
| Global Equity and Equity-Related | 5% / #8 | 6% / #8 | 9% / #4 | 9% / #4 | 10% / #3 | 8% / #4 | 8% / #4 |
| U.S. Equity and Equity-Related | 6% / #7 | 10% / #4 | 7% / #6 | 12% / #4 | 16% / #1 | 11% / #4 | 11% / #4 |
| Global Announced M&A (c) | 34% / #3 | 11% / #9 | 17% / #3 | 14% / #6 | 22% / #2 | 15% / #5 | 15% / #5 |

- (a) Total-return revenue ("TRR"), a non-GAAP financial measure, represents revenue plus the change in unrealized gains or losses on investment securities and hedges (included in Other comprehensive income) and internally transfer-priced assets and liabilities. TRR is a supplemental performance measure used by management to analyze performance of Global Treasury on an economic basis. Under the TRR measure all positions are reflected on a mark-to-market basis, thereby reflecting the true economic value of positions in the portfolio. This measure removes the timing differences that result from applying the various GAAP accounting policies.
- (b) Derived from Thomson Financial Securities Data, which reflects subsequent updates to prior-period information. Global announced M&A based on rank value; all others based on 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%.
- (c) First quarter 2004 reflects the announced merger between JPMorgan Chase and Bank One Corporation. Excluding this transaction, the market share would have been 25%, and the ranking would have been #4.

J.P. MORGAN CHASE & CO.
TREASURY & SECURITIES SERVICES
FINANCIAL HIGHLIGHTS
(in millions, except ratios and employees)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|---------------|---------------|---------------|---------------|---------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| OPERATING INCOME STATEMENT | | | | | | | |
| REVENUE: | | | | | | | |
| Fees and Commissions | \$ 745 | \$ 676 | \$ 654 | \$ 632 | \$ 598 | 10% | 25% |
| Net Interest Income | 313 | 304 | 311 | 307 | 290 | 3 | 8 |
| All Other Revenue | 48 | 91 | 42 | 40 | 38 | (47) | 26 |
| TOTAL OPERATING REVENUE | 1,106 | 1,071 | 1,007 | 979 | 926 | 3 | 19 |
| EXPENSE: | | | | | | | |
| Compensation Expense | 343 | 320 | 309 | 309 | 312 | 7 | 10 |
| Noncompensation Expense | 571 | 503 | 481 | 483 | 449 | 14 | 27 |
| Operating Expense (Excl. Severance and Related Costs) | 914 | 823 | 790 | 792 | 761 | 11 | 20 |
| Severance and Related Costs | 7 | 23 | 10 | 24 | 4 | (70) | 75 |
| TOTAL OPERATING EXPENSE | 921 | 846 | 800 | 816 | 765 | 9 | 20 |
| Operating Margin | 185 | 225 | 207 | 163 | 161 | (18) | 15 |
| Credit Costs | 1 | — | (1) | 1 | 1 | NM | — |
| Corporate Credit Allocation | (2) | 5 | 10 | 9 | 12 | NM | NM |
| Operating Income Before Income Tax Expense | 182 | 230 | 218 | 171 | 172 | (21) | 6 |
| Income Tax Expense | 63 | 86 | 78 | 60 | 60 | (27) | 5 |
| OPERATING EARNINGS | \$ 119 | \$ 144 | \$ 140 | \$ 111 | \$ 112 | (17) | 6 |
| Average Allocated Capital | \$ 3,196 | \$ 2,734 | \$ 2,616 | \$ 2,779 | \$ 2,773 | 17 | 15 |
| Average Assets | 19,757 | 20,525 | 18,037 | 19,334 | 17,508 | (4) | 13 |
| Return on Average Allocated Capital | 15% | 21% | 21% | 16% | 16% | (600)bp | (100)bp |
| Overhead Ratio | 83 | 79 | 79 | 83 | 83 | 400 | — |
| Assets under Custody (in billions) | \$ 8,001 | \$ 7,597 | \$ 6,926 | \$ 6,777 | \$ 6,269 | 5% | 28% |
| FULL-TIME EQUIVALENT EMPLOYEES | 14,738 | 14,518 | 14,174 | 14,261 | 14,201 | 2 | 4 |
| Shareholder Value Added: | | | | | | | |
| Operating Earnings | \$ 119 | \$ 144 | \$ 140 | \$ 111 | \$ 112 | (17) | 6 |
| Less: Preferred Dividends | 1 | 1 | 1 | — | 1 | — | — |
| Earnings Applicable to Common Stock | 118 | 143 | 139 | 111 | 111 | (17) | 6 |
| Less: Cost of Capital | 96 | 82 | 79 | 84 | 82 | 17 | 17 |
| Total Shareholder Value Added | \$ 22 | \$ 61 | \$ 60 | \$ 27 | \$ 29 | (64) | (24) |
| OPERATING REVENUE BY BUSINESS: | | | | | | | |
| Treasury Services | \$ 535 | \$ 485 | \$ 497 | \$ 468 | \$ 474 | 10 | 13 |
| Investor Services | 399 | 381 | 370 | 360 | 341 | 5 | 17 |
| Institutional Trust Services | 258 | 252 | 233 | 239 | 199 | 2 | 30 |
| Other | (86) | (47) | (93) | (88) | (88) | (83) | 2 |
| Total Treasury & Securities Services | \$ 1,106 | \$ 1,071 | \$ 1,007 | \$ 979 | \$ 926 | 3 | 19 |

J.P. MORGAN CHASE & CO.
INVESTMENT MANAGEMENT & PRIVATE BANKING
FINANCIAL HIGHLIGHTS
(in millions, except ratios and employees)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR2004 Over(Under) | |
|---|----------------|----------------|----------------|-----------------|-----------------|-------------------------|---------|
| | | | | | | 4Q2003 | 1Q2003 |
| OPERATING INCOME STATEMENT | | | | | | | |
| REVENUE: | | | | | | | |
| Fees and Commissions | \$ 657 | \$ 617 | \$ 572 | \$ 508 | \$ 510 | 6% | 29% |
| Net Interest Income | 117 | 118 | 116 | 116 | 116 | (1) | 1 |
| All Other Revenue | 50 | 87 | 49 | 53 | 15 | (43) | 233 |
| TOTAL OPERATING REVENUE | 824 | 822 | 737 | 677 | 641 | — | 29 |
| EXPENSE: | | | | | | | |
| Compensation Expense | 322 | 307 | 315 | 294 | 287 | 5 | 12 |
| Noncompensation Expense | 314 | 328 | 306 | 295 | 299 | (4) | 5 |
| TOTAL OPERATING EXPENSE | 636 | 635 | 621 | 589 | 586 | — | 9 |
| Operating Margin | 188 | 187 | 116 | 88 | 55 | 1 | 242 |
| Credit Costs | 10 | 36 | (7) | — | 6 | (72) | 67 |
| Operating Income Before Income Tax Expense | 178 | 151 | 123 | 88 | 49 | 18 | 263 |
| Income Tax Expense | 63 | 51 | 43 | 30 | 22 | 24 | 186 |
| OPERATING EARNINGS | \$ 115 | \$ 100 | \$ 80 | \$ 58 | \$ 27 | 15 | 326 |
| Average Tangible Allocated Capital | \$ 1,316 | \$ 1,318 | \$ 1,389 | \$ 1,385 | \$ 1,338 | — | (2) |
| Average Goodwill Capital | 4,152 | 4,148 | 4,148 | 4,148 | 4,145 | — | — |
| Average Allocated Capital | 5,468 | 5,466 | 5,537 | 5,533 | 5,483 | — | — |
| Average Assets | 35,259 | 34,108 | 33,255 | 33,987 | 33,634 | 3 | 5 |
| Return on Tangible Allocated Capital (a) | 36% | 30% | 23% | 17% | 8% | 600bp | 2,800bp |
| Return on Average Allocated Capital | 8 | 7 | 6 | 4 | 2 | 100 | 600 |
| Overhead Ratio | 77 | 77 | 84 | 87 | 91 | — | (1,400) |
| FULL-TIME EQUIVALENT EMPLOYEES | 7,922 | 7,853 | 7,831 | 8,010 | 7,647 | 1% | 4% |
| Shareholder Value Added: | | | | | | | |
| Operating Earnings | \$ 115 | \$ 100 | \$ 80 | \$ 58 | \$ 27 | 15 | 326 |
| Less: Preferred Dividends | 2 | 2 | 2 | 2 | 2 | — | — |
| Earnings Applicable to Common Stock | 113 | 98 | 78 | 56 | 25 | 15 | 352 |
| Less: Cost of Tangible Allocated Capital | 36 | 37 | 39 | 39 | 37 | (3) | (3) |
| Tangible Shareholder Value Added (a) | 77 | 61 | 39 | 17 | (12) | 26 | NM |
| Less: Cost of Goodwill Capital | 127 | 129 | 128 | 126 | 125 | (2) | 2 |
| Shareholder Value Added | \$ (50) | \$ (68) | \$ (89) | \$ (109) | \$ (137) | 26 | 64 |

- (a) The Firm uses return on tangible allocated capital and tangible shareholder value added, non-GAAP financial measures, as two of several measures to evaluate the economics of the IMPB business segment. Return on tangible allocated capital and tangible shareholder value added measure return on an economic capital basis (that is, on a basis that takes into account the operational, business, credit and other risks to which this business is exposed, including the level of assets) but excludes the capital allocated for goodwill. The Firm utilizes these measures to facilitate operating comparisons to other competitors.

J.P. MORGAN CHASE & CO.
INVESTMENT MANAGEMENT & PRIVATE BANKING
ASSETS UNDER SUPERVISION
(in billions)



| | 1QTR 2004(a) | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR2004 Over(Under) | |
|--|-----------------|---------------|---------------|---------------|---------------|-------------------------|--------|
| | | | | | | 4Q2003 | 1Q2003 |
| Asset Class: | | | | | | | |
| Liquidity | \$ 164 | \$ 160 | \$ 149 | \$ 140 | \$ 144 | 3% | 14% |
| Fixed Income | 144 | 144 | 146 | 150 | 144 | — | — |
| Equities and Other | 276 | 255 | 232 | 222 | 207 | 8 | 33 |
| Assets under Management | 584 | 559 | 527 | 512 | 495 | 4 | 18 |
| Custody / Brokerage / Administration / Deposits | 213 | 199 | 193 | 182 | 127 | 7 | 68 |
| Total Assets under Supervision | \$ 797 | \$ 758 | \$ 720 | \$ 694 | \$ 622 | 5 | 28 |
| Client Segment: | | | | | | | |
| Retail | | | | | | | |
| Assets under Management | \$ 112 | \$ 101 | \$ 88 | \$ 84 | \$ 72 | 11 | 56 |
| Custody / Brokerage / Administration / Deposits | 78 | 71 | 66 | 61 | 17 | 10 | 359 |
| Assets under Supervision | 190 | 172 | 154 | 145 | 89 | 10 | 113 |
| Private Bank | | | | | | | |
| Assets under Management | 141 | 138 | 132 | 130 | 125 | 2 | 13 |
| Custody / Brokerage / Administration / Deposits | 135 | 128 | 127 | 121 | 110 | 5 | 23 |
| Assets under Supervision | 276 | 266 | 259 | 251 | 235 | 4 | 17 |
| Institutional | | | | | | | |
| Assets under Management | 331 | 320 | 307 | 298 | 298 | 3 | 11 |
| Total Assets under Supervision | \$ 797 | \$ 758 | \$ 720 | \$ 694 | \$ 622 | 5 | 28 |
| Geographic Region: | | | | | | | |
| Americas | | | | | | | |
| Assets under Management | \$ 370 | \$ 360 | \$ 348 | \$ 348 | \$ 350 | 3 | 6 |
| Custody / Brokerage / Administration / Deposits | 183 | 170 | 165 | 155 | 99 | 8 | 85 |
| Assets under Supervision | 553 | 530 | 513 | 503 | 449 | 4 | 23 |
| Europe, Middle East & Africa and Asia/Pacific | | | | | | | |
| Assets under Management | 214 | 199 | 179 | 164 | 145 | 8 | 48 |
| Custody / Brokerage / Administration / Deposits | 30 | 29 | 28 | 27 | 28 | 3 | 7 |
| Assets under Supervision | 244 | 228 | 207 | 191 | 173 | 7 | 41 |
| Total Assets under Supervision | \$ 797 | \$ 758 | \$ 720 | \$ 694 | \$ 622 | 5 | 28 |

(a) Estimated

J.P. MORGAN CHASE & CO.
JPMORGAN PARTNERS
FINANCIAL HIGHLIGHTS
(in millions, except employees)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR2004 Over(Under) | |
|---|----------------|-----------------|-----------------|-----------------|-----------------|-------------------------|--------|
| | | | | | | 4Q2003 | 1Q2003 |
| OPERATING INCOME STATEMENT | | | | | | | |
| REVENUE: | | | | | | | |
| Direct Investments: | | | | | | | |
| Realized Gains | \$ 302 | \$ 202 | \$ 134 | \$ 153 | \$ 46 | 50% | NM |
| Write-ups / (Write-downs / Write-offs) | (23) | (52) | 1 | (177) | (176) | 56 | 87% |
| Mark-to-Market Gains (Losses) (a) | 25 | 48 | 26 | 147 | (6) | (48) | NM |
| Total Direct Investments | 304 | 198 | 161 | 123 | (136) | 54 | NM |
| Private Third-Party Fund Investments | (8) | (39) | (41) | (145) | (94) | 79 | 91 |
| Total Private Equity Gains (Losses) (b) | 296 | 159 | 120 | (22) | (230) | 86 | NM |
| Net Interest Income (Loss) | (59) | (65) | (61) | (67) | (71) | 9 | 17 |
| Fees and Other Revenue | 12 | 11 | 12 | 10 | 14 | 9 | (14) |
| TOTAL OPERATING REVENUE | 249 | 105 | 71 | (79) | (287) | 137 | NM |
| EXPENSE: | | | | | | | |
| Compensation Expense | 38 | 33 | 32 | 35 | 34 | 15 | 12 |
| Noncompensation Expense | 32 | 38 | 33 | 40 | 29 | (16) | 10 |
| TOTAL OPERATING EXPENSE | 70 | 71 | 65 | 75 | 63 | (1) | 11 |
| Operating Income (Loss) Before Income Tax Expense | 179 | 34 | 6 | (154) | (350) | 426 | NM |
| Income Tax Expense (Benefit) | 64 | 11 | 1 | (56) | (127) | 482 | NM |
| OPERATING EARNINGS (LOSS) | \$ 115 | \$ 23 | \$ 5 | \$ (98) | \$ (223) | 400 | NM |
| Average Allocated Capital | \$ 4,899 | \$ 5,541 | \$ 5,721 | \$ 5,916 | \$ 5,985 | (12) | (18) |
| Average Assets | 7,780 | 8,199 | 8,653 | 9,008 | 9,428 | (5) | (17) |
| FULL-TIME EQUIVALENT EMPLOYEES | 302 | 316 | 325 | 329 | 342 | (4) | (12) |
| Shareholder Value Added: | | | | | | | |
| Operating Earnings (Loss) | \$ 115 | \$ 23 | \$ 5 | \$ (98) | \$ (223) | 400 | NM |
| Less: Preferred Dividends | 2 | 2 | 2 | 2 | 2 | — | — |
| Earnings (Loss) Applicable to Common Stock | 113 | 21 | 3 | (100) | (225) | 438 | NM |
| Less: Cost of Capital | 182 | 210 | 216 | 220 | 221 | (13) | (18) |
| Total Shareholder Value Added | \$ (69) | \$ (189) | \$ (213) | \$ (320) | \$ (446) | 63 | 85 |

- (a) Includes mark-to-market gains (losses) and reversals of mark-to-market gains (losses) due to public securities sales.
(b) Includes the impact of portfolio hedging activities.

J.P. MORGAN CHASE & CO.
JPMORGAN PARTNERS
INVESTMENT PORTFOLIO — PRIVATE AND PUBLIC SECURITIES
(in millions, except ratios)



| | Mar31 2004 | Dec 31 2003 | Sep 30 2003 | Jun 30 2003 | Mar 31 2003 | Mar 31, 2004 Over (Under) | |
|---|---------------|----------------|----------------|----------------|----------------|------------------------------|----------------|
| | | | | | | Dec 31 2003 | Mar 31 2003 |
| PORTFOLIO INFORMATION | | | | | | | |
| Public Securities (46 companies)(a) | | | | | | | |
| Carrying Value | \$ 697 | \$ 643 | \$ 705 | \$ 591 | \$ 478 | 8% | 46% |
| Cost | 520 | 451 | 560 | 531 | 624 | 15 | (17) |
| Quoted Public Value | 1,107 | 994 | 1,083 | 868 | 685 | 11 | 62 |
| Private Direct Securities (791 companies)(a) | | | | | | | |
| Carrying Value | 5,177 | 5,508 | 5,686 | 5,766 | 5,912 | (6) | (12) |
| Cost | 6,562 | 6,960 | 7,188 | 7,351 | 7,439 | (6) | (12) |
| Private Third-Party Fund Investments (234 funds)(a)(b) | | | | | | | |
| Carrying Value | 961 | 1,099 | 1,406 | 1,544 | 1,780 | (13) | (46) |
| Cost | 1,512 | 1,736 | 2,020 | 2,121 | 2,360 | (13) | (36) |
| Total Investment Portfolio — Carrying Value | \$ 6,835 | \$ 7,250 | \$ 7,797 | \$ 7,901 | \$ 8,170 | (6) | (16) |
| Total Investment Portfolio — Cost | \$ 8,594 | \$ 9,147 | \$ 9,768 | \$ 10,003 | \$ 10,423 | (6) | (18) |
| % of Portfolio to the Firm's Common Equity | 15% | 16% | 18% | 18% | 19% | (100)bp | (400)bp |
| % of Portfolio to the Firm's Common Equity — Adjusted (c) | 14% | 15% | 17% | 18% | 20% | (100) | (600) |

(a) Represents the number of companies and funds at March 31, 2004.

(b) Unfunded commitments to private third-party equity funds were \$1.2 billion at March 31, 2004.

(c) For purposes of calculating this ratio, the JPMP carrying value excludes the post-December 31, 2002 impact of public mark-to-market valuation adjustments, and the Firm's common equity excludes SFAS 115 equity balances. These adjustments are made to track, on a consistent basis, JPMP's progress in reducing the carrying values of the portfolio to a level that does not exceed 10% of the Firm's common equity.

J.P. MORGAN CHASE & CO.
CHASE FINANCIAL SERVICES
FINANCIAL HIGHLIGHTS
(in millions, except ratios and employees)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR2004 Over(Under) | |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------------|-----------|
| | | | | | | 4Q2003 | 1Q2003 |
| OPERATING INCOME STATEMENT | | | | | | | |
| REVENUE: | | | | | | | |
| Net Interest Income | \$ 2,245 | \$ 2,447 | \$ 2,470 | \$ 2,402 | \$ 2,300 | (8)% | (2)% |
| Fees and Commissions | 876 | 948 | 897 | 893 | 825 | (8) | 6 |
| Securities Gains (Losses) | — | 18 | (62) | 324 | 102 | NM | NM |
| Mortgage Fees and Related Income | 241 | 137 | 8 | 310 | 432 | 76 | (44) |
| All Other Revenue | 52 | 59 | 42 | 46 | 33 | (12) | 58 |
| TOTAL OPERATING REVENUE | 3,414 | 3,609 | 3,355 | 3,975 | 3,692 | (5) | (8) |
| EXPENSE: | | | | | | | |
| Compensation Expense | 766 | 698 | 691 | 756 | 720 | 10 | 6 |
| Noncompensation Expense | 1,170 | 1,114 | 1,076 | 1,055 | 1,064 | 5 | 10 |
| Operating Expense (Excl. Severance and Related Costs) | 1,936 | 1,812 | 1,767 | 1,811 | 1,784 | 7 | 9 |
| Severance and Related Costs | 63 | 53 | 26 | 1 | 14 | 19 | 350 |
| TOTAL OPERATING EXPENSE | 1,999 | 1,865 | 1,793 | 1,812 | 1,798 | 7 | 11 |
| Operating Margin | 1,415 | 1,744 | 1,562 | 2,163 | 1,894 | (19) | (25) |
| Credit Costs | 748 | 855 | 883 | 817 | 877 | (13) | (15) |
| Operating Income Before Income Tax Expense | 667 | 889 | 679 | 1,346 | 1,017 | (25) | (34) |
| Income Tax Expense | 240 | 330 | 247 | 494 | 369 | (27) | (35) |
| OPERATING EARNINGS | \$ 427 | \$ 559 | \$ 432 | \$ 852 | \$ 648 | (24) | (34) |
| Average Allocated Capital | \$ 9,472 | \$ 8,972 | \$ 8,948 | \$ 8,687 | \$ 8,489 | 6 | 12 |
| Return on Average Allocated Capital | 18% | 25% | 19% | 39% | 31% | (700)bp | (1,300)bp |
| Overhead Ratio | 59 | 52 | 53 | 46 | 49 | 700 | 1,000 |
| FULL-TIME EQUIVALENT EMPLOYEES | 45,306 | 46,111 | 46,184 | 45,221 | 44,264 | (2)% | 2% |
| Shareholder Value Added: | | | | | | | |
| Operating Earnings | \$ 427 | \$ 559 | \$ 432 | \$ 852 | \$ 648 | (24) | (34) |
| Less: Preferred Dividends | 3 | 3 | 3 | 2 | 3 | — | — |
| Earnings Applicable to Common Stock | 424 | 556 | 429 | 850 | 645 | (24) | (34) |
| Less: Cost of Capital | 283 | 271 | 271 | 260 | 251 | 4 | 13 |
| Total Shareholder Value Added | \$ 141 | \$ 285 | \$ 158 | \$ 590 | \$ 394 | (51) | (64) |
| RECONCILIATION OF AVERAGE LOANS TO AVERAGE MANAGED LOANS | | | | | | | |
| Average Loans | \$ 153,416 | \$ 158,923 | \$ 160,324 | \$ 151,861 | \$ 142,209 | (3) | 8 |
| Average Credit Card Securitizations | 33,357 | 33,445 | 32,497 | 31,665 | 31,834 | — | 5 |
| Average Managed Loans | <u>\$ 186,773</u> | <u>\$ 192,368</u> | <u>\$ 192,821</u> | <u>\$ 183,526</u> | <u>\$ 174,043</u> | (3) | 7 |
| RECONCILIATION OF AVERAGE ASSETS TO AVERAGE MANAGED ASSETS | | | | | | | |
| Average Assets | \$ 174,218 | \$ 184,215 | \$ 190,927 | \$ 185,673 | \$ 170,570 | (5) | 2 |
| Average Credit Card Securitizations | 33,357 | 33,445 | 32,497 | 31,665 | 31,834 | — | 5 |
| Average Managed Assets | <u>\$ 207,575</u> | <u>\$ 217,660</u> | <u>\$ 223,424</u> | <u>\$ 217,338</u> | <u>\$ 202,404</u> | (5) | 3 |

J.P. MORGAN CHASE & CO.
CHASE FINANCIAL SERVICES
BUSINESS FINANCIAL HIGHLIGHTS
(in millions)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR2004 Over(Under) | |
|---|--------------|--------------|--------------|--------------|--------------|-------------------------|--------|
| | | | | | | 4Q2003 | 1Q2003 |
| CHASE FINANCIAL SERVICES' BUSINESSES | | | | | | | |
| CHASE HOME FINANCE: | | | | | | | |
| Operating Revenue: | | | | | | | |
| Operating Revenue (Excl. MSR Hedging Revenue) (a) | \$ 820 | \$ 950 | \$ 688 | \$ 1,100 | \$ 1,062 | (14)% | (23)% |
| MSR Hedging Revenue (a) | (7) | (83) | (6) | 233 | 86 | 92 | NM |
| Total | \$ 813 | \$ 867 | \$ 682 | \$ 1,333 | \$ 1,148 | (6) | (29) |
| Operating Expense | 478 | 484 | 445 | 400 | 382 | (1) | 25 |
| Operating Earnings | 221 | 237 | 117 | 561 | 424 | (7) | (48) |
| CHASE CARDMEMBER SERVICES – REPORTED: | | | | | | | |
| Revenue | \$ 1,089 | \$ 1,158 | \$ 1,099 | \$ 1,031 | \$ 1,004 | (6) | 8 |
| Expense | 605 | 561 | 557 | 543 | 539 | 8 | 12 |
| Provision for Credit Losses | 233 | 330 | 234 | 232 | 238 | (29) | (2) |
| Net Income | 162 | 172 | 198 | 165 | 146 | (6) | 11 |
| CHASE CARDMEMBER SERVICES – OPERATING: (b) | | | | | | | |
| Revenue | \$ 1,562 | \$ 1,620 | \$ 1,570 | \$ 1,511 | \$ 1,461 | (4) | 7 |
| Expense | 605 | 561 | 557 | 543 | 539 | 8 | 12 |
| Credit Costs | 706 | 792 | 705 | 712 | 695 | (11) | 2 |
| Earnings | 162 | 172 | 198 | 165 | 146 | (6) | 11 |
| CHASE AUTO FINANCE: | | | | | | | |
| Operating Revenue | \$ 166 | \$ 207 | \$ 216 | \$ 221 | \$ 198 | (20) | (16) |
| Operating Expense | 81 | 77 | 74 | 73 | 68 | 5 | 19 |
| Operating Earnings | 30 | 53 | 49 | 66 | 37 | (43) | (19) |
| CHASE REGIONAL BANKING: | | | | | | | |
| Operating Revenue | \$ 635 | \$ 653 | \$ 636 | \$ 657 | \$ 630 | (3) | 1 |
| Operating Expense | 635 | 645 | 580 | 585 | 576 | (2) | 10 |
| Operating Earnings (Loss) | (15) | (5) | 12 | 35 | 27 | (200) | NM |
| CHASE MIDDLE MARKET: | | | | | | | |
| Operating Revenue | \$ 343 | \$ 359 | \$ 362 | \$ 354 | \$ 362 | (4) | (5) |
| Operating Expense | 219 | 211 | 229 | 222 | 216 | 4 | 1 |
| Operating Earnings | 80 | 92 | 66 | 78 | 87 | (13) | (8) |

(a) MSR represents Mortgage Servicing Rights.

(b) See page 9 for a reconciliation of JPMorgan Chase's results on a reported basis to the operating basis.

J.P. MORGAN CHASE & CO.
CHASE FINANCIAL SERVICES
BUSINESS-RELATED METRICS
(in billions, except ratios and where otherwise noted)



| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|--------------|--------------|--------------|--------------|--------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| <u>Chase Home Finance</u> | | | | | | | |
| Origination Volume by Channel: Retail, Wholesale and Correspondent | \$ 30 | \$ 37 | \$ 68 | \$ 55 | \$ 41 | (19)% | (27)% |
| Correspondent Negotiated Transactions | 8 | 14 | 25 | 23 | 21 | (43) | (62) |
| Origination Volume by Product: First Mortgage | 31 | 44 | 86 | 72 | 58 | (30) | (47) |
| Home Equity | 7 | 7 | 7 | 6 | 4 | — | 75 |
| Loans Serviced (EOP) | 475 | 470 | 455 | 437 | 432 | 1 | 10 |
| End-of-Period Outstandings | 75.0 | 73.7 | 85.8 | 74.5 | 67.3 | 2 | 11 |
| Total Average Loans Owned | 72.1 | 79.4 | 80.6 | 71.2 | 64.4 | (9) | 12 |
| Number of Customers (in millions) | 4.1 | 4.1 | 4.0 | 3.9 | 4.0 | — | 2 |
| MSR Carrying Value | 4.2 | 4.8 | 4.0 | 3.0 | 3.2 | (13) | 31 |
| 30+ Day Delinquency Rate | 1.32% | 1.81% | 2.05% | 2.23% | 2.31% | (49) bp | (99) bp |
| Net Charge-Off Ratio | 0.16 | 0.19 | 0.15 | 0.18 | 0.20 | (3) | (4) |
| Overhead Ratio | 59 | 56 | 65 | 30 | 33 | 300 | 2,600 |
| <u>Chase Cardmember Services – Reported Basis</u> | | | | | | | |
| Average Outstandings | \$ 17.2 | \$ 16.6 | \$ 17.3 | \$ 18.1 | \$ 19.0 | 4% | (9)% |
| 30+ Day Delinquency Rate | 3.18% | 3.34% | 3.33% | 3.20% | 3.41% | (16) bp | (23) bp |
| Net Charge-Off Ratio | 6.33 | 6.68 | 6.28 | 6.25 | 6.17 | (35) | 16 |
| Overhead Ratio | 56 | 48 | 51 | 53 | 54 | 800 | 200 |
| <u>Chase Cardmember Services – Managed Basis</u> | | | | | | | |
| End-of-Period Outstandings | \$ 51.0 | \$ 52.3 | \$ 50.9 | \$ 51.0 | \$ 50.6 | (2)% | 1% |
| Average Outstandings | 51.6 | 51.1 | 50.9 | 50.7 | 50.9 | 1 | 1 |
| Total Volume (a) | 22.0 | 23.9 | 22.9 | 22.2 | 20.7 | (8) | 6 |
| New Accounts (in millions) | 1.0 | 1.0 | 1.1 | 1.0 | 1.1 | — | (9) |
| Active Accounts (in millions) | 16.5 | 16.5 | 16.3 | 16.4 | 16.5 | — | — |
| Total Accounts (in millions) | 30.8 | 30.8 | 30.6 | 30.3 | 29.8 | — | 3 |
| Credit Cards Issued | 35.4 | 35.3 | 34.8 | 34.3 | 33.9 | — | 4 |
| 30+ Day Delinquency Rate | 4.43% | 4.68% | 4.62% | 4.40% | 4.59% | (25) bp | (16) bp |
| Net Charge-Off Ratio | 5.80 | 5.76 | 5.83 | 6.02 | 5.95 | 4 | (15) |
| Overhead Ratio | 39 | 35 | 35 | 36 | 37 | 400 | 200 |
| <u>Chase Auto Finance</u> | | | | | | | |
| Loan and Lease Receivables | \$ 44.0 | \$ 43.2 | \$ 42.8 | \$ 41.7 | \$ 41.1 | 2% | 7% |
| Average Loan and Lease Receivables | 44.3 | 43.5 | 42.1 | 41.7 | 39.6 | 2 | 12 |
| Automobile Origination Volume (b) | 6.8 | 5.5 | 7.0 | 7.9 | 7.4 | 24 | (8) |
| Automobile Market Share (Year-to-Date) | 6.1% | 6.1% | 6.6% | 6.8% | 6.7% | — bp | (60) bp |
| 30+ Day Delinquency Rate | 1.10 | 1.46 | 1.16 | 1.14 | 1.27 | (36) | (17) |
| Net Charge-Off Ratio | 0.36 | 0.39 | 0.41 | 0.37 | 0.48 | (3) | (12) |
| Overhead Ratio | 49 | 37 | 34 | 33 | 34 | 1,200 | 1,500 |
| <u>Chase Regional Banking</u> | | | | | | | |
| Total Average Deposits | \$ 79.9 | \$ 77.1 | \$ 76.0 | \$ 74.5 | \$ 72.6 | 4% | 10% |
| Total Client Assets (c) | 118.4(d) | 111.1 | 109.5 | 108.1 | 105.3 | 7 | 12 |
| Number of Branches | 532 | 529 | 528 | 527 | 527 | 1 | 1 |
| Number of ATMs | 1,718 | 1,730 | 1,740 | 1,735 | 1,870 | (1) | (8) |
| Overhead Ratio | 100% | 99% | 91% | 89% | 91% | 100 bp | 900 bp |
| <u>Chase Middle Market</u> | | | | | | | |
| Total Average Loans | \$ 13.8 | \$ 13.5 | \$ 14.3 | \$ 14.3 | \$ 14.4 | 2% | (4)% |
| Total Average Deposits | 31.6 | 28.9 | 29.1 | 27.2 | 28.4 | 9 | 11 |
| Nonperforming Average Loans as a % of Total Average Loans | 0.91% | 1.00% | 1.12% | 1.24% | 1.41% | (9) bp | (50) bp |
| Net Charge-Off Ratio | (0.03) | 0.16 | 0.61 | 0.40 | 0.75 | (19) | (78) |
| Overhead Ratio | 64 | 59 | 63 | 63 | 60 | 500 | 400 |

- (a) Sum of total customer purchases, cash advances and balance transfers.
(b) Excludes amounts related to Chase Education Finance.
(c) Deposits, money market funds and/or investment assets (including annuities).
(d) Estimated

CREDIT-RELATED INFORMATION

| | | | | | | March 31, 2004 Over (Under) | |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------------------|----------------|
| | Mar 31 2004 | Dec 31 2003 | Sep 30 2003 | Jun 30 2003 | Mar 31 2003 | Dec 31 2003 | Mar 31 2003 |
| CREDIT EXPOSURE | | | | | | | |
| Commercial Loans: | | | | | | | |
| Loans — U.S. (a) | \$ 47,273 | \$ 52,024 | \$ 58,082 | \$ 55,693 | \$ 54,156 | (9)% | (13)% |
| Loans — Non-U.S. | 31,942 | 31,073 | 30,326 | 35,363 | 34,290 | 3 | (7) |
| Total Commercial Loans — Reported | 79,215 | 83,097 | 88,408 | 91,056 | 88,446 | (5) | (10) |
| Consumer Loans: | | | | | | | |
| 1-4 Family Residential Mortgages — First Liens | 54,284 | 54,460 | 68,873 | 57,593 | 51,711 | — | 5 |
| Home Equity | 21,617 | 19,252 | 16,981 | 17,327 | 15,363 | 12 | 41 |
| 1-4 Family Residential Mortgages | 75,901 | 73,712 | 85,854 | 74,920 | 67,074 | 3 | 13 |
| Credit Card — Reported | 15,975 | 16,793 | 16,015 | 16,578 | 17,509 | (5) | (9) |
| Automobile Financings | 39,118 | 38,695 | 38,867 | 38,151 | 36,865 | 1 | 6 |
| Other Consumer | 7,421 | 7,221 | 7,057 | 6,689 | 7,577 | 3 | (2) |
| Total Consumer Loans — Reported | 138,415 | 136,421 | 147,793 | 136,338 | 129,025 | 1 | 7 |
| Total Loans — Reported | 217,630 | 219,518 | 236,201 | 227,394 | 217,471 | (1) | — |
| Credit Card Securitizations | 34,478 | 34,856 | 34,315 | 33,789 | 32,377 | (1) | 6 |
| Total Loans — Managed | 252,108 | 254,374 | 270,516 | 261,183 | 249,848 | (1) | 1 |
| Derivative Receivables | 58,434 | 83,751 | 83,787 | 93,602 | 86,649 | (30) | (33) |
| Other Receivables | 108 | 108 | 108 | 108 | 108 | — | — |
| Commercial Lending-Related Commitments (b) | 218,287 | 215,758(f) | 209,042(g) | 229,119 | 230,698 | 1 | (5) |
| TOTAL (c) | \$ 528,937 | \$ 553,991 | \$ 563,453 | \$ 584,012 | \$ 567,303 | (5) | (7) |
| Memo: Total by Category | | | | | | | |
| Total Commercial Exposure (d) | \$ 356,044 | \$ 382,714 | \$ 381,345 | \$ 413,885 | \$ 405,901 | (7) | (12) |
| Total Consumer Managed Loans (c) (e) | 172,893 | 171,277 | 182,108 | 170,127 | 161,402 | 1 | 7 |
| Total | \$ 528,937 | \$ 553,991 | \$ 563,453 | \$ 584,012 | \$ 567,303 | (5) | (7) |

- (a) Includes \$1.3 billion, \$5.8 billion and \$10.9 billion at March 31, 2004, December 31, 2003 and September 30, 2003, respectively, of exposure related to consolidated variable interest entities in accordance with FIN 46, of which \$4.8 billion at December 31, 2003 and \$10.4 billion at September 30, 2003, is associated with multi-seller asset-backed commercial paper conduits. None of this exposure at March 31, 2004 is associated with multi-seller asset-backed commercial paper conduits.
- (b) Includes unused advised lines of credit of \$20 billion at March 31, 2004.
- (c) Excludes consumer lending-related commitments.
- (d) Represents Total Commercial Loans, Derivative Receivables, Other Receivables and Commercial Lending-Related Commitments.
- (e) Represents Total Consumer Loans plus Credit Card Securitizations.
- (f) Total commitments related to asset-backed commercial paper conduits consolidated in accordance with FIN 46 are \$9.8 billion at December 31, 2003, of which \$3.5 billion is included in Lending-Related Commitments. The remaining \$6.3 billion of commitments to these variable interest entities were excluded as their underlying assets are reported as follows: \$4.8 billion in Loans-U.S., and \$1.5 billion in Available-for-Sale Securities.
- (g) Total commitments related to asset-backed commercial paper conduits consolidated in accordance with FIN 46 are \$18.7 billion at September 30, 2003, of which \$6.8 billion is included in Lending-Related Commitments. The remaining \$11.9 billion of commitments to these variable interest entities were excluded as their underlying assets are reported as follows: \$10.4 billion in Loans-U.S., and \$1.5 billion in Available-for-Sale Securities.

| | | | | | | | | | | | Mar 31, 2004 Over (Under) | | | |
|----------------------------------|----------------|----------------|----------------|---------|----------------|-------------|----------------|----------------|----------------|---------|------------------------------|----------------|------|------|
| | Mar 31 2004 | | Dec 31 2003 | | Sep 30 2003 | | Jun 30 2003 | | Mar 31 2003 | | Dec 31 2003 | Mar 31 2003 | | |
| COMMERCIAL CREDIT | | | | | | | | | | | | | | |
| EXPOSURE | | | | | | | | | | | | | | |
| Total Commercial Loans | \$ | 79,215 | \$ | 83,097 | \$ | 88,408 | \$ | 91,056 | \$ | 88,446 | (5)% | (10)% | | |
| Derivative Receivables | | 58,434 | | 83,751 | | 83,787 | | 93,602 | | 86,649 | (30) | (33) | | |
| Other Receivables | | 108 | | 108 | | 108 | | 108 | | 108 | — | — | | |
| Commercial Lending-Related | | | | | | | | | | | | | | |
| Commitments | | 218,287 | | 215,758 | | 209,042 | | 229,119 | | 230,698 | 1 | (5) | | |
| Credit Exposure (a) | \$ | <u>356,044</u> | <u>100%</u> | \$ | <u>382,714</u> | <u>100%</u> | \$ | <u>413,885</u> | <u>100%</u> | \$ | <u>405,901</u> | <u>100%</u> | (7) | (12) |
| Risk Profile of Credit Exposure: | | | | | | | | | | | | | | |
| Investment-Grade | \$ | 293,458 | 82%(c) | \$ | 316,053 | 83%(c) | \$ | 345,330 | 83% | \$ | 332,601 | 82% | (7) | (12) |
| Noninvestment-Grade: | | | | | | | | | | | | | | |
| Noncriticized | | 54,868 | 15% | | 57,782 | 15% | | 55,711 | 14% | | 58,731 | 14% | (5) | (7) |
| Criticized Performing | | 5,224 | 2% | | 6,457 | 1% | | 9,479 | 2% | | 10,865 | 3% | (19) | (52) |
| Criticized Nonperforming | | 2,163 | 1% | | 2,400 | 1% | | 3,364 | 1% | | 3,703 | 1% | (10) | (42) |
| Purchased Held for Sale | | | | | | | | | | | | | | |
| Commercial Loans (b) | | 331 | 0% | | 22 | 0% | | 1 | 0% | | 1 | 0% | NM | NM |

Note: The risk profile is based on JPMorgan Chase's internal risk ratings, which generally correspond to the following ratings as defined by Standard & Poor's / Moody's: Investment-Grade: AAA / Aaa to BBB- / Baa3

Noninvestment-Grade Noncriticized: BB+ / Ba1 to B- / B3

Criticized: CCC+ / Caa1 & below

- (a) Credit exposure is net of risk participations, and effective January 1, 2004, the Firm elected to net cash paid and received under credit support annexes to legally enforceable master netting agreements. Credit exposure does not reflect the benefit of credit derivative hedges or, prior to January 1, 2004, liquid collateral held against derivatives contracts.
- (b) Represents distressed commercial loans purchased as part of the IB's proprietary investing activities.
- (c) Investment-Grade includes \$1.3 billion, \$5.8 billion and \$10.9 billion at March 31, 2004, December 31, 2003 and September 30, 2003, respectively, of loan exposure related to consolidated variable interest entities in accordance with FIN 46.

| | Mar 31 2004 | Dec 31 2003 | Sep 30 2003 | Jun 30 2003 | Mar 31 2003 | Mar 31, 2004 Over (Under) | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------------|----------------|
| | | | | | | Dec 31 2003 | Mar 31 2003 |
| NONPERFORMING ASSETS AND RATIOS | | | | | | | |
| Commercial Loans: | | | | | | | |
| Loans — U.S. | \$ 976 | \$ 1,092 | \$ 1,465 | \$ 1,827 | \$ 2,061 | (11)% | (53)% |
| Loans — Non-U.S. | 839 | 947 | 1,271 | 1,153 | 1,257 | (11) | (33) |
| TOTAL COMMERCIAL LOANS (EXCLUDING PURCHASED HFS LOANS) | 1,815 | 2,039 | 2,736 | 2,980 | 3,318 | (11) | (45) |
| Consumer Loans: | | | | | | | |
| 1-4 Family Residential Mortgages — First Liens | 285 | 291 | 293 | 275 | 270 | (2) | 6 |
| Home Equity | 59 | 58 | 57 | 55 | 58 | 2 | 2 |
| 1-4 Family Residential Mortgages | 344 | 349 | 350 | 330 | 328 | (1) | 5 |
| Credit Card — Reported | 10 | 11 | 13 | 13 | 14 | (9) | (29) |
| Automobile Financings | 107 | 119 | 113 | 111 | 112 | (10) | (4) |
| Other Consumer | 58 | 66 | 70 | 66 | 66 | (12) | (12) |
| TOTAL CONSUMER LOANS | 519 | 545 | 546 | 520 | 520 | (5) | — |
| TOTAL LOANS (EXCLUDING PURCHASED HFS COMMERCIAL LOANS) | 2,334 | 2,584 | 3,282 | 3,500 | 3,838 | (10) | (39) |
| Derivative Receivables | 240 | 253 | 260 | 276 | 277 | (5) | (13) |
| Other Receivables | 108 | 108 | 108 | 108 | 108 | — | — |
| Assets Acquired in Loan Satisfaction | 200 | 216 | 203 | 227 | 225 | (7) | (11) |
| TOTAL NONPERFORMING ASSETS (EXCLUDING PURCHASED HFS COMMERCIAL LOANS) | \$ 2,882 | \$ 3,161 | \$ 3,853 | \$ 4,111 | \$ 4,448 | (9) | (35) |
| PURCHASED HELD FOR SALE COMMERCIAL LOANS (a) | \$ 331 | \$ 22 | \$ 21 | \$ 1 | \$ 1 | NM | NM |
| TOTAL NONPERFORMING ASSETS (EXCLUDING PURCHASED HFS COMMERCIAL LOANS) TO TOTAL ASSETS | 0.36% | 0.41% | 0.49% | 0.51% | 0.59% | (5)bp | (23)bp |
| PAST DUE 90 DAYS AND OVER AND ACCRUING | | | | | | | |
| Commercial Loans: | | | | | | | |
| Loans — U.S. | \$ 56 | \$ 41 | \$ 35 | \$ 35 | \$ 37 | 37% | 51% |
| Loans — Non-U.S. | 26 | 5 | 2 | — | 2 | 420 | NM |
| TOTAL COMMERCIAL LOANS — REPORTED | 82 | 46 | 37 | 35 | 39 | 78 | 110 |
| Consumer Loans: | | | | | | | |
| 1-4 Family Residential Mortgages — First Liens | — | — | — | — | — | NM | NM |
| Home Equity | — | — | — | — | — | NM | NM |
| 1-4 Family Residential Mortgages | — | — | — | — | — | NM | NM |
| Credit Card — Reported | 230 | 248 | 229 | 229 | 269 | (7) | (14) |
| Automobile Financings | — | — | — | — | — | NM | NM |
| Other Consumer | 19 | 21 | 21 | 21 | 22 | (10) | (14) |
| TOTAL CONSUMER LOANS — REPORTED | 249 | 269 | 250 | 250 | 291 | (7) | (14) |
| TOTAL LOANS — REPORTED | 331 | 315 | 287 | 285 | 330 | 5 | — |
| Credit Card Securitizations | 854 | 879 | 814 | 792 | 808 | (3) | 6 |
| TOTAL LOANS — MANAGED | 1,185 | 1,194 | 1,101 | 1,077 | 1,138 | (1) | 4 |
| Derivative Receivables | — | — | — | — | — | NM | NM |
| TOTAL CREDIT PORTFOLIO | \$ 1,185 | \$ 1,194 | \$ 1,101 | \$ 1,077 | \$ 1,138 | (1) | 4 |

(a) Represents distressed commercial loans purchased as part of the IB's proprietary investing activities.

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|---------------|---------------|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| NET CHARGE-OFFS | | | | | | | |
| Commercial Loans: | | | | | | | |
| Loans — U.S. | \$ 11 | \$ 1 | \$ 194 | \$ 185 | \$ 118 | NM | (91)% |
| Loans — Non-U.S. | 91 | 7 | 65 | 72 | 174 | NM | (48) |
| Total Commercial Loans — Reported | 102 | 8 | 259 | 257 | 292 | NM | (65) |
| Consumer Loans: | | | | | | | |
| 1-4 Family Residential Mortgages — First Liens | 2 | 9 | 4 | 5 | 5 | (78)% | (60) |
| Home Equity | 3 | 1 | 1 | 6 | 2 | 200 | 50 |
| 1-4 Family Residential Mortgages | 5 | 10 | 5 | 11 | 7 | (50) | (29) |
| Credit Card — Reported | 257 | 266 | 263 | 268 | 275 | (3) | (7) |
| Automobile Financings | 40 | 43 | 43 | 39 | 46 | (7) | (13) |
| Other Consumer | 40 | 47 | 44 | 39 | 50 | (15) | (20) |
| Total Consumer Loans — Reported | 342 | 366 | 355 | 357 | 378 | (7) | (10) |
| Total Loans — Reported | 444 | 374 | 614 | 614 | 670 | 19 | (34) |
| Credit Card Securitizations | 473 | 462 | 471 | 480 | 457 | 2 | 4 |
| Total Loans — Managed | 917 | 836 | 1,085 | 1,094 | 1,127 | 10 | (19) |
| Commercial Lending-Related Commitments | — | — | — | — | — | NM | NM |
| TOTAL CREDIT PORTFOLIO | \$ 917 | \$ 836 | \$ 1,085 | \$ 1,094 | \$ 1,127 | 10 | (19) |
| NET CHARGE-OFF RATES — | | | | | | | |
| ANNUALIZED | | | | | | | |
| Commercial Loans: | | | | | | | |
| Loans — U.S. (a) | 0.09% | 0.01% | 1.21% | 1.40% | 0.86% | 8bp | (77)bp |
| Loans — Non-U.S. | 1.18 | 0.09 | 0.84 | 0.88 | 2.07 | 109 | (89) |
| Total Commercial Loans — Reported (a) | 0.50 | 0.04 | 1.09 | 1.20 | 1.32 | 46 | (82) |
| Consumer Loans: | | | | | | | |
| 1-4 Family Residential Mortgages — First Liens | 0.02 | 0.06 | 0.02 | 0.04 | 0.04 | (4) | (2) |
| Home Equity | 0.06 | 0.02 | 0.02 | 0.15 | 0.05 | 4 | 1 |
| 1-4 Family Residential Mortgages | 0.03 | 0.05 | 0.02 | 0.06 | 0.04 | (2) | (1) |
| Credit Card — Reported | 6.30 | 6.66 | 6.26 | 6.22 | 6.17 | (36) | 13 |
| Automobile Financings | 0.41 | 0.43 | 0.45 | 0.41 | 0.53 | (2) | (12) |
| Other Consumer | 2.06 | 2.56 | 2.53 | 2.15 | 2.54 | (50) | (48) |
| Total Consumer Loans — Reported | 1.01 | 1.02 | 0.98 | 1.07 | 1.21 | (1) | (20) |
| Total Loans — Reported | 0.82 | 0.64 | 1.03 | 1.12 | 1.26 | 18 | (44) |
| Credit Card Securitizations | 5.53 | 5.31 | 5.57 | 5.90 | 5.82 | 22 | (29) |
| Total Loans — Managed | 1.46 | 1.25 | 1.59 | 1.74 | 1.85 | 21 | (39) |
| Lending-Related Commitments | — | — | — | — | — | — | — |
| TOTAL CREDIT PORTFOLIO | 0.79 | 0.69 | 0.88 | 0.91 | 0.95 | 10 | (16) |
| Memo: Credit Card — Managed | 5.78 | 5.74 | 5.80 | 6.01 | 5.95 | 4 | (17) |

(a) Reflects the impact of consolidated variable interest entities in accordance with FIN 46. Excluding the exposures related to the FIN 46 adoption, the net charge-off rate would have been 0.10% for Loans-U.S. and 0.53% for Total Commercial Loans for the first quarter of 2004, unchanged for the fourth quarter of 2003, and 1.49% for Loans-U.S. and 1.24% for Total Commercial Loans for the third quarter of 2003.

| | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| SUMMARY OF CHANGES IN THE | | | | | | | |
| ALLOWANCE | | | | | | | |
| LOANS: | | | | | | | |
| Beginning Balance | \$ 4,523 | \$ 4,753 | \$ 5,087 | \$ 5,215 | \$ 5,350 | (5)% | (15)% |
| Net Charge-Offs | (444) | (374) | (614) | (614) | (670) | (19) | 34 |
| Provision for Loan Losses | 42 | 144 | 278 | 487 | 670 | (71) | (94) |
| Other | (1) | — | 2 | (1) | (135) | NM | 99 |
| Ending Balance | \$ 4,120 | \$ 4,523 | \$ 4,753 | \$ 5,087 | \$ 5,215 | (9) | (21) |
| LENDING-RELATED COMMITMENTS: | | | | | | | |
| Beginning Balance | \$ 324 | \$ 329 | \$ 384 | \$ 436 | \$ 363 | (2) | (11) |
| Net Charge-Offs | — | — | — | — | — | NM | NM |
| Provision for Lending-Related Commitments | (27) | (5) | (55) | (52) | 73 | (440) | NM |
| Other | — | — | — | — | — | NM | NM |
| Ending Balance | \$ 297 | \$ 324 | \$ 329 | \$ 384 | \$ 436 | (8) | (32) |
| ALLOWANCE COMPONENTS AND RATIOS | | | | | | | |
| LOANS: | | | | | | | |
| Commercial — Specific | \$ 716 | \$ 917 | \$ 1,096 | \$ 1,371 | \$ 1,528 | (22) | (53) |
| Commercial — Expected | 411 | 454 | 481 | 548 | 590 | (9) | (30) |
| Total Commercial | 1,127 | 1,371 | 1,577 | 1,919 | 2,118 | (18) | (47) |
| Consumer Expected | 2,177 | 2,257 | 2,234 | 2,226 | 2,255 | (4) | (3) |
| Total Specific and Expected | 3,304 | 3,628 | 3,811 | 4,145 | 4,373 | (9) | (24) |
| Residual Component | 816 | 895 | 942 | 942 | 842 | (9) | (3) |
| Total Allowance for Loan Losses | \$ 4,120 | \$ 4,523 | \$ 4,753 | \$ 5,087 | \$ 5,215 | (9) | (21) |
| LENDING-RELATED COMMITMENTS: | | | | | | | |
| Commercial — Specific | \$ 146 | \$ 172 | \$ 187 | \$ 252 | \$ 305 | (15) | (52) |
| Commercial — Expected | 104 | 105 | 95 | 85 | 84 | (1) | 24 |
| Total Specific and Expected | 250 | 277 | 282 | 337 | 389 | (10) | (36) |
| Residual Component | 47 | 47 | 47 | 47 | 47 | — | — |
| Total Allowance for Lending-Related Commitments | \$ 297 | \$ 324 | \$ 329 | \$ 384 | \$ 436 | (8) | (32) |
| Total Allowance for Credit Losses | \$ 4,417 | \$ 4,847 | \$ 5,082 | \$ 5,471 | \$ 5,651 | (9) | (22) |
| Allowance for Loan Losses to Total Loans (a) | 1.90 %(b) | 2.06 %(b) | 2.01 %(b) | 2.24% | 2.40% | (16)bp | (50)bp |
| Allowance for Loan Losses to Total Nonperforming Loans (a) | 177 | 175 | 145 | 145 | 136 | 200 | 4,100 |
| Allowance for Loan Losses to Total Nonperforming Assets (a) | 143 | 143 | 123 | 124 | 117 | — | 2,600 |
| CREDIT COSTS | | | | | | | |
| Loans: | | | | | | | |
| Commercial | \$ (141) | \$ (197) | \$ (85) | \$ 58 | \$ 194 | 28% | NM |
| Consumer | 262 | 388 | 363 | 329 | 411 | (32) | (36)% |
| Total Specific and Expected | 121 | 191 | 278 | 387 | 605 | (37) | (80) |
| Residual Component | (79) | (47) | — | 100 | 65 | (68) | NM |
| Total Provision for Loan Losses | 42 | 144 | 278 | 487 | 670 | (71) | (94) |
| Lending-Related Commitments: | | | | | | | |
| Commercial | (27) | (5) | (55) | (52) | 65 | (440) | NM |
| Residual Component | — | — | — | — | 8 | NM | NM |
| Total Provision for Lending-Related Commitments | (27) | (5) | (55) | (52) | 73 | (440) | NM |
| Provision for Credit Losses | 15 | 139 | 223 | 435 | 743 | (89) | (98) |
| Securitized Credit Losses | 473 | 462 | 471 | 480 | 457 | 2 | 4 |
| Total Managed Credit Costs | \$ 488 | \$ 601 | \$ 694 | \$ 915 | \$ 1,200 | (19) | (59) |

(a) Excludes purchased held for sale commercial loans.

(b) Reflects the impact of consolidated variable interest entities in accordance with FIN 46. Excluding the exposures related to the FIN 46 adoption, the ratio would have been 1.91%, 2.12% and 2.11% at March 31, 2004, December 31, 2003 and September 30, 2003, respectively.

SUPPLEMENTAL DETAIL



| | 1QTR 2004 | | 4QTR 2003 | | 3QTR 2003 | | 2QTR 2003 | | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|--------------|-----|--------------|--|--------------|--|--------------|-----|--------------|---------------------------|---------|
| | | | | | | | | | | 4Q 2003 | 1Q 2003 |
| AVAILABLE VERSUS REQUIRED AVERAGE CAPITAL | | | | | | | | | | | |
| (in billions) | | | | | | | | | | | |
| Common Stockholders' Equity | \$ 45.8 | | \$ 44.2 | | \$ 43.1 | | \$ 42.8 | | \$ 41.9 | 4% | 9% |
| Economic Risk Capital | | | | | | | | | | | |
| Credit Risk | 9.5 | (a) | 10.6 | | 12.6 | | 14.4 | | 15.1 | (10) | (37) |
| Market Risk | 5.6 | (a) | 4.7 | | 5.0 | | 4.3 | | 4.2 | 19 | 33 |
| Operational Risk | 3.4 | (a) | 3.5 | | 3.4 | | 3.5 | | 3.5 | (3) | (3) |
| Business Risk | 1.7 | (a) | 1.7 | | 1.7 | | 1.7 | | 1.7 | — | — |
| Private Equity Risk | 4.6 | (a) | 5.2 | | 5.4 | | 5.4 | | 5.4 | (12) | (15) |
| Economic Risk Capital | 24.8 | (a) | 25.7 | | 28.1 | | 29.3 | | 29.9 | (4) | (17) |
| Goodwill / Intangibles | 9.5 | (a) | 9.1 | | 8.8 | | 8.9 | | 8.9 | 4 | 7 |
| Asset Capital Tax | 3.9 | (a) | 4.0 | | 4.1 | | 3.9 | | 4.0 | (3) | (3) |
| Capital Against Nonrisk Factors | 13.4 | (a) | 13.1 | | 12.9 | | 12.8 | | 12.9 | 2 | 4 |
| Total Capital Allocated to Business Activities | 38.2 | (a) | 38.8 | | 41.0 | | 42.1 | | 42.8 | (2) | (11) |
| Diversification Effect | (5.3) | (a) | (5.1) | | (5.3) | | (5.0) | | (5.0) | (4) | (6) |
| Total Required Internal Capital | 32.9 | (a) | 33.7 | | 35.7 | | 37.1 | | 37.8 | (2) | (13) |
| Firm Capital in Excess of Required Capital | \$ 12.9 | (a) | \$ 10.5 | | \$ 7.4 | | \$ 5.7 | | \$ 4.1 | 23 | 215 |
| COMMON SHARES OUTSTANDING | | | | | | | | | | | |
| (in millions) | | | | | | | | | | | |
| Basic Weighted-Average Shares | | | | | | | | | | | |
| Outstanding | 2,032.3 | | 2,016.2 | | 2,012.2 | | 2,005.6 | | 1,999.8 | 1 | 2 |
| Diluted Weighted-Average Shares | | | | | | | | | | | |
| Outstanding | 2,092.7 | | 2,079.3 | | 2,068.2 | | 2,050.6 | | 2,021.9 | 1 | 4 |
| Common Shares Outstanding — at Period-End | 2,081.7 | | 2,042.6 | | 2,039.2 | | 2,035.1 | | 2,030.0 | 2 | 3 |
| CASH DIVIDENDS DECLARED PER SHARE | | | | | | | | | | | |
| | \$ 0.34 | | \$ 0.34 | | \$ 0.34 | | \$ 0.34 | | \$ 0.34 | — | — |
| BOOK VALUE PER SHARE | 22.62 | | 22.10 | | 21.55 | | 21.53 | | 20.73 | 2 | 9 |
| SHARE PRICE | | | | | | | | | | | |
| High | \$ 43.84 | | \$ 36.99 | | \$ 38.26 | | \$ 36.52 | | \$ 28.29 | 19 | 55 |
| Low | 36.30 | | 34.45 | | 32.40 | | 23.75 | | 20.13 | 5 | 80 |
| Close | 41.95 | | 36.73 | | 34.33 | | 34.18 | | 23.71 | 14 | 77 |
| CAPITAL RATIOS (in millions, except ratios) | | | | | | | | | | | |
| Tier 1 Capital | \$ 44,670 | (a) | \$ 43,167 | | \$ 42,533 | | \$ 41,115 | | \$ 38,442 | 3 | 16 |
| Total Capital | 60,887 | (a) | 59,816 | | 59,455 | | 58,848 | | 55,702 | 2 | 9 |
| Risk-Weighted Assets | 530,183 | (a) | 507,456 | | 490,590 | | 491,500 | (b) | 455,549 | 4 | 16 |
| Adjusted Average Assets | 757,879 | (a) | 765,910 | | 770,707 | | 751,376 | | 764,677 | (1) | (1) |
| Tier 1 Capital Ratio | 8.4% | (a) | 8.5% | | 8.7% | | 8.4% | (b) | 8.4% | (10)bp | —bp |
| Total Capital Ratio | 11.5 | (a) | 11.8 | | 12.1 | | 12.0 | (b) | 12.2 | (30) | (70) |
| Tier 1 Leverage Ratio | 5.9 | (a) | 5.6 | | 5.5 | | 5.5 | | 5.0 | 30 | 90 |

(a) Estimated

(b) The Firm changed the way it calculates risk-weighted assets during the third quarter of 2003. The June 30, 2003 Tier 1 and Total Capital ratios of 8.4% and 12.0%, respectively, are calculated on the same basis as for September 30, 2003. The June 30, 2003 Tier 1 and Total Capital ratios were previously reported as 8.7% and 12.4%, respectively. Prior quarters have not been restated.

J.P. MORGAN CHASE & CO.
MARKET RISK — INVESTMENT BANK AVERAGE TRADING VAR



| (in millions) | 1QTR 2004 | 4QTR 2003 | 3QTR 2003 | 2QTR 2003 | 1QTR 2003 | 1QTR 2004 Over (Under) | |
|--|-----------------|----------------|----------------|----------------|----------------|---------------------------|---------|
| | | | | | | 4Q 2003 | 1Q 2003 |
| IB Trading Portfolio: | | | | | | | |
| Interest Rate | \$ 84.0 | \$ 75.8 | \$ 65.8 | \$ 60.5 | \$ 53.5 | 11% | 57% |
| Foreign Exchange | 22.2 | 20.3 | 14.8 | 15.2 | 17.3 | 9 | 28 |
| Equities | 40.6 | 40.9 | 12.0 | 9.2 | 11.0 | (1) | 269 |
| Commodities | 2.5 | 2.7 | 3.5 | 3.1 | 2.2 | (7) | 14 |
| Hedge Fund Investment | 5.7 | 5.4 | 5.9 | 4.5 | 3.5 | 6 | 63 |
| Less: Portfolio Diversification | (49.5) | (50.6) | (33.5) | (34.3) | (34.1) | 2 | (45) |
| Total Investment Bank Trading VAR | \$ 105.5 | \$ 94.5 | \$ 68.5 | \$ 58.2 | \$ 53.4 | 12 | 98 |



Assets Under Management: Represent assets managed by Investment Management & Private Banking on behalf of institutional, retail and private banking clients. Excludes assets managed at American Century Companies, Inc., in which the Firm has a 44% ownership interest.

Assets Under Supervision: Represent assets under management as well as custody, brokerage, administration and deposit accounts.

Average Allocated Capital: Represents the portion of average common stockholders' equity allocated to the business segments, based on their respective risks. The total average allocated capital of all business segments equals the total average common stockholders' equity of the Firm.

Average Goodwill Capital: The Firm allocates capital to businesses equal to 100% of the carrying value of goodwill. Average goodwill capital is equal to the average carrying value of goodwill.

Average Managed Assets: Includes credit card receivables that have been securitized.

Average Tangible Allocated Capital: Average allocated capital less the average capital allocated for goodwill.

bp: Denotes basis points; 100 bp equals 1%.

Corporate: Includes Support Units and the effect remaining at the corporate level after the implementation of management accounting policies.

FIN 46: Financial Accounting Standards Board Interpretation No. 46, "Consolidation of Variable Interest Entities, an interpretation of Accounting Research Bulletin No. 51."

Managed Credit Card Receivables: Refers to credit card receivables on the Firm's balance sheet plus credit card receivables that have been securitized.

NM: Not meaningful

Operating (Managed) Basis or Operating Earnings: In addition to analyzing the Firm's results on a reported basis, management looks at results on an "operating basis", which is a non-GAAP measure. The definition of operating basis starts with the reported U.S. GAAP results. In the case of the Investment Bank, the operating basis includes the reclassification of net interest income related to trading activities to Trading Revenue. In the case of Chase Financial Services and Chase Cardmember Services, "operating" or "managed" basis excludes the impact of credit card securitizations. These adjustments do not change JPMorgan Chase's reported net income.

Other Consumer Loans: Consists of manufactured housing loans, installment loans (direct and indirect types of consumer finance), student loans, unsecured revolving lines of credit and non-U.S. consumer loans.

Overhead Ratio: Noninterest expense as a percentage of revenue before provision for credit losses.

Reported Basis: Financial statements prepared under accounting principles generally accepted in the United States of America ("U.S. GAAP"). The reported basis includes the impact of credit card securitizations.

Return on Tangible Allocated Capital: Operating earnings less preferred dividends as a percentage of average allocated capital, excluding the capital allocated for goodwill.

Segment Results: All periods are on a comparable basis, although restatements may occur in future periods to reflect further alignment of management accounting policies or changes in organizational structures between businesses.

Shareholder Value Added ("SVA"): Represents operating earnings minus preferred dividends and an explicit charge for capital.

Tangible Shareholder Value Added: SVA less the impact of goodwill on operating earnings and capital charges.

Unaudited: The financial statements and information included throughout this document are unaudited, and have not been subjected to auditing procedures sufficient to permit an independent certified public accountant to express an opinion.

Value-at-Risk ("VAR"): A measure of the dollar amount of potential loss from adverse market moves in an ordinary market environment.

APRIL 21, 2004

FIRST QUARTER 2004

Financial results



JPMorganChase

Regulation MA Disclosure

This presentation 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.

The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the ability to obtain governmental approvals of the merger on the proposed terms and schedule; the failure of JPMorgan Chase and Bank One stockholders to approve the merger; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any revenue synergies from the merger may not be fully realized or may take longer to realize than expected; the risk that excess capital is not generated from the merger as anticipated or not utilized in an accretive manner; and the risk that disruption from the merger may make it more difficult to maintain relationships with clients, employees or suppliers. Additional factors that could cause JPMorgan Chase's results to differ materially from those described in the forward-looking statements can be found in the 2003 Annual Report on Form 10-K of JPMorgan Chase filed with the Securities and Exchange Commission and available at the Securities and Exchange Commission's internet site (<http://www.sec.gov>).

JPMorgan Chase has filed a Registration Statement on Form S-4 with the SEC containing the definitive joint proxy statement/prospectus regarding the proposed merger. **Stockholders are urged to read the definitive joint proxy statement/prospectus because it contains important information.** Stockholders may obtain a free copy of the definitive joint proxy statement/prospectus, as well as other filings containing information about JPMorgan Chase and Bank One, without charge, at the SEC's Internet site (<http://www.sec.gov>). Copies of the definitive joint proxy statement/prospectus and the filings with the SEC incorporated by reference in the definitive joint proxy statement/prospectus can also be obtained, without charge, by directing a request to J.P. Morgan Chase & Co., 270 Park Avenue, New York, New York 10017, Attention: Office of the Secretary (212-270-4040), or to Bank One Corporation, 1 Bank One Plaza, Suite 0738, Chicago, Illinois 60670, Attention: Investor Relations (312-336-3013). The respective directors and executive officers of JPMorgan Chase and Bank One and other persons may be deemed to be participants in the solicitation of proxies in respect of the proposed merger. Information regarding JP Morgan Chase's and Bank One's directors and executive officers and a description of their direct and indirect interests, by security holdings or otherwise, is available in the definitive joint proxy statement/prospectus contained in the above-referenced Registration Statement on Form S-4.

Agenda

- 1Q04 Financial results and Q&A

Dina Dublon

- Merger update and Q&A

Bill Harrison

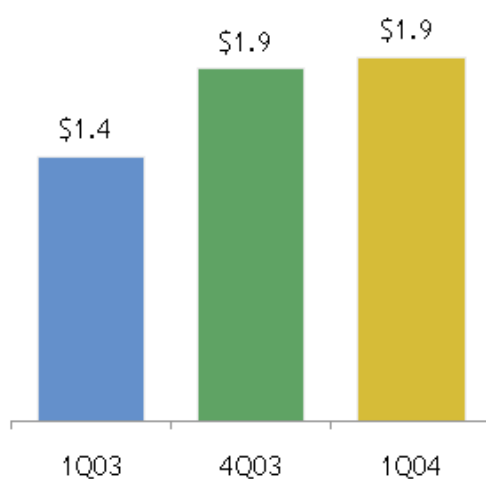
Jamie Dimon

1Q04 Highlights

- Highest quarterly earnings since 2000
- Strength in capital markets-related businesses
 - Investment Bank -- record trading revenue
 - Investment Management & Private Banking -- highest earnings in over 3 years
 - JPMorgan Partners -- positive for 3rd consecutive quarter
- Anticipated decline in retail driven by mortgage
- Continued improvement in credit
- Higher Tier 1 capital and lower risk in lines of business

1Q04 Financial Results

Earnings (\$ in billions)



| | | | |
|-----|--------|--------|--------|
| EPS | \$0.69 | \$0.89 | \$0.92 |
| ROE | 13% | 17% | 17% |

Drivers (\$ in billions)

| | 1Q04 | % O/(U) | |
|---------------------------|-------|---------|------|
| | | 4Q03 | 1Q03 |
| Revenue ¹ | \$9.5 | 11% | 7% |
| Expenses | 6.1 | 16 | 9 |
| Credit Costs ¹ | 0.5 | (19) | (59) |
| Earnings | \$1.9 | 4% | 38% |

¹ Operating basis.

- Revenue growth, but higher expense growth
- Lower credit costs

Operating Leverage

1Q04 vs 1Q03

| | Revenue Growth | Expense Growth |
|---|----------------|----------------|
| Total Firm | 7% | 9% |
| Total Firm excluding Global Treasury, Home Finance & Partners | 10% | 9% |

- Larger expense increase in Retail and Treasury & Securities Services (acquisitions) -- will moderate
- Activities with large revenue swings but small impact on expenses

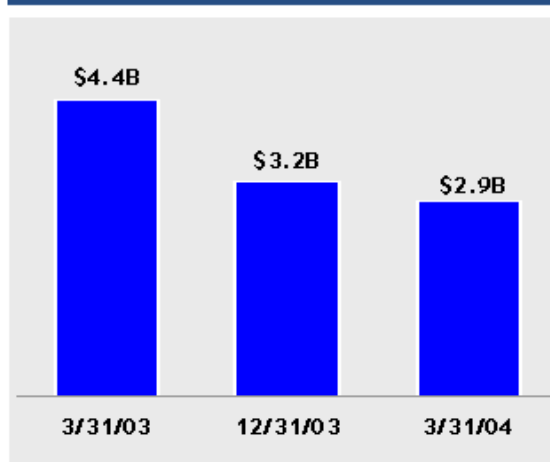
Credit Costs and Nonperforming Assets

Managed Credit Costs (\$ in millions)

| | 1Q03 | 4Q03 | 1Q04 |
|-----------------------|---------|---------|---------|
| Commercial & Residual | \$332 | \$(249) | \$(247) |
| Consumer | 868 | 850 | 735 |
| Total Credit Costs | \$1,200 | \$601 | \$488 |
| Net Charge-Offs | \$1,127 | \$836 | \$917 |

- Continued improvement in commercial credit quality; low loan demand
- Lower charge-offs and delinquencies in consumer

Nonperforming Assets¹



¹Excludes purchased nonperforming commercial loans held for sale.

Investment Bank

| \$ in billions | | | |
|-------------------------------------|-------|---------|------|
| | | % O/(U) | |
| | 1Q04 | 4Q03 | 1Q03 |
| Total Revenue | \$4.0 | 31% | (1)% |
| Total Revenue (ex. Global Treasury) | 3.8 | 30 | 10 |
| Expenses | 2.4 | 29 | 3 |
| Credit Costs | (0.2) | 22 | NM |
| Earnings | \$1.1 | 29% | 24% |
| ROE ¹ | 28% | 20% | 17% |

¹Actual ROE for all periods, not over/under.

- Record client trading revenue -- up 20% from 1Q03
- Anticipated decline in securities gains and NII (Global Treasury)
- Fees “lumpy”; strong pipeline across products
- Capital reduced by \$5bn from 1Q03 due to lower credit risk; trading VaR up

Chase Financial Services

(\$ in billions)

| | | % O/(U) |
|------------------|-------|---------|
| | 1Q04 | 1Q03 |
| Revenue | \$3.4 | (8)% |
| Expenses | 2.0 | 11 |
| Credit costs | 0.7 | (15) |
| Earnings | \$0.4 | (34)% |
| ROE ¹ | 18% | 31% |

¹ Actual ROE for all periods, not over/under.

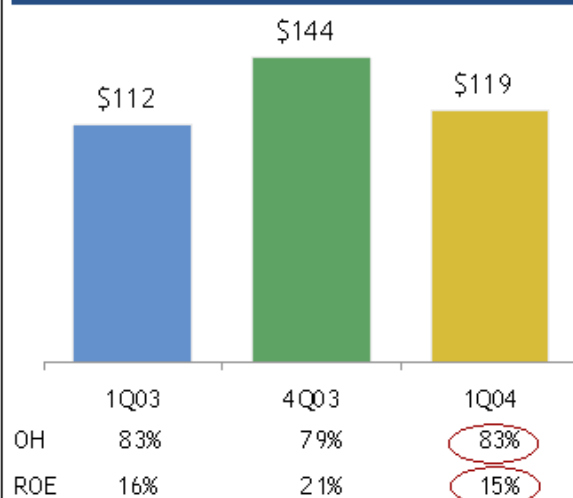
Production highlights

- Home Finance: Refi volumes down; growth in home equity; mortgage applications up from 4Q
- Card: Purchase volume up; stable balances
- Regional Banking & Middle Market: Deposit growth, net new checking accounts

- Earnings decline driven by reduction in Home Finance income of \$200mm
- Card income up 11%, more than offset by declining deposit spreads, weak auto leasing and higher expenses

Treasury & Securities Services

Earnings (\$ in millions)



Income Statement (\$ in millions)

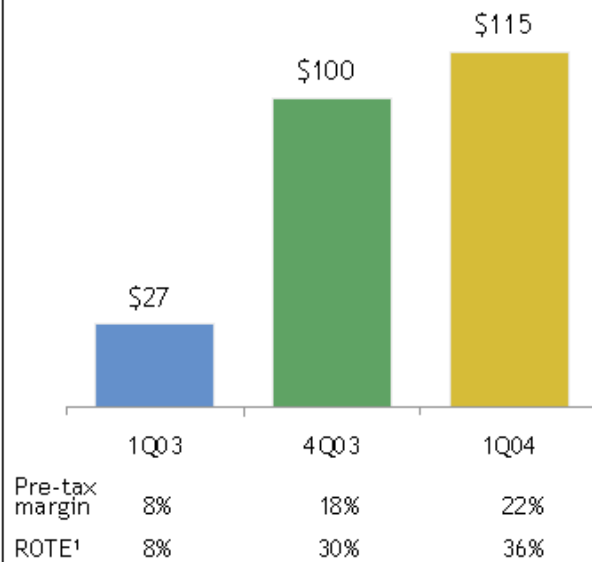
| | 1Q04 | % O/(U) 1Q03 |
|----------|---------|-----------------|
| Revenue | \$1,106 | 19% |
| TS | 535 | 13 |
| IS | 399 | 17 |
| ITS | 258 | 30 |
| Expenses | 921 | 20 |
| Earnings | \$119 | 6% |

- Acquisitions about half of TSS' revenue & expense growth rates, contributing to lower ROE

- Continuing recovery in Investor Services

Investment Management & Private Banking

Earnings (\$ in millions)



¹Return on tangible equity



Income Statement (\$ in millions)

| | 1Q04 | % O/(U) 1Q03 |
|----------|-------|-----------------|
| Revenue | \$824 | 29% |
| Expenses | 636 | 9 |
| Earnings | \$115 | 326% |

- Earnings highest in over three years on strong revenue growth
- AUS inflows highest in over two years -- AUS of \$797bn, up 5% from December and 28% from last March

JPMorgan Partners

| (\$ in millions) | | | |
|-----------------------------------|----------|---------|---------|
| | 1Q03 | 4Q03 | 1Q04 |
| Direct investments | \$ (136) | \$ 198 | \$ 304 |
| Third-party fund investments | (94) | (39) | (8) |
| Private equity gains | \$ (230) | \$ 159 | \$ 296 |
| Portfolio book value ¹ | \$8,170 | \$7,250 | \$6,835 |

¹ Period end balances.

- Highest private equity gains since 2000 -- sale of Kinko's
- Continued reduction in exposure
- Visibility for exits improving

Capital

(\$ in billions)

| | 3/31/03 | 12/31/03 | 3/31/04 |
|--|---------|----------|---------|
| Tier 1 Capital | \$38 | \$43 | \$45 |
| Equity Allocation to LOBs ¹ | 44 | 40 | 39 |
| Tier 1 Capital % | 8.4% | 8.5% | 8.4% |

¹ Includes goodwill, before diversification benefit.

Summary

- Record earnings since merger
- Economic recovery underway
- Declines in mortgage driving lower retail earnings
- Low credit costs
- Merger integration
 - Focus on client service and expense management

Q&A