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

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

## JPMORGAN CHASE \& CO.

(Exact name of registrant as specified in its charter)

Delaware
(State or Other Jurisdiction of Incorporation)

1-5805
(Commission File Number)

13-2624428
(IRS Employer Identification No.)

10017
(Zip Code)

Registrant's telephone number, including area code: (212) 270-6000
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 7.01 Regulation FD Disclosure
Item 9.01 Financial Statements and Exhibits
SIGNATURE
EXHIBIT INDEX
EX-99.1

## Item 7.01 Regulation FD Disclosure

On July 15, 2010, JPMorgan Chase \& Co. ("JPMorgan Chase" or the "Firm") held an investor presentation to review second quarter 2010 earnings.
Exhibit 99.1 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 7.01, 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 contained in Exhibit 99.1 shall not be deemed to be incorporated by reference into the filings of the Firm under the Securities Act of 1933.

This current report on Form 8-K (including the Exhibits hereto) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are based upon the current beliefs and expectations of JPMorgan Chase's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. Factors that could cause JPMorgan Chase's actual results to differ materially from those described in the forward-looking statements can be found in the Firm's Annual Report on Form 10-K for the year ended December 31, 2009, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2010, each of which has been filed with the Securities and Exchange Commission and is available on JPMorgan Chase's website (www.jpmorganchase.com) and on the Securities and Exchange Commission's website (www.sec.gov). JPMorgan Chase does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.

Item 9.01 Financial Statements and Exhibits
(d) Exhibits

Exhibit Number 99.1

Description of Exhibit
JPMorgan Chase \& Co. Analyst Presentation Slides — Second Quarter 2010 Financial Results

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## JPMORGAN CHASE \& CO.

(Registrant)
By: $\qquad$
/s/ Louis Rauchenberger
Louis Rauchenberger

Managing Director and Controller
[Principal Accounting Officer]

## EXHIBIT INDEX

## FINANCIAL RESULTS

2Q10

July 15, 2010

JPMorgan Chase \& Co.

## 2Q10 Financial highlights

- 2Q10 Net income of $\$ 4.8 \mathrm{~B}$; EPS of $\$ 1.09$; revenue ${ }^{1}$ of $\$ 25.6 \mathrm{~B}$
- Results include the following significant items:

| \$ in millions, excluding EPS |  |  |
| :--- | ---: | ---: |
|  | Net Income | EPS |
| Firmwide reduction to loan loss allowance | $\$ 1,458$ | $\$ 0.36$ |
| U.K. bonus tax | $(550)$ | $(0.14)$ |

- Quarterly profits up from prior year and prior quarter
- Solid performance across most businesses combined with reduced credit costs
- Retail Financial Services and Card Services net charge-offs and delinquencies improved from the prior quarter
- Strong balance sheet: Tier 1 Common ${ }^{2}$ at $\$ 108 \mathrm{~B}$ or $9.6 \%$; credit reserves at $\$ 36.7 \mathrm{~B}$; loan loss coverage ratio at $5.3 \%^{3}$ of total loans

1 See note 1 on slide 19
${ }^{2}$ See note 3 on slide 19
${ }^{3}$ See note 2 on slide 19

2Q10 Financial results ${ }^{1}$

| \$ in millions, excluding EPS |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ O/(U) |  |  |
|  | 2Q10 | 1Q10 | 2Q09 |
| Revenue (FTE) ${ }^{1}$ | \$25,613 | $(\$ 2,559)$ | (\$2,096) |
| Credit Costs ${ }^{1}$ | 3,363 | $(3,647)$ | $(6,332)$ |
| Expense | 14,631 | $(1,493)$ | 1,111 |
| Reported Net Income | (\$4,795 | \$1,469 | \$2,074 |
| Net Income Applicable to Common | \$4,363 | \$1,389 | \$3,291 |
| Reported EPS | (\$1.09) | \$0.35 | \$0.81 |
| ROE ${ }^{2}$ | 12\% | 8\% | 6\% |
| ROE Net of GW ${ }^{2}$ | 17\% | 12\% | 10\% |
| ROTCE ${ }^{2,3}$ | 17\% | 12\% | 10\% |

${ }^{1}$ Reverue is on a fully taxableequivalert (FIE) basis. See nok 1 on slida 19
${ }^{2}$ Actual numbers for al pericos, not overlunder. Net income used to calculate the ratics for 2009 excludes the one-time, non-cash negative adutmert of $\$ 1.1 \mathrm{~B}$ resulting from the repaymert of TAFP preferred capital
Soe noke 4 on slide 19

## Investment Bank

| \$ in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ O(U) |  |  |
|  | 2 Q 10 | 1Q10 | 2009 |
| Reverue | \$6,332 | (\$1,987) | (\$969) |
| Investment Banking Fees | 1,405 | (41) | (834) |
| Fixed Income Markets | 3,563 | $(1,901)$ | (1,366) |
| Equity Markets | 1,038 | (424) | 330 |
| Credit Porffo io | 326 | 379 | 901 |
| Credit Costs | (325) | 137 | (1,196) |
| Expense | 4,522 | (316) | 455 |
| Net Inoome | \$1,381 | (\$1,090) | (\$90) |
| Key Statistics (\$B) ${ }^{1}$ |  |  |  |
| Overhead Ratio | 71\% | 58\% | 56\% |
| Comp/Revenue ${ }^{2}$ | 37\% | 35\% | 37\% |
| EOP Loans | \$57.3 | \$56.6 | \$71.3 |
| Allowance for Loan Losses | \$2.1 | \$2.6 | \$5.1 |
| NPLs | \$2.3 | \$2.7 | \$3.5 |
| Net Charge-off Rate ${ }^{3}$ | 0.21\% | 4.83\% | 2.55\% |
| ALL / Loans ${ }^{3}$ | 3.98\% | 4.91\% | 7.91\% |
| ROE ${ }^{4}$ | 14\% | 25\% | 18\% |
| VAR (\$mm) ${ }^{5}$ | \$90 | \$82 | \$178 |
| EOP Equity | \$40.0 | \$40.0 | \$33.0 |

${ }^{1}$ Actual rumbors for al poriods not overuinder
Exdudes payroll tax exprorser relatiod to the U.K Bonus Payrol Tax on osrtin bonuses awarden setween 12002000, and 4/5:2010, to ertployees aperating in the uk
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 sa3E, respoctusty
Avcrage Trading and Credt Porfollo VAR at 95\% corridence intrual

- Net income of \$1.4B on revenue of \$6.3B
- ROE of $14 \%$
- IB fees of $\$ 1.4 \mathrm{~B}$ down $37 \%$ YoY
- Ranked \#1 YTD in Global Investment Banking Fees
- Fixed Income Markets revenue of $\$ 3.6 \mathrm{~B}$ down $28 \%$ YoY, reflecting lower results in Credit Markets, Rates and Commodities
- Equity Markets revenue of $\$ 1.0 \mathrm{~B}$ reflecting solid client revenue
- Credit Portfolio revenue of $\$ 326 \mathrm{~mm}$ primarily reflecting net interest income and fees on retained loans
- Credit costs benefit of $\$ 325 \mathrm{~mm}$ reflected a reduction in allowance largely related to net repayments and loan sales
- Expense of \$4.5B includes the impact of the U.K. bonus tax


## JPMorgan Chase \& Co

Retail Financial Services - drivers

| Retail Banking (\$ in billions) |  |  |  | - Average deposits of $\$ 337.8 \mathrm{~B}$ down $3 \%$ YoY and up $1 \%$ QoQ: <br> - YoY decline largely due to the maturation of high rate WaMu CDs |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | $1 \mathrm{Q10}$ | 2009 |  |
| Key Statistics |  |  |  | Deposit margin expension YoY and $Q O Q$ reflects disciplined pricing strategy and a porifclio shift to wider spread deposit |
| Average Deposits | \$337.8 | \$333.9 | \$348.1 | products |
| Deposit Margin | 3.05\% | 3.02\% | 2.92\% |  |
| Checking Accts (mm) | 26.4 | 25.8 | 25.3 | - Branch production statistics: |
| \# of Branches | 5,159 | 5,155 | 5,203 | - Checking accounts up $4 \% \mathrm{YoY}$ and $2 \% \mathrm{Q} \alpha \mathrm{Q}$ |
| \# of ATMs | 15,654 | 15,549 | 14,144 | - Credit card sales down 8\% YoY and up 12\% QoQ |
| Irvestment Sales (\$mm) | \$5,756 | \$5,956 | \$5,292 | - Mortgage originations up $43 \% \mathrm{YoY}$ and $27 \% \mathrm{QoQ}$ |
| Business Banking Originations | \$1.2 | \$0.9 | \$0.6 | - Investment sales up 9\% Yo and down 3\% CoQ |
| Avg Business Banking Loans | \$16.7 | \$16.9 | \$18.0 |  |


| Mortgage Banking \& Other Consumer Lending (\$ in billions) |  |  |  | Total Mortgage Banking \& Other Consumer Lending originations of \$38.1B: |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q10 | 1 Q10 | 2009 |  |
| Key Statistics |  |  |  | - Mortgage loan originations down 22\% YoY and up 2\% QoQ |
| Mortgage Lcan Originations | \$32.2 | \$31.7 | \$41.1 | - Auto originations up 9\% YoY and down 8\% QoQ: |
| 3rd Party Mortgage Loans Swc'd | \$1,055 | \$1,075 | \$1,118 | - Increase YoY driven by market share gains in Prime segments |
| Auto Criginations | \$5.8 | \$6.3 | \$5.3 | and new manufacturing relationships |
| Avg Loans | \$77.8 | \$77.8 | \$68.3 | - 3rd party mortgage loans serviced down 6\% Yoy and 2\% CoO |
| Auto | \$47.5 | \$46.9 | \$43.1 | - 3rd party morigage lcans serviced down 6\% Yo and 2\% Qoo |
| Morlgage ${ }^{1}$ | \$13.6 | \$12.5 | \$8.4 |  |
| Other Consumer Lending | \$16.7 | \$18.4 | \$16.8 |  |


| Real Estate Portfolios (\$ in billions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 2 Q 10 | 1 Q10 | 2009 |
| Key Statistics |  |  |  |
| ALL / Lcans (excl. credit-impaired) | 7.01\% | 6.76\% | 5.31\% |
| Avg Home Equity Loans Owned ${ }^{2}$ | \$122.0 | \$125.7 | \$138.1 |
| Avg Mortgage Lcans Owned ${ }^{2}$ | \$119.7 | \$124.4 | \$136.8 |
| ${ }^{1}$ Predorrinantly reprosents loans repurchased tom Govermment National Martgage Associated (GNMA) pools, whilch are insured by U.8. govorrmert agonolss |  |  |  |

- Average loans declined $12 \%$ YoY and $3 \%$ QoQ reflecting run-off in the portfolios
'Prodorrinantly reprosants loans repurchased fom Government
(GNMA) pools, which are insured by U.8. govermert agandes

JPMorgan Chase \& Co.

Retail Financial Services

| \$ in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ OX(U) |  |  |
|  | 2210 | 1010 | 2009 |
| Retail Financiol Sorvices |  |  |  |
| Not income | 1,042 | \$1,173 | \$1,027 |
| ROCE ${ }^{1 / 2}$ | T | (2)\% | . |
| EOP Equily ( SB $^{\text {P }}{ }^{1}$ | $\$ 28$ | \$28 | \$25 |
| Rotail Banking |  |  |  |
| Nct Intcrest Income | 2,712 | 77 | (7) |
| Nenirtorest Revenue | 1,884 | (18) | (119) |
| Total Revorue | \$4,396 | \$59 | (\$126) |
| CreditCosts | 168 | (23) | (193) |
| Expense | 2,833 | 56 | 76 |
| Net lincome | \$914 | \$16 | (\$56) |
| Mortgage Banking \& Other Consumer Lending |  |  |  |
| Net Intasest licome | 792 | (101) | 71 |
| Neniintorest Revenua | 1256 | 238 | 122 |
| Total Revorue | \$2,048 | \$137 | \$193 |
| Credit Costs | 175 | (42) | (191) |
| Expense | 1243 | (3) | 138 |
| Net licome | 53 | \$107 | \$129 |
| RFS Net Incorme Excl. Real Estaka Portfolos | 31278 | \$123 | \$73 |
| ROCE ${ }^{1,3}$ | 28\% | 26\% | 32\% |
| RealEstato Portfolios |  |  |  |
| Net Intcrest Income | 1,313 | (183) | (277) |
| Neniritorest Revenua | 62 | 20 | 49 |
| TotalRevorue | \$1,365 | (\$163) | (\$228) |
| Credit Costs | 1,372 | (1,963) | (1,747) |
| Expense | 405 | (14) | (12) |
| Net lncorma | (3236) | \$1,050 | \$954 |



\$18.28, monpectivily

Retail Financial Services net income of $\$ 1.0 \mathrm{~B}$ compared with $\$ 15 \mathrm{~mm}$ in the prior year

- Retail Banking net income of $\$ 914 \mathrm{~mm}$ down $6 \%$ YoY: - Total revenue of $\$ 4.4 \mathrm{~B}$ down $3 \% \mathrm{YoY}$ driven by declining deposit-related fees and lower deposit balances, largely offset by a shift to wider-spread deposit products and higher debit card income
- Credit costs of $\$ 168 \mathrm{~mm}$ reflect the absence of an addition to the allowance for loan losses and lower net charge-offs
- Expense up 3\% YoY resulting from sales force increases
- Mortgage Banking \& Other Consumer Lending net income of \$364mm up 55\% YoY
- Total revenue of \$2.0B, up 10\% YoY, reflecting higher net mortgage servicing revenue and higher auto loan and lease balances, largely offset by higher repurchase losses
- Credit costs of $\$ 175 \mathrm{~mm}$ reflect the absence of an addition to the allowance for loan losses and lower net charge-offs
- Expense up 12\% YoY reflecting higher default-related expense
- Real Estate Portfolios net loss of $\$ 236 \mathrm{~mm}$ compared with a net loss of $\$ 1.2 \mathrm{~B}$ in the prior year
- Credit costs of \$1.4B reflect improved delinquency trends and reduced net charge-offs
- Expense down 3\% YoY reflecting lower foreclosed asset expense

JPMorgan Cease\&Co

Home Lending update


## Card Services ${ }^{1}$

| \$ in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ ORU) |  |  |
|  | 2 Q 10 | 1010 | 2009 |
| Revenue | \$4,217 | (\$230) | (\$651) |
| Credit Costs | 2,221 | $(1,291)$ | $(2,382)$ |
| Expense | 1,436 | 34 | 103 |
| Net Income | \$343 | \$646 | \$1,015 |
| Key Statistics Incl. WaMu (\$B) ${ }^{2}$ |  |  |  |
| ROO (pretax) | 1.54\% | (1.22\% | (2.46)\% |
| ROE ${ }^{3}$ | 9\% | (8)\% | (18)\% |
| EOP Equity | \$15.0 | \$15.0 | \$15.0 |
| Key Statistics Excl. WaMu(SB) ${ }^{2}$ |  |  |  |
| Avg Outstandings | \$129.8 | \$137.2 | \$149.7 |
| EOP Cutstandings | \$127.4 | \$132.1 | \$148.4 |
| Sales Volume | \$75.4 | \$66.9 | \$69.8 |
| New Accts Opened (mm) | 2.7 | 2.5 | 2.4 |
| Net Interest Margin | 847 | 8.86\% | 8.63\% |
| Net Charge-Off Rate | 9.02\% | 10.54\% | 8.97\% |
| $30+$ Day Delinquency Rate | 4.48\% | 4.99\% | 5.27\% |

${ }_{2}^{1}$ See note 1 on side 19
${ }^{2}$ Actual numbers for all periods, not overiunder
${ }^{1}$ Cablabated based on average equity; 2010, 1010 and 2009 average equity was 315 B

- Net income of $\$ 343 \mathrm{~mm}$ compared with a net loss of $\$ 672 \mathrm{~mm}$ in the prior year
- Credit costs of $\$ 2.2 \mathrm{~B}$ include a reduction of $\$ 1.5 \mathrm{~B}$ to the allowance for loan losses, reflecting a lower level of net charge-offs and lower estimated losses
- Net charge-off rate (excluding the WaMu portfolio) of $9.02 \%$ down from $10.54 \%$ in 1Q10 and up from $8.97 \%$ in 2Q09
- End-of-period outstandings (excluding the WaMu portfolio) of $\$ 127.4 \mathrm{~B}$ down $14 \% \mathrm{YOY}$ and $4 \% \mathrm{QOQ}$
- Sales volume (excluding the WaMu portfolio) of $\$ 75.4 \mathrm{~B}$ up $8 \% \mathrm{YoY}$ and $13 \%$ QOQ
- Revenue of $\$ 4.2 \mathrm{~B}$ down $13 \%$ YoY and $5 \% \mathrm{Q} 0 \mathrm{Q}$
- Revenue (excluding the WaMu portfolio) down $5 \%$ YoY and $4 \%$ QoQ
- Net interest margin (excluding the WaMu portfolio) of $8.47 \%$ down from $8.86 \%$ in $1 Q 10$ and $8.63 \%$ in 2Q09


## Commercial Banking ${ }^{1}$

| \$ in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ O/U) |  |  |
|  | 2 Q 10 | 1 Q10 | 2 Q 09 |
| Reverue | \$1,486 | \$70 | \$33 |
| Middle Market Banking | 767 | 21 | (5) |
| Commercial Term Lending | 237 | 8 | 13 |
| Md-Corporale Banking | 285 | 22 | (20) |
| Real Estate Barking | 125 | 25 | 5 |
| Other | 72 | (6) | 40 |
| Credit Costs | (235) | (449) | (547) |
| Expense | 542 | 3 | 7 |
| Net Incorme | \$693 | \$303 | \$325 |
| Key Stalistics (\$B) ${ }^{2}$ |  |  |  |
| Avg Loans \& Leases | 95.9 | \$96.6 | \$109.0 |
| EOP Loans \& Leases | \$95.5 | \$95.7 | \$105.9 |
| Avg Liability Balances ${ }^{3}$ | \$136.8 | \$133.1 | \$105.8 |
| Allowance for Loan Losses | \$2.7 | \$3.0 | \$3.0 |
| NPLs | \$3.1 | \$3.0 | \$2.1 |
| Net Charge-Off Rate ${ }^{4}$ | 0.749 | 0.96\% | 0.67\% |
| ALL / Loans ${ }^{4}$ | 2.82\% | 3.15\% | 2.87\% |
| ROE ${ }^{5}$ | 35\% | 20\% | 18\% |
| Overhead Ratio | 36\% | 38\% | 37\% |
| EOP Equity | \$8.0 | \$8.0 | \$8.0 |

- Net income of $\$ 693 \mathrm{~mm}$ up $88 \%$ YoY
- Average loan balances down $12 \% \mathrm{YoY}$ and $1 \% \mathrm{Q} \circ \mathrm{Q}$ due to continued low client demand
- Average liability balances of $\$ 136.8 \mathrm{~B}$ up $29 \% \mathrm{YoY}$
- Revenue of \$1.5B up 2\% YoY
- Credit costs were a benefit of $\$ 235 \mathrm{~mm}$
- Reduction of $\$ 413 \mathrm{~mm}$ to the allowance for credit losses mainly due to refinements to credit loss estimates and improvement in credit quality in the commercial and industrial portfolio
- Net charge-offs of $\$ 176 \mathrm{~mm}$, down $3 \%$ YoY

Expense relatively flat YoY; overhead ratio of $36 \%$
' See note 1 on slide 19
Aatual numbers for all periods, not over/under
Inckedes deposits and deposits swept to on-balance sheet liabilities
${ }^{4}$ Loars heldfor-sale and baass at far value were exckuded when calculating the ban loss
5 Calculated based con average equity; 2010, 1010 and 2009 average equity was $\$ 8 B$

Treasury \& Securities Services

| \$ in millions |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | $\$ \mathrm{O} / \mathrm{U})$ |  |
|  | 2 Q 10 | 1010 | 2 Q 09 |
| Revenue | $\$ 1,881$ | $\$ 125$ | $(\$ 19)$ |
| Wordwide Securities Services | 955 | 81 | $(11)$ |
| Treasury Services | 926 | 44 | $(8)$ |
| Expense | 1,399 | 74 | 111 |
| Net Income | $\$ 292$ | $\$ 13$ | $(\$ 87)$ |
| Kev Statistics |  |  |  |
| Avg Liability Balances (\$B) | $\$ 246.7$ | $\$ 247.9$ | $\$ 234.2$ |
| Assets under Custody (\$T) | $\$ 14.9$ | $\$ 15.3$ | $\$ 13.7$ |
| Pretax Margin | $25 \%$ | $25 \%$ | $31 \%$ |
| ROE ${ }^{3}$ | $18 \%$ | $17 \%$ | $30 \%$ |
| TSS Firmwide Revenue | $\$ 2,608$ | $\$ 2,450$ | $\$ 2,642$ |
| TS Firmwide Revenue | $\$ 1,653$ | $\$ 1,576$ | $\$ 1,676$ |
| TSS Firmwide Avg Liab Bal (\$B) | $\$ 383.5$ | $\$ 381.0$ | $\$ 340.0$ |
| EOP Equity (\$B) | $\$ 6.5$ | $\$ 6.5$ | $\$ 5.0$ |

${ }^{1}$ Actual numbers for al periods, not overiunder
${ }^{2}$ Includes deposts and doposits swept to on-balance sheet liakilties
${ }^{3}$ Calculated based on average equity; 2010, 1010, and 2009 average equity was $\$ 3.5 \mathrm{~B}, \$ 6.5 \mathrm{~B}$, and $\$ 5.0 \mathrm{~B}$ respectively

- Net income of $\$ 292 \mathrm{~mm}$ down $23 \% \mathrm{YoY}$ and up 5\% QoQ
- Pretax margin of $25 \%$
- QoQ increase due to seasonal activity in securities lending and depositary receipts
- Liability balances up 5\% YoY
- Assets under custody up $8 \% \mathrm{YoY}$
- Revenue of \$1.9B down 1\% YoY
- WSS revenue of $\$ 955 \mathrm{~mm}$ relatively flat Yo
- TS revenue of $\$ 926 \mathrm{~mm}$ relatively flat $Y \mathrm{Y}$
- Expense up 9\% YoY driven by ongoing investment primarily related to international expansion


## Asset Management

| \$ in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | \$ O/U) |  |  |
|  | 2 Q 10 | 1010 | 2 Q 09 |
| Reverue | \$2,068 | (\$63) | \$86 |
| Private Bark | 695 | (3) | 55 |
| Retail | 482 | 67 | 71 |
| Institutional | 433 | (133) | (54) |
| Private Wealth Management | 348 | 5 | 14 |
| JPMorgan Securities | 110 | 1 | - |
| Credit Costs | 5 | (30) | (54) |
| Expense | 1405 | (37) | 51 |
| Net Inoome | \$391 | (\$1) | \$39 |
| Ker Statistics (\$B) ${ }^{1}$ |  |  |  |
| Assets under Management | \$1,161 | \$1,219 | \$1,171 |
| Assets under Supervision | \$1,640 | \$1,707 | \$1,543 |
| Average Loans | \$37.4 | \$36.6 | \$34.3 |
| EOP Loans | \$38.7 | \$37.1 | \$35.5 |
| Average Deposits | \$86.5 | \$80.7 | \$75.4 |
| Pretax Margin | 32\% | 31\% | 29\% |
| ROE ${ }^{2}$ | 24\% | 24\% | 20\% |
| EOP Equity | \$6.5 | \$6.5 | \$7.0 |

[^0]Corporate/Private Equity

| Net Income (\$ in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  | \$ O/(U) |  |
|  | 2Q10 | $1 \mathrm{Q10}$ | 2Q09 |
| Private Equity | \$11 | (\$44) | \$38 |
| Corporate | 642 | 469 | (193) |
| Net Income |  | \$425 | (\$155) |

[^1]Capital Management

| \$ in billions | 2Q10 | 1Q10 | 2Q09 |
| :--- | ---: | ---: | ---: |
| Tier 1 Capital $^{1,2}$ | $\$ 137$ | $\$ 131$ | $\$ 122$ |
| Tier 1 Common Capital $^{1,3}$ | $\$ 108$ | $\$ 104$ | $\$ 97$ |
| Risk-Weighted Assets $^{1}$ | $\$ 1,131$ | $\$ 1,147$ | $\$ 1,260$ |
| Total Assets $^{\text {Tier } 1 \text { Capital Ratio }}{ }^{1,2}$ | $\$ 2,014$ | $\$ 2,136$ | $\$ 2,027$ |
| Tier 1 Common Ratio $^{1,3}$ | $12.1 \%$ | $11.5 \%$ | $9.7 \%$ |

- Firmwide total credit reserves of $\$ 36.7 \mathrm{~B}$; loan loss coverage ratio of $5.34 \%^{4}$
- Strong and growing capital base has enabled us to buy back over $\$ 500 \mathrm{~mm}$ of stock to date and we may continue to do so opportunistically

Estimnated for 2010
Excluding TRUPs of $\$ 21 \mathrm{~B}$, estimated Tier 1 Captal and Tier 1 Capital Ratio for 2010 would be $\$ 116 \mathrm{~B}$ and $10.3 \%$, respectively ${ }^{1}$ Soe note 3 on slide 19

Note: Firmwide Level 3 assels are expected to be 6\% of total frm assets at Jure 30,2010

## Outlook

## Retail Financial Services

Home Lending loss guidance:

- Prior quarter loss guidance - Quarterly losses could reach:
- \$1.4B for Home Equity
- \$0.6B for Prime Mortgage
- \$0.5B for Subprime Mortgage
- At the current rate of delinquency and loss severity, quarterly losses could be:
- \$1B for Home Equity
- $\$ 0.4 \mathrm{~B}$ for Prime Mortgage
- \$0.4B for Subprime Mortgage
- NSF/OD policy changes:
- Net income impact previously estimated to be $\$ 500 \mathrm{~mm}+/-$; now $\$ 700 \mathrm{~mm}+/-$
- $50 \%$ of run rate already included in current results


## Card Services

- Estimated full-year average outstandings expected to decline $15 \%+1$ in 2010 , possibly to an average of $\$ 140 \mathrm{~B}+/$ - by the end of 4 Q10, due to WaMu portfolio run-off and lower yielding promotional balances
- Chase and WaMu credit losses expected to continue to improve
- Chase losses of approximately $8.50 \%+/-$ in 3 Q10 vs. $9.02 \%$ in 2Q10
- Total net income impact of the CARD Act, including recent legislative reasonable and proportional fee changes, is $\$ 750 \mathrm{~mm}+/-$
- $25 \%$ of run-rate already included in current results

Corporate/Private Equity

- Corporate quarterly net income expected to decline to $\$ 300 \mathrm{~mm}+/-$, subject to the size and duration of the investment securities portfolio

JPMorgan Chase \& Co.

## Summary comments on regulatory reform

- We recognize there are many positive aspects of pending regulation
- Higher capital and liquidity requirements
- Resolution authority
- Systemic risk oversight
- We also recognize that there are challenges
- Many uncertainties (hundreds of rules to be written)
- A need for global coordination
- Unknown consequences to our businesses and clients
- Regulatory reform will have a significant impact on many of our businesses
- We are concerned about the potential impact to our clients
- Financial impact difficult to estimate vith certainty today
- Will be phased in over time
- Affected by client behavior
- Mitigated through changes to business models, repricing of products and services and potential capital release
- But for JPMorgan Chase .
- Revenue and earnings predominantly generated by client-focused businesses, not proprietary businesses
- Have always maintained clear separation between fiduciary and trading businesses
- Always had conservative balance sheet and strong capital
- Strong fundamentals and diversified earnings base
- Committed to implementing regulation in a way that protects our customers and the competitiveness of the U.S. financial system
- We have hundreds of work streams focused on analysis and implementation of regulation to ensure we can seamlessly serve clients and manage risk
- We will provide further information as we have more clarity on the final rules and the potential impact

Agenda


Consumer credit - delinquency trends
Excluding purchased credit-impaired loans


JPMorgan Chase \& Co.

Coverage ratio remains strong


## IB League Tables



1. In addition to analyaing the Firm's resalls on a reported basis, management reviews the Fimn's results and the result of the lines of businoss on a "managed" basis. which is a non-GAAP financial mossuve. The Fimn's defindion of managed basis strots with the reported U.S. GAAP results and inchudes certan reclassifications to present total ned revenue for the Fimn (ind each of the business segments) on a FTE basis. Acocrovingly, revenue from tave evempt secumifies and investments that receive tax credits is presented in the managed results on a basis comparable to taxable securifes and investonents. This non-GAN financial measire alows managemert to assess the comparabity of revenve arising from both taxabio and tax-evempt sources. The correspording income tax mpact related to these iterns is recorded within income tax expense. These adjustments have no impact on net incorne is reported by the Firm as a whale or by the lines of business.

Prior to danuay 1, 2010, the Frm's managed basis presentation also included certan reciassification adjuatrnents that assumned credit casd bans securitized by CS remanied on the balances sheet Effecfive January 1, 2010, the Fitm adopted new wccouning guidance that amended the accounting for the transfer of financial assets and credit costs associated with these secuitiation activites are now recorded in the 2010 Consalidated Staternants of income in the same clasivications thas upere previously used to report such items on a maragged basis. As a result of the consolidation of the credit cand secuitization trusts, repoded and managed basis relating to credit card securitizafons are comparable for periods begriming atter danuary $1,2010$.
The presentation in 2009 of CS results on a managed basis assumed that credit cand loans that had been secwitized and sald in accovdance with U.S. GAPP rennavied
 the Consolidatd Balance Sheets. IPMorgan Chase used the concept of managed basis to evaluats the credit periormance and overal Financal pertornance of the entive managed creat card portiolo. Operations mere funded and decisions were made about alocating resowces, such as envoyees and capita, based an managed insoncial information. In addition, the same underweling standards and ongoung misit montoring are used for both bans on the Consolidated Baiance Sheets and
 customers may continue to use their credit carcls; accordingly, the custorner's credit performance alfects both the securifzed lowns and the iowns retained on the
Consolidated Bulance Sheet. JPMorgan Chase beveved that this managed basis infornation was useful to investors, as it enabled them to understand both the cre riaks associated with the louns reported on the Consolidated Balance Sheets and the Fimn's retained interests in securitzed louns
The ratio for the alomance for lom losses to end-of-period loans exchudes the following: bays accounted for at far value and louns held-for-sale; purchased credit impaired bans; the allowance for loan losses related to purchased credit-impaised loans; and, bavs from the Wastington Muthal Master Truat, which were consoldated on the firn's balance sheet at far value diwing, the second quarder of 2009 . Additionaly, Real Estate Portiolios net change off ratas enclude the inpact of purchased 2010, March 31, 2010, December 31, 2009 and September 30, 2009, respectivel'y. No allowance for loan losses mas recorded at or for any period prior to, Aune 30, 2009 related to these bans.
3. Tier 1 Common Capital (Tier 1 Common") is defned as Tier 1 appital less dements of capita/nat in the forn of common equity - suah as quaifying perpetualpreferred
 barking regubtors, investors and andysts to assess and compre quality and composition of ith's capital with the capia/ of other frinancial services companies The Firm uses Tier 1 Common along with the other capital mossures to assess and monitor its capial position.
4. Tangble Common Equity (TCE') is calculated, for al pupposes, as common stodholders equity (i.e., total stocitholders' equity less prefered stodk) less identifable intangible assets (other than MSRs) and goodwill, net of related defered tax labilites. Retum on tangible conmon equity, a non-GAAP fiancial ratio, measuras the Finn's earnings as a percentage of TCE, and is in management's wiew a mewwhaid measure to assess the Firm's use of equity. The TCE measwes used in this presentation are not necessarly comparabbe to simivaty titled measures provided by other firms due to differences in calcuation methodologies.

## Forward-looking statements

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. Factors that could cause JPMorgan Chase's actual results to differ materially from those described in the forward-looking statements can be found in JPMorgan Chase's Annual Report on Form 10-K for the year ended December 31, 2009 and Quarterly Report on Form 10-Q for the quarter ended March 31, 2010, which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase's website
(www iomorganchase.com) and on the Secunties and Exchange Commission's website (www.sec.gov). JPMorgan Chase does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.


[^0]:    - Net income of \$391mm up 11\% YoY
    - Pretax margin of $32 \%$
    - Revenue of $\$ 2.1 \mathrm{~B}$ up $4 \%$ YoY due to the effect of higher market levels, net inflows to products with higher margins and higher performance fees partially offset by lower quarterly valuations of seed capital investments
    - Assets under management of $\$ 1.2 \mathrm{~T}$ down $1 \% \mathrm{YoY}$
    - Outflows in liquidity products of $\$ 29 \mathrm{~B}$ and $\$ 126 \mathrm{~B}$ for the quarter and 12 months ended June 30 , 2010 were offset by long-term inflows of \$13B and $\$ 80 \mathrm{~B}$ for the same periods
    - Good global investment performance
    - $78 \%$ of mutual fund AUM ranked in the first or second quartiles over past five years; $67 \%$ over past three years; $58 \%$ over one year
    - Expense up 4\% YoY due to higher headcount

[^1]:    ## Private Equity <br> - Private Equity gains of $\$ 75 \mathrm{~mm}$ <br> - Private Equity portfolio of $\$ 8.1 \mathrm{~B}(6.6 \%$ of shareholders' equity less goodwill) <br> Corporate <br> - Investment portfolio benefit of $\$ 0.9 \mathrm{~B}$ in noninterest revenue due to securities gains <br> Investment portfolio benefit of $\$ 0.9 \mathrm{~B}$ in noninterest revenue due to securities gains <br> - Benefit of higher investment portfolio net interest income <br> - Noninterest expense of $\$ 1.0 \mathrm{~B}$ up from $\$ 0.8 \mathrm{~B}$ in 2Q09 largely due to higher litigation expense

