## THE CHASE MANHATTAN CORPORATION

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

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

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

10017
(Zip Code)
(Registrant's telephone number, including area code) (212) 270-6000

As previously announced in the Current Report on Form 8-K of The Chase Manhattan Corporation, a Delaware corporation ("Chase"), filed with the Securities and Exchange Commission on September 18, 2000 (the "Prior Form 8-K"), Chase and J.P. Morgan \& Co. Incorporated, a Delaware corporation ("J.P. Morgan "), entered into an Agreement and Plan of Merger, dated as of September 12, 2000 (the "Merger Agreement"), whereby J.P. Morgan will merge with and into Chase (the "Merger") with Chase as the surviving entity. A copy of the Merger Agreement is attached as an exhibit to, and described in, the Prior Form 8-K. The Merger is expected to qualify as a "pooling of interests" for accounting and financial reporting purposes.

Certain financial information for J.P. Morgan and pro forma combined financial information for the combined entity giving effect to the Merger is set forth under Item 7 below.

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits
(a) Financial Statements of Businesses Acquired
(1) Report of Independent Accountants to the Board of Directors and Stockholders of J.P. Morgan dated January 12, 2000.
(2) The audited consolidated balance sheet of J.P. Morgan and subsidiaries as of December 31, 1999 and 1998, and the related consolidated statements of income, cash flows and changes in stockholders' equity for each of the years in the three-year period ended December 31, 1999, and the consolidated statement of condition of Morgan Guaranty Trust Company of New York and its subsidiaries as of December 31, 1999 and 1998.
(3) The unaudited consolidated balance sheet of J.P. Morgan and subsidiaries as of September 30, 2000 and 1999 and the unaudited consolidated statements of income, cash flows and changes in stockholders' equity of J.P. Morgan and subsidiaries for the nine months ended September 30, 2000 and 1999, and the consolidated statement of condition of Morgan Guaranty Trust Company of New York and its subsidiaries as of September 30, 2000 and 1999.
(b) Pro Forma Financial Information

Chase and J.P. Morgan unaudited pro forma combined statement of income summary, unaudited pro forma combined balance sheet at September 30, 2000, unaudited pro forma combined statements of income for each of the years in the three-year period ended December 31, 1999 and for the nine months ended September 30, 2000 and 1999, and the notes to unaudited pro forma combined financial statements.
(1) Report of Independent Accountants to the Board of Directors and Stockholders of J.P. Morgan dated January 12, 2000.

## REPORT OF INDEPENDENT ACCOUNTANTS

To the Board of Directors and Stockholders
of J.P. Morgan \& Co. Incorporated
We have audited the accompanying consolidated balance sheet of J.P. Morgan \& Co. Incorporated ("J.P. Morgan") and its subsidiaries as of December 31, 1999 and 1998, the related consolidated statements of income, of changes in stockholders' equity, and of cash flows for each of the three years in the period ended December 31, 1999, and the consolidated statement of condition of Morgan Guaranty Trust Company of New York and its subsidiaries as of December 31, 1999 and 1998. These financial statements are the responsibility of J.P. Morgan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of J.P. Morgan and its subsidiaries as of December 31, 1999 and 1998, the results of their operations and their cash flows for each of the three years in the period ended December 31, 1999, and the financial position of Morgan Guaranty Trust Company of New York and its subsidiaries as of December 31, 1999 and 1998, in conformity with accounting principles generally accepted in the United States.

PriceWaterhouseCoopers LLP
New York, New York
January 12, 2000
(2) The audited consolidated balance sheet of J.P. Morgan and
subsidiaries as of December 31, 1999 and 1998, and the related consolidated statements of income, cash flows and changes in stockholders' equity for each of the years in the three-year period ended December 31, 1999, and the consolidated statement of condition of Morgan Guaranty Trust Company of New York and its subsidiaries as of December 31, 1999 and 1998.

CONSOLIDATED STATEMENT OF INCOME
J.P. Morgan \& Co. Incorporated
$============================================================================================================1$
In millions, except share data

| NET INTEREST REVENUE |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest revenue | \$10 970 | \$12 641 | \$12 353 |
| Interest expense | 9429 | 11360 | 10481 |
| Net interest revenue | 1541 | 1281 | 1872 |
| Provision for loan losses | - | 110 | - |
| Reversal of provision for loan losses | (175) | - | - |
| Net interest revenue after loan loss provisions | 1716 | 1171 | 1872 |
| NONINTEREST REVENUES |  |  |  |
| Trading revenue | 3115 | 2362 | 2137 |
| Advisory and underwriting fees | 1630 | 1401 | 1123 |
| Investment management fees | 1035 | 881 | 792 |
| Fees and commissions . | 846 | 748 | 647 |
| Investment securities revenue | 332 | 205 | 409 |
| Other revenue (note 12) | 182 | 187 | 240 |
| Total noninterest revenues | 7140 | 5784 | 5348 |
| TOTAL REVENUES, NET | 8856 | 6955 | 7220 |
| OPERATING EXPENSES (note 4) |  |  |  |
| Employee compensation and benefits | 3892 | 3233 | 3027 |
| Net occupancy . ................... | 299 | 437 | 333 |
| Technology and communications | 947 | 1192 | 1025 |
| Other expenses | 604 | 676 | 681 |
| Total operating expenses | 5742 | 5538 | 5066 |
| Income before income taxes | 3114 | 1417 | 2154 |
| Income taxes | 1059 | 454 | 689 |
| Net income | 2055 | 963 | 1465 |
| PER COMMON SHARE |  |  |  |
| Net income: |  |  |  |
| Basic | \$11.16 | \$5.08 | \$7.71 |
| Diluted | 10.39 | 4.71 | 7.17 |
| Dividends declared | 3.97 | 3.84 | 3.59 |

The accompanying notes are an integral part of these consolidated financial statements.

# CONSOLIDATED BALANCE SHEET 

J.P. Morgan \& Co. Incorporated


The accompanying notes are an integral part of these consolidated financial statements.
J.P. Morgan \& Co. Incorporated


| In millions | 1999 |  |  | 1998 |  | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stockholders' equity | Comprehensive income | Stockholders' equity | Comprehensive income | Stockholders' equity | Comprehensive income |
| Comprehensive income, subtotal from previous page |  | 2055 |  | 963 |  | 1465 |
| ACCUMULATED OTHER COMPREHENSIVE INCOME <br> Net unrealized gains on investment securities: |  |  |  |  |  |  |
| Balance, net of taxes, January 1 | 147 |  | 432 |  | 464 |  |
| Net unrealized holding gains/(losses) arising during the period, before taxes ((\$354) in 1999, (\$169) in 1998, and \$137 in 1997, net of taxes) | (597) |  | (285) |  | 217 |  |
| ```Reclassification adjustment for net gains included in net income, before taxes (($242) in 1999, $112 in 1998, and $164 in 1997, net of taxes)``` | 403 |  | (169) |  | (261) |  |
| Change in net unrealized gains on investment securities, before taxes ..................... | (194) |  | (454) |  | (44) |  |
| Income tax benefit ........................... | 91 |  | 169 |  | 12 |  |
| Change in net unrealized gains on investment securities, net of taxes | (103) | (103) | (285) | (285) | (32) | (32) |
| Balance, net of taxes, December 31 | 44 |  | 147 |  | 432 |  |
| Foreign currency translation: <br> Balance, net of taxes, January 1 | (46) |  |  |  |  |  |
| Balance, net of taxes, January 1 | (46) |  | (22) |  | (12) |  |
| Translation adjustment arising during the period, before taxes | $36$ |  | (38) |  | (14) |  |
| Income tax benefit/(expense) | (8) |  | 14 |  | 4 |  |
| Translation adjustment arising during the period, net of taxes | 28 | 28 | (24) | (24) | (10) | (10) |
| Balance, net of taxes, December 31 | (18) |  | (46) |  | (22) |  |
| Total accumulated other comprehensive income, net of taxes, December 31 | 26 |  | 101 |  | 410 |  |
| Balance, January 1 | 2362 |  | 2145 |  | 1135 |  |
| Purchases (16 349 shares in 1999, 6628 shares in 1998, and 14030 shares in 1997) ........................................ | $2144$ |  | 755 |  | 1500 |  |
| Shares issued/distributed, primarily related to various employee benefit plans ( 6014 shares in 1999,5166 shares in 1998 , and 5421 shares in 1997) .................... | (564) |  | (538) |  | (490) |  |
| Balance, December 31 | 3942 |  | 2362 |  | 2145 |  |
| Total stockholders' equity | 11439 |  | 11261 |  | 11404 |  |
| Total comprehensive income |  |  | 980 | 654 |  | 1423 |

The accompanying notes are an integral part of these consolidated financial statements.


The accompanying notes are an integral part of these consolidated financial statements.

Morgan Guaranty Trust Company of New York

|  |  | December 31 |
| :---: | :---: | :---: |
| In millions, except share data | 1999 | 1998 |
| ASSETS |  |  |
| Cash and due from banks | \$ 2382 | \$ 1147 |
| Interest-earning deposits with banks | 2266 | 2372 |
| Debt investment securities available-for-sale | 4992 | 3634 |
| Trading account assets | 84786 | 90770 |
| Securities purchased under agreements to resell and federal funds sold | 19094 | 33316 |
| Securities borrowed | 9700 | 8193 |
| Loans, net of allowance for loan losses of \$280 at 1999 and \$470 at 1998 | 26072 | 24876 |
| Accrued interest and accounts receivable | 4426 | 3898 |
| Premises and equipment, net of accumulated depreciation of \$1 113 at 1999 and \$1 160 at 1998 | 1810 | 1703 |
| Other assets | 12138 | 5337 |
| Total assets | 167666 | 175246 |
| LIABILITIES |  |  |
| Noninterest-bearing deposits: |  |  |
| In offices in the U.S. | 907 | 1232 |
| In offices outside the U.S. | 501 | 572 |
| Interest-bearing deposits: |  |  |
| In offices in the U.S. | 4256 | 7749 |
| In offices outside the U.S. | 42052 | 46668 |
| Total deposits | 47716 | 56221 |
| Trading account liabilities | 72066 | 64776 |
| Securities sold under agreements to repurchase and federal funds purchased | 13610 | 14916 |
| Other liabilities for borrowed money | 5482 | 8646 |
| Accounts payable and accrued expenses | 6310 | 6123 |
| Long-term debt not qualifying as risk-based capital (including \$727 at 1999 and |  |  |
| $\$ 736$ at 1998 of notes payable to J.P. Morgan) | 6224 | 10358 |
| Other liabilities, including allowance for credit losses of \$125 at 1999 and 1998 | 2719 | 542 |
|  | 154127 | 161582 |
| Long-term debt qualifying as risk-based capital (including \$2 853 at 1999 and |  |  |
| \$3 053 at 1998 of notes payable to J.P. Morgan) | 2944 | 3186 |
| Total liabilities | 157071 | 164768 |
| Commitments and contingencies |  |  |
| STOCKHOLDER'S EQUITY |  |  |
| Preferred stock, \$100 par value (authorized shares: 2500 000) | -- | -- |
| Common stock, \$25 par value (authorized shares: 11000 000; issued and outstanding: 10599 027) | 265 | 265 |
| Surplus | 3305 | 3305 |
| Undivided profits | 6975 | 6836 |
| Accumulated other comprehensive income: |  |  |
| Net unrealized gains on investment securities, net of taxes | 67 | 118 |
| Foreign currency translation, net of taxes | (17) | (46) |
| Total stockholder's equity | 10595 | 10478 |
| Total liabilities and stockholder's equity | 167666 | 175246 |

The accompanying notes are an integral part of this consolidated financial
statement
Member of the Federal Reserve System and Federal Deposit Insurance Corporation.
J.P. Morgan \& Co. Incorporated (J.P. Morgan) is the holding company for a group of subsidiaries that provide a wide range of financial services.

We serve a broad client base that includes corporations, governments, institutions, and individuals. We also enter into transactions for our own account.
J.P. Morgan and its subsidiaries use accounting and reporting policies and practices that conform with U.S. generally accepted accounting principles.

## BASIS OF PRESENTATION

## CONSOLIDATION

Our consolidated financial statements include the accounts of J.P. Morgan and of subsidiaries in which we have more than $50 \%$ ownership. All material intercompany accounts and transactions are eliminated during consolidation.

For companies in which we have significant influence over operating and financing decisions (generally defined as owning a voting or economic interest of $20 \%$ to $50 \%$ ), we use the equity method of accounting. These investments are included in Other assets, and our share of income or loss is included in Other revenue, with the exception of such investments held in our Equity Investments segment, where our share of income or loss is recorded in Investment securities revenue.

Assets that we hold in an agency or fiduciary capacity are not assets of J.P. Morgan. They are therefore not included in our "Consolidated balance sheet."

USE OF ESTIMATES IN THE PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS
Preparing our consolidated financial statements requires us to make estimates and assumptions that affect our reported assets and liabilities as well as the disclosure of contingent assets and liabilities. Our revenues and expenses are also affected. Actual results could be different from these estimates.

## FAIR VALUE

We define fair value as the value at which positions could be closed out or sold in a transaction with a willing and knowledgeable counterparty over a period of time consistent with our trading or investment strategy.

The accounting for an asset or liability may differ based on the type of instrument and/or its use in a trading or investing strategy. Generally, the measurement framework recorded in financial statements is one of the following:

- Recorded at fair value on the balance sheet with changes in fair value recorded each period in the "Consolidated statement of income;"
- Recorded at fair value on the balance sheet with changes in fair value recorded each period in a separate component of stockholders' equity and as part of comprehensive income; or
- Recorded at cost (less other-than-temporary impairments) with changes in fair value not recorded in the financial statements but disclosed in the notes thereto.

Fair value is based on quoted market prices, where available. If listed prices or quotes are not available, fair value is based on internally developed models that primarily use market-based or independent information as inputs. Valuation adjustments are made, at times, based on defined methodologies that are applied consistently over time to ensure that positions are carried at the best estimate of fair value. Valuation adjustments include amounts to reflect counterparty credit quality, liquidity and concentration concerns, and ongoing servicing costs. Our valuation process is continually subject to a rigorous review which includes valuation model reviews and price testing to independent sources.

The following sections describe the methods used, by financial instrument, to determine fair value.

## MARKETABLE SECURITIES

Fair value is based on listed market prices or broker or dealer price quotations. In limited circumstances, we adjust the quoted market price for concentration factors and contractual restrictions.

## NONMARKETABLE SECURITIES

Fair value is based on valuation models and other financial information as determined by management. Information used to derive fair value includes prices of similar instruments and third-party indicators of fair value, which include recent financing transactions and prospective purchase offers. Valuation adjustments are made for liquidity concerns and other contractual restrictions.

## DERIVATIVES

Fair value for derivatives is determined based on the following:

- position valuation substantially based on liquid market pricing as evidenced by exchange traded prices, broker-dealer quotations or related input factors which assume all counterparties have the same credit rating
- an adjustment of the resulting portfolio value to reflect the credit quality of individual counterparties that is substantially based on market prices for credit risk
- other pricing adjustments, including liquidity, ongoing servicing costs, and transaction hedging costs.

LOANS AND LENDING COMMITMENTS
Fair value for loans that are actively traded is based on market quotes and prices of similar instruments. Valuation adjustments may be made for liquidity and concentration concerns. Fair value for non-traded loans and lending commitments is based on a discounted cash flows approach which uses rates based on credit spreads in various markets including credit derivatives, asset swaps, and bonds. Valuations are also adjusted to reflect collateral and third party guarantees.

LONG-TERM DEBT AND COMMERCIAL PAPER
Fair value for long-term debt and commercial paper issued is based on current LIBOR rates and does not consider changes in our own credit quality.

DEPOSITS AND OTHER INTEREST EARNING-ASSETS
Fair value for deposits and other interest-earning assets is based on prevailing market yield curves that closely reflect our interest-earning deposit and borrowing rates.

SHORT-TERM FINANCIAL INSTRUMENTS
Fair value for short-term financial instruments approximates their carrying value. These financial instruments include cash and due from banks, certain securities purchased under agreements to resell and federal funds sold, securities borrowed, accrued interest and accounts receivable, certain securities sold under agreements to repurchase and federal funds purchased, accounts payable, and accrued expenses. Instruments are generally classified as short-term if they have a maturity or repricing profile of 90 days or less.

## FOREIGN CURRENCY TRANSLATION

Assets and liabilities denominated in foreign currencies are translated into U.S. dollars with period-end exchange rates. We translate revenues and expenses using exchange rates at the transaction date.

Gains and losses from translating the financial statements of a foreign operation where the functional currency is not the U.S. dollar are included in Accumulated other comprehensive income.

For foreign operations where the functional currency is the U.S. dollar, which include operations in highly inflationary environments, translation adjustments are reported in Other revenue.

## PREMIUMS AND DISCOUNTS

We generally recognize amortization of premiums and accretion of discounts as Interest expense or Interest revenue over the life of the instrument.

Comprehensive income is defined as the change in equity of an entity excluding such transactions with stockholders as the issuance of common or preferred stock, payment of dividends, and purchase of treasury shares. Comprehensive income has two major components: net income, as reported in the "Consolidated statement of income," and other comprehensive income as reported in the "Consolidated statement of changes in stockholders' equity." Other comprehensive income includes such items as unrealized gains and losses on available-for-sale securities and foreign currency translation. Comprehensive income does not include changes in the fair value of nonmarketable securities, traditional credit products, and other assets generally carried at cost.

## RECLASSIFICATIONS

We have reclassified certain amounts from previous years to conform with our 1999 presentation.

## DEBT INVESTMENT SECURITIES

Debt investment securities are carried at fair value and classified as "available-for-sale." This means they may be sold in response to or in anticipation of changes in interest rates and prepayment risk, liquidity considerations, and other factors. Any unrealized gains and losses, including the effect of any related hedges, are reported net as increases or decreases to accumulated other comprehensive income.

Realized gains and losses are included in Investment securities revenue. We generally use the specific identification method to determine our gain or loss when a security is sold. Also included in Investment securities revenue are write-downs due to impairments in value that are other-than-temporary.

## EQUITY INVESTMENT SECURITIES

Marketable equity investment securities are classified as
"available-for-sale" and are recorded at fair value on the "Consolidated balance sheet." Unrealized gains and losses, including the effect of any related hedges, are reported net as increases or decreases to accumulated other comprehensive income. Nonmarketable equity investment securities are carried at cost on the "Consolidated balance sheet." Carrying values are reduced for other-than-temporary impairments in value. In accordance with specialized industry accounting principles, securities held in subsidiaries registered as small business investment companies (SBICs) are carried at fair value.

Investment securities revenue includes realized gains and losses on equity investment securities, generally computed by the average cost method, changes in the fair value of securities held in SBICs, other-than-temporary impairments in value, and related dividend income.

TRADING ACCOUNT ASSETS AND LIABILITIES, INCLUDING DERIVATIVES
Trading account assets include securities purchased that we own ("long" positions). Trading account liabilities include securities that we have sold to other parties but do not own ourselves. These securities are "short" positions, and we are obligated to purchase them at a future date. Trading positions are carried at fair value on the "Consolidated balance sheet" and recorded on a trade date basis. We recognize changes in the fair value of trading positions as they occur in Trading revenue. Trading account assets and liabilities include derivatives used for trading purposes, which we carry at fair value on the "Consolidated balance sheet." We recognize changes in the fair value of trading derivatives as they occur in Trading revenue. In certain businesses, brokerage and exchange expenses are included in Trading revenue. Reported unrealized gains and losses include the effect of master netting agreements as permitted under Financial Accounting Standards Board (FASB) Interpretation No. 39.

## DERIVATIVES USED FOR NONTRADING PURPOSES

We use derivatives as an end-user to hedge exposures, modify the interest rate characteristics of related balance sheet instruments, or meet longer-term investment objectives. These derivatives are not included in trading account assets and liabilities.

Derivatives used as hedges must be effective at reducing the risk associated with the exposure being hedged. Each derivative must be designated as a hedge at the beginning of the contract and must be highly correlated with the underlying hedged item for the life of the contract.

Derivatives used to hedge or modify the interest rate characteristics of debt investment securities are carried at fair value; unrealized gains and losses on these derivatives are recorded in Accumulated other comprehensive income.

The interest component associated with derivatives used as hedges or to modify the interest rate characteristics of assets and liabilities is recognized over the contract's life in Net interest revenue.

Cash margin requirements associated with futures contracts and option premiums for contracts used as hedges are recorded in Other assets or Other liabilities.

When a contract is settled or terminated, the cumulative change in the fair value is recorded as an adjustment to the carrying value of the underlying asset or liability and recognized in Net interest revenue over the asset's or liability's expected remaining life. If the underlying instrument is sold, we immediately recognize the cumulative change in the derivative's value in the component of earnings relating to the underlying instrument.

Prior to January 1, 1998, we used risk-adjusting swaps - interest rate swaps that replicated the cash flows of nonamortizing cash instruments - in a manner similar to debt investment securities, to achieve a desired overall interest rate profile. They did not contain leveraged or imbedded option features. Interest revenue and expense from these swaps were accrued over the life of the agreement and included in Net interest revenue. We carried risk-adjusting swaps at whichever amount was lower: the aggregate cost or fair value. Aggregate unrealized net valuation adjustments, if any, were recorded in Other revenue.

## SECURITIES FINANCING TRANSACTIONS

Securities purchased under agreement to resell (resale agreements) and Securities sold under agreements to repurchase (repurchase agreements) are generally treated as collateralized financing transactions and are carried at the amounts the securities will be subsequently sold or repurchased, plus accrued interest. Where appropriate, resale and repurchase agreements with the same counterparty are reported on a net basis. We take possession of securities purchased under resale agreements. On a daily basis, we monitor the market value of the underlying collateral, which consists primarily of U.S. government and agency securities, and request additional collateral from our counterparties when necessary.

Securities borrowed and securities lent (recorded in Other liabilities for borrowed money) are recorded at the amount of cash collateral advanced or received. Securities borrowed consist primarily of government and equity securities. We monitor the market value of the securities borrowed and lent on a daily basis and call for additional collateral when appropriate. Fees received or paid are recorded in Interest revenue or Interest expense.

LOANS
Loans are generally reported at the principal amount outstanding. Purchased loans are reported at the remaining unpaid principal net of any unamortized discount or premium. Loan origination fees are deferred and recognized as an adjustment to yield over the life of the loan. We report loans held-for-sale at either cost or fair value, whichever is lower. Loans held for trading purposes are included in trading account assets and are carried at fair value with gains and losses included in Trading revenue. Interest revenue is accrued on the unpaid principal balance and is included in Interest revenue.

## IMPAIRED LOANS

A loan is impaired when, after we have considered current information and events, it is probable that we will be unable to collect all amounts, including principal and interest, according to the contractual terms of the agreement. We consider the following in identifying impaired loans:

- A default has occurred or is expected to occur,
- The payment of principal and/or interest or other cash flows is greater than 90 days past due, or
- Management has serious doubts about the collectibility of future cash flows, even if the loan is currently performing. present value of expected future cash flows, on an observable market value, or on the fair value of any collateral. If the resulting value is less than the recorded investment (book value) in the impaired loan, an allowance is established for the amount deemed uncollectible; if the impairment is considered highly certain, the exposure is charged off against the allowance.

Generally, when a loan becomes impaired, interest stops accruing and any previously accrued but unpaid interest on the loan is reversed against the current period's interest revenue. When we doubt that we can collect the remaining recorded investment, any interest received is applied first against the recorded investment until paid in full, second as a recovery to the allowance up to any previously charged off amounts on the impaired loan, and third as interest revenue. When we deem it highly certain that we will collect the remaining recorded investment, interest revenue is recorded on a cash basis as payments are received.

An impaired loan is restored to performing status when principal and interest are deemed to be fully collectible in accordance with the contractual terms of the loan agreement. Once an impaired loan is returned to performing status, any previous allowance allocated is removed, interest accrues according to the original terms of the contract, and principal payments are applied first to the loan balance until paid in full, then as recoveries of charge-offs, and finally as revenue.

## ALLOWANCES FOR CREDIT LOSSES

We maintain allowances to absorb credit losses inherent in our traditional extensions of credit that are probable and can be reasonably estimated. They include an allowance for loan losses and an allowance for credit losses on lending commitments that include commitments to extend credit, standby letters of credit, and guarantees.

Our credit review procedures are designed to identify as early as possible counterparty, country, industry, and product exposures that require special monitoring. These procedures make up our asset quality review (AQR) process a systematic, bottom-up review of exposures that management uses to estimate probable credit losses and determine the appropriateness of our related allowances.

The AQR process determines the appropriate allowances based on an estimate of probable losses for specific counterparties and a statistical model estimate of expected losses on our remaining performing portfolio. Accordingly, in determining the appropriate level of our allowances, we focus on the following components at each reporting period, if applicable, for each allowance:

- Specific counterparty: an estimate of probable losses related to specific counterparties experiencing particular credit issues determined in accordance with SFAS No. 114 for loans and SFAS No. 5 for lending commitments.
- Expected loss: a statistical estimate of the probable loss inherent in our performing portfolio of traditional credit products, net of recoveries, determined in accordance with SFAS No.5. The estimate takes into account the amount and duration of exposures, counterparty ratings, historical default information, current market trends, and recovery rates. The expected loss component excludes exposures covered by the specific counterparty component discussed above and is intended to recognize probable losses on a portfolio basis that have not yet been specifically identified.

In 1999 we revised our expected credit loss model for calculating expected credit losses to incorporate factors for estimating loss previously included in our specific country, industry, expected loss, and general components of our allowances. The revised model uses a combination of historical data and current market spreads in deriving the default probabilities used to determine the expected loss. The combination of these two sources of credit information is appropriate because each one on its own has its limitations: Historical experience is often a lagging indicator of loss and market spreads may overestimate loss in volatile times. Historical default data uses a long time series - 15 to 20 years. As a result, current changes in credit conditions often do not significantly affect historical default grids in a timely manner, because the impact of recent events is lessened when combined with data over a long time series. To compensate for this, we use the credit pricing inherent in current market spreads in our model. Taken together, historical default data and market spreads provide a more balanced estimate of expected loss. The model initially determines the amount of expected loss inherent in our portfolio. Management then applies its judgment as to the appropriateness of the final allowance level by reviewing other information at the allowance measurement date. This review is based on a structured process that documents the precise environmental factors used (e.g., industry, geographical, economic, and political) to make the appropriate decision.

The AQR Committee regularly reviews specific counterparties and determines any credit actions (placement on impaired status, specific allocation, or charge-off) that should be taken. The senior members of the AQR Committee also review the expected loss calculations of the existing performing portfolio and other risk factors. The committee's review results in a quarterly determination of our allowances for credit losses and of whether or not provisions or reversals of provisions are necessary. This review is performed separately for each allowance classification - loans and lending commitments - and on a component-by-component basis within each allowance. Provisions or reversals of provisions related to loans and lending commitments are reflected in Net interest revenue and Other revenue, respectively.

## PREMISES AND EQUIPMENT

Premises and equipment, including leasehold improvements, are stated at cost less accumulated depreciation and amortization. We generally compute depreciation using the straight-line method over the estimated useful life of an asset. For leasehold improvements, we use the straight-line method over the lesser of the lease term or the estimated economic useful life of the improvement.

Effective January 1, 1999, in compliance with Statement of Position 98-1, we capitalize certain costs associated with the acquisition or development of internal-use software. Previously, these costs would have been expensed as incurred. Once the software is ready for its intended use, we begin to amortize capitalized costs on a straight-line basis over its expected useful life. This period generally does not exceed three years. The restatement of previous years' financial statements was not allowed.

COMPANY-OBLIGATED MANDATORILY REDEEMABLE PREFERRED SECURITIES OF SUBSIDIARIES

Company-obligated mandatorily redeemable preferred securities of subsidiaries (trust preferred securities) are accounted for as a liability on our Consolidated balance sheet." Dividends (or distributions) on trust preferred securities are treated as interest and expensed on an accrual basis. Interest related to the trust preferred securities is included in Interest expense.

## FEE REVENUE

Advisory and underwriting fees include securities underwriting revenues as well as merger and acquisition, private placement, advisory, and loan syndication fees. Underwriting revenues are represented net of syndicate expenses and are recorded on a trade date basis. All other fees are recognized as revenue when the related services are performed. In addition, we recognize credit arrangement and syndication fees as revenue after satisfying certain retention, timing, and yield criteria.

Investment management fees and revenue from Fees and commissions are recognized when the related service is performed. We recognize commitment fees as revenue in the period in which the unused commitment is available.

## STOCK OPTIONS AND STOCK AWARDS

We have elected to account for our stock-based compensation plans in accordance with Accounting Principles Board (APB) No. 25 as permitted by SFAS No. 123. Stock-based compensation plans include stock options, restricted stock awards, stock bonus awards, stock unit awards, and deferred stock payable in stock.

We account for stock option awards in accordance with the intrinsic-value-based method of APB No. 25, rather than the fair-value-based method of SFAS No. 123. In accordance with APB No. 25, we do not record compensation expense for stock options that are granted without any intrinsic value. For disclosure purposes, we include in the "Notes to consolidated financial statements" the pro forma effects on net income and earnings per share, as if we had recorded the compensation cost related to stock options using the fair-value-based method. Refer to note 30 for further information.

For other stock-based compensation awards, compensation expense is recorded over the period in which employees perform services to which the award relates.
J.P. Morgan and its eligible subsidiaries file a consolidated U.S. federal income tax return. We use the asset and liability method required by SFAS No. 109 to provide income taxes on all transactions recorded in the consolidated financial statements. This requires that income taxes reflect the expected future tax consequences of temporary differences between the carrying amounts of assets or liabilities for book purposes and for tax purposes. Accordingly, we determine a deferred tax liability or asset for each temporary difference based on the tax rates that we expect to be in effect when the underlying items of income and expense are to be realized. Our expense for income taxes includes the current and deferred portions of that expense. We establish a valuation allowance to reduce deferred tax assets to the amount we expect to be realized.

## STATEMENT OF CASH FLOWS

For J.P. Morgan's "Consolidated statement of cash flows," we define our cash and cash equivalents as those amounts included in Cash and due from banks. We classify cash flows from investment securities, including securities available-for-sale, as investing activities. Cash flows from sales of investment securities with remaining lives of more than one year when purchased and less than 90 days when sold, mandatory redemptions, and calls are classified as proceeds from maturities. We classify cash flows from derivative transactions used as hedges in the same manner as the items being hedged.

## ACCOUNTING DEVELOPMENTS

## ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES

In June 1998 the FASB issued SFAS No. 133, which will require us to recognize all derivatives on the balance sheet at fair value. Derivatives that are not hedges must be adjusted to fair value through earnings. If the derivative is a hedge, depending on the nature of the hedge, changes in the fair value of the derivative will either be offset against the change in fair value of the hedged asset, liability, or firm commitment through earnings or be recognized in Other comprehensive income until the hedged item affects earnings. If the change in fair value or cash flows of a derivative designated as a hedge is not effectively offset, as defined, by the change in value or cash flows of the item it is hedging, this difference will be immediately recognized in earnings.

Due to the significant uncertainties surrounding the FASB's evolving interpretation of SFAS No. 133 implementation issues, we have not been able to determine the specific impact of SFAS No. 133 on our earnings and financial position. Based on our current hedging strategies, the activities that would be most affected by the new standard would be those of our Proprietary Investing and Trading segment, which uses derivatives to hedge its investment portfolio, deposits, and issuance of debt, as well as those in our Credit Portfolio segment, which uses credit derivatives to hedge credit risk, and to a lesser extent, other derivatives to hedge interest rate risk. Pursuant to SFAS No. 137, we are required to adopt SFAS No. 133 effective January 1, 2001. At the time these financial statements were issued, the FASB was preparing to issue an amendment to SFAS No. 133. A final amendment is not expected to be issued until May 2000. As such, we cannot estimate the impact of SFAS No. 133 on our earnings and financial position until the final rules are available.

## 2. ESTIMATING THE FAIR VALUE OF FINANCIAL INSTRUMENTS

The following table presents the carrying value and fair value of J.P.
Morgan's financial instruments as of December 31, 1999 and 1998 in accordance with SFAS No. 107. Accordingly, certain amounts which are not considered financial instruments, including premises and equipment as well as investments under the equity method of accounting, are excluded from the table. Refer to note 1 for detailed information on how we estimate the fair value of financial instruments.

|  | 1999 |  |  |  |  | 1998 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Appre- |  |  | Appre- |
|  |  |  | ciation/ |  |  | ciation/ |
|  | Carrying | Fair | (depre- | Carrying | Fair | (depre- |
| In billions: December 31 | value | value | ciation) | value | value | ciation) |

FAIR VALUE THROUGH EARNINGS
Financial assets:
Trading account assets:(a)

| Cash securities | \$ 73.9 | \$ | 73.9 | \$ | -- | \$ | 65.8 | \$ | 65.8 | \$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivative receivables | 43.7 |  | 43.7 |  | -- |  | 48.1 |  | 48.1 |  |
| Equity investments - SBICs | 0.6 |  | 0.6 |  | -- |  | 0.2 |  | 0.2 |  |
| Financial liabilities: |  |  |  |  |  |  |  |  |  |  |
| rading account liabilities: (a) |  |  |  |  |  |  |  |  |  |  |
| Cash securities | 35.4 |  | 35.4 |  | -- |  | 26.0 |  | 26.0 |  |
| Derivative payables | 45.0 |  | 45.0 |  | -- |  | 44.7 |  | 44.7 |  |

FAIR VALUE THROUGH EQUITY
Financial assets:
Debt investment securities
$14.3 \quad 14.3$
Equity investments - marketable securities
$0.6 \quad 0.6$
0.6
--
36.2

CARRIED AT COST (APPROXIMATES FAIR VALUE)
Financial assets:
Securities purchased under agreements to
resell and federal funds sold ..................
Securities borrowed
Loans, net(b)
. . . . ................................
36.
34.7 8.2

36
36.0
34.7
8.2

Other financial assets, including cash and due
from banks, accrued interest and accounts
receivable, and other assets
17.8
17.8
--
Financial liabilities:
Noninterest-bearing deposits .....................
Securities sold under agreements to
repurchase and federal funds purchased
$1.4 \quad 1.4$
other financial liabilities, including securities
lent, accounts payable and other liabilities ..
59.7
59.7

-     - 

--
4.7

CARRIED AT COST
Financial assets:
Interest-earning deposits with banks ...........
Loans, net(c) .......
Related derivatives
Equity investments - nonmarketable securities ...
Other financial assets
18.7
--

Financial liabilities:
Interest-bearing deposits
Related derivatives
Commercial paper .......................................
Other liabilities for borrowed money .
Long-term debt
Related derivatives
Other financial liabilities .................................
Allowance - lending commitments .
Company-obligated mandatorily redeemable
preferred securities of subsidiaries
Related derivatives
Lending commitments(c)
Net depreciation before considering income taxes
$\qquad$
$\qquad$
2.3

| 2.3 | 2 |
| ---: | ---: |
| 18.3 | 18 |

.
18.4
0.1
0.6
0.1
0.1 0.
6.4
0.1
2.
17.8
--
0.4
2.1
2.4
.
0.5
--
(0.3)
44.2
$(0.1)$
0.1
0.1
--
6
3.2
--
6.6
--
0.3
1
(0.1)
(0.4)
(a) Refer to note 16 for detailed information on financial instruments, including derivatives, used for trading purposes.
(b) Includes loans from Euroclear-related and Private banking activities.
(c) In 1999 we refined the valuation technique used to estimate the fair value of our traditional credit products, which include loans, commitments to extend credit, standby letters of credit, and guarantees, to better reflect how we currently manage these exposures. The revised technique utilizes a discounted cash flows approach which uses rates based on credit spreads in various markets including credit derivatives, asset swaps, and bonds. Previously, we estimated the fair value of these products based on secondary loan spreads. Prior-period amounts have been restated.

Operating segments are defined as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker, or decision making group, in assessing performance. In accordance with SFAS No. 131, we have presented results based on the segments as reviewed separately by the chief operating decision maker, our chairman and chief executive officer, as well as other members of senior management. Each segment is defined by the products and services it provides globally to our clients or the activities it undertakes solely for our own account.
J.P. Morgan's segments, or activities, are Investment Banking, Equity Investments, Equities, Interest Rate and Foreign Exchange Markets, Credit Markets, Credit Portfolio, Proprietary Investing and Trading, and Asset Management Services. In addition to the activities of our proprietary positioning group, the Proprietary Investing and Trading segment comprises the following separately managed investments: a proprietary emerging markets portfolio, a credit investment securities portfolio, and our investment in Long-Term Capital Management, L.P. - the first two of these have been discontinued and our remaining investment in Long-Term Capital Management, L.P. is expected to be repaid in the first quarter of 2000.

The assessment of segment performance by senior management includes a review for each segment of pretax economic value added, pretax income, revenues, and expenses, as well as related trends among these items. We define economic value added (EVA) as operating income, adjusted to reflect certain segments on a total return basis, less preferred stock dividends and a charge for the cost of equity capital. At the business level, EVA is currently evaluated on a pretax basis, while at the firm level EVA is assessed after the impact of taxes. To arrive at the charge for equity capital for each segment, we multiply its allocated required economic capital by its market-based cost of equity (or hurdle rate), with the exception of our Credit Portfolio segment whose cost of equity is based on market pricing for credit risk. The cost of equity for each business activity is separately determined from observable market returns of publicly held investments. To arrive at the charge for equity capital for J.P. Morgan consolidated, we multiply the firm's equity by its market-based cost of equity, which is currently estimated at $10.5 \%$.

Our management reporting system and policies were used to determine income (revenues minus expenses) attributable to each segment. Earnings on stockholders' equity were allocated based on management's estimate of the economic capital of each segment. Overhead, which represents costs associated with various support functions that exist for the benefit of the firm as a whole, is allocated to each segment based on that segment's expenses. Transactions between segments are recorded within segment results as if conducted with a third party and are eliminated in consolidation.

The accounting policies of our segments are, in all material respects, consistent with those described in note 1, except for management reporting policies related to the tax-equivalent adjustment. For purposes of comparability, segment results include an adjustment to gross-up tax-exempt revenue to a taxable basis; this adjustment is eliminated in consolidation. In addition, in arriving at pretax EVA an adjustment is made to record certain segments on a total return basis; the Proprietary Investing and Trading segment is the only segment significantly affected by this adjustment (see footnote 6 to the segment results table below.)

Our economic capital allocation model estimates the amount of equity required by each business activity and the firm as a whole. Business economic capital is estimated as if each activity were conducted as a stand-alone operating entity. This estimate is based, to the extent possible, on observations of the capital structures and risk profiles of public companies or benchmarks. In particular, for our markets and asset management activities, required economic capital is based on the revenue volatility and fixed expenses of public U.S. investment banks and asset management companies, respectively; for Credit Portfolio, capital is based on a simulation of unexpected credit losses; and, for Equity Investments, capital is equal to the carrying value of the portfolio. Diversification of Morgan's portfolio of businesses is reflected as a reduction to the consolidated level of required equity and is a factor in assessing the appropriate level of capitalization of the firm. The benefit of diversification is not allocated to the segments.

The following table presents segment results for the years ended December 31, 1999, 1998, and 1997.

| In millions | Investment Banking | Equity Investments | Equities | Interest Rate and Foreign Exchange Markets | Credit Markets |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1999 |  |  |  |  |  |
| Net interest revenues | \$ 6 | \$(11) | \$ 118 | \$ 428 | \$ 287 |
| Trading revenue | 232 | -- | 615 | 1246 | 785 |
| Advisory and underwriting fees | 971 | 6 | 173 | 61 | 387 |
| Investment management fees | -- | 15 | -- | -- | -- |
| Fees and commissions | (19) | -- | 431 | 163 | 26 |
| Investment securities revenue | (1) | 634(12) | (5) | (9) | 1 |
| Other revenue | 7 | 2 | 85 | 120 | 40 |
| Total noninterest revenues | 1190 | 657 | 1299 | 1581 | 1239 |
| Total revenues | 1196 | 646 | 1417 | 2009 | 1 526(1) |
| Total operating expenses | 921 | 145 | 944 | 1232 | 850 |
| Total pretax income(8) | 275 | 501 | 473 | 777 | 676 |
| Pretax EVA | 212 | 296 | 312 | 345 | 452 |
| Total assets at year-end (in billions) | -- | 2 | 27 | 93 | 22 |
| Average required economic capital | 405 | 1479 | 716 | 2027 | 1053 |


| 1998 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest revenues | \$ | -- | \$( | 7) | \$ | 107 | \$ | 58 | \$ | 198 |
| Trading revenue |  | 187 |  | 1 |  | 108 |  | 729 |  | 45 |
| Advisory and underwriting fees |  | 811 |  | 7 |  | 138 |  | 50 |  | 368 |
| Investment management fees |  | -- |  | -- |  | -- |  | -- |  | -- |
| Fees and commissions |  | -- |  | -- |  | 331 |  | 111 |  | 4 |
| Investment securities revenue |  | -- |  | 345 |  | -- |  | -- |  | -- |
| Other revenue |  | 3 |  | -- |  | 15 |  | 116 |  | 13 |
| Total noninterest revenues |  | 001 |  | 353 |  | 592 |  | 006 |  | 430 |
| Total revenues |  | 001 |  | 346 |  | 699 | 2 | 064 |  | 628(1) |
| Total operating expenses |  | 710 |  | 49 |  | 776 | 1 | 283 |  | 729 |
| Total pretax income(8) |  | 291 |  | 297 |  | (77) |  | 781 |  | (101) |
| Pretax EVA |  | 233 |  | 143 |  | (231) |  | 330 |  | (492) |
| Total assets at year-end (in billions) |  | -- |  | 1 |  | 19 |  | 86 |  | 20 |
| Average required economic capital |  | 349 |  | 201 |  | 658 |  | 138 |  | 096 |



| In millions | $\begin{aligned} & \text { Credit } \\ & \text { Portfolio } \end{aligned}$ | Proprietary <br> Investing and Trading | Asset <br> Management Services | Corporate | Consol- <br> idated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1999 |  |  |  |  |  |
| Net interest revenues | \$ 562(2) | \$ 205(5) | \$ 105 | \$ 16 | \$ 1716 |

Trading revenue
Advisory and underwriting fees
188 Investment management fees .. Fees and commissions ..........
Investment securities revenue Investment securities revenue........
Other revenue ..............................

| (41) | 42 | 48 | 3115 |
| :---: | :---: | :---: | :---: |
| (1) | 35 | (5) | 1630 |
| -- | 1026 | (6) | 1035 |
| 2 | 97 | 48 | 846 |
| (300) | (1) | 13 | 332 |
| 163(12) | 51(12) | (219) | 182 |
| (176) | 1250 | (121) | 7140 |
| 29(3)(6) | 1355 | (105) | 8856 |
| 152 | 1121 | 223 | 5742 |
| (123) | 234 | (328)(7) | 3114 |
| (443) | 161 | (211)(9) | $1307(11)$ |
| 37 | 10 | 11 | 261 |
| 1821 | 561 | (1 252)(10) | 9830 |


| 1998 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest revenues | \$ | 346(2) | \$ | 314(5) | \$ | 99 | \$ | 56 | \$ 1171 |
| Trading revenue |  | (75) |  | 318 |  | 42 |  | 7 | 2362 |
| Advisory and underwriting fees |  | 6 |  | -- |  | 25 |  | (4) | 1401 |
| Investment management fees |  | -- |  | -- |  | 894 |  | (13) | 881 |
| Fees and commissions |  | 109 |  | (1) |  | 97 |  | 97 | 748 |
| Investment securities revenue |  | - |  | (109) |  | -- |  | (31) | 205 |
| Other revenue |  | 4 |  | 141(12) |  | 7(12) |  | (112) | 187 |
| Total noninterest revenues |  | 44 |  | 349 |  | 065 |  | (56) | 5784 |
| Total revenues |  | 390 |  | 663(3)(4)(6) |  | 164 |  | -- | 6955 |
| Total operating expenses |  | 145 |  | 157 |  | 100 |  | 589 | 5538 |
| Total pretax income(8) |  | 245 |  | 506 |  | 64 |  | (589) (7) | 1417 |
| Pretax EVA |  | (449) |  | (186) |  | 3 |  | 242(9) | (407)(11) |
| Total assets at year-end (in billions) |  | 65 |  | 56 |  | 7 |  | 7 | 261 |
| Average required economic capital |  | 611 |  | 527 |  | 559 |  | 803)(10) | 12336 |
| 1997 |  |  |  |  |  |  |  |  |  |
| Net interest revenues | \$ | 546(2) |  | 17(5) | \$ | 124 | \$ | 157 | \$ 1872 |
| Trading revenue |  | (28) |  | 265 |  | 41 |  | 50 | 2137 |
| Advisory and underwriting fees |  | -- |  | -- |  | 25 |  | (23) | 1123 |
| Investment management fees |  | -- |  | -- |  | 808 |  | (16) | 792 |
| Fees and commissions .... |  | 178 |  | 2 |  | 87 |  | 114 | 647 |
| Investment securities revenue |  | -- |  | 32 |  | -- |  | (30) | 409 |
| Other revenue |  | 4 |  | 78 |  | 22 |  | 9 | 240 |
| Total noninterest revenues |  | 154 |  | 377 |  | 983 |  | 104 | 5348 |
| Total revenues |  | 700 |  | 894(3)(6) |  | 107 |  | 261 | 7220 |
| Total operating expenses |  | 122 |  | 154 |  | 043 |  | 325 | 5066 |
| Total pretax income(8) |  | 578 |  | 740 |  | 64 |  | (64)(7) | 2154 |
| Pretax EVA |  | 17 |  | 308 |  | (7) |  | (67)(9) | 10(11) |
| Total assets at year-end (in billions) |  | 62 |  | 46 |  | 7 |  | 15 | 262 |
| Average required economic capital |  | 302 |  | 876 |  | 549 |  | 846)(10) | 9385 |

(1) Revenues related to the structuring of tax-advantaged loans and structured credit products for Credit Portfolio were $\$ 48$ million in 1999 and 1998 . These amounts are eliminated in consolidation.
(2) The adjustment to gross up Credit Portfolio's revenue to a taxable basis was $\$ 27$ in million 1999, $\$ 26$ million in 1998 and $\$ 24$ million in 1997 . These amounts are eliminated in consolidation.
(3) Revenues from our credit investment securities portfolio were ( $\$ 14$ million) in 1999, ( $\$ 129$ million) in 1998, and $\$ 45$ million in 1997. Revenues from our proprietary emerging markets portfolio were (\$80 million) in 1998 and $\$ 22$ million in 1997. Expenses for these portfolios were not significant.
(4) Includes $\$ 35$ million of gains related to the sale of investment securities to Interest Rate Markets. This amount is eliminated in consolidation.
(5) The adjustment to gross up Proprietary Investing and Trading's tax-exempt revenues to a taxable basis was $\$ 142$ million in 1999, $\$ 119$ million in 1998, and $\$ 84$ million in 1997 . These amounts are eliminated in consolidation.
(6) Total return revenues, which combine reported revenues and the change in net unrealized appreciation/depreciation, were $\$ 31$ million in 1999, $\$ 424$ million in 1998, and \$657 million in 1997.
(7) We classify the revenues and expenses of Corporate into three broad categories:

Corporate research and development initiatives that involve strategic investments in new client segments or services, but are managed separately from existing business lines. Expenses related to this area totaled $\$ 71$ million in 1999.

Other corporate revenues and expenses that are recurring but unallocated to the business segments, including but not limited to: the results of hedging anticipated net foreign currency revenues and expenses across all business segments; corporate-owned life insurance; certain equity earnings in affiliates; and consolidation and management reporting offsets to certain revenues and expenses recorded in the business segments. Excluding consolidation and management reporting offsets, recurring revenues were ( $\$ 173$ million) in 1999, ( $\$ 330$ million) in 1998 and $\$ 18$ million in 1997. Consolidation and management reporting offsets - which comprises offsets to certain amounts recorded in the segments, including the allocation of earnings on equity out of Corporate into the segments, adjustments to bring segments to a tax-equivalent basis, and other management accounting adjustments - were (\$223 million) in 1999, (\$171 million) in 1998 and (\$110 million) in 1997.

Nonrecurring items not allocated to the segments - including gains on the sale of businesses, revenues and expenses associated with businesses that have been sold or are in the process of being discontinued, including revenues and expenses related to Euroclear activities, special charges, and other one-time corporate items. Nonrecurring revenues were $\$ 41$ million in 1999, \$189 million in 1998 and $\$ 65$ million in 1997. Significant nonrecurring revenue items include the following: third quarter of 1998 pretax gain of $\$ 56$ million related to the sale of the firm's investment management business in Australia; second quarter of 1998 pretax gain of $\$ 131$ million related to the sale of the firm's global trust and agency services business. Nonrecurring expenses in 1998 include $\$ 358$ million in special charges taken in connection with the restructuring of business activities and other productivity initiatives. Corporate includes revenues, expenses and pretax income related to Euroclear activities in 1999, 1998, and 1997, respectively, as follows: revenues - $\$ 251$ million, $\$ 312$ million, and $\$ 288$ million; expenses - $\$ 35$ million, $\$ 51$ million, and $\$ 56$ million; and pretax income - $\$ 216$ million, $\$ 261$ million, and $\$ 232$ million.
(8) The table below provides an estimate of the total noncash amounts (net provision for credit losses, depreciation, amortization, stock award plans, and write-downs on investment securities) included in the pretax income of each segment for the years ended December 31, 1999, 1998, and 1997.

(9) Corporate pretax EVA in 1998 excludes $\$ 171$ million of special items included in pretax income related to the sale of businesses and restructuring charges (note 7). Pretax EVA for Corporate includes the cost of equity adjustment related to the following items, among others: assets and investments not allocated to the segments (note 10a), the diversification effect, and excess/shortfall capital.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Average common equity | \$10 953 | \$10 816 | \$10 659 |
| Trust preferred securities | 1150 | 1150 | 1150 |
| Fixed and adjustable preferred stock | 444 | 444 | 444 |
| Other adjustments | (95) | (88) | 350 |
| Total available capital | 12452 | 12322 | 12603 |
| Total required economic capital of business | 11082 | 14139 | 12231 |
| Corporate(a) | 1487 | 1463 | 288 |
| Diversification | (2 739) | (3 266) | ( 3134 ) |
| Total required capital | 9830 | 12336 | 9385 |
| Excess available capital | 2622 | (14) | 3218 |

(a) Includes capital related to goodwill, Euroclear, retirement plans and other corporate assets.
(11) Consolidated after tax EVA (pretax EVA x (1-effective tax rate)) was $\$ 863$ million in 1999, ( $\$ 272$ million) in 1998, and $\$ 7$ million in 1997.
(12) Includes share of income/loss on investments carried under the equity method of accounting and related goodwill amortization as follows: Equity Investments - \$50 million (1999) and \$ 4 million (1997); Proprietary Investing and Trading - (\$6 million) (1999) and $\$ 26$ miliion (1998); and Asset Management Services - \$39 million (1999) and (\$4 million) (1998).

Results for 1998 include pretax charges totaling $\$ 358$ million ( $\$ 215$ million after tax); this reflects a first-quarter pretax charge of $\$ 215$ million ( $\$ 129$ million after tax) and a fourth-quarter pretax charge of $\$ 143$ million ( $\$ 86$ million after tax).

During the first quarter of 1998, the firm announced a plan to restructure certain sales and trading functions in Europe, refocus our investment banking and equities businesses in Asia, and rationalize resources throughout the firm. The related charge reflected severance-related costs of $\$ 140$ million recorded in Employee compensation and benefits associated with the reduction of our staff by approximately 900 positions; $\$ 70$ million in Net occupancy, primarily related to lease termination fees, estimated losses on sublease agreements, and the write-off of various leasehold improvements and equipment, primarily in Europe; and $\$ 5$ million in Technology and communications related to equipment write-offs. During the fourth quarter of 1998, we revised our estimates of remaining costs under the plan and reduced the liability by $\$ 7$ million; this adjustment was recorded in Net occupancy. Excluding certain long-term commitments of $\$ 32$ million associated with severance and real estate, the reserve related to this charge was substantially utilized as of December 31, 1998.

During the fourth quarter of 1998, the firm incurred an additional charge related to cost reduction programs that are part of its productivity initiatives. The charge reflected severance-related costs of $\$ 101$ million recorded in Employee compensation and benefits associated with reducing staff by approximately 800 positions. It also reflected $\$ 42$ million (net of the $\$ 7$ million adjustment discussed above) in Net occupancy primarily related to estimated losses on sublease agreements and the write-off of various leasehold improvements and furniture and fixtures in several European locations. During the fourth quarter of 1999, we revised our estimates of real estate costs and reduced the liability by $\$ 25$ million; this adjustment was recorded in Net occupancy. Excluding certain long-term commitments of $\$ 9$ million associated with severance and real estate, the reserve related to this charge was substantially utilized as of December 31, 1999.

The special charges primarily affected all client-focused activities, predominantly in Europe and North America, as defined by our reported segments in note 3 .

Additional costs associated with these initiatives did not meet the requirement for inclusion in the first- or fourth-quarter charge and were expensed as incurred.
5. BUSINESS CHANGES AND DEVELOPMENTS


## EUROCLEAR

On September 1, 1999, J.P. Morgan and the Boards of Euroclear Clearance System PLC and Euroclear Clearance System Societe Cooperative announced that they had signed a letter of intent to create a new, market-owned European bank to operate all aspects of the Euroclear System. This agreement-inprinciple anticipates the formation of a European bank in Brussels to succeed J.P. Morgan as operator and banker for the Euroclear System, facilitating Euroclear's strategy to maintain its leadership and capitalize on partnership opportunities as market forces reshape the settlement infrastructure in Europe. J.P. Morgan will remain as operator and banker of Euroclear until the successor bank is established, a process that is expected to take up to 18 months from January 1, 2000. The management and staff of Euroclear, comprising approximately 1,200 J.P. Morgan employees, will transfer to the new entity.

Under the existing Operating Agreement, income from clearance and settlement operations is earned by Euroclear Clearance System Societe Cooperative, while J.P. Morgan retains earnings from providing banking services to the System's participants. Under the agreement-in-principle, J.P. Morgan will continue to receive pretax banking income for three years from January 1, 2000, with a minimum of $\$ 195$ million and maximum of $\$ 295$ million per year, whether the income is earned by J.P. Morgan prior to the changeover to the new bank or afterward by the new bank. After the new bank becomes operational, it will also pay J.P. Morgan for certain transition costs and for any assets and know-how that are transferred to it.

Until the new bank becomes operational, J.P. Morgan will continue to record pretax banking income over the period during which it is earned. Upon the changeover to the new bank, J.P. Morgan will recognize as income, on that date, all expected amounts due over the remaining contract period, plus any gain on assets transferred to the new bank. This amount will be subsequently adjusted based on the determination of the final pretax banking income of Euroclear as specified in the definitive agreement. changeover, $50 \%$ of all funds due to J.P. Morgan will be paid as earned. The remaining $50 \%$ will be paid in monthly installments over the period ending six years after the signing of the definitive agreement. The successor bank will have the option of prepaying its obligation for the remaining period at the higher of $\$ 245$ million per year or the average of the actual annual income (subject to the floor and cap noted above), for the portion of the three-year period preceding the prepayment.

Pretax income from Euroclear-related activities reported by J.P. Morgan was \$216 million for 1999, \$261 million for 1998, and \$232 million for 1997.

OCCUPANCY
On December 23, 1998, the City and State of New York and the New York Stock Exchange announced their intention to build a new Exchange on land currently occupied by J.P. Morgan facilities at 15 Broad Street, 23 Wall Street, and 37 Wall Street in New York City. We do not anticipate any disruption to our operations, or any material impact to the firm's financial statements, as a result of this transaction.

SALE OF INVESTMENT MANAGEMENT BUSINESS IN AUSTRALIA
In July 1998 we completed the sale of our investment management business in Australia to Salomon Smith Barney Asset Management (a subsidiary of Citigroup), resulting in a net gain of $\$ 56$ million ( $\$ 34$ million after tax) recorded in Other revenue. The sale will not have a material effect on our ongoing earnings.

SALE OF GLOBAL TRUST AND AGENCY BUSINESS
In June 1998 we completed the sale of our global trust and agency services business to Citibank (a wholly owned subsidiary of Citigroup), resulting in a net gain of $\$ 131$ million ( $\$ 79$ million after tax) which is recorded in Other revenue. The sale will not have a material effect on our ongoing earnings.

## 6. INTEREST REVENUE AND EXPENSE

$========================================================================$
The table below presents an analysis of interest revenue and expense obtained from on- and off-balance-sheet financial instruments. Interest revenue and expense associated with derivative financial instruments are included with related balance sheet instruments. These derivative financial instruments are used as hedges or to modify the interest rate characteristics of assets and liabilities and include swaps, forwards, futures, options, and debt securities forwards.

| In millions | 1999 |  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST REVENUE |  |  |  |  |  |  |
| Deposits with banks |  | 254 | \$ | 294 | \$ | 199 |
| Debt investment securities(a) |  | 1588 |  | 1456 |  | 1557 |
| Trading account assets |  | 3727 |  | 4344 |  | 4275 |
| Securities purchased under agreements to resell and federal funds sold |  | 1609 |  | 2031 |  | 2059 |
| Securities borrowed |  | 1833 |  | 2088 |  | 1784 |
| Loans |  | 1670 |  | 2109 |  | 2029 |
| Other sources(b) |  | 289 |  | 319 |  | 450 |
| Total interest revenue |  | 970 |  | 2641 |  | 353 |
| INTEREST EXPENSE |  |  |  |  |  |  |
| Deposits ... |  | 2253 |  | 2823 |  | 2753 |
| Trading account liabilities |  | 1174 |  | 1541 |  | 1652 |
| Securities sold under agreements to repurchase and federal funds purchased |  | 3030 |  | 3846 |  | 3532 |
| Other borrowed money |  | 1466 |  | 1613 |  | 1447 |
| Long-term debt ... |  | 1506 |  | 1537 |  | 1097 |
| Total interest expense |  | 929 |  | 1360 |  | 481 |
| Net interest revenue |  | 1541 |  | 1281 |  | 1872 |

(a) Interest revenue from debt investment securities included taxable revenue of $\$ 1,485$ million, $\$ 1,335$ million, and $\$ 1,462$ million and revenue exempt from U.S. income taxes of $\$ 103$ million, $\$ 121$ million, and $\$ 95$ million in 1999, 1998, and 1997, respectively.
(b) Primarily risk-adjusting swaps for the year ended December 31, 1997. Refer to note 1.
sheet." These amounts primarily relate to closed hedge contracts included in
the amortized cost of the debt investment portfolio as of December 31, 1999
and 1998. The amount of net deferred gains or losses on closed derivative
contracts changes from period to period, primarily due to the amortization of
such amounts to Net interest revenue. These changes are also influenced by
the execution of our investing strategies, which may result in the sale of
the underlying hedged instruments and/or termination of hedge contracts. Net
deferred (losses) gains on closed derivative contracts as of December 31,
1999, are expected to amortize into Net interest revenue as follows: (\$3
million) in 2001; \$0.2 million in 2002; \$0.2 million in 2003; $\$ 0.6$ million in
2004; and approximately $\$ 36$ million thereafter

## 7. TRADING REVENUE



The following table presents trading revenue by principal product grouping for 1999, 1998, and 1997.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Fixed income | \$1 594 | \$1 330 | \$1 578 |
| Equities | 971 | 367 | 226 |
| Foreign exchange | 550 | 665 | 333 |
| Total trading revenue | 3115 | 2362 | 2137 |
| Trading-related net interest revenue | 699 | 309 | 529 |
| Combined total | 3814 | 2671 | 2666 |

Fixed-income trading revenue includes the results of making markets in both developed and emerging countries in government securities, U.S. government agency securities, corporate debt securities, money market instruments, interest rate and currency swaps, and options and other derivatives. Equities trading revenue includes the results of making markets in global equity securities; equity derivatives such as swaps, options, futures, and forward contracts; and convertible debt securities. Foreign exchange trading revenue includes the results of making markets in spot and option contracts, and in short-term interest rate products in order to help clients manage their foreign currency exposure. Foreign exchange also includes the results from commodity transactions in spot, forward, and option contracts, and in swaps.

## 8. ADVISORY AND UNDERWRITING FEES

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Advisory fees | \$ 778 | \$ 643 | \$ 476 |
| Underwriting revenue and syndication fees | 852 | 758 | 647 |
| Total | 1630 | 1401 | 1123 |

Advisory fees include revenues earned from advising clients on such corporate strategies as mergers and acquisitions, privatizations, and changes in capital structures. Underwriting revenue includes fees from both debt and equity underwriting. Syndication fees include revenue earned from the arrangement and syndication of credit facilities.
9. INVESTMENT MANAGEMENT FEES

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Investment advisory fees | \$ 737 | \$499 | \$423 |
| Trust fees | 298 | 382 | 369 |
| Total | 1035 | 881 | 792 |

Investment advisory fees include revenues earned from commissions charged for investment advice given to individuals, institutions, pension funds, and sovereign governments. Trust fees include revenues earned from commissions charged for the administration of pension and personal trusts, and estates.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Operational services fees: |  |  |  |
| Commissions | \$615 | \$519 | \$351 |
| Custody and securities handling | 32 | 49 | 65 |
| Other fees | 67 | 65 | 66 |
| Credit related fees: |  |  |  |
| Loan commitments | 91 | 88 | 82 |
| Letters of credit and guarantees | 48 | 53 | 58 |
| Securities lending and indemnifications | 30 | 34 | 29 |
| Other fees | (37) | (60) | (4) |
| Total | 846 | 748 | 647 |

Commissions include fees earned on brokerage services for futures, options, and equity securities, securities clearing services, and fees earned on international depository receipts. Custody and securities handling revenues primarily include fees from safekeeping transactions and brokerage execution fees. Other fees include revenues earned from cash management services, account service fees, and other operational service fees.

Loan commitment fees include revenues from lending commitments. We also earn fees by providing standby letters of credit and guarantees. Securities lending and indemnification revenues include fees earned in connection with securities borrowing and lending transactions where the borrower provides no cash collateral. Other fees primarily include amounts paid to purchase credit protection on loans and lending commitments.
11. INVESTMENT SECURITIES REVENUE

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| DEBT INVESTMENT SECURITIES |  |  |  |
| Gross realized gains from sales of securities | \$173 | \$105 | \$128 |
| Gross realized losses from sales of securities | (467) | (225) | (102) |
| Net gains on maturities, calls, and mandatory redemptions | 1 | 8 | 5 |
| Write-downs for other-than-temporary impairments in value | - | (28) | (29) |
| Net debt investment securities (loss) revenue | (293) | (140) | 2 |
| EQUITY INVESTMENT SECURITIES |  |  |  |
| Gross realized gains from marketable available-for-sale securities | 13 | 334 | 262 |
| Gross realized gains from nonmarketable securities | 310 | 68 | 144 |
| Net appreciation in SBIC securities | 433 | 2 | 4 |
| Write-downs for other-than-temporary impairments in value | (207) | (89) | (37) |
| Dividend and other income | 76 | 30 | 34 |
| Net equity investment securities revenue | 625 | 345 | 407 |
| Total investment securities revenue | 332 | 205 | 409 |

## OTHER REVENUE


(a) Includes gains and losses on hedges of anticipated foreign currency revenues and expenses. These gains and losses are partially offset by the impact of exchange rate movements on reported revenues and expenses over the year.
(b) Includes losses on loan sales of approximately $\$ 30$ million in 1999 and \$45 million in 1998.

## OTHER EXPENSES

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Professional services | \$127 | \$123 | \$135 |
| Marketing and business development | 184 | 169 | 200 |
| Other outside services | 187 | 187 | 180 |
| Other | 106 | 197 | 166 |
| Total other expenses | 604 | 676 | 681 |

## 13. INVESTMENT IN AMERICAN CENTURY


In January 1998, we completed the purchase of a $45 \%$ economic interest in American Century Companies, Inc. (American Century) for $\$ 965$ million. American Century is a no-load U.S. mutual fund company selling directly to individuals. The investment is accounted for under the equity method of accounting and recorded in Other assets. The excess of our investment over our share of equity (i.e., goodwill) in American Century was approximately $\$ 795$ million at the time of purchase. This amount is being amortized on a straight-line basis over a period of 25 years resulting in annual amortization expense of approximately $\$ 32$ million. As of December 31, 1999 and 1998, goodwill totaled $\$ 731$ million and $\$ 763$ million, respectively. Our share of equity income in American Century and the amortization of goodwill related to this investment is recorded in Other revenue. The results of this investment are included in the Asset Management Services segment.

## 14. CASH AND DUE FROM BANKS

J.P. Morgan is required to maintain non-interest-earning reserve balances with U.S. Federal Reserve banks and various foreign central banks. Such balances, which are based principally on deposits outstanding, are included in Cash and due from banks. As of December 31, 1999 and 1998, required reserves were $\$ 566$ million and $\$ 260$ million, respectively. Average required reserves were $\$ 387$ million in 1999 and $\$ 293$ million in 1998.

## DEBT INVESTMENT SECURITIES

The following table presents the gross unrealized gains and losses and a comparison of the cost, along with the fair and carrying value of our available-for-sale debt investment securities as of December 31, 1999, 1998, and 1997. The gross unrealized gains or losses on each debt investment security include the effects of any related hedge. See note 17 for additional detail of gross unrealized gains and losses associated with open derivative contracts used to hedge debt investment securities.

| In millions: December 31 |  | Cost | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { losses } \end{array}$ | Fair and carrying value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1999 |  |  |  |  |  |
| U.S. Treasury |  | 2303 | \$ 31 | \$ 3 | \$ 2331 |
| U.S. government agency, principally mortgage-backed |  | 9090 | 44 | 241 | 8893 |
| U.S. state and political subdivision |  | 2093 | 205 | 166 | 2132 |
| U.S. corporate and bank debt |  | 76 | - | - | 76 |
| Foreign government(a) |  | 740 | - | - | 740 |
| Foreign corporate and bank debt |  | 5 | 1 | - | 6 |
| Other |  | 108 | - | - | 108 |
| Total debt investment securities |  | 415 | 281 | 410 | 14286 |


| In millions: December 31 | Cost |  | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { losses } \end{array}$ |  | Fair and carrying value |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1998 |  |  |  |  |  |  |  |  |
| U.S. Treasury |  | 620 | \$130 |  | - 1 | \$ |  | 749 |
| U.S. government agency, principally mortgage-backed | 32 |  | 34 |  | 117 |  |  | 375 |
| U.S. state and political subdivision |  | 800 | 174 |  | 31 |  |  | 943 |
| U.S. corporate and bank debt |  | 200 | 2 |  | 5 |  |  | 197 |
| Foreign government(a) |  | 376 | - |  | 9 |  |  | 367 |
| Foreign corporate and bank debt |  | 536 | 2 |  | 55 |  |  | 483 |
| Other |  | 117 | 1 |  | - |  |  | 118 |
| Total debt investment securities |  | 107 | 343 |  | 218 |  |  |  |


| In millions: December 31 | Cost | Gross unrealized gains | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { losses } \end{array}$ | Fair and carrying value |
| :---: | :---: | :---: | :---: | :---: |
| 1997 |  |  |  |  |
| U.S. Treasury | \$ 1035 | \$142 | \$ 1 | \$ 1176 |
| U.S. government agency, principally mortgage-backed | 16779 | 126 | 75 | 16830 |
| U.S. state and political subdivision | 1440 | 184 | 10 | 1614 |
| U.S. corporate and bank debt | 428 | 1 | 2 | 427 |
| Foreign government(a) | 784 | 5 | 14 | 775 |
| Foreign corporate and bank debt | 1929 | 2 | 99 | 1832 |
| Other | 112 | 2 | - | 114 |
| Total debt investment securities | 22507 | 462 | 201 | 22768 |

(a) Primarily includes debt of countries that are members of the Organization for Economic Cooperation and Development.

As of December 31, 1999, there were no securities of a single issuer, excluding the U.S. Treasury and U.S. government agencies, whose fair value exceeded $10 \%$ of stockholders' equity.

The following table displays the maturities and related weighted-average rates of available-for-sale debt investment securities as of December 31, 1999.

| In millions: December 31 | Within one year | After one year but within five years | After five years but within 10 years | After 10 years |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury | \$2 003 | \$ 64 | \$ 157 | \$ 79 | \$ | 2303 |
| U.S. government agency, principally mortgage-backed(a) | 60 | 252 | 7502 | 1276 |  | 9090 |
| U.S. state and political subdivision | 236 | 272 | 169 | 1416 |  | 2093 |
| U.S. corporate and bank debt | 7 | - | 59 | 10 |  | 76 |
| Foreign government ........ | 732 | 8 | - | - |  | 740 |
| Foreign corporate and bank debt | - | - | 5 | - |  | 5 |
| Other | - | - | - | 108 |  | 108 |
| Total debt investment securities, at cost | 3038 | 596 | 7892 | 2889 |  | 14415 |
| Fair value | 3040 | 610 | 7764 | 2872 |  | 14286 |
| Net unrealized gains/(losses) | 2 | 14 | (128) | (17) |  | (129) |
| Average rate on debt investment securities, at cost(b) | 4.57\% | 6.74\% | 6.73\% | 7.46\% |  | 6.42\% |

(a) Mortgage-backed securities are included based on their weighted-average lives, which reflect anticipated future prepayments based on a consensus of dealers in the market.
(b) Average rates represent the weighted average as of December 31, 1999, and include the effects of various hedging transactions. Average rates do not give effect to unrealized gains and losses that are reflected as a component of stockholders' equity. U.S. state and political subdivision securities have been adjusted to a taxable-equivalent basis.

EQUITY INVESTMENT SECURITIES
Equity investment securities are generally owned by J.P. Morgan Capital
Corporation, a wholly owned nonbank subsidiary of J.P. Morgan. Many of these
equity investment securities are subject to legal, regulatory, and contractual restrictions that limit our ability to dispose of them freely.

The following table shows gross unrealized gains and losses, a comparison of the cost, fair value and carrying value of marketable, nonmarketable, and SBIC securities portfolios of J.P. Morgan consolidated. A substantial portion of these are included in our Equity Investments segment.


| In millions: December 31 | Marketable | Nonmarketable | SBIC securities |
| :---: | :---: | :---: | :---: |
| Accounting (see note 1) | Fair value through equity | Cost | Fair value through earnings |
| 1998 |  |  |  |
| Cost | \$446 | \$439 | \$172 |
| Gross unrealized gains | 143 | 124 | 6 |
| Gross unrealized losses | (34) | (20) | (3) |
| Net unrealized gains | 109(a) | 104(a) | 3 |
| Fair value | 555 | 543 | 175 |
| Carrying value on balance | t 555 | 439 | 175 |


(a) Primarily relates to investments in the telecommunications and financial services industries.
(b) Primarily relates to investments in the financial services and media industries.
(c) Primarily relates to investments in the telecommunications industries.
(d) Primarily relates to investments in the insurance industry.

The following table presents the fair and carrying value of trading account assets and trading account liabilities as of December 31, 1999 and 1998. It also includes the average balances for the years then ended.


TRADE DATE RECEIVABLES/PAYABLES
Amounts receivable and payable for securities that have not reached their contractual settlement dates in our trading and investing activities are recorded net in the "Consolidated balance sheet." Amounts receivable for securities sold of $\$ 14.0$ billion were netted against amounts payable for securities purchased of $\$ 8.0$ billion. This produced a net trade date receivable of $\$ 6.0$ billion, recorded in Accrued interest and accounts receivable as of December 31, 1999. In 1998 amounts receivable for securities sold of $\$ 9.8$ billion were netted against amounts payable for securities purchased of $\$ 9.0$ billion. This produced a net trade date receivable of $\$ 0.8$ billion.
n general, derivatives are contracts or agreements whose values are derived from changes in interest rates, foreign exchange rates, credit spreads, prices of securities, or financial or commodity indices. The timing of cash receipts and payments for derivatives is generally determined by contractual agreement. Derivatives are either standardized contracts executed on an exchange or privately negotiated contracts. Futures and option contracts are examples of standard exchange-traded derivatives. Forward, swap, and option contracts are examples of privately negotiated derivatives. Privately negotiated derivatives are generally not traded like securities. In the normal course of business, however, they may be terminated or assigned to another counterparty if the original holder agrees. We use derivatives for trading or other-than-trading purposes. Other-than-trading purposes are primarily related to our investing activities.

Interest rate swaps are contractual agreements to exchange periodic interest payments at specified intervals. The notional amounts of interest rate swaps are not exchanged; they are used solely to calculate the periodic interest payments. Currency swaps generally involve exchanging principal (the notional amount) and periodic interest payments in one currency for principal and periodic interest payments in another currency.

Credit derivatives include credit default swaps and related swap and option contracts. Credit default swaps are contractual agreements that provide insurance against a credit event of one or more referenced credits. The nature of the credit event is established by the protection buyer and seller at the inception of the transaction. Events include bankruptcy, insolvency, and failure to meet payment obligations when due. The protection buyer pays a periodic fee in return for a contingent payment by the protection seller following a credit event. The contingent payment is typically the loss - the difference between the notional and the recovery amount incurred by the creditor of the reference credit as a result of the event.

Foreign exchange contracts involve an agreement to exchange one country's currency for another at an agreed-upon price and settlement date. Most of the contracts reported in the following table are forward contracts.

Interest rate futures are standardized exchange-traded agreements to receive or deliver a specific financial instrument at a specific future date and price. Forward rate agreements provide for the payment or receipt of the difference between a specified interest rate and a reference rate at a future settlement date. Debt security forwards include to-be-announced and when-issued securities contracts.

Equity and commodity contracts include swaps and futures in the equity and commodity markets and commodity forward agreements. Equity swaps are contractual agreements to receive the appreciation or depreciation in value based on a specific strike price on an equity instrument in return for paying another rate, which is usually based on equity index movements or interest rates. Commodity swaps are contractual commitments to exchange the fixed price of a commodity for a floating price. Equity and commodity futures are exchange-traded agreements to receive or deliver a financial instrument or commodity at a specific future date and price. Equity and commodity forwards are privately negotiated agreements to purchase or sell a specific amount of a financial instrument or commodity at an agreed-upon price and settlement date.

An option provides the option purchaser, for a fee, the right - but not the obligation - to buy or sell a security at a fixed price on or before a specified date. The option writer is obligated to buy or sell the security if the purchaser chooses to exercise the option. These options include contracts in the interest rate, foreign exchange, equity, and commodity markets. Interest rate options include caps and floors.
on-balance-sheet credit exposure, which is represented by the net positive fair
value associated with trading derivatives and recorded in Trading account
assets, is also included in the following table. Our on-balance-sheet credit
exposure takes into consideration $\$ 94.0$ billion and $\$ 107.6$ billion of master
netting agreements in effect as of December 31, 1999 and 1998, respectively.

|  | Notional amounts |  | On-balance-sheet credit exposure |  |
| :---: | :---: | :---: | :---: | :---: |
| In billions: December 31 | 1999 | 1998 | 1999 | 1998 |
| Interest rate and currency swaps: |  |  |  |  |
| Trading | \$4 338.2 | \$3 736.7 |  |  |
| Other-than-trading(a)(b) | 63.6 | 65.4 |  |  |
| Total interest rate and currency swaps | 4401.8 | 3802.1 | \$15.0 | \$18.1 |
| Credit derivatives: |  |  |  |  |
| Trading | 155.6 | 59.5 |  |  |
| Other-than-trading(a) | 16.8 | 4.1 |  |  |
| Total credit derivatives | 172.4 | 63.6 | 0.3 | 1.4 |
| Foreign exchange spot, forward, and futures contracts: |  |  |  |  |
| Other-than-trading(a) | 18.8 | 37.6 |  |  |
| Total foreign exchange spot, forward, and futures contracts | 445.4 | 603.0 | 2.2 | 4.1 |
| Interest rate futures, forward rate agreements, and debt securities forwards: |  |  |  |  |
| Trading | 924.7 | 1458.3 |  |  |
| Other-than-trading | 36.7 | 8.7 |  |  |
| Total interest rate futures, forward rate agreements, and debt securities forwards | 961.4 | 1467.0 | 0.3 | 0.3 |
| Equity and commodity swaps, forward |  |  |  |  |
| Purchased options: (c) |  |  |  |  |
| Trading | 1275.3 | 1291.5 |  |  |
| Other-than-trading(a) | 10.3 | 0.5 |  |  |
| Total purchased options | 1285.6 | 1292.0 | 19.7 | 20.9 |
| Written options, all trading(d) | 1515.2 | 1544.0 | - | - |
| Total on-balance-sheet credit exposure |  |  | 43.7 | 48.1 |

(a) Derivatives used as hedges of other-than-trading positions may be transacted with third parties through independently managed J.P. Morgan derivative dealers that function as intermediaries for credit and administrative purposes. In such cases, the terms of the third-party transaction (notional, duration, currency, etc.) are matched with the terms of the internal trade to ensure that the hedged risk has been offset with a third party. If such terms are not matched or a third-party trade is not transacted, the intercompany trade is eliminated in consolidation.
(b) As of December 31, 1999 and 1998, the notional amounts of derivative contracts used for purposes other-than-trading conducted in the foreign exchange markets, primarily forward contracts, amounted to $\$ 24.6$ billion and $\$ 42.7$ billion, respectively. As of December 31, 1999, these contracts were primarily denominated in the following currencies: Euro $\$ 7.7$ billion, Japanese yen $\$ 5.6$ billion, Swiss franc $\$ 3.0$ billion, British pound $\$ 2.5$ billion, and Canadian dollar $\$ 1.4$ billion. As of December 31, 1998, these contracts were primarily denominated in the following currencies: German deutsche mark $\$ 5.6$ billion, French franc $\$ 5.4$ billion, Japanese yen $\$ 4.6$ billion, British pound $\$ 3.6$ billion, Euro $\$ 3.2$ billion, Swiss franc $\$ 3.1$ billion, and Italian lira $\$ 2.7$ billion.
(c) As of December 31, 1999 and 1998, purchased options used for trading purposes included $\$ 950.8$ billion and $\$ 987.1$ billion, respectively, of interest rate options; $\$ 161.9$ billion and $\$ 200.9$ billion, respectively, of foreign exchange options; and $\$ 162.6$ billion and $\$ 103.5$ billion, respectively, of commodity and equity options. Only interest rate options are used for purposes other-than-trading. Purchased options executed on an exchange amounted to $\$ 204.1$ billion and $\$ 269.5$ billion, privately negotiated contracts amounted to $\$ 1,081.5$ billion and $\$ 1,022.5$ billion as of December 31, 1999 and 1998, respectively.
(d) As of December 31, 1999 and 1998, written options included $\$ 1,167.5$ billion and $\$ 1,239.4$ billion, respectively, of interest rate options; $\$ 186.8$ billion and $\$ 196.7$ billion, respectively, of foreign exchange options; and $\$ 160.9$ billion and $\$ 107.9$ billion, respectively, of commodity and equity options. Written options executed on an exchange amounted to $\$ 200.7$ billion and $\$ 395.9$ billion, and privately negotiated contracts amounted to $\$ 1,314.5$ billion and $\$ 1,148.1$ billion as of December 31, 1999 and 1998, respectively.

Derivatives are used to hedge or modify the interest rate characteristics of debt investment securities, loans, deposits, other liabilities for borrowed money, long-term debt, and other financial assets and liabilities. Net unrealized gains and losses associated with such derivatives contracts amounted to ( $\$ 1$ million) and $\$ 785$ million as of December 31, 1999 and 1998, respectively Gross unrealized gains and gross unrealized losses associated with open derivatives contracts used for these purposes as of December 31, 1999 and 1998, are presented in the following table. Such amounts primarily relate to interest rate and currency swaps used to hedge or modify the interest rate
characteristics of long-term debt; debt investment securities, principally mortgage-backed securities; deposits; and other financial instruments.

| In millions: December 31 | Gross unrealized gains | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { losses } \end{array}$ | ```Net unrealized gains/(losses)``` |
| :---: | :---: | :---: | :---: |
| 1999 |  |  |  |
| Long-term debt | \$ 294 | \$551 | (\$257) |
| Debt investment securities | 192 | 39 | 153 |
| Deposits | 181 | 49 | 132 |
| Other financial instruments | 153 | 182 | (29) |
| Total | 820 | 821 | (1) |
| 1998 |  |  |  |
| Long-term debt | \$ 554 | \$133 | \$421 |
| Debt investment securities | 13 | 25 | (12) |
| Deposits | 343 | 16 | 327 |
| Other financial instruments | 242 | 193 | 49 |
| Total | 1152 | 367 | 785 |

The following table presents notional and on-balance-sheet credit exposure by maturity.

NOTIONAL AMOUNT (TRADING AND OTHER-THAN-TRADING)

| After one year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Within | but within | After five |  |
| In billions: December 31 | one year | five years | years | Total 1999 |
| Interest rate and currency swaps | \$1 179.1 | \$1 877.6 | \$1 345.1 | \$4 401.8 |
| Credit derivatives | 19.2 | 142.9 | 10.3 | 172.4 |
| Foreign exchange spot, forward, and futures contracts | 429.3 | 15.6 | 0.5 | 445.4 |
| Interest rate futures, forward rate agreements, and debt securities forwards | 800.2 | 160.9 | 0.3 | 961.4 |
| Equity and commodity swaps, forward and futures contracts | 81.4 | 11.5 | 1.6 | 94.5 |
| Purchased option contracts | 458.8 | 611.9 | 214.9 | 1285.6 |
| Written option contracts | 458.3 | 787.9 | 269.0 | 1515.2 |

ON-BALANCE-SHEET CREDIT EXPOSURE (TRADING)
=================================================================================1

| After one year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Within | but within | After five |  |
| In billions: December 31 | one year | five years | years | Total 1999 |
| Interest rate and currency swaps | \$4.0 | \$6.4 | \$4.6 | \$15.0 |
| Credit derivatives | 0.1 | 0.1 | 0.1 | 0.3 |
| Foreign exchange spot, forward, and futures contracts | 2.1 | 0.1 | - | 2.2 |
| Interest rate futures, forward rate agreements, and debt securities forwards | 0.2 | 0.1 | - | 0.3 |
| Equity and commodity swaps, forward and futures contracts | 5.3 | 0.8 | 0.1 | 6.2 |
| Purchased option contracts | 7.0 | 9.3 | 3.4 | 19.7 |

After considering the effect of collateral and purchased credit protection, as of December 31, 1999 no individual industry exceeded 10\% of total
on-balance-sheet derivative credit exposure, with the exception of banks (39\%). In addition, no individual country exceeded $10 \%$ of total on-balance-sheet derivative credit exposure, with the exception of the United States (35\%). On a regional basis, exposures were $35 \%$ to North America, 53\% to Europe, 10\% to Asia Pacific, and 2\% to Latin America.
18. LOANS

NDUSTRY OR TYPE OF BORROWER
The table below provides loan detail by industry and location of the borrower
or, in the case of guaranteed loans, the industry and location of the guarantor
The table does not consider collateral or purchased credit protection.

| In millions: December 31 | 1999 |  |  | 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DOMESTIC |  |  |  |  |  |  |
| Commercial and industrial | \$ | 8 | 459 | \$ | 5 | 755 |
| Financial institution: |  |  |  |  |  |  |
| Banks |  |  | 234 |  |  | 934 |
| Other financial institutions |  |  | 097 |  | 2 | 183 |
| Real estate |  |  | 731 |  |  | 787 |
| Other, primarily individuals and including <br> U.S. state and political subdivisions .. |  |  | 881 |  |  | 776 |
|  |  |  | 402 |  |  | 435 |
| FOREIGN |  |  |  |  |  |  |
| Commercial and industrial |  |  | 252 |  | 5 | 834 |
| Financial institution: |  |  |  |  |  |  |
| Banks |  |  | 664 |  | 2 | 507 |
| Other financial institutions |  |  | 453 |  |  | 846 |
| Real estate |  |  | 169 |  |  | 418 |
| Governments and official institutions |  |  | 396 |  |  | 917 |
| Other, primarily individuals |  |  | 513 |  |  | 538 |
|  |  |  | 447 |  |  | 060 |
| Total loans |  |  | 849 |  |  | 495 |

MATURITY PROFILE OF LOAN PORTFOLIO
The following table shows our loan portfolio by maturity and industry of borrower as of December 31, 1999.

| Maturing |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions: December 31 | Within one year | After one year but within five | After five years | Total |
| Commercial and industrial | \$ 7186 | \$ 7854 | \$1 671 | \$16 711 |
| Financial institution: |  |  |  |  |
| Banks | 1708 | 171 | 19 | 1898 |
| Other financial institutions | 918 | 663 | 969 | 2550 |
| Real estate | 319 | 1189 | 1392 | 2900 |
| Foreign governments and official institutions | 103 | 182 | 111 | 396 |
| Other, primarily individuals and including <br> U.S. state and political subdivisions .... | 1675 | 599 | 120 | 2394 |
| Total loans | 11909 | 10658 | 4282 | 26849 |

INTEREST RATE STRUCTURE OF LOAN PORTFOLIO
The table below shows our loan portfolio based on interest rate structure as of December 31, 1999.


## LOAN CONCENTRATIONS

As of December 31, 1999 no individual industry exceeded $10 \%$ of total loans, after considering the effect of cash and marketable securities collateral and purchased credit protection, with the exception of real estate (17\%) and other financial institutions (11\%). In addition, as of December 31, 1999 no individual country exceeded $10 \%$ of total loans, with the exception of the United States (54\%) and the United Kingdom (11\%). On a regional basis, exposures were 54\% to North America, $32 \%$ to Europe, $8 \%$ to Latin America and 6\% to Asia Pacific.

## LOANS HELD FOR SALE

Included in Loans are loans held for sale of approximately $\$ 3.2$ billion as of December 31, 1999, compared with $\$ 2.8$ billion as of December 31, 1998. These loans are recorded on the balance sheet at the lower of cost or fair value and are primarily to borrowers in the U.S. in various industries.

## 19. OTHER CREDIT-RELATED PRODUCTS

ending commitments include commitments to extend credit, standby letters of credit and guarantees. The contractual amounts of these instruments represent the amount at risk should the contract be fully drawn upon, the client default, and the value of the collateral become worthless.

The total contractual amount of credit-related financial instruments does not represent the future liquidity requirements, since we expect a significant amount of commitments to expire or mature without being drawn. The credit risk associated with these instruments varies according to each client's creditworthiness and the value of any collateral held. Commitments to extend credit generally require clients to meet certain credit-related terms and conditions before drawdown. Market risk for commitments to extend credit, standby letters of credit, and guarantees, while not significant, may arise as availability of and access to credit markets change.

The following table summarizes the contractual amount of credit-related instruments as of December 31.

| In billions: December 31 | 1999 | 1998 |
| :---: | :---: | :---: |
| Commitments to extend credit | \$69.3 | \$73.0 |
| Standby letters of credit and guarantees | 13.8 | 15.9 |
| Total lending commitments | 83.1 | 88.9 |

We also have securities lending indemnifications associated with our Euroclear-related activities of $\$ 5.6$ billion and $\$ 4.1$ billion as of December 31, 1999 and 1998, respectively. As of December 31, 1999 and 1998, J.P. Morgan held cash and other collateral in full support of these securities lending indemnifications.

After considering the effect of collateral and purchased credit protection, as of December 31, 1999 no individual industry exceeded $10 \%$ of total lending commitments, with the exception of other financial institutions (11\%). In addition, no individual country exceeded $10 \%$ of total lending commitments, with the exception of the United States (86\%). On a regional basis, exposures were $86 \%$ to North America, $13 \%$ to Europe, and 1\% to Asia Pacific.

## PURCHASE OF CREDIT PROTECTION

Since December 1997, we have entered into three Synthetic Collateralized Loan Obligations that has allowed us to reduce the credit risk on a portfolio of counterparties totaling approximately $\$ 20$ billion in notional amount. This was accomplished using credit default swaps, whereby the credit risk is transferred into the capital markets via a special purpose entity, without us having to sell the assets or change their composition. The structures provide protection at the counterparty level, that is, protection is provided on all exposures to a referenced counterparty versus on a specific loan, commitment or derivative transaction to that counterparty. We have retained the first risk of loss equity tranche in these transactions totaling $\$ 224$ million. As a result of these structures, we were able to reduce economic capital by approximately $\$ 406$ million as of December 31, 1999. These structures have also allowed us to reduce our risk-adjusted assets by approximately $\$ 4.8$ billion as of December 31, 1999, thereby increasing our Tier I and Total risk-based capital ratios by 31 basis points ( $0.31 \%$ ) and 45 basis points ( $0.45 \%$ ), respectively. In particular, these transactions have allowed us to convert the credit risk associated with $\$ 20$ billion of diversified exposure on our balance sheet - as described in the following table - from various lower credit ratings to that we believe is equivalent to a AAA+ counterparty.

| Counterparty rating | Notional exposure |
| :---: | :---: |
| AAA | \$ 1058 |
| AA | 3869 |
| A | 8432 |
| BBB | 5282 |
| BB | 1020 |
| B | 271 |
| CCC and below | 342 |
| Total | 20274 |

The notional exposures in the above table are diversified by counterparty in the following industries: banks - \$2,731 million; nonbank financial institutions \$2,930 million; governments - \$855 million; commercial and industrial - \$5,222 million; cyclical $\$ 4,609$ million; and non-cyclical - $\$ 3,927$ million.

In addition to the above transactions, during 1999 the firm executed a collateralized loan obligation transaction, whereby we participated out to third parties approximately $\$ 2.3$ billion of traditional credit product exposure. This transaction resulted in a decrease of $\$ 60$ million in economic capital. In 1999, the firm also entered into single name credit default swaps to hedge some of the credit exposure arising from our traditional lending and the derivatives activities. As of December 31, 1999, the total outstanding notional amount of single name credit default swaps where the firm had bought protection was approximately $\$ 15$ billion.

## 20. IMPAIRED LOANS

 The following table shows impaired loans - net of charge-offs - as of December 31.

| In millions: December 31 | 1999(a) | 1998(a) (b) |  | 1997(a) (b) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | \$54 | \$ | 25 | \$ | 56 |
| Banks | - |  | - |  | 28 |
| Other | 23 |  | 97 |  | 29 |
| Total impaired loans | 77 |  | 122 |  | 113 |
| Allowance for impaired loans | 24 |  | 34 |  | 50 |

(a) Impaired loans for which no SFAS No. 114 reserve was deemed necessary were $\$ 22$ million, $\$ 15$ million, and $\$ 9$ million as of December 31, 1999, 1998, and 1997, respectively. As of December 31, 1999, approximately $40 \%$ of impaired loans were measured for impairment using observable market prices, $40 \%$ using the fair value of collateral, and the remainder using the present value of future cash flows.
(b) Certain reclassifications were made to conform with the categorization used in Bank regulatory filings.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Interest revenue that would have been recorded if accruing | \$ 10 | \$6 | \$ 9 |
| Net interest revenue recorded: |  |  |  |
| Related to the current period | - | 5 | 3 |
| Related to prior periods | - | - | 2 |
| (Negative) impact of impaired loans on interest revenue | (10) | (1) | (4) |

Interest that would have been recorded if accruing represents $\$ 5$ million, $\$ 3$ million, and $\$ 4$ million from borrowers in the U.S., and $\$ 5$ million, $\$ 3$ million, and $\$ 5$ million from borrowers outside the U.S. in 1999, 1998, and 1997, respectively. Interest revenue recorded represents $\$ 3$ million and $\$ 6$ million from borrowers in the U.S., and $\$ 2$ million and ( $\$ 1$ million) from borrowers outside the U.S. in 1998 and 1997, respectively.

As of December 31, 1999 and 1998, loans of $\$ 29$ million and $\$ 38$ million, respectively, were over 90 days past due (principal or interest) and still accruing interest, but not considered impaired

For 1999, 1998, and 1997, the average recorded investments in impaired loans amounted to $\$ 110$ million, $\$ 78$ million, and $\$ 99$ million, respectively.

The following table presents impaired loans - net of charge-offs - organized by the location of the counterparty.

| In millions: December 31 | 1999 | 1998(a) | 1997(a) |
| :---: | :---: | :---: | :---: |
| COUNTERPARTIES IN THE U.S.: |  |  |  |
| Commercial and industrial | \$18 | \$ 16 | \$ 12 |
| Other | 13 | 83 | 16 |
|  | 31 | 99 | 28 |
| COUNTERPARTIES OUTSIDE THE U.S.: |  |  |  |
| Commercial and industrial | 36 | 9 | 44 |
| Banks | - | - | 28 |
| Other | 10 | 14 | 13 |
|  | 46 | 23 | 85 |
| Total impaired loans | 77 | 122 | 113 |

(a) Certain reclassifications were made to conform with the categorization used in Bank regulatory filings.

The following table presents an analysis of the changes in impaired loans.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| IMPAIRED LOANS, JANUARY 1 | \$122 | \$113 | \$120 |
| Additions to impaired loans | 141 | 252 | 123 |
| Less: |  |  |  |
| Repayments of principal, net of additional advances. | (45) | (40) | (21) |
| Impaired loans returning to accrual status ......... Charge-offs: (a) | (86) | (39) | (48) |
| Commercial and industrial | (16) | (46) | (21) |
| Banks and other financial institutions | (1) | (83) | (17) |
| Other | (30) | (26) | (2) |
| Interest and other credits | (8) | (9) | (7) |
| Sales and swaps of loans ............................ | - | - | (14) |
| IMPAIRED LOANS, DECEMBER 31 | 77 | 122 | 113 |

Lending commitments to counterparties considered impaired totaled $\$ 65$ million and $\$ 18$ million at December 31, 1999 and 1998, respectively.

Our allowances for credit losses include an allowance for loan losses and an allowance for credit losses on lending commitments.

The following table summarizes the activity of the allowance for loan losses during the last three years.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| BEGINNING BALANCE, JANUARY 1 | \$ 470 | \$ 546 | \$566 |
| (Reversal of provision)/provision for loan losses in the U.S. | (14) | 60 | - |
| (Reversal of provision)/provision for loan losses outside the U.S. | (161) | 50 | - |
|  | (175) | 110 | - |
| Reclassifications in the U.S. | - | 6 | 5 |
| Reclassifications outside the U.S. | - | (56) | (25) |
|  | - | (50) (a) | (20) |
| Recoveries: |  |  |  |
| Counterparties in the U.S. | 4 | 13 | 20 |
| Counterparties outside the U.S. | 29 | 6 | 20 |
|  | 33 | 19 | 40 |
| Charge-offs: (b) |  |  |  |
| Counterparties in the U.S. | (38) | (5) | (3) |
| Counterparties outside the U.S.: |  |  |  |
| Commercial and industrial | (3) | (44) | (20) |
| Banks and other financial institutions | (1) | (83) | (17) |
| Other | (5) | (23) | - |
|  | (47) | (155) | (40) |
| Net charge-offs(c) | (14) | (136) | - |
| ENDING BALANCE, DECEMBER 31 | 281 | 470 | 546 |
| International portion of the allowance, December 31(d) | 134 | 272 | 379 |

(a) Prior to July 1, 1998, changes, excluding charge-offs and recoveries, across balance sheet reserve or allowance captions - which included an adjustment for trading derivatives needed to determine fair value, an allowance for loan losses, and an allowance for credit losses on lending commitments were shown as reclassifications. Reclassifications had no impact on net income and, accordingly, were not shown on the income statement. Subsequent to July 1, 1998, reclassifications across balance sheet captions for allowances are reflected as provisions and reversals of provisions in the "Consolidated statement of income." If reclassifications prior to July 1, 1998, were included in the "Consolidated statement of income," these captions would change as follows, with no impact on net income: In 1998, Provision for loan losses and Trading revenue would both decrease by $\$ 50$ million; in 1997, Provision for loan losses would decrease by $\$ 20$ million, Trading revenue would decrease by $\$ 35$ million, and Other revenue would increase by $\$ 15$ million.
(b) Charge-offs include losses on loan sales, primarily banks and other financial institutions, of $\$ 33$ million and $\$ 105$ million during 1999 and 1998, respectively.
(c) Net charge-offs as a percentage of average loans were $0.05 \%$ and $0.44 \%$ for 1999 and 1998, respectively.
(d) Not reflected in the above table are transfers to the international portion of the allowance from the domestic portion of $\$ 3$ million, $\$ 43$ million, and \$32 million in 1999, 1998, and 1997, respectively.

The following table displays our allowance for loan losses by component as of December 31.

| In millions: December 31 | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Specific counterparty components in the U.S. | \$ 11 | \$ 29 | \$ 55 |
| Specific counterparty components outside the U.S. | 13 | 5 | 51 |
| Total specific counterparty | 24 | 34 | 106 |
| Expected loss(a) | 257 | 436 | 440 |
| Total | 281 | 470 | 546 |

(a) During 1999, we revised our model for calculating expected credit losses to incorporate factors for estimating loss previously included in our country, expected loss, and general components of our allowances. For disclosure purposes, the country, expected loss, and general components of prior periods have been aggregated and included in the expected loss caption in the above table.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| BEGINNING BALANCE, JANUARY 1 | \$125 | \$185 | \$200 |
| Provision/(reversal of provision) for credit losses in the U.S. | 18 | (60) | - |
| Reversal of provision for credit losses outside the U.S. | (18) | - | - |
|  | - | (60) | - |
| Reclassifications in the U.S. | - | - | - |
| Reclassifications outside the U.S. | - | - | (15) |
|  | - | - | (15) |
| ENDING BALANCE, DECEMBER 31 | 125 | 125 | 185 |
| International portion of the allowance, December 31(a) | 46 | 69 | 107 |

(a) Not reflected in the above table are transfers (from)/to the international portion of the allowance to the domestic portion of (\$5 million), (\$27 million), and $\$ 33$ million in 1999, 1998, and 1997, respectively.

The following table displays our allowance for credit losses on lending commitments by component as of December 31 .

| In millions: December 31 | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Specific counterparty components in the U.S. | \$ 19 | \$ 1 | \$ |
| Specific counterparty components outside the U.S. | 3 | 2 | 2 |
| Total specific counterparty | 22 | 3 | 2 |
| Expected loss(b) | 103 | 122 | 183 |
| Total | 125 | 125 | 185 |

(b) During 1999, we revised our model for calculating expected credit losses to incorporate factors for estimating loss previously included in our country, expected loss, and general components of our allowances. For disclosure purposes, the country, expected loss, and general components of prior periods have been aggregated and included in the expected loss caption in the above table.
22. PREMISES AND EQUIPMENT

This table presents components of premises and equipment as of December 31.

| In millions: December 31 | 1999 | 1998 |
| :---: | :---: | :---: |
| Land | \$ 118 | \$ 112 |
| Buildings | 1134 | 1130 |
| Equipment and furniture | 1096 | 1064 |
| Capitalized software costs | 143 | - |
| Leasehold improvements | 327 | 420 |
| Property under financing obligation: land and building | 474 | 488 |
| Construction-in-progress | 24 | 17 |
|  | 3316 | 3231 |
| Less: accumulated depreciation/amortization | 1319 | 1350 |
|  | 1997 | 1881 |

Beginning in 1999 we capitalized $\$ 143$ million of software costs in accordance with SOP 98-1 (see note 1). Amortization related to these costs were $\$ 5$ million

Depreciation expense totaled $\$ 189$ million in 1999, $\$ 208$ million in 1998, and $\$ 185$ million in 1997. No interest was capitalized in connection with various construction projects in 1999 or 1998. Refer to note 5.

DEPOSITS
The table below presents deposits in offices in the U.S. and outside the U.S.

| In millions: December 31 | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| NON-INTEREST-BEARING DEPOSITS: |  |  |  |  |
| In offices in the U.S. |  | 898 |  | 1242 |
| In offices outside the U.S. |  | 498 |  | 563 |
|  |  | 396 |  | 1805 |
| INTEREST-BEARING DEPOSITS: |  |  |  |  |
| In offices in the U.S. |  |  |  | 7724 |
| In offices outside the U.S. | 39 |  |  | 5499 |
|  |  |  |  | 3223 |
| Total deposits |  | 319 |  | 5028 |

Except for time deposits in 1997, no average balance in offices in the U.S. for any individual deposit category exceeded $10 \%$ of the average total deposits in 1999, 1998, or 1997. In 1997 the average balance for time deposits in offices in the U.S. was $\$ 7,350$ million, and the average rate paid was $5.75 \%$.

Average deposits in offices outside the U.S. are presented in the following table.

| In millions | Average balance | 1999 Average rate paid | Average balance | 1998 <br> Average rate paid | Average balance | 1997 <br> Average rate paid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST-BEARING DEPOSITS |  |  |  |  |  |  |
| From banks in foreign countries | \$13 545 | 3.81\% | \$13 908 | 4.86\% | \$14 777 | 4.55\% |
| From foreign governments and official institutions | 8813 | 4.70 | 12787 | 5.04 | 13656 | 5.15 |
| Other time | 19061 | 4.61 | 19992 | 4.96 | 15461 | 5.02 |
| On demand | 2581 | 4.14 | 2357 | 4.74 | 2360 | 2.69 |
| Total interest-bearing deposits in offices outside the U.S. | 44000 | 4.35 | 49044 | 4.95 | 46254 | 4.79 |
| NONINTEREST-BEARING DEPOSITS |  |  |  |  |  |  |
| From banks in foreign countries | 105 |  | 222 |  | 121 |  |
| From foreign governments and official institutions | 2 |  | - |  | 2 |  |
| Other demand | 445 |  | 562 |  | 329 |  |
| Total non-interest-bearing deposits in offices outside the U.S. | 552 |  | 784 |  | 452 |  |

Foreign-country-related deposits in offices in the U.S. totaled approximately
$\$ 0.3$ billion as of December 31, 1999; \$0.8 billion as of December 31, 1998; and $\$ 0.6$ billion as of December 31, 1997.

This table presents a profile of the maturities of time certificates of deposit and other time deposits in denominations of $\$ 100,000$ or more as of December 31, 1999.

|  | Within three | After three months but | After six months but within | After one |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| In millions: December 31, 1999 | months | within six | one year | year | Total |

OFFICES IN THE U.S.


OFFICES OUTSIDE THE U.S.

| Time certificates of deposit | 4 | 557 | 678 | 99 |  | 252 |  | 586 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other time deposits | 19 | 101 | 970 | 559 | 1 | 752 | 22 | 382 |
|  | 23 | 658 | 1648 | 658 | 2 | 004 | 27 | 968 |

PURCHASED FUNDS AND OTHER BORROWINGS
Purchased funds and other borrowings are detailed in the following table.

| In millions |  | 1999 |  | 1998 |  | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SECURITIES SOLD UNDER AGREEMENTS TO REPURCHASE |  |  |  |  |  |  |
| Balance at year-end |  | 950 |  | 784 | \$53 | 202 |
| Average balance |  | 928 |  | 534 |  | 163 |
| Maximum month-end balance |  | 315 |  | 740 |  | 447 |
| Average interest rate: |  |  |  |  |  |  |
| During year |  | 4.89\% |  | 5.45\% |  | 5.24\% |
| At year-end |  | 4.37 |  | 4.76 |  | 5.99 |
| FEDERAL FUNDS PURCHASED (DAY-TO-DAY) |  |  |  |  |  |  |
| Balance at year-end | \$ | 743 | \$ | 584 |  | 602 |
| Average balance |  | 911 |  | 003 |  | 958 |
| Maximum month-end balance |  | 785 |  | 770 |  | 186 |
| Average interest rate: |  |  |  |  |  |  |
| During year |  | 5.55\% |  | 5.63\% |  | 5.56\% |
| At year-end |  | 4.56 |  | 5.24 |  | 6.43 |
| COMMERCIAL PAPER |  |  |  |  |  |  |
| Balance at year-end |  | 854 | \$ 6 | 637 |  | 622 |
| Average balance |  | 047 | 9 | 682 |  | 858 |
| Maximum month-end balance |  | 774 |  | 738 | 6 | 622 |
| Average interest rate: |  |  |  |  |  |  |
| During year |  | 5.26\% |  | 5.57\% |  | $5.39 \%$ |
| At year-end |  | 5.59 |  | 5.19 |  | 5.78 |
| OTHER LIABILITIES FOR BORROWED MONEY |  |  |  |  |  |  |
| Federal funds purchased (term) : |  |  |  |  |  |  |
| Balance at year-end |  | \$590 | \$ | 460 |  | 465 |
| Average balance |  | 347 |  | 689 |  | 435 |
| Maximum month-end balance |  | 915 |  | 495 |  | 465 |
| Average interest rate: |  |  |  |  |  |  |
| During year |  | 5.16\% |  | 5.66\% |  | $5.71 \%$ |
| At year-end |  | 6.00 |  | 5.29 |  | 5.79 |
| Other: |  |  |  |  |  |  |
| Balance at year-end | \$ 9 | 668 |  | 055 |  | 711 |
| Average balance |  | 141 |  | 620 |  | 813 |
| Maximum month-end balance |  | 559 |  | 407 |  | 107 |
| Average interest rate: |  |  |  |  |  |  |
| During year |  | 7.63\% |  | 6.90\% |  | $6.02 \%$ |
| At year-end |  | 7.67 |  | 6.39 |  | 4.78 |

We computed average interest rates during each year by dividing total interest expense by the average amount borrowed. Average interest rates at year-end are average rates for a single day and, as such, may reflect one-day market distortions that are not indicative of generally prevailing rates. Original maturities of securities sold under agreements to repurchase are usually not more than six months. Original maturities of commercial paper are generally not more than nine months. Other liabilities for borrowed money tend to have original maturities of one year or less.

The net proceeds from the issuance of J.P. Morgan's long-term debt may be used for general corporate purposes. This includes investing in equity and debt securities and advancing funds to our subsidiaries. We have the option to redeem certain debt, before it matures, at specified prices.

LONG-TERM DEBT QUALIFYING AS RISK-BASED CAPITAL
Long-term debt that qualifies as risk-based capital generally must be unsecured and subordinated with an original weighted-average maturity of at least five years. Subordinated debt would be junior in right of payment to all other indebtedness in the event of our liquidation. The following table presents long-term debt that qualifies as risk-based capital. It represents all our subordinated issues as of December 31.

| In millions | J.P. Morgan (parent) |  |  | Morgan Guaranty |  |  | Total debt outstanding |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Fixed Fl } \\ & \text { rate } \end{aligned}$ | Floating rate |  | Fixed rate | $\begin{array}{r} \text { Floating } \\ \text { rate } \end{array}$ |  | 1999 |  | 1998 |
| CONTRACTUAL MATURITY DATE |  |  |  |  |  |  |  |  |  |  |
| 2000 | \$ | - | \$200 | \$ | - | \$ | \$ | 200 |  | 200 |
| 2002 |  | 200 | 446 |  | 211 | - |  | 857 |  | 859 |
| 2003 |  | 218 | - |  | - | - |  | 218 |  | 228 |
| 2004 |  | 671 | - |  | - | - |  | 671 |  | 662 |
| 2005-2009 |  | 2535 | 294 |  | - | - |  | 829 |  | 1833 |
| Thereafter |  | 1 101(a) | ) 255 |  | - | - |  | 356 |  | 1332 |
|  |  |  |  |  |  |  |  | 131 |  | 5114 |
| Less: amortization for risk-based capital purposes(b) | Less: amortization for risk-based capital |  |  |  |  |  |  | (929) |  | (544) |
| Total long-term debt qualifying as risk-based capital |  |  |  |  |  |  |  | 202 |  | 4570 |

(a) Amounts include $\$ 323$ million of outstanding zero-coupon notes as of December 31, 1999. The principal amount of these notes is $\$ 2,396$ million, of which $\$ 10$ million matures in 2017, $\$ 2,250$ million matures in 2027, $\$ 100$ million matures in 2028, and $\$ 36$ million matures in 2038 . The weighted-average yield to maturity on the notes, which do not bear interest, is $5.21 \%$. The carrying value increases as the discount on the notes is accreted to interest expense.
(b) The balance of debt qualifying as risk-based capital is reduced $20 \%$ per year during each of the last five years prior to maturity.

LONG-TERM DEBT NOT QUALIFYING AS RISK-BASED CAPITAL
The following table presents long-term debt that does not qualify as risk-based capital. Most of the debt in this table is senior debt as of December 31. Senior debt has a higher claim on our assets than junior or subordinated debt.

| In millions | J.P. Morgan (parent) |  |  |  | Morgan Guaranty |  |  |  | Total debt outstanding |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fixed rate |  | ting rate |  | Fixed Fl rate |  |  |  | 1999 |  | 998 |
| CONTRACTUAL MATURITY DATE |  |  |  |  |  |  |  |  |  |  |  |  |
| 1999 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$10 | 314 |
| 2000 |  | 1 745(a) |  | 283 |  | 642 |  | 535 |  | 205 |  | 848(a) |
| 2001 |  | 814 |  | 158 |  | 947 |  | 531 |  |  | 2 | 600 |
| 2002 |  | - |  | 754(d) |  | 500 |  | - | 1 | 254 |  | 591 |
| 2003 |  | 351 |  | 168 |  | 323 |  | - |  | 842 |  | 902 |
| 2004 |  | 357 | 1 | 151 |  | 310 |  | 102 |  |  |  | 381 |
| 2005-2009 |  | 969(b) |  | 430 |  | - |  | 689 |  |  |  | 536(b) |
| Thereafter . |  | 404(c) |  | 158 |  | 264(e) |  | 227 |  |  | 1 | 048(c)(f) |
| British pound financing obligation(g) |  |  |  |  |  |  |  |  |  | 307 |  | 273 |
| Add: amortization for risk-based capital |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total long-term debt not qualifying as risk-based capital |  |  |  |  |  |  |  |  |  |  |  |  |

(a) Amounts include $2.5 \%$ cumulative Series A Commodity-Indexed Preferred Securities (ComPS) with a face value of $\$ 50$ million; a carrying value of $\$ 40.2$ million and $\$ 50$ million as of December 31, 1999 and 1998, respectively; and a maturity date, which may change as defined, of October 16, 2000. J.P. Morgan Index Funding Company I (JPMIFC), a wholly owned subsidiary of J.P. Morgan, is the issuer of the ComPS. The ComPS redemption price is indexed to the JPMCI Crude Oil Total Return Index and may be more or less than the face amount of the ComPS. The proceeds of the sale of ComPS and JPMIFC's common stock were used by JPMIFC to purchase $\$ 50$ million, $2.5 \%$ Series A Intercompany Notes (Intercompany Notes) of Morgan Guaranty. The Intercompany Notes are the sole assets of JPMIFC and have the same terms as the ComPS. The obligations of J.P. Morgan under agreements with JPMIFC, as defined, constitute a full and unconditional guarantee, on a subordinated basis, of payments due on the ComPS.
(b) Includes notes maturing in 2008-2009 for which the interest rates were reset during 1998 for the following 10 -year term based on the interest rate for 10-year U.S. Treasury securities at that time. The carrying amount of these notes was $\$ 425$ million as of December 31, 1999 and 1998.
(c) Amounts include a convertible mortgage loan with a carrying value of $\$ 404$ million and $\$ 405$ million as of December 31, 1999 and 1998, respectively. The interest rate on the loan increases $0.5 \%$ every four years from $7 \%$, as set in 1988, to $9 \%$ in 2004. After 2008, the rate will be fixed based on the interest rate for 10 -year U.S. Treasury securities at that time. Beginning in 2008 the loan may be converted, at the option of the lender, into a $49 \%$ interest in the J.P. Morgan building at 60 Wall Street. If the loan is converted, J.P. Morgan will have the option to lease the property for seven 10-year terms. J.P. Morgan has the right to prepay the debt if the lender does not exercise the conversion option. The loan is collateralized by the 60 Wall Street building owned by Morgan Guaranty.
(d) Amounts include Series B Commodity-Indexed Preferred Securities (ComPS) with a face value of $\$ 70.2$ million; a carrying value of $\$ 70.2$ million at December 31, 1999; and a maturity date, which may change as defined, of March 4, 2002. J.P. Morgan Index Funding Company I (JPMIFC), a wholly owned subsidiary of J.P. Morgan, is the issuer of the ComPS. The proceeds of the sale of ComPS and JPMIFC's common stock were used by JPMIFC to purchase $\$ 70.2$ million, Series B Intercompany Notes (Intercompany Notes) of Morgan Guaranty. The Intercompany Notes including those in note (a) above are the sole assets of JPMIFC and have the same terms as the ComPS. The obligations of J.P. Morgan under agreements with JPMIFC, as defined, constitute a full and unconditional guarantee, on a subordinated basis, of payments due on the CompPS.
(e) Amounts represent $\$ 264$ million of outstanding zero-coupon notes as of December 31, 1999. The principal amount of these notes is $\$ 2,951$ million. The weighted-average yield to maturity on the notes, which do not bear interest, is $16.51 \%$. The carrying value increases as the discount on the notes is accreted to interest expense.
(f) Amounts represent $\$ 306$ million of outstanding zero-coupon notes as of December 31, 1998. The principal amount of these notes is $\$ 3,221$ million. The weighted-average yield to maturity on the notes, which do not bear interest, is $14.56 \%$. The carrying value increases as the discount on the notes is accreted to interest expense.
(g) Represents the sale of a $52.5 \%$ interest in J.P. Morgan's office building complex in London. The transaction is treated as a financing obligation, which is being partly amortized over a 25 -year period, corresponding with J.P. Morgan's initial lease term for the entire complex. A residual liability is maintained and is treated as a 25 year participating mortgage in accordance with the provisions of SOP 97-1. J.P. Morgan has renewal options to lease this space for an additional 50 years. The lease contains escalation clauses under which rental payments will be redetermined every five years, beginning after year 15. Interest on the financing obligation is imputed annually at an effective rate that varies depending on then-current rental rates in the London real estate market. The table below presents the aggregate amounts of minimum cash payments (at the December 31, 1999, exchange rate) to be applied to the financing obligation for each of the five years subsequent to December 31, 1999, and thereafter.

| In millions |  |
| :---: | :---: |
| 2000 | \$25 |
| 2001 | 26 |
| 2002 | 27 |
| 2003 | 27 |
| 2004 | 27 |
| Thereafter | 411 |
| Total cash payments | 543 |
| Less: interest | (236) |
| Balance outstanding | 307 |

(h) The balance of debt qualifying as risk-based capital is reduced $20 \%$ per year during each of the last five years prior to maturity.
respectively. Of this amount, $\$ 3,871$ million and $\$ 4,189 \mathrm{million}$ were fixed-rate instruments, while $\$ 2,588$ million and $\$ 754$ million were floating-rate instruments, as of December 31, 1999 and 1998, respectively.

Also included in these long-term debt tables are notes issued under J.P. Morgan's domestic and euro-medium term notes programs totaling $\$ 9,713$ million and $\$ 9,884$ million as of December 31, 1999 and 1998, respectively. Based solely on contractual terms, the weighted-average interest rate of these issues was $6.27 \%$ and $5.42 \%$ as of December 31,1999 and 1998, respectively. Maturities of these issues as of December 31, 1999, range from 2000 to 2038.

The ranges of interest rates associated with long-term debt as of December 31 are summarized in the following table for 1999 and 1998. They are based on the yield to maturity for zero-coupon notes and contractual terms for all other issues.

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| U.S. dollar fixed-rate issues | 2.50 | 10.00\% | 2.50 | - 10.00\% |
| U.S. dollar floating-rate issues(a) | 1.00 | 8.50 | 4.97 | - 8.00 |
| Non-U.S. dollar fixed-rate issues | 1.00 | 22.00 | 2.00 | - 22.00 |
| Non-U.S. dollar floating-rate issues(a) | 1.15 | 9.13 | 1.00 | 9.84 |

(a) Floating rates are determined by formulas and may be subject to certain minimum or maximum rates

The weighted-average interest rate for total long-term debt was $7.81 \%$ and $6.50 \%$ as of December 31, 1999 and 1998, respectively. In order to modify exposure to interest rate and currency exchange rate movements, J.P. Morgan utilizes derivative instruments, primarily interest rate and currency swaps, in conjunction with some of its debt issues. The effect of these instruments used to modify this is included in the calculation of interest expense on the associated debt. The weighted-average interest rate for total long-term debt, including the effects of the related derivative instruments, was $6.20 \%$ and $5.51 \%$ as of December 31, 1999 and 1998, respectively.

## 5. INCOME TAXES


The following table presents the current and deferred portions of income tax expense included in the "Consolidated statement of income."

|  | 1999 |  |  |  |  | 1998 |  |  |  |  |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | Current Deferred |  |  | Total |  | Current |  | Deferred | Total | Current | Deferred | Total |  |
| INCOME TAX EXPENSE (BENEFIT) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. | \$ | 392 | (\$ 16) | \$ | 376 | \$ |  | (\$366) | (\$346) | \$221 | (\$151) | \$ | 70 |
| oreign |  | 641 | (24) |  | 617 |  | 794 | (53) | 741 | 539 | 7 |  | 546 |
| State and local |  | 43 | 23 |  | 66 |  | 66 | (7) | 59 | 106 | (33) |  | 73 |
|  |  | 076 | (17) |  | 059 |  | 880 | (426) | 454 | 866 | (177) |  | 689 |

The income tax (benefit)/expense related to net realized gains and write-downs
for other-than-temporary impairments in value on debt and equity investment securities, excluding securities in SBICs, was (\$77 million) in 1999, \$60 million in 1998, and $\$ 137$ million in 1997

The table below presents the components of deferred tax assets and liabilities as of December 31 for 1999, 1998, and 1997.

| In millions: December 31 | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| DEFERRED TAX ASSETS |  |  |  |
| Compensation and benefits | \$1 376 | \$1 173 | \$ 971 |
| Foreign tax credit carry forward |  |  |  |
| (\$130 expiring in 2003; \$155 expiring in 2004) | 285 | 200 | - |
| Allowances for credit losses and other valuation adjustments | 156 | 363 | 430 |
| Write-down of equity investment securities | 125 | 31 | 22 |
| Foreign operations | 52 | 105 | 62 |
| Other | 340 | 279 | 244 |
| Total deferred tax assets before valuation allowance | 2334 | 2151 | 1729 |
| Less: valuation allowance(a) | 120 | 120 | 120 |
| Total deferred tax assets | 2214 | 2031 | 1609 |
| DEFERRED TAX LIABILITIES |  |  |  |
| Gains on debt and equity investment securities | 405 | 434 | 521 |
| Unremitted earnings | 150 | 104 | 91 |
| Lease financing transactions | 120 | 130 | 144 |
| Other | 174 | 129 | 165 |
| Total deferred tax liabilities | 849 | 797 | 921 |

J.P. Morgan recorded an income tax liability of $\$ 12$ million, $\$ 87$ million, and $\$ 256$ million as of December 31, 1999, 1998, and 1997, respectively, related to the net unrealized gains on investment securities classified as available-for-sale.

The following table displays a reconciliation of the difference between the expected U.S. statutory income tax rate and J.P. Morgan's effective income tax rate.

| Percentage of pretax income | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| U.S. statutory tax rate | 35.0\% | 35.0\% | 35.0\% |
| Increase (decrease) due to: |  |  |  |
| State and local taxes, net of U.S. income tax effects | 1.4 | 2.7 | 2.2 |
| Tax-exempt income | (3.3) | (7.7) | (4.9) |
| Other | 0.9 | 2.0 | (0.3) |
| Effective tax rate | 34.0 | 32.0 | 32.0 |

## 26. COMPANY-OBLIGATED MANDATORILY REDEEMABLE PREFERRED SECURITIES OF SUBSIDIARIES

In November 1996 JPM Capital Trust I (Trust I) issued $\$ 750$ million of cumulative capital securities (trust preferred securities) with a fixed rate of $7.54 \%$. In January 1997 JPM Capital Trust II (Trust II) issued $\$ 400$ million of trust preferred securities with a fixed rate of $7.95 \%$. Trust I and Trust II are wholly owned subsidiaries of J.P. Morgan.

The trust preferred securities:

-     - have a stated value and liquidation preference of $\$ 1,000$ per share
-     - have no voting rights
-     - qualify as tier 1 capital under current Federal Reserve guidelines

Trust I used the proceeds from the sale of its $7.54 \%$ trust preferred securities and the sale of its common stock to J.P. Morgan to purchase $\$ 773.2$ million of 7.54\% junior subordinated debentures (intercompany debentures) of J.P. Morgan. Trust II used the proceeds from the sale of its $7.95 \%$ trust preferred securities and the sale of its common stock to J.P. Morgan to purchase $\$ 412.4$ million of intercompany debentures of J.P. Morgan. The intercompany debentures are unsecured and rank subordinate and junior in right of payment to all other debt, liabilities, and obligations of J.P. Morgan. Therefore, their claim on J.P. Morgan's assets comes after all of J.P. Morgan's other obligations are fulfilled. The intercompany debentures represent the sole assets of Trust $I$ and Trust II.

Interest on each of the trust preferred securities is cumulative, payable semiannually, and fully and unconditionally guaranteed by J.P. Morgan - but only if, and to the extent that, the semiannual interest payments are made on the intercompany debentures by J.P. Morgan. The obligations of J.P. Morgan under the trust agreements, as defined, constitute a full and unconditional guarantee by J.P. Morgan of the trusts' obligations under the trust preferred securities issued.

The $\$ 773.2$ million $7.54 \%$ intercompany debentures mature on January 15, 2027. Upon approval from the Federal Reserve, J.P. Morgan has the right to redeem the $7.54 \%$ intercompany debentures, starting on January 15, 2007. They can be redeemed at $103.77 \%$ of the stated liquidation preference amount on or after January 15, 2007, with this price declining $0.377 \%$ per year until January 15 , 2017. After January 15, 2017, the price will equal $100 \%$ of the stated liquidation preference amount.

The $\$ 412.4$ million $7.95 \%$ intercompany debentures mature on February 1, 2027. Upon approval from the Federal Reserve, J.P. Morgan has the right to redeem the 7.95\% intercompany debentures, starting on February 1, 2007. They can be redeemed at $103.975 \%$ of the stated liquidation preference amount on or after February 1, 2007, with this price declining $0.398 \%$ per year until February 1 , 2017. After February 1, 2017, the price will equal $100 \%$ of the stated liquidation preference amount.

Proceeds from any redemption or maturity of the intercompany debentures held by Trust $I$ or Trust II would cause a mandatory redemption of the respective trust preferred securities of Trust $I$ or Trust II, having an aggregate liquidation amount equal to the principal amount of respective intercompany debentures redeemed.

## 46

In accordance with Securities and Exchange Commission Staff Accounting Bulletin
No. 53, J.P. Morgan is not required to disclose separate financial statements
for Trusts I and II because they are wholly owned, have no independent operations, and are issuing securities that contain a full and unconditional guarantee of their parent, J.P. Morgan.

The proceeds from the issuance of the $7.54 \%$ trust preferred securities were used in 1997 to purchase $\$ 750$ million of J.P. Morgan common stock in the open market or through privately negotiated transactions. This action was approved by the Board of Directors in December 1996.

## 27. PREFERRED STOCK

Authorized shares of preferred stock totaled 10,000,000 as of December 31, 1999 and 1998. With the exception of fixed cumulative preferred stock, Series H shares, J.P. Morgan may redeem the outstanding preferred stock, in whole or in part, at its option, for the stated value plus accrued and unpaid dividends. The Series H shares may not be redeemed before March 31, 2006. All preferred stock has a dividend preference over other stock in the paying of dividends, holds a preference in the liquidation of assets, and is generally nonvoting. This table presents preferred stock outstanding as of December 31, 1999 and 1998.

(a) Series A: The quarterly dividend rate is determined by a formula based on the interest rates of certain actively traded U.S. Treasury obligations. In no event will the quarterly rate be less than $5.00 \%$ or greater than $11.50 \%$ per annum. The Series A preferred stock qualifies as tier I capital.

Series B, C, D, E, and F: Dividend rates for each series are determined periodically by either auction or remarketing. The dividend rates may not exceed certain maximums that are $110 \%$ to $200 \%$ of various market interest rates, depending on the prevailing credit rating of the instrument at the dividend determination dates and the duration of the then-current dividend periods. The dividend periods may vary from one day to 30 years, depending on the dividend determination method used. During 1999 and 1998 J.P. Morgan reset the dividend rates approximately every 49 days. The dividend rates stated above represent the range of those in effect at year-end. These series of preferred stock qualify as tier II capital.

Series H: The quarterly dividend rate is paid at the fixed rate of $6.625 \%$ per annum. The Series H preferred stock qualifies as tier I capital.

## 28. CAPITAL REQUIREMENTS

J.P. Morgan, its subsidiaries, and certain foreign branches of its bank subsidiary Morgan Guaranty Trust Company of New York are subject to regulatory capital requirements of U.S. and foreign regulators. Our primary federal banking regulator, the Board of Governors of the Federal Reserve System (Federal Reserve Board), establishes minimum capital requirements for J.P. Morgan, the consolidated bank holding company, and some of our subsidiaries, including Morgan Guaranty. These requirements ensure that banks and bank holding companies meet specific guidelines that involve quantitative measures of assets, liabilities, and certain off-balance-sheet items as calculated under generally accepted accounting principles. Failure to meet these requirements can result in actions by regulators that could have a direct material impact on our financial statements. The capital of J.P. Morgan and our principal subsidiaries, Morgan Guaranty and J.P. Morgan Securities Inc. (JPMSI), exceeded the minimum requirements set by each regulator as of December 31, 1999.
J.P. Morgan's risk-based capital ratios are calculated in accordance with the Federal Reserve Board's market risk capital guidelines. These guidelines require our risk-based capital ratios to take into account general market risk and specific issuer risk of our debt and equity trading portfolios, as well as general market risk associated with all trading and nontrading foreign exchange and commodity positions. The guidelines, however, continue to exclude the effect of SFAS No. 115. The calculation of risk-based capital ratios for J.P. Morgan, the bank holding company, includes the capital and assets of JPMSI, our section 20 subsidiary.

The following tables show the risk-based capital and leverage ratios and amounts
for J.P. Morgan and Morgan Guaranty as of December 31, 1999 and 1998.

|  | 1999 |  |  | 1998 |
| :---: | :---: | :---: | :---: | :---: |
| Dollars in millions: December 31 | Amounts(a) | Ratios(b) | Amounts(c) | Ratios(b) |
| Tier I capital |  |  |  |  |
| J.P. Morgan | \$11 525 | 8.8\% | \$11 213 | 8.0\% |
| Morgan Guaranty | 10508 | 9.2 | 10337 | 8.7 |
| Total risk-based capital |  |  |  |  |
| J.P. Morgan ......... | 16935 | 12.9 | 16454 | 11.7 |
| Morgan Guaranty | 13863 | 12.1 | 14251 | 12.0 |
| Leverage |  |  |  |  |
| J.P. Morgan |  | 4.7 |  | 3.9 |
| Morgan Guaranty |  | 6.7 |  | 5.3 |

(a) For capital adequacy purposes, J.P. Morgan and Morgan Guaranty required minimum tier I capital of $\$ 5.3$ billion and $\$ 4.6$ billion, respectively, as of December 31, 1999. The required minimum total risk-based capital for J.P. Morgan and Morgan Guaranty was $\$ 10.5$ billion and $\$ 9.1$ billion, respectively, as of December 31, 1999.
(b) Pursuant to Federal Reserve Board guidelines, the minimum tier I capital, total risk-based capital, and leverage ratios are $4 \%$, $8 \%$, and $3 \%$, respectively, for bank holding companies and banks.
(c) For capital adequacy purposes, J.P. Morgan and Morgan Guaranty required minimum tier I capital of $\$ 5.6$ billion and $\$ 4.8$ billion, respectively, as of December 31, 1998. The required minimum total risk-based capital for J.P. Morgan and Morgan Guaranty was $\$ 11.2$ billion and $\$ 9.5$ billion, respectively, as of December 31, 1998.
J.P. MORGAN RISK-BASED CAPITAL

The following table shows the components of J.P. Morgan's risk-based capital as of December 31, 1999 and 1998

|  | December 31(a) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 1999 |  | 1998 |  |
| Common stockholders' equity | \$10 | 703 | \$10 | 422 |
| Adjustable and fixed-rate cumulative preferred stock |  | 444 |  | 444 |
| Company-obligated mandatorily redeemable preferred securities of subsidiaries | 1 | 150 |  | 150 |
| Less: investments in certain subsidiaries and goodwill(b) |  | 772 |  | 803 |
| TIER I CAPITAL |  |  |  | 213 |
| Variable cumulative preferred stock |  | 248 |  | 248 |
| Long-term debt qualifying as risk-based capital |  |  |  | 570 |
| Qualifying allowances for credit losses and other valuation adjustments |  | 432 |  | 906 |
| Less: investments in certain subsidiaries(b) |  | 472 |  | 483 |
| TIER II CAPITAL |  | 410 |  | 241 |
| TOTAL RISK-BASED CAPITAL |  | 935 |  | 454 |

(a) Certain amounts are adjusted to reflect regulatory rules.
(b) Certain portions of our investments in certain subsidiaries are deducted from both tier I and tier II capital.

## CAPITAL CATEGORIES

Bank regulators use five capital category definitions for regulatory supervision purposes. The categories range from "well capitalized" to "critically undercapitalized." A bank is considered well capitalized if it has minimum tier I capital, total capital, and leverage ratios of $6 \%, 10 \%$, and $5 \%$, respectively, under standards provided by the regulatory framework for prompt corrective action and the Federal Reserve Board.

Bank holding companies also have guidelines that determine the capital levels at which they shall be considered well capitalized. According to these guidelines, a bank holding company is considered well capitalized if it has minimum tier I capital, total capital, and leverage ratios of $6 \%, 10 \%$, and $3 \%$, respectively.

As of December 31, 1999 and 1998, the ratios of J.P. Morgan and Morgan Guaranty exceeded the minimum standards required for a well capitalized bank holding company and bank, respectively. Management is aware of no conditions or events that have occurred since December 31, 1999, which would change J.P. Morgan's and

(a) Also includes amount of risk adjusted assets related to credit risk associated with nontrading derivatives, which is not significant.

NET CAPITAL REQUIREMENT OF JPMSI
J.P. Morgan Securities Inc. (JPMSI) is subject to the Securities and Exchange Commission (SEC) Uniform Net Capital Rule, which requires it to maintain a minimum net capital. JPMSI has elected to compute its net capital requirement in accordance with the Alternative Method under SEC Rule 15c3-1(a)(ii), which requires a broker or dealer to maintain at all times net capital, as defined, at the greater of $\$ 1$ million or $2 \%$ of aggregate debit items arising from customer transactions.

As of December 31, 1999 and 1998, JPMSI had net capital, as defined under such rules, of $\$ 1,117$ million and $\$ 1,023$ million, respectively, compared with net capital requirements of $\$ 127$ million and $\$ 76$ million, respectively. As a result, JPMSI had excess net capital of $\$ 990$ million and $\$ 947$ million as of December 31, 1999 and 1998, respectively.

## 29. EMPLOYEE BENEFITS

DEFINED BENEFIT PLANS
We have noncontributory defined benefit pension plans covering most of our regular employees. In addition, certain U.S. employees hired before February 1, 1989, may be eligible for postretirement health care and life insurance when they retire, though we have no contractual obligation to provide this coverage. Our cost to provide postretirement benefits to non-U.S. employees has not been material.

Pension plan assets are managed by trustees and are invested primarily in fixed-income securities, listed stocks, and commingled pension trust funds. Other postretirement benefit obligations are funded with corporate-owned life insurance (COLI) purchased on the lives of eligible employees and retirees. Assets of the COLI policy are held in a separate account with the insurance company. The insurance company invests the cash value of the policy in equities, bonds, and other debt securities. While we own the COLI policy, the COLI proceeds (death benefits, withdrawals, and other distributions) may be used only to reimburse J.P. Morgan for its net postretirement claim payments and related administrative expenses.

Assets of our funded pension plans exceeded their accumulated benefit obligations as of September 30, 1999 and 1998 (the dates of the actuarial valuations). Accumulated benefit obligations for unfunded pension plans were $\$ 59$ million as of September 30, 1999, and $\$ 66$ million as of September 30, 1998. The benefit obligations projected for these unfunded pension plans were $\$ 62$ million and $\$ 70$ million as of September 30, 1999 and 1998, respectively.

The following tables present information related to our benefit plans, including
amounts recorded on the "Consolidated balance sheet" and the components of net periodic benefit cost. Settlement gains resulted mainly from the conversion of several pension plans from defined benefit to defined contribution. Curtailment gains reflect reduced liabilities due to employee terminations.

|  | Pension benefits |  | Other postretirement benefits |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 1999 | 1998 | 1999 | 1998 |
| RECONCILIATION OF BENEFIT OBLIGATION |  |  |  |  |
| Benefit obligation, beginning of year | \$1 468 | \$1 345 | \$ 218 | \$ 210 |
| Service cost | 52 | 63 | 4 | 5 |
| Interest cost | 91 | 94 | 14 | 15 |
| Participant contributions | 1 | -- | -- | -- |
| Benefits paid | (113) | (67) | (9) | (10) |
| Actuarial (gains)/losses | (125) | 84 | (25) | 15 |
| Plan amendments |  | 10 | (5) | (12) |
| Settlements | -- | (53) | -- | - |
| Curtailments | (5) | (17) | (2) | (5) |
| Effect of foreign exchange rates | (5) | 9 | -- | -- |
| Benefit obligation at end of year | 1364 | 1468 | 195 | 218 |
| RECONCILIATION OF FAIR VALUE OF PLAN ASSETS |  |  |  |  |
| Fair value of plan assets, beginning of year | 1645 | 1555 | 222 | 168 |
| Actual return on plan assets | 239 | 78 | 43 | 18 |
| Employer contributions | 19 | 84 | 81 | 40 |
| Participant contributions | 1 | -- | -- | -- |
| Benefits paid | (110) | (64) | -- | -- |
| Plan expense | (2) | -- | -- | -- |
| COLI proceeds | -- | -- | (13) | (4) |
| Settlements | -- | (16) | -- | -- |
| Effect of foreign exchange rates | (8) | 8 | -- | -- |
| Fair value of plan assets at end of year | 1784 | 1645 | 333 | 222 |
| FUNDED STATUS |  |  |  |  |
| Funded status as of September 30 | 419 | 177 | 137 | 4 |
| Unrecognized net actuarial (gains) | (312) | (84) | (124) | (85) |
| Unrecognized prior service cost | 30 | 34 | (13) | (12) |
| Unrecognized net asset at transition | (6) | (14) | -- | -- |
| Fourth-quarter expense | (1) | (6) | -- | -- |
| Fourth-quarter contributions | 7 | 6 | (3) | 79 |
| Fourth-quarter net benefit claims | -- | -- | 2 | 2 |
| Net amount recognized | 137 | 113 | (1) | (12) |

The following table provides the amounts recognized in the "Consolidated balance
sheet" as of December 31 of both years.

|  | Pension benefits |  | Other postretirement benefits |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| In millions | 1999 | 1998 | 1999 |  | 998 |
| Prepaid benefit cost recorded in Other assets | \$ 230 | \$ 213 | \$ 16 | \$ | - |
| Accrued benefit liability recorded in Accounts | (93) | (100) | (17) |  | (12) |
| Net amount recognized | 137 | 113 | (1) |  | (12) |

The following table provides the components of net periodic benefit cost for the
plans reflected in Employee compensation and benefits in the "Consolidated
statement of income" for fiscal years 1999, 1998, and 1997.


The following table shows the assumptions used in the measurement of the firm's
benefit obligation.

|  | Pension benefits |  |  |  | Other postretirement benefits |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 | 1998 | 1997 | 1999 | 1998 | 1997 |
| WEIGHTED-AVERAGE ASSUMPTIONS AS OF SEPTEMBER 30 |  |  |  |  |  |  |
| Discount rate | 7.0\% | 6.3\% | 7.0\% | 7.5\% | 6.5\% | 7.3\% |
| Expected return on plan assets | 8.7 | 8.7 | 8.7 | 9.0 | 9.0 | 9.0 |
| Rate of compensation increase. | 3.6 | 3.6 | 4.7 | 3.6 | 3.8 | 4.8 |

For measurement purposes, a $10.0 \%$ annual rate of increase in the per capita cost of covered health care benefits was assumed for 2000 . The rate was assumed to decrease gradually each year to a rate of $5.5 \%$ in 2010 and to remain at that level thereafter.

Assumed health care cost trend rates have a significant effect on the amounts reported for the health care plans. A $1 \%$ change in assumed health care cost trend rates would have the following effects:

| In millions | 1\% increase | 1\% decrease |
| :---: | :---: | :---: |
| Effect on annual expense | \$ 2 | \$ (1) |
| Effect on benefit obligations | 15 | (12) |

## DEFINED CONTRIBUTION PLANS

J.P. Morgan maintains several defined contribution pension plans. The most significant is the Deferred Profit Sharing/401(k) Plan, covering substantially all U.S. employees. We contribute to this plan based on our financial performance, and participants may make pretax contributions to tax-deferred investment portfolios. Non-U.S. defined contribution plans are administered in accordance with local laws. Total expense, which represents J.P. Morgan's contribution for these plans, was $\$ 53$ million for 1999, $\$ 28$ miliion for 1998, and $\$ 27$ million for 1997.
J.P. Morgan's stock option and stock award plans provide for the grant of stock-related awards to key employees, including stock options, restricted stock awards, stock bonus awards, stock unit awards, and deferred stock payable in stock.

To satisfy awards granted under stock option and stock award plans, we may make common stock available from authorized but unissued shares. We may also purchase shares in the open market at various times during the year. Shares available for future grants under the Stock Incentive Plans totaled 9,110,950 as of December 31, 1999. A portion of these shares may be made available from treasury shares. Shares authorized for future grants under the Stock Bonus Plan represent 6.5\% of outstanding shares. All shares authorized under the Stock Bonus Plan must be settled in treasury shares. Compensation cost recognized for our stock award plans in the "Consolidated statement of income" for 1999, 1998, and 1997 was $\$ 659$ million, $\$ 327$ million, and $\$ 381$ million, respectively.

If we had determined compensation cost for our stock-based compensation plans based on fair value at the award grant dates consistent with the method of SFAS No. 123, the net income and earnings per share for 1999, 1998 and 1997 would approximate the pro forma amounts in the following table.

| In millions, except share data |  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: |
| Net income(a) | As reported | \$2 055 | \$963 | \$1 465 |
|  | Pro forma | 1962 | 913 | 1418 |
| Basic earnings per share | As reported | \$11.16 | \$5.08 | \$7.71 |
|  | Pro forma | 10.65 | 4.81 | 7.46 |
| Diluted earnings per share | As reported | \$10.39 | \$4.71 | \$7.17 |
|  | Pro forma | 9.91 | 4.45 | 6.94 |

(a) For pro forma purposes, the fair value of stock option awards is amortized over the relative vesting periods; the fair value of other stock awards is generally expensed entirely in the year of performance to which it relates. As of December 31, 1999, 1998, and 1997, the unamortized expense, net of taxes, of nonvested options for pro forma purposes was $\$ 145$ million, $\$ 96$ million, and $\$ 62$ million, respectively.

## STOCK OPTIONS

Stock options under the Stock Incentive and Stock Bonus Plans are issued to employees at exercise prices not less than the market value of the stock on the grant date. In accordance with APB Opinion No. 25 and related Interpretations, no compensation cost has been recognized for fixed stock option plans. Stock options are generally exercisable one to five years following the date of grant and have a life of 10 years from the date of grant. Options generally vest ratably over the vesting period, which approximates 3 years on average.
J.P. Morgan uses a modified Black-Scholes option-pricing model to estimate the fair value of each option grant. We use this method because employee stock options are much different from traded options and because changes in subjective assumptions can materially affect the fair value estimate. The modified Black-Scholes model takes into account the estimated lives of the options and an expected dividend yield based on historical dividend rate increases.

The following weighted-average assumptions were used as inputs to the modified Black-Scholes model for grants in 1999, 1998, and 1997, respectively:
dividend-yield of 2.94\%, 2.93\%, and 3.26\%
five year monthly historical volatility of $26.1 \%, 19.3 \%$, and $16.7 \%$
risk-free interest rate of $5.71 \%, 5.57 \%$, and $6.35 \%$
expected life of seven years


The following table summarizes information about stock options outstanding and exercisable as of December 31, 1999.


Stock options are generally granted in the middle of the year.

## RESTRICTED STOCK AWARDS

Under the Stock Incentive and Stock Bonus Plans, we provide restricted stock awards in the form of share credits. Each share credit is equivalent to one share of J.P. Morgan common stock. Restricted stock awards generally become fully vested on the fifth anniversary of the award date.

The participant may receive the award payment as soon as the award has become vested, but it may be deferred pursuant to the participant's election or as specified by the committee of the Board of Directors that administers the plans, in each case subject to the discretion of such committee.

As of December 31, 1999, total share credits granted were 3,597,066, representing previously granted restricted stock awards; as of December 31, 1998 and 1997, this amount was $3,584,551$ share credits and $3,585,911$ share credits, respectively. These share credits include credits attributable to dividend equivalents. For the 1999 award year, 609,813 share credits were granted at the weighted-average fair value of $\$ 121.59$ per share. For the 1998 and 1997 award years, 222,693 and 422,594 share credits were granted at the weighted-average fair value of $\$ 107.00$ and $\$ 102.67$ per share, respectively.

## STOCK BONUS AWARDS

Under the Stock Incentive and Stock Bonus Plans, we provide stock bonus awards that are substantially similar to restricted stock awards, except that stock bonus awards granted since 1997 generally become fully vested on the second anniversary of the award date and are subject to an additional three-year holding period. (Stock bonus awards made before 1997 generally become fully vested on the third anniversary of the award date.) The participant may receive the award payment as soon as the award has become vested and the holding period, if applicable, has been satisfied, but it may be deferred pursuant to the participant's election or as specified by the committee of the Board of Directors administering the plans, in each case subject to the discretion of such committee.

As of December 31, 1999, 1998, and 1997, share credits representing previously granted stock bonus awards totaled 9,984,230, 8,348,763, and 5,890,648, respectively. These share credits include credits attributable to dividend equivalents. For the 1999 award year, $4,852,015$ share credits were granted at the weighted-average fair value of $\$ 122.90$ per share. For the 1998 and 1997 award years, $2,484,849$ and $3,079,353$ share credits were granted at the weighted-average fair values of $\$ 107.29$ and $\$ 101.47$ per share, respectively.

## STOCK UNIT AWARDS

Under the Stock Bonus Plan, we provide stock unit awards that are similar to restricted stock and stock bonus awards. However, the value of a stock unit award, not including the value of dividend equivalents accrued on the award, will never exceed (though it may be less than) the dollar value of the original award. Stock unit awards granted since 1997 generally become fully vested on the second anniversary of the award date and are subject to an additional three-year holding period. Stock unit awards granted before 1997 generally become fully vested on the third anniversary of the award date. The participant may receive the award payment as soon as the award has become vested and the holding period, if applicable, has been satisfied.

As of December 31, 1999, 1998, and 1997, share credits representing previously granted stock units totaled $384,645,421,991$, and 324,382 , respectively. These share credits include credits attributable to dividend equivalents. For the 1999 award year, 118,800 share credits were granted at the weighted-average fair value of $\$ 123.28$ per share. For the 1998 and 1997 award years, 75,741 and 172,459 share credits were granted at the weighted-average fair value of \$106.84 and $\$ 101.47$ per share, respectively.

## DEFERRED STOCK PAYABLE IN STOCK

J.P. Morgan's Incentive Compensation Plans allow eligible employees to defer all or a portion of their current annual incentive compensation into several types of accounts - including a J.P. Morgan common stock account. Deferral amounts are not subject to forfeiture. The amounts that employees defer into the J.P. Morgan common stock account are converted into share credits. They earn dividend equivalents during the deferral period. Commencing in the year following retirement or termination of employment, a participant's balance in the J.P. Morgan common stock account is distributed in the form of J.P. Morgan common stock.

As of December 31, 1999 and 1998, share credits payable in stock - including share credits attributable to dividend equivalents - totaled 2,397,620 and $2,426,232$ credits, respectively. For the 1999 award year, 117,946 share credits were granted at the weighted-average fair value of $\$ 126.63$ per share. For the 1998 and 1997 award years, 56,646 and 259,690 share credits were granted at the weighted-average fair value of $\$ 105.06$ and $\$ 112.85$ per share, respectively.

Except for options, stock awards are generally granted in January following the award year. In January 2000 5,146,223 share credits representing stock awards other than options were granted.

## PERFORMANCE PLAN

In July 1998 the firm adopted the 1998 Performance Plan of J.P. Morgan \& Co. Incorporated and Affiliated Companies ("Performance Plan"). Awards granted under the Performance Plan will be earned based on the achievement of firmwide performance goals (including significantly improved risk-adjusted returns, earnings growth, and expense management) during the 1998 - 2000 performance period. Unless determined otherwise, the awards, if any, will be paid in cash in January 2001.

Basic EPS is computed by dividing income available to common stockholders by the weighted-average number of common shares outstanding, which includes
contingently issuable shares for which all necessary conditions for issuance
have been satisfied. Diluted EPS includes the determinants of basic EPS and, in
addition, takes into account dilutive potential common shares that were
outstanding during the period.
The following table presents the computation of basic and diluted EPS for the
years ended December 31.


Earnings per share amounts are based on actual numbers before rounding.
(a) The dilutive effect of stock options was computed using the treasury stock method. This method computes the number of incremental shares by assuming the issuance of outstanding stock options, reduced by the number of shares assumed to be repurchased from the issuance proceeds, using the average market price of our common stock for the period. The related tax benefits are also considered.
(b) Options to purchase $6,055,500$ shares of our common stock at $\$ 135.72$ per share were outstanding as of December 31, 1999, but were not included in the computation of diluted EPS. The inclusion of such options using the treasury stock method would have an antidilutive effect on the diluted EPS calculation because the options' exercise price was greater than the average market price of our common shares for 1999. These options expire on July 15, 2009.
(c) Options to purchase $5,110,500$ shares of our common stock at $\$ 130.94$ per share were outstanding as of December 31, 1998, but were not included in the computation of diluted EPS. The inclusion of such options using the treasury stock method would have an antidilutive effect on the diluted EPS calculation because the options' exercise price was greater than the average market price of our common shares for 1998. These options expire on July 15, 2008.
(d) Weighted-average incremental shares for other stock awards include restricted stock and stock bonus awards. The related tax benefits are also considered. See note 30 for further information.
(e) Includes the dilutive effect of the $4.75 \%$ convertible debentures for 1998 and 1997, which matured at the end of 1998. 1999 includes the dilutive effect of transactions related to the purchase of treasury shares.

## 32. COMMITMENTS AND CONTINGENT LIABILITIES


PLEDGED ASSETS
Excluding mortgaged properties, assets on the "Consolidated balance sheet" of approximately $\$ 102.5$ billion as of December 31, 1999, and approximately $\$ 93.1$ billion as of December 31, 1998, were pledged as collateral for borrowings, to qualify for fiduciary powers, to secure public monies as required by law, and for other purposes.

RESALE AND REPURCHASE AGREEMENTS
As of December 31, 1999 and 1998, we had commitments to enter into future resale agreements of $\$ 4.3$ billion and $\$ 5.4$ billion, respectively; and commitments to enter into future repurchase agreements of $\$ 1.2$ billion and $\$ 6.3$ billion, respectively.

In compliance with rules and regulations established by domestic and foreign regulators, cash of $\$ 1,656$ million and $\$ 1,068$ million and securities with a market value of $\$ 3,031$ million and $\$ 3,207$ million were segregated in special bank accounts for the benefit of securities and futures brokerage customers as of December 31, 1999 and 1998, respectively.

RENTAL EXPENSE AND COMMITMENTS
Operating expenses include net rentals of $\$ 87$ million in 1999, $\$ 143$ million in 1998, and \$83 million in 1997.

As of December 31, 1999, our minimum rental commitments for noncancelable leases f premises and equipment are $\$ 1,043$ million in aggregate. Certain leases contain renewal options and escalation clauses. For each of the five years after December 31, 1999, our minimum rental commitments for noncancelable leases of premises and equipment are:

-     - \$111 million in 2000
- $\$ 94$ million in 2001
- $\$ 82$ million in 2002
- \$76 million in 2003
- $\$ 70$ million in 2004


## SUBSIDIARY AND AFFILIATE OBLIGATIONS

In the ordinary course of business, J.P. Morgan guarantees the performance of certain obligations of certain subsidiaries and affiliates. We do not expect that these agreements will have a material effect on the results of our operations.

LEGAL ACTION
Various legal actions and proceedings are pending against or involve J.P. Morgan and our subsidiaries. After reviewing with counsel all actions and proceedings pending against or involving us, management considers that the outcome of such matters will not have a material adverse effect on J.P. Morgan's financial condition.

## 33. INTERNATIONAL OPERATIONS

For financial reporting purposes, we divide our operations into domestic and international components. As these operations are highly integrated, estimates and subjective assumptions have been made to apportion revenue and expense between domestic and international components. In 1999, we changed our estimates and assumptions to be consistent with the allocations used for our business segments as reported in Note 3. Prior period amounts have been restated to reflect this allocation methodology.

ASSETS
In general, we distribute assets on the basis of counterparty location, with the exception of premises and equipment, which is allocated to the region in which the asset is recorded.

## Revenues And expenses

Client-focused revenues are allocated between the regions responsible for managing the client relationship and the regions responsible for product execution and risk management

Revenues from proprietary investing and trading activities and equity investments are allocated based on the location of the risk taker

Expenses are allocated based on the estimated cost associated with servicing each region's client base. Corporate revenues and expenses are allocated primarily to the region in which they are recorded. Certain centrally managed expenses are allocated based on the underlying activity.

Assets as of December 31 and results for the years ended December 31, 1999,
1998, and 1997 were distributed among domestic and international operations as presented in the following table

| In millions |  | Total assets | Total revenues(a) | Total expenses | Pretax income | Income tax expense | Net income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1999 |  |  |  |  |  |  |  |
| Europe(b) | \$ | 91404 | \$3 166 | \$1 806 | \$1 360 | \$ 544 | \$ 816 |
| Asia-Pacific |  | 16444 | 675 | 533 | 142 | 57 | 85 |
| Latin America(c) |  | 9874 | 793 | 263 | 530 | 212 | 318 |
| Total international operations |  | 117722 | 4634 | 2602 | 2032 | 813 | 1219 |
| Domestic operations(d) |  | 143176 | 4222 | 3140 | 1082 | 246 | 836 |
| Total |  | 260898 | 8856 | 5742 | 3114 | 1059 | 2055 |
| 1998 |  |  |  |  |  |  |  |
| Europe(b) |  | 86144 | \$2 376(e) | \$1 979(g) | \$ 397 | \$ 159 | \$ 238 |
| Asia-Pacific |  | 15215 | 866(f) | 548(g) | 318 | 127 | 191 |
| Latin America(c) |  | 11556 | 268 | 232(g) | 36 | 14 | 22 |
| Total international operations |  | 112915 | 3510 | 2759 | 751 | 300 | 451 |
| Domestic operations(d) |  | 148152 | 3445 | 2 779(g) | 666 | 154 | 512 |
| Total |  | 261067 | 6955 | 5538 | 1417 | 454 | 963 |
| 1997 |  |  |  |  |  |  |  |
| Europe(b) |  | 88018 | \$2 476 | \$1 713 | \$ 763 | \$ 305 | \$ 458 |
| Asia-Pacific |  | 22791 | 936 | 507 | 429 | 171 | 258 |
| Latin America(c) |  | 12885 | 390 | 234 | 156 | 63 | 93 |
| Total international operations |  | 123694 | 3802 | 2454 | 1348 | 539 | 809 |
| Domestic operations(d) |  | 138465 | 3418 | 2612 | 806 | 150 | 656 |
| Total |  | 262159 | 7220 | 5066 | 2154 | 689 | 1465 |

(a) Includes net interest revenue and noninterest revenues
(b) Includes the Middle East and Africa.
(c) Includes Mexico, Central America, and South America.
(d) Includes the United States, Canada, and the Caribbean. Total assets, revenue and expenses relate substantially to United States operations for all years
(e) Includes 1998 second-quarter net pretax gain of $\$ 131$ million related to the sale of our global trust and agency services business. Refer to note 5 .
(f) Includes 1998 third-quarter net pretax gain of $\$ 56$ million related to the sale of our investment management business in Australia. Refer to note 5 .
(g) Total expenses include 1998 special charges of $\$ 358$ million, which was recorded as follows: $\$ 183$ million in Europe, $\$ 22$ million in Asia-Pacific, $\$ 3$ million in Latin America, and $\$ 150$ million in domestic operations. Refer to note 4.

The table below presents the composition of international assets as of December 31.

| In millions: December 31 | 1999 |  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-earning deposits with banks: |  |  |  |  |  |  |
| At overseas branches or subsidiaries of U.S. banks | \$ | 613 | \$ | 241 | \$ | 23 |
| Other | 1 | 710 | 1 | 455 | 1 | 832 |
| Loans, net |  | 313 | 12 | 723 | 17 | 797 |
| Investment securities |  | 451 |  | 642 | 2 | 580 |
| Trading account assets | 69 |  | 74 |  | 73 | 328 |
| Other assets |  | 733 | 23 |  | 28 | 134 |
| Total international assets | 117 | 722 | 112 |  | 123 |  |

Under the Federal Reserve Act and New York State law, certain legal restrictions limit the amount of dividends that Morgan Guaranty - a state member bank - can declare. The most restrictive test requires approval of the Federal Reserve Board if Morgan Guaranty's declared dividends exceed the net profits for the current year combined with the preceding two years' net profits. The calculation of the amount available for payment of dividends is based on net profits reduced by the amount of dividends declared. As of December 31, 1999, the cumulative retained net profits for the years 1999 and 1998 available for distribution as dividends in 2000 without approval of the Federal Reserve Board were approximately $\$ 48$ million, excluding the net income earned in 2000.

The Federal Reserve Board may prohibit the payment of dividends if it determines that circumstances relating to the financial condition of a bank are such that the payment of dividends would be an unsafe and unsound practice.
U.S. federal law also places restrictions on certain types of transactions engaged in by insured banks and their subsidiaries with certain affiliates, including, in the case of Morgan Guaranty, J.P. Morgan and its non-banking subsidiaries. "Covered transactions" are limited to $20 \%$ of capital and surplus, as defined, and covered transactions with any one such affiliate are limited to $10 \%$ of capital and surplus. These transactions include loans and extensions of credit to such an affiliate; purchases of assets from such an affiliate; and any guarantees, acceptances, and letters of credit issued on behalf of such an affiliate. Such loans, extensions of credit, guarantees, acceptances, and letters of credit must be collateralized. In addition, a wide variety of transactions engaged in by insured banks and their subsidiaries with such affiliates must be made on terms and under circumstances that are at least as favorable to the bank or subsidiary concerned as those prevailing at the time for comparable transactions with nonaffiliated companies.

Certain other subsidiaries are subject to various restrictions, mainly regulatory requirements, that may limit cash dividends and advances to J.P. Morgan and that establish minimum capital requirements.
35. CONDENSED FINANCIAL STATEMENTS OF J.P. MORGAN (PARENT)

Presented below are the condensed statements of income, balance sheet, and cash flows for J.P. Morgan \& Co. Incorporated, the parent company.
J.P. MORGAN (PARENT) STATEMENT OF INCOME

| In millions |  | 1999 |  | 1998 |  | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES |  |  |  |  |  |  |
| Equity in undistributed earnings of subsidiaries | \$ | 402 | \$ | 212 | \$ | 855 |
| Dividends from subsidiaries: |  |  |  |  |  |  |
| Bank . . . . . . . . . . . . . . . . . |  | 449 |  | 472 |  | 404 |
| Other |  | 177 |  | 264 |  | 201 |
| Total equity in earnings of subsidiaries |  | 028 |  | 948 |  | 460 |
| Interest from subsidiaries ............. |  | 422 |  | 298 |  | 739 |
| Other interest revenue |  | 40 |  | 38 |  | 53 |
| Advisory and underwriting fees - allocations from subsidiaries |  | 178 |  | 141 |  | 125 |
| Service fees from subsidiaries ....................................... |  | 338 |  | 250 |  | 248 |
| Investment securities revenue |  | 135 |  | 46 |  | -- |
| Other revenue |  | 7 |  | 7 |  | 3 |
| Total revenues |  | 148 |  | 728 |  | 628 |
| EXPENSES |  |  |  |  |  |  |
| Interest (includes \$93 in 1999, \$94 in 1998, and \$101 in 1997 to subsidiaries) |  | 693 |  |  |  | 891 |
| Employee compensation and benefits ................................................ |  | 375 |  | 248 |  | 245 |
| Other expenses |  | 119 |  | 139 |  | 129 |
| Total expenses |  | 187 |  | 912 |  | 265 |
| Income before income taxes |  | 961 |  | 816 |  | 363 |
| Income tax benefit |  | (94) |  | (147) |  | (102) |
| Net income |  | 055 |  | 963 |  | 465 |


(a) As of December 31, 1999 and 1998, $\$ 1.7$ billion and $\$ 5.7$ billion, respectively, of these advances was collateralized by marketable securities, primarily U.S. government and agency securities.
(b) As of December 31, 1999 and 1998, $\$ 18.4$ billion and $\$ 7.6$ billion, respectively, of marketable equity and government agency securities were available as collateral for these advances.
(c) Consists solely of junior subordinated debentures issued to JPM Capital Trust I and Trust II. Refer to note 26.

| In millions | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| NET INCOME | \$ 2055 | \$ 963 | \$ 1465 |
| Adjustments to reconcile to cash provided by operating activities: |  |  |  |
| Equity in undistributed (earnings) of subsidiaries | (402) | (212) | (855) |
| Net (decrease) due to changes in other balance sheet amounts | (44) | (93) | (54) |
| Net investment securities (gains) included in cash flows from investing activities | (136) | (46) | -- |
| CASH PROVIDED BY OPERATING ACTIVITIES | 1473 | 612 | 556 |
| Net (increase) in interest-earning deposits with subsidiary bank | (957) | (152) | (237) |
| Debt investment securities: |  |  |  |
| Proceeds from sales and maturities | 1421 | 2330 | 1394 |
| Purchases | $(1489)$ | (2 373) | $(1161)$ |
| Net (increase) in advances to subsidiaries | $(5$ 522) | $(5605)$ | $(3461)$ |
| Capital from (to) subsidiaries ........... | 2 | (252) | (26) |
| Net payments for insurance contracts | (231) | (703) | (453) |
| Other changes, net ................... | (154) | (33) | (41) |
| CASH USED IN INVESTING ACTIVITIES | (6 930) | (6 788) | (3 985) |
| Net increase (decrease) in securities sold under agreements to repurchase | 121 | (351) | (154) |
| Net increase in commercial paper | 5357 | 19 | 2660 |
| Net increase (decrease) in other liabilities for borrowed money | 827 | (390) | 515 |
| Long-term debt: |  |  |  |
| Proceeds . | 3780 | 9655 | 3302 |
| Payments | $(2666)$ | (1 848) | (1 754) |
| Intercompany debentures: |  |  |  |
| Proceeds | -- | -- | 413 |
| Capital stock issued or distributed | 276 | 179 | 245 |
| Capital stock purchased | (2 144) | (755) | (1 500) |
| Dividends paid ....... | (731) | (707) | (673) |
| Cash receipts from subsidiaries for common stock issuable | 637 | 338 | 370 |
| Other changes, net ... | -- | 36 | 5 |
| CASH PROVIDED BY FINANCING ACTIVITIES | 5457 | 6176 | 3429 |
| DECREASE IN CASH AND DUE FROM BANKS | -- | -- | -- |
| Cash disbursements for interest and taxes | 1856 | 1267 | 827 |

In millions, except share data
Inree months ended

The principal market on which the company's common stock is traded is the New York Stock Exchange.
(a) Refer to note 5 .
(b) Refer to note 4 .

The 1999 fourth-quarter results are discussed in J.P. Morgan's earnings release dated January 18, 2000, which has been filed with the Securities and Exchange Commission on Form 8-K.
(3) The unaudited consolidated balance sheet of J.P. Morgan and
subsidiaries as of September 30, 2000 and 1999 and the unaudited consolidated statements of income, cash flows and changes in stockholders' equity of J.P Morgan and subsidiaries for the nine months ended September 30, 2000 and 1999, and the consolidated statement of condition of Morgan Guaranty Trust Company of New York and its subsidiaries as of September 30, 2000 and 1999.

CONSOLIDATED STATEMENT OF INCOME
J.P. Morgan \& Co. Incorporated

In millions, except share data

(a) Includes a reversal of provision for credit losses on lending commitments of $\$ 29$ million and $\$ 15$ million for the three months ended September 30, 2000 and 1999, respectively.
(b) Includes a provision for credit losses on lending commitments of \$37 million for the three months ended June 30, 2000

CONSOLIDATED STATEMENT OF INCOME
J.P. Morgan \& Co. Incorporated

In millions, except share data

| September 30 | September 30 | Increase/ |
| :---: | :---: | :---: |
| 2000 | 1999 | (Decrease) |


| NET INTEREST REVENUE |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest revenue | \$9,629 | \$8,253 | \$1,376 |
| Interest expense | 8,447 | 7,050 | 1,397 |
| Net interest revenue | 1,182 | 1,203 | (21) |
| Reversal of provision for loan losses | (11) | (150) | 139 |
| Net interest revenue after loan loss provisions | 1,193 | 1,353 | (160) |
| NONINTEREST REVENUES |  |  |  |
| Trading revenue | 2,708 | 2,361 | 347 |
| Advisory and underwriting fees | 1,411 | 1,245 | 166 |
| Investment management fees | 863 | 776 | 87 |
| Fees and commissions | 749 | 611 | 138 |
| Investment securities revenue | 284 | 201 | 83 |
| Other revenue (a) | 429 | 120 | 309 |
| Total noninterest revenues | 6,444 | 5,314 | 1,130 |
| Total revenues, net | 7,637 | 6,667 | 970 |
| OPERATING EXPENSES |  |  |  |
| Employee compensation and benefits | 3,515 | 2,955 | 560 |
| Net occupancy | 254 | 244 | 10 |
| Technology and communications | 751 | 707 | 44 |
| Other expenses | 604 | 419 | 185 |
| Total operating expenses | 5,124 | 4,325 | 799 |
| Income before income taxes | 2,513 | 2,342 | 171 |
| Income taxes | 829 | 796 | 33 |
| Net income | 1,684 | 1,546 | 138 |
| PER COMMON SHARE |  |  |  |
| Net income: |  |  |  |
| Basic | \$9.64 | \$8.33 | \$1.31 |
| Diluted | 9.05 | 7.76 | 1.29 |
| Dividends declared | 3.00 | 2.97 | 0.03 |

(a) Includes a net provision for credit losses on lending commitments of $\$ 9$ million and $\$ 20$ million for the nine months ended September 30, 2000 and 1999, respectively.

See notes to consolidated financial statements.

## CONSOLIDATED BALANCE SHEET

J.P. Morgan \& Co. Incorporated

| In millions, except share data Sep | $\begin{array}{r} \text { ember } 30 \\ 2000 \end{array}$ | $\begin{array}{r} \text { December } 31 \\ 1999 \end{array}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and due from banks | \$ 881 | \$ 2,463 |
| Interest-earning deposits with banks | 5,156 | 2,345 |
| Debt investment securities available-for-sale | 5,050 | 14,286 |
| Equity investment securities | 1,484 | 1,734 |
| Trading account assets: |  |  |
| U.S. and foreign governments | 64,611 | 42,663 |
| Corporate debt and equity and other securities | 40,268 | 31, 271 |
| Derivative receivables | 35,549 | 43,658 |
| Total trading account assets | 140,428 | 117,592 |
| Securities purchased under agreements to resell (\$42,713 at September 2000 and $\$ 34,470$ at December 1999) and federal funds sold | 43,788 | 35,970 |
| Securities borrowed | 34,874 | 34,716 |
| Loans, net of allowance for loan losses of \$258 at September 2000 and $\$ 281$ at December 1999 | 26,729 | 26,568 |
| Accrued interest and accounts receivable | 6,050 | 10,119 |
| Premises and equipment, net of accumulated depreciation of \$1,271 at September 2000 and \$1,319 at December 1999 | 2,086 | 1,997 |
| Other assets | 15,155 | 13,108 |
| Total assets | 281,681 | 260,898 |
| LIABILITIES |  |  |
| Deposits (including interest-bearing deposits of $\$ 38,402$ at September 2000 and $\$ 43,922$ at December 1999) | 40,184 | 45,319 |
| Trading account liabilities: |  |  |
| U.S. and foreign governments | 30,675 | 19,378 |
| Corporate debt and equity and other securities | 14,976 | 16, 063 |
| Derivative payables | 37,886 | 44,976 |
| Total trading account liabilities | 83,537 | 80,417 |
| Securities sold under agreements to repurchase (\$82,748 at September 2000 and |  |  |
| Commercial paper | 12,124 | 11, 854 |
| Other liabilities for borrowed money | 12,813 | 10,258 |
| Accounts payable and accrued expenses | 10,366 | 10,621 |
| $\begin{array}{ll}\text { Long-term debt not qualifying as risk-based capital } & 16,681 \\ \text { Other liabilities, including allowance for credit losses of } \$ 134 \text { at September }\end{array}$ |  |  |
|  |  |  |
|  | 263,773 | 243,107 |
| Liabilities qualifying as risk-based capital: |  |  |
| Long-term debt | 4,796 | 5,202 |
| Company-obligated mandatorily redeemable preferred securities of subsidiaries | 1,150 | 1,150 |
| Total liabilities | 269,719 | 249,459 |
| STOCKHOLDERS' EQUITY |  |  |
| Preferred stock (authorized shares: 10,000,000) |  |  |
| Adjustable rate cumulative preferred stock, \$100 par value (issued: 2,444,300) | 244 | 244 |
| Variable cumulative preferred stock, \$1,000 par value (issued and outstanding: 250,000) | 250 | 250 |
| Fixed cumulative preferred stock, \$500 par value (issued and outstanding: 400,000) | 200 | 200 |
| Common stock, $\$ 2.50$ par value (authorized shares: 500,000,000; issued: |  |  |
| Capital surplus | 1,211 | 1,249 |
| Common stock issuable under stock award plans | 2,157 | 2,002 |
| Retained earnings | 12,052 | 10,908 |
| Accumulated other comprehensive income: |  |  |
| Net unrealized gains on investment securities, net of taxes | 25 | 44 |
| Foreign currency translation, net of taxes | (15) | (18) |
|  | 16,626 | 15,381 |
| Less: treasury stock $(41,228,441$ common shares and 15,000 preferred shares at September 2000, and 36,200,897 common shares at December 1999) at cost | 4,664 | 3,942 |
| Total stockholders' equity | 11,962 | 11,439 |
| Total liabilities and stockholders' equity | 281,681 | 260,898 |

See notes to consolidated financial statements.

CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY
J.P. Morgan \& Co. Incorporated

|  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions: Nine months ended September 30 | Stockholders' Equity | Comprehensive Income | Stockholders' Equity | Comprehensive Income |
| PREFERRED STOCK |  |  |  |  |
| Adjustable-rate cumulative preferred stock balance, January 1 and September 30 | \$ 244 |  | \$ 244 |  |
| Variable cumulative preferred stock balance, January 1 and September 30 | 250 |  | 250 |  |
| Fixed cumulative preferred stock, January 1 and September 30 | 200 |  | 200 |  |
| Total preferred stock, September 30 | 694 |  | 694 |  |
| COMMON STOCK |  |  |  |  |
| Balance, January 1 and September 30 | 502 |  | 502 |  |
| CAPITAL SURPLUS |  |  |  |  |
| Balance, January 1 | 1,249 |  | 1,252 |  |
| Shares issued or distributed under dividend reinvestment plan, various employee benefit plans, and income tax benefits associated with stock options | (38) |  | (11) |  |
| Balance, September 30 | 1,211 |  | 1,241 |  |
| COMMON STOCK ISSUABLE UNDER STOCK AWARD PLANS |  |  |  |  |
| Balance, January 1 | 2,002 |  | 1,460 |  |
| Deferred stock awards, net | 155 |  | 253 |  |
| Balance, September 30 | 2,157 |  | 1,713 |  |
| RETAINED EARNINGS |  |  |  |  |
| Balance, January 1 | 10,908 |  | 9,614 |  |
| Net income | 1,684 | \$1,684 | 1,546 | \$1,546 |
| Dividends declared on preferred stock | (29) |  | (25) |  |
| Dividends declared on common stock | (482) |  | (523) |  |
| Dividend equivalents on common stock issuable | (29) |  | (26) |  |
| Balance, September 30 | 12,052 |  | 10,586 |  |

ACCUMULATED OTHER COMPREHENSIVE INCOME
Net unrealized gains on investment securities:
Balance, net of taxes, January $1 \quad 44$
Net unrealized gains/(losses) arising during the period, before taxes (\$123 in 2000 and (\$325) in 1999, net of taxes) (550)
Reclassification adjustment for net (gains)/losses included in net income, before taxes ( (\$155) in 2000 and $\$ 69$ in 1999, net of taxes)
(243)

| before taxes ( $\$ 155$ ) in 2000 and \$69 in 1999, net of taxes) | (243) |  | 118 |  |
| :---: | :---: | :---: | :---: | :---: |
| Change in net unrealized (losses) on investment securities, before taxes | (45) |  | (432) |  |
| Income tax benefit | 26 |  | 177 |  |
| Change in net unrealized gains / (losses) on investment securities, net of taxes | (19) | (19) | (255) | (255) |
| Balance, net of taxes, September 30 | 25 |  | (108) |  |
| Foreign currency translation: |  |  |  |  |
| Balance, net of taxes, January 1 | (18) |  | (46) |  |
| Translation adjustment arising during the period, before taxes | 6 |  | (7) |  |
| Income tax (expense) / benefit | (3) |  | 7 |  |
| Translation adjustment arising during the period, net of taxes | 3 | 3 | - |  |
| Balance, net of taxes, September 30 | (15) |  | (46) |  |
| Total accumulated other comprehensive income, net of taxes, September 30 | 10 |  | (154) |  |
| LESS: TREASURY STOCK |  |  |  |  |
| Balance, January 1 | 3,942 |  | 2,362 |  |
| Purchases | 1,464 |  | 681 |  |
| Shares issued/distributed, primarily related to various employee benefit plans | (742) |  | (469) |  |
| Balance, September 30 | 4,664 |  | 2,574 |  |
| TOTAL STOCKHOLDERS' EQUITY | 11,962 |  | 12,008 |  |

TOTAL COMPREHENSIVE INCOME 1, 1,291

See notes to consolidated financial statements.


[^0]|  | mber 30 | December 31 |
| :---: | :---: | :---: |
| In millions, except share data | 2000 | 1999 |
| ASSETS |  |  |
| Cash and due from banks | \$ 674 | \$ 2,382 |
| Interest-earning deposits with banks | 4,964 | 2,266 |
| Debt investment securities available-for-sale | 2,311 | 4,992 |
| Trading account assets | 89,366 | 84,786 |
| Securities purchased under agreements to resell and federal funds sold | 24,313 | 19, 094 |
| Securities borrowed | 11,679 | 9,700 |
| Loans, net of allowance for loan losses of \$256 at September 2000 and $\$ 280$ at December 1999 | 26,286 | 26,072 |
| Accrued interest and accounts receivable | 4,404 | 4,426 |
| Premises and equipment, net of accumulated depreciation of \$1,110 at |  |  |
| Other assets | 12,482 | 12,138 |
| Total assets | 178,264 | 167,666 |
| LIABILITIES |  |  |
| Noninterest-bearing deposits: |  |  |
| In offices in the U.S. | 992 | 907 |
| In offices outside the U.S. | 791 | 501 |
| Interest-bearing deposits: |  |  |
| In offices in the U.S. | 3,519 | 4,256 |
| In offices outside the U.S. | 36,716 | 42, 052 |
| Total deposits | 42,018 | 47,716 |
| Trading account liabilities | 73,443 | 72,066 |
| Securities sold under agreements to repurchase and federal funds purchased | 26,297 | 13,610 |
| Other liabilities for borrowed money | 9,128 | 5,482 |
| Accounts payable and accrued expenses | 6,673 | 6,310 |
| Long-term debt not qualifying as risk-based capital (includes \$837 at |  |  |
| Other liabilities, including allowance for credit losses of \$134 at |  |  |
|  | 164,727 | 154,127 |
| Long-term debt qualifying as risk-based capital (includes \$2,673 at |  |  |
| September 2000 and $\$ 2,853$ at December 1999 of notes payable to J.P. Morgan) | 2,712 | 2,944 |
| Total liabilities | 167,439 | 157,071 |
| STOCKHOLDER'S EQUITY |  |  |
| Preferred stock, \$100 par value (authorized shares: 2,500,000) | - | - |
| Common stock, $\$ 25$ par value (authorized shares: 11,000,000; issued and outstanding 10,599,027) | 265 | 265 |
| Surplus | 3,305 | 3,305 |
| Undivided profits | 7,231 | 6,975 |
| Accumulated other comprehensive income: |  |  |
| Net unrealized gains on investment securities, net of taxes | 36 | 67 |
| Foreign currency translation, net of taxes | (12) | (17) |
| Total stockholder's equity | 10,825 | 10,595 |
| Total liabilities and stockholder's equity | 178,264 | 167,666 |

Member of the Federal Reserve System and the Federal Deposit Insurance
Corporation.
See notes to consolidated financial statements.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
J.P. Morgan \& Co. Incorporated (J.P. Morgan) is the holding company for a group of subsidiaries that provide a range of financial services.

We serve a broad client base that includes corporations, governments, institutions, and individuals. We also enter into transactions for our own account.
J.P. Morgan and its subsidiaries use accounting and reporting policies and practices that conform with U.S. Generally Accepted Accounting Principles.

Basis of presentation
Our consolidated financial statements include the accounts of J.P. Morgan and of subsidiaries in which we have more than $50 \%$ ownership. All material intercompany accounts and transactions are eliminated during consolidation.

For companies in which we have significant influence over operating and financing decisions (generally defined as owning a voting or economic interest of $20 \%$ to $50 \%$ ), we use the equity method of accounting. These investments are included in Other assets, and our share of income or loss is included in Other revenue, with the exception of such investments held in our Equity Investments segment, where our share of income or loss is recorded in Investment securities revenue.

Assets that we hold in an agency or fiduciary capacity are not assets of J.P. Morgan. They are therefore not included in our "Consolidated balance sheet."

The financial information as of and for the periods ended September 30, 2000 and 1999, and June 30, 2000, is unaudited. All adjustments which, in the opinion of management, are necessary for a fair presentation have been made and were of a normal, recurring nature. These unaudited financial statements should be read in conjunction with the audited financial statements included in J.P. Morgan's Annual report on Form $10-\mathrm{K}$ for the year ended December 31, 1999. The nature of J.P. Morgan's business is such that the results of any interim period are not necessarily indicative of results for a full year. Certain prior year amounts have been reclassified to conform with the current presentation.

Accounting developments
Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities

In September 2000, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities a replacement of FASB Statement No. 125", which revises the standards for accounting for securitizations and other transfers of financial assets and collateral. SFAS No. 140 is effective for transfers occurring after March 31, 2001 and for disclosures relating to securitizations and collateral for fiscal years ending after December 15, 2000. We are currently in the process of evaluating the impact of adopting SFAS No. 140, and do not expect the adoption of this standard to have a material impact on our consolidated financial statements.

Accounting for derivative instruments and hedging activities
In June 1998 the FASB issued SFAS No. 133, which will require us to recognize all derivatives on the balance sheet at fair value. Derivatives that are not hedges must be adjusted to fair value through earnings. If the derivative is a hedge, depending on the nature of the hedge, changes in the fair value of the derivative will either be offset against the change in fair value of the hedged asset, liability, or firm commitment through earnings or be recognized in Other comprehensive income until the hedged item affects earnings. If the change in fair value or cash flows of a derivative designated as a hedge is not effectively offset, as defined, by the change in value or cash flows of the item it is hedging, this difference will be immediately recognized in earnings.

Pursuant to SFAS No. 137, we are required to adopt SFAS No. 133 effective January 1, 2001. We assessed the impact of adopting the standard and Derivatives Implementation Group guidance at September 30, 2000, and concluded the effect was not material to J.P. Morgan's results of operations or financial position. The transition adjustment at January 1, 2001 could vary significantly from our estimate due to continuing Derivatives Implementation Group deliberations, market conditions and changes in business strategies. Adoption of this standard may cause volatility in quarterly earnings and equity, prospectively, due to the methods used to measure hedges and our decision to no longer apply hedge accounting to certain business strategies.

## 2. FAIR VALUE OF FINANCIAL INSTRUMENTS

The following table presents the carrying value and fair value of J.P. Morgan's financial instruments as of September 30, 2000 and December 31, 1999 in accordance with SFAS No. 107. Accordingly, certain amounts which are not considered financial instruments, including premises and equipment as well as investments under the equity method of accounting, are excluded from the table. Refer to note 1 of our 1999 Annual report for detailed information on how we estimate the fair value of financial instruments.


FAIR VALUE THROUGH EARNINGS
Financial assets:

| Trading account assets: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash securities | \$104.9 | \$104.9 | \$- | \$73.9 | \$73.9 |
| Derivative receivables | 35.5 | 35.5 | - | 43.7 | 43.7 |
| Equity investments - SBICs | 0.5 | 0.5 | - | 0.6 | 0.6 |
| Financial liabilities: |  |  |  |  |  |
| Trading account liabilities: |  |  |  |  |  |
| Cash securities | 45.6 | 45.6 | - | 35.4 | 35.4 |
| Derivative payables | 37.9 | 37.9 | - | 45.0 | 45.0 |
| FAIR VALUE THROUGH EQUITY |  |  |  |  |  |
| Financial assets: |  |  |  |  |  |
| Debt investment securities | 5.1 | 5.1 | - | 14.3 | 14.3 |
| Equity investments - marketable securities | 0.2 | 0.2 | - | 0.6 | 0.6 |

CARRIED AT COST (APPROXIMATES FAIR VALUE)
Financial assets:
Securities purchased under agreements to resell and
federal funds sold

| 43.8 | 43.8 | - | 36.0 | 36.0 |
| ---: | ---: | ---: | ---: | ---: |
| 34.9 | 34.9 | - | 34.7 | 34.7 |
| 8.9 | 8.9 | - | 8.2 | 8.2 |
|  |  |  |  |  |
| 12.9 | 12.9 | - | 17.8 | 17.8 |

Loans, net
$12.9 \quad 12.9$
$17.8 \quad 17.8$
ther financial assets, including cash and due from
banks, accrued interest and accounts receivable, and other assets
$1.4 \quad 1.4$
Noninterest-bearing deposits

| 1.8 | 1.8 | - | 1.4 | 1.4 |
| :--- | :--- | :--- | :--- | :--- |

ecurities sold under agreements to repurchase and federal funds purchased

| 33.3 | 83.3 | - | 59.7 | 59.7 |
| :--- | :--- | :--- | :--- | :--- |

ther financial liabilities, including securities lent, accounts payable and other liabilities
19.519 .5
$18.7 \quad 18.7$
CARRIED AT COST
Financial assets:
Interest-earnings deposits with banks

| 5.2 | 5.2 | - | 2.3 | 2.3 |
| ---: | ---: | :---: | ---: | ---: |
| 17.8 | 17.7 | $(0.1)$ | 18.3 | 18.4 |
| - | - | - | - | 0.1 |
| 0.8 | 0.8 | - | 0.5 | 0.6 |
| 7.5 | 7.6 | 0.1 | 6.4 | 6.4 |

Related derivatives
Equity investments - nonmarketable securities
$\begin{array}{ll}0.8 & 0.8 \\ 7.5 & 7.6\end{array}$
Other financial assets

| 38.4 | 38.5 | $(0.1)$ | 43.9 | 44.2 |
| ---: | ---: | :---: | ---: | ---: |
| - | $(0.1)$ | 0.1 | - | $(0.1)$ |
| 12.1 | 12.1 | - | 11.9 | 11.9 |
| 8.1 | 8.1 | - | 7.2 | 7.2 |
| 21.5 | 21.4 | $(0.2)$ | 24.3 | 24.1 |
| - | 0.2 | - | - | 0.3 |
| - | - | 0.1 | 0.1 | 0.7 |
| 0.1 | - | 0.1 |  | - |
|  |  | $(0.1)$ | 1.2 | 1.1 |
| 1.2 | 1.1 |  | - | 0.1 |
| - | 0.1 |  |  |  |
|  | $(0.1)$ |  |  |  |

Financial liabilities:
Interest-bearing deposits Related derivatives
Commercial paper
(0.1)
(0.1)

Other liabilities for borrowed money
Related derivatives
(0.2)

Related derivatives
(0.1)
----
(0.1)

## 3. SEGMENTS

Operating segments are defined as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker, or decision making group, in assessing performance. In accordance with SFAS No. 131, we have presented results based on the segments as reviewed separately by the chief operating decision maker, our chairman and chief executive officer, as well as other members of senior management. Each segment is defined by the products and services it provides globally to our clients or the activities it undertakes solely for our own account.
J.P. Morgan's segments, or activities, are Investment Banking, Equities, Interest Rate and Currency Markets, Credit Markets, Asset Management Services, Equity Investments, and Proprietary Positioning. During the second quarter of 2000, the firm announced organizational changes, which included the combination of our Credit Markets and Credit Portfolio segments into a single Credit Markets segment. In addition, revenue and expense allocations between Investment Banking and the other segments, primarily Equities and Credit Markets, have been changed to reflect the new organization. Prior period results have been restated

The assessment of segment performance by senior management includes a review for each segment of pretax economic value added, pretax income, revenues, and expenses, as well as related trends among these items. We define economic value added (EVA) as operating income, adjusted to reflect certain segments on a total return basis, less preferred stock dividends and a charge for the cost of equity capital. At the business level, EVA is currently evaluated on a pretax basis, while at the firm level EVA is assessed after the impact of taxes. To arrive at the charge for equity capital for each segment, we multiply its allocated required economic capital by its market-based cost of equity (or hurdle rate), with the exception of our Credit Markets segment whose cost of equity incorporates market pricing for credit risk. The cost of equity for each business activity is separately determined from observable market returns of publicly held investments. To arrive at the charge for equity capital for J.P. Morgan consolidated, we multiply the firm's equity by its market-based cost of equity, which is currently estimated at 10.5\%.

Our management reporting system and policies were used to determine income (revenues minus expenses) attributable to each segment. Earnings on stockholders' equity were allocated based on management's estimate of the economic capital of each segment. Overhead, which represents costs associated with various support functions that exist for the benefit of the firm as a whole, is allocated to each segment based on that segment's expenses. Transactions between segments are recorded within segment results as if conducted with a third party and are eliminated in consolidation.

The accounting policies of our segments are, in all material respects, consistent with those described in note 1 of our 1999 Annual report, except for management reporting policies related to the tax-equivalent adjustment and reporting certain segments on a total return basis. For purposes of comparability, segment results include an adjustment to gross-up tax-exempt revenue to a taxable basis; this adjustment is eliminated in consolidation. In addition, in arriving at pretax EVA an adjustment is made to record certain segments on a total return basis; the Proprietary Positioning segment is the only segment significantly affected by this adjustment (see footnote (c) to the segment results table below.)

Our economic capital allocation model estimates the amount of equity required by each business activity and the firm as a whole. Business economic capital is estimated as if each activity were conducted as a standalone operating entity. This estimate is based, to the extent possible, on observations of the capital structures and risk profiles of public companies or benchmarks. In particular, for our markets and asset management activities, required economic capital is based on the revenue volatility and fixed expenses of public U.S. investment banks and asset management companies, respectively; for Credit Markets, capital is based on a simulation of unexpected credit losses; and, for Equity Investments, capital is equal to the carrying value of the portfolio. Diversification of Morgan's portfolio of businesses is reflected as a reduction to the consolidated level of required equity and is a factor in assessing the appropriate level of capitalization of the firm. The benefit of diversification is not allocated to the segments.

The following table presents segment results for the three and nine months ended September 30, 2000 and 1999, respectively.


| THREE MONTHS ENDED SEPTEMBER 30, 2000 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest revenues | \$ 21 | \$ 36 | \$ 50 | \$124(a) | \$31 | \$2 |
| Trading revenue | 88 | 241 | 291 | 94 | 17 | - |
| Advisory and underwriting fees | 315 | 21 | 17 | 61 | 4 | 2 |
| Investment management fees | 1 | - | - | - | 275 | 7 |
| Fees and commissions | (4) | 125 | 31 | 36 | 31 | - |
| Investment securities revenue | 1 | - | 1 | - | - | 5 |
| Other revenue | 4 | 25 | 36 | 31 | 32 | (2) |
| Total noninterest revenues | 405 | 412 | 376 | 222 | 359 | 12 |
| Total revenues | 426 | 448 | 426 | 346 | 390 | 14 |
| Total operating expenses | 368 | 263 | 282 | 189 | 302 | 28 |
| Total pretax income | 58 | 185 | 144 | 157 | 88 | (14) |
| Pretax EVA | 22 | 152 | 64 | 6 | 60 | (115) |
| Total assets at period end (in billions) | 1 | 27 | 106 | 70 | 13 | 1 |
| Avg. required economic capital | 918 | 708 | 1,616 | 4,181 | 620 | 1,523 |


| THREE MONTHS ENDED SEPTEMBER 30, 1999 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest revenues | 93 | 30 | 79 | 126(a) | 38 | 12 |
| Trading revenue | 10 | 111 | 155 | 148 | 7 | - |
| Advisory and underwriting fees | 257 | 3 | 15 | 113 | 8 | 2 |
| Investment management fees | - | - | - | - | 267 | 5 |
| Fees and commissions | 5 | 93 | 39 | 36 | 16 | 3 |
| Investment securities revenue | - | 1 | (4) | (3) | 1 | 320 |
| Other revenue | 1 | 14 | 37 | 5 | 13 | (1) |
| Total noninterest revenues | 273 | 222 | 242 | 299 | 312 | 329 |
| Total revenues | 366 | 252 | 321 | 425 | 350 | 341 |
| Total operating expenses | 292 | 168 | 288 | 153 | 276 | 52 |
| Total pretax income | 74 | 84 | 33 | 272 | 74 | 289 |
| Pretax EVA | 50 | 51 | (65) | 135 | 56 | 164 |
| Total assets at period end (in billions) | 1 | 19 | 101 | 69 | 9 | 2 |
| Avg. required economic capital | 517 | 524 | 2,012 | 3,716 | 565 | 1,488 |

NINE MONTHS ENDED SEPTEMBER $30, ~ 2000 ~$


| Total revenues | 1,102 | 892 | 1,530 | 1,752 | 1,002 | 333 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total operating expenses | 893 | 546 | 968 | 633 | 801 | 79 |
| Total pretax income | 209 | 346 | 562 | 1,119 | 201 | 254 |
| Pretax EVA | 138 | 241 | 255 | 609 | 147 | 104 |
| Total assets at period end (in billions) | 1 | 19 | 101 | 69 | 9 | 2 |
| Avg. required economic capital | 521 | 598 | 2,042 | 4,225 | 553 | 1,377 |


| In millions | Proprietary Positioning | Corporate | Consolidated |
| :---: | :---: | :---: | :---: |
| THREE MONTHS ENDED SEPTEMBER 30, 2000 |  |  |  |
| Net interest revenues | \$ 25(b) | \$ 68 | \$357 |
| Trading revenue | 104 | 17 | 852 |
| Advisory and underwriting fees | - | (20) | 400 |
| Investment management fees | - | 1 | 284 |
| Fees and commissions | - | 14 | 233 |
| Investment securities revenue | (10) | 2 | (1) |
| Other revenue | 191 | (120) | 197 |
| Total noninterest revenues | 285 | (106) | 1,965 |
| Total revenues | 310(c) | (38) | 2,322 |
| Total operating expenses | 72 | 105 | 1,609 |
| Total pretax income | 238 | (143)(d) | ) 713 |
| Pretax EVA | 235 | (112)(e) | ) 312 |
| Total assets at period end (in billions) | 52 | 12 | 282 |
| Avg. required economic capital | 347 | $(1,198)(\mathrm{f})$ | ) 8,715 |


| THREE MONTHS ENDED SEPTEMBER 30, 1999 |  |  |  |
| :---: | :---: | :---: | :---: |
| Net interest revenues | 50(b) | 6 | 434 |
| Trading revenue | (32) | 25 | 424 |
| Advisory and underwriting fees | - | - | 398 |
| Investment management fees | - | (2) | 270 |
| Fees and commissions | 1 | 13 | 206 |
| Investment securities revenue | (45) | 1 | 271 |
| Other revenue | 32 | (119) | (18) |
| Total noninterest revenues | (44) | (82) | 1,551 |
| Total revenues | 6(c) | (76) | 1,985 |
| Total operating expenses | 37 | 75 | 1,341 |
| Total pretax income | (31) | (151)(d) | 644 |
| Pretax EVA | (193) | (97) (e) | 101 |
| Total assets at period end (in billions) | 41 | 13 | 255 |
| Avg. required economic capital | 1,503 | $(1,122)(\mathrm{f})$ | 9,203 |


| NINE MONTHS ENDED SEPTEMBER 30, 2000 Net interest revenues | 121(b) | 147 | 1,193 |
| :---: | :---: | :---: | :---: |
| Trading revenue | 253 | 76 | 2,708 |
| Advisory and underwriting fees | - | (21) | 1,411 |
| Investment management fees | - | (3) | 863 |
| Fees and commissions | 2 | 42 | 749 |
| Investment securities revenue | (64) | 8 | 284 |
| Other revenue | 469 | (294) | 429 |
| Total noninterest revenues | 660 | (192) | 6,444 |
| Total revenues | 781(c) | (45) | 7,637 |


| Total operating expenses | 181 | 447 | 5,124 |
| :---: | :---: | :---: | :---: |
| Total pretax income | 600 | (492) (d) | 2,513 |
| Pretax EVA | 582 | (559)(e) | 1,256 |
| Total assets at period end (in billions) | 52 | 12 | 282 |
| Avg. required economic capital | 444 | $(1,239)(\mathrm{f})$ | 8,529 |


| NINE MONTHS ENDED SEPTEMBER 30, 1999 Net interest revenues | 191(b) | (28) | 1,353 |
| :---: | :---: | :---: | :---: |
| Trading revenue | (37) | 40 | 2,361 |
| Advisory and underwriting fees | - | (6) | 1,245 |
| Investment management fees | - | (5) | 776 |
| Fees and commissions | 2 | 34 | 611 |
| Investment securities revenue | (126) | 12 | 201 |
| Other revenue | 126 | (147) | 120 |
| Total noninterest revenues | (35) | (72) | 5,314 |
| Total revenues | 156(c) | (100) | 6,667 |
| Total operating expenses | 112 | 293 | 4,325 |
| Total pretax income | 44 | (393)(d) | 2,342 |
| Pretax EVA | (382) | (258)(e) | 854 |
| Total assets at period end (in billions) | 41 | 13 | 255 |
| Avg. required economic capital | 2,111 | $(1,316)(\mathrm{f})$ | 10,111 |

(a) The adjustment to gross up Credit Markets' revenue to a taxable basis was \$11 million and $\$ 7$ million for the three months ended September 30, 2000 and 1999, respectively. For the nine months ended September 30, 2000 and 1999, the adjustment was $\$ 26$ million and $\$ 20$ million, respectively. These amounts are eliminated in consolidation.
(b) The adjustment to gross up Proprietary Positioning's tax-exempt revenues to a taxable basis was $\$ 122$ million and $\$ 37$ million for the three months ended September 30, 2000 and 1999, respectively. For the nine months ended September 30, 2000 and 1999, the adjustment was \$312 million and \$105 million, respectively. These amounts are eliminated in consolidation
(c) Total return revenues, which combine reported revenues and the change in net unrealized appreciation/depreciation, were $\$ 337$ million and (\$90) million for the three months ended September 30, 2000 and 1999 respectively. Total return for the nine months ended September 30, 2000 and 1999 was $\$ 849$ million and $\$ 6$ million, respectively.
(d) We classify the revenues and expenses of Corporate into three broad categories:

Corporate research and development initiatives that involve strategic investments in new client segments or services, but are managed separately from existing business lines. Expenses related to this area totaled $\$ 43$ million and $\$ 19$ million for the three months ended September 30, 2000 and 1999, respectively. For the nine months ended September 30, 2000 and 1999, these expenses were $\$ 143$ million and $\$ 34$ million, respectively.
Other corporate revenues and expenses that are recurring but unallocated to the business segments, including but not limited to: the results of hedging anticipated net foreign currency revenues and expenses across all business segments; corporate-owned life insurance; certain equity earnings in affiliates; and consolidation and management reporting offsets to certain revenues and expenses recorded in the business segments. Excluding consolidation and management reporting offsets, recurring revenues were (\$38) million and (\$101) million for the three months ended September 30, 2000 and 1999, respectively, and (\$27) million and (\$130) million for the nine months ended September 30, 2000 and 1999, respectively. Consolidating and management reporting offsets - which comprises offsets to certain amounts recorded in the segments, including the allocation of earnings on equity out of Corporate into the segments, adjustments to bring segments to a tax-equivalent basis, and other management accounting adjustments - were (\$118) million and (\$38) million for the three months ended September 30, 2000 and 1999, respectively, and (\$304) million and (\$170) million for the nine months ended September 30, 2000 and 1999, respectively.
Nonrecurring items not allocated to segments - including gains on the sale of businesses, revenues and expenses associated with businesses that have been sold or are in the process of being discontinued, including revenues and expenses related to Euroclear activities, special charges, and other one-time corporate items. Nonrecurring revenues were $\$ 6$ million for the three months ended September 30, 2000 and 1999, and \$13 million for the nine months ended September 30, 2000 and 1999. Corporate includes revenues, expenses and pretax income related to Euroclear activities for the three months ended September 30, 2000 and 1999, respectively, as follows: revenues - $\$ 87$ million and $\$ 58$ million; expenses - $\$ 8$ million; and pretax income - $\$ 79$ million and $\$ 50$ million. For the nine months ended September 30, 2000 and 1999, revenues, expenses and pretax income related to Euroclear-related activities were as follows: revenues - $\$ 244$ million and $\$ 188$ million; expenses - $\$ 21$ million and $\$ 20$ million,; and pretax income - $\$ 223$ million and $\$ 168$ million, respectively.
(e) Pretax EVA for Corporate includes the cost of equity adjustment related to the following items, among others: assets and investments not allocated to the segments [note (f)1], the diversification effect, and excess/shortfall capital.
(f) The following table provides a reconciliation of average common equity to required capital for the three and nine months ended September 30, 2000 and 1999, respectively.

|  | Three Months Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | September 30, 2000 | September 30, 1999 | September 30, 2000 | September 30, 1999 |
| Average common equity | \$11, 030 | \$11, 074 | \$10, 853 | \$10,946 |
| Trust preferred securities | 1,150 | 1,150 | 1,150 | 1,150 |
| Fixed and adjustable preferred stock | 444 | 444 | 444 | 444 |
| Other adjustments | (101) | ( 86 ) | (71) | (121) |
| Total available capital | 12,523 | 12,582 | 12,376 | 12,419 |
| Total required capital of business segments | 9,913 | 10,325 | 9,768 | 11,427 |
| Corporate (1) | 1,272 | 1,491 | 1,282 | 1,484 |
| Diversification | $(2,470)$ | $(2,613)$ | $(2,521)$ | $(2,800)$ |
| Total required capital | 8,715 | 9,203 | 8,529 | 10,111 |
| Excess available capital | 3,808 | 3,379 | 3,847 | 2,308 |

## 4. BUSINESS CHANGES AND DEVELOPMENTS

Merger Announcement
In September 2000, J.P. Morgan and The Chase Manhattan Corporation ("Chase") announced that they had entered into an agreement to merge (the "Merger") by forming a new corporation named J.P. Morgan Chase \& Co. As part of the Merger, each share of J.P. Morgan common stock issued and outstanding immediately prior to the effective date will be converted into 3.7 fully paid and nonassessable shares of Chase common stock. In addition, each share of J.P. Morgan preferred stock will be converted into one share of a corresponding series of substantially identical J.P. Morgan Chase \& Co. preferred stock. The Merger is expected to be accounted for by Chase as a pooling of interests and to be tax-free to J.P. Morgan and Chase stockholders. The Merger is expected to close by the end of the first quarter of 2001 but we are preparing to close by year-end 2000 if we have received the stockholder and regulatory approvals required to do so.

Euroclear
Effective January 1, 2000, J.P. Morgan and the Boards of Euroclear Clearance System PLC and Euroclear Clearance System Societe Cooperative executed a definitive agreement to create a new, market-owned European bank to operate all aspects of the Euroclear system. A new bank has been formed, based in Brussels and known as Euroclear Bank, to succeed J.P. Morgan as operator and banker for the Euroclear System. This new bank is expected to be ready to take over the operations from J.P. Morgan by December 31, 2000. The management and staff of Euroclear, comprising approximately 1,200 J.P. Morgan employees, will transfer to the new entity.

Under the existing Operating Agreement, income from clearance and settlement operations is earned by Euroclear Clearance System Societe Cooperative, while J.P. Morgan retains earnings from providing banking services to the System's participants. Under the definitive agreement, J.P. Morgan will continue to receive pretax banking income for three years from January 1, 2000, with a minimum of $\$ 195$ million and maximum of $\$ 295$ million per year, whether the income is earned by J.P. Morgan prior to the changeover to the new bank or thereafter by the new bank. After the new bank becomes operational, it will also pay J.P. Morgan for certain assets and know-how transferred to it.

Until the new bank becomes operational, J.P. Morgan will continue to record pretax banking income over the period during which it is earned. Upon the changeover to the new bank, J.P. Morgan will recognize as income on that date all expected minimum amounts due over the remaining part of the three-year contract period, plus any gain on assets transferred to the new bank. This amount will be subsequently adjusted based on the determination of the final pretax banking income of Euroclear as specified in the definitive agreement.

Prior to the changeover to the successor bank, all banking income due to J.P. Morgan under the agreement will be received as earned. Following the changeover $50 \%$ of all banking income due to J.P. Morgan will be paid as earned and the remaining $50 \%$ will be paid in monthly installments over the period starting the next succeeding year and ending December 31, 2005. The successor bank will have the option of prepaying its obligation for the remaining portion of the three-year contract period at the higher of $\$ 245$ million per year or the average of the actual annual income (subject to the floor and cap noted above) for the portion of the three-year period preceding the prepayment.

Pre-tax income from Euroclear-related activities reported by J.P. Morgan was $\$ 223$ million for the first nine months of 2000, $\$ 216$ million for the full year 1999, and \$261 million for 1998.
5. INTEREST REVENUE AND EXPENSE

The table below presents an analysis of interest revenue and expense obtained from on- and off-balance-sheet financial instruments. Interest revenue and expense associated with derivative financial instruments are included with related balance sheet instruments. These derivative financial instruments are used as hedges or to modify the interest rate characteristics of assets and liabilities and include swaps, forwards, futures, options, and debt securities forwards.

|  | Third quarter |  | Nine months |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| INTEREST REVENUE |  |  |  |  |
| Deposits with banks | \$ 84 | \$ 61 | \$ 237 | \$ 221 |
| Debt investment securities (a) | 99 | 402 | 447 | 1,266 |
| Trading account assets | 1,325 | 970 | 3,700 | 2,763 |
| Securities purchased under agreements to resell and federal funds sold | 641 | 407 | 1,792 | 1,188 |
| Securities borrowed | 584 | 456 | 1,605 | 1,374 |
| Loans | 498 | 415 | 1,447 | 1,249 |
| Other sources | 123 | 72 | 401 | 192 |
| Total interest revenue | 3,354 | 2,783 | 9,629 | 8,253 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits | 514 | 548 | 1,614 | 1,723 |
| Trading account liabilities | 534 | 298 | 1,399 | 866 |
| Securities sold under agreements to |  |  |  |  |
| Other borrowed money | 508 | 376 | 1,419 | 1,070 |
| Long-term debt | 365 | 380 | 1,122 | 1,131 |
| Total interest expense | 3,004 | 2,394 | 8,447 | 7,050 |
| Net interest revenue | 350 | 389 | 1,182 | 1,203 |

(a) Interest revenue from debt investment securities included taxable revenue of $\$ 91$ million and $\$ 398$ million and revenue exempt from U.S. income taxes of $\$ 8$ million and $\$ 49$ million for the three and nine months ended September 30, 2000, respectively. Interest revenue from debt investment securities included taxable revenue of $\$ 378$ million and $\$ 1,187$ million and revenue exempt from U.S. income taxes of $\$ 24$ million and $\$ 79$ million for the three and nine months ended September 30, 1999, respectively.

Net interest (expense) revenue associated with derivatives used for purposes other-than-trading was approximately (\$7) million and (\$59) million for the three and nine months ended September 30, 2000, compared with approximately
( $\$ 11$ ) million and $\$ 16$ million for the three and nine months ended September 30,
1999. As of September 30, 2000, approximately $\$ 5$ million of net deferred losses on closed derivative contracts used for purposes other-than-trading were recorded on the "Consolidated balance sheet." These amounts primarily relate to closed hedge contracts included in the amortized cost of the debt investment portfolio as of September 30, 2000. The amount of net deferred gains or losses on closed derivative contracts changes from period to period, primarily due to the amortization of such amounts to Net interest revenue. These changes are also influenced by the execution of our investing strategies, which may result in the sale of the underlying hedged instruments and/or termination of hedge contracts. Net deferred losses / (gains) on closed derivative contracts as of September 30, 2000, are expected to amortize into Net interest revenue as follows: (\$3)
million - remainder of 2000; (\$9) million in 2001; (\$5) million in 2002; (\$5) million in 2003; (\$1) million in 2004; and approximately $\$ 18$ million thereafter.
6. TRADING REVENUE

The following table presents trading revenue by principal product grouping for the three and nine months ended September 30, 2000 and 1999.

|  | Third quarter |  | Nine months |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| Fixed income | \$510 | \$194 | \$1,538 | \$1,224 |
| Equities | 348 | 177 | 1,118 | 661 |
| Foreign exchange | (6) | 53 | 52 | 476 |
| Total trading revenue | 852 | 424 | 2,708 | 2,361 |
| Trading-related net interest revenue | 82 | 171 | 376 | 608 |
| Combined total | 934 | 595 | 3,084 | 2,969 |

Fixed-income trading revenue includes the results of making markets in both developed and emerging countries in government securities, U.S. government agency securities, corporate debt securities, money market instruments, interest rate and currency swaps, and options and other derivatives. Equities trading revenue includes the results of making markets in global equity securities; equity derivatives such as swaps, options, futures, and forward contracts; and convertible debt securities. Foreign exchange trading revenue includes the results of making markets in spot, forward, and option contracts, and in short-term interest rate products in order to help clients manage their foreign currency exposure. Foreign exchange also includes the results from commodity transactions in spot, forward, and option contracts, and in swaps.

## 7. ADVISORY AND UNDERWRITING FEES

|  | Third quarter |  | Nine months |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| Advisory fees | \$195 | \$204 | \$680 | \$560 |
| Underwriting revenue and syndication fees | 205 | 194 | 731 | 685 |
| Total | 400 | 398 | 1,411 | 1,245 |

Advisory fees include revenues earned from advising clients on such corporate strategies as mergers and acquisitions, privatizations, and changes in capital structures. Underwriting revenue includes fees from both debt and equity underwriting. Syndication fees include revenue earned from the arrangement and syndication of credit facilities.

## 8. INVESTMENT SECURITIES REVENUE

|  | Third quarter |  | Nine months |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| DEBT INVESTMENT SECURITIES |  |  |  |  |
| Gross realized gains from sales of securities | \$19 | \$55 | \$131 | \$162 |
| Gross realized losses from sales of securities | (25) | (106) | (187) | (281) |
| Net gains on maturities, calls, and mandatory redemptions | - | - | - | 1 |
| Net debt investment securities (loss) | (6) | (51) | (56) | (118) |
| EQUITY INVESTMENT SECURITIES |  |  |  |  |
| Gross realized gains from marketable available-for-sale securities | 105 | - | 301 | - |
| Gross realized gains from nonmarketable securities | 10 | 141 | 14 | 150 |
| Net (depreciation) / appreciation in SBIC securities | (100) | 249 | 21 | 255 |
| Write-downs for other-than-temporary impairments in value | (24) | (112) | (58) | (150) |
| Dividend and other income | 14 | 44 | 62 | 64 |
| Net equity investment securities revenue | 5 | 322 | 340 | 319 |
| Total investment securities (loss) / revenue | (1) | 271 | 284 | 201 |

## 9. OTHER REVENUE AND OTHER EXPENSES

Other revenue

|  | Third quarter Nine months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| Foreign currency hedging gains (a) | \$129 | (\$45) | \$222 | \$ 86 |
| Equity earnings in certain affiliates, including related goodwill amortization | 12 | (7) | 57 | 31 |
| Reversal of provision / (provision) for credit losses | 29 | 15 | (9) | (20) |
| Other | 27 | 19 | 159 | 23 |
| Total other revenue | 197 | (18) | 429 | 120 |

(a) Includes gains and losses on hedges of anticipated foreign currency revenues and expenses. These gains and losses are partially offset by the impact of exchange rate movements on reported revenues and expenses over the year.

Other expenses

|  | Third quarter Nine months |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In millions | 2000 | 1999 | 2000 | 1999 |
| Professional services | \$39 | \$32 | \$132 | \$83 |
| Marketing and business development | 54 | 51 | 195 | 136 |
| Other outside services | 53 | 50 | 166 | 130 |
| Other | 7 | 8 | 111 | 70 |
| Total other expenses | 153 | 141 | 604 | 419 |

## 10. INVESTMENT IN AMERICAN CENTURY COMPANIES, INC.

In January 1998, we completed the purchase of a $45 \%$ economic interest in
American Century Companies, Inc. (American Century) for $\$ 965$ million. American Century is a no-load U.S. mutual fund company selling directly to individuals. The investment is accounted for under the equity method of accounting and recorded in Other assets. The excess of our investment over our share of equity (i.e., goodwill) in American Century was approximately $\$ 795$ million at the time of purchase. This amount is being amortized on a straight-line basis over a period of 25 years resulting in annual amortization expense of approximately $\$ 32$ million. As of September 30, 2000 and 1999, goodwill totaled $\$ 703$ million and $\$ 735$ million, respectively. Our share of equity income in American Century and the amortization of goodwill related to this investment is recorded in Other revenue. The results of this investment are included in the Asset Management Services segment.
11. INVESTMENT SECURITIES

DEBT INVESTMENT SECURITIES
The following table presents the gross unrealized gains and losses and a
comparison of the cost, along with the fair and carrying value of our
available-for-sale debt investment securities as of September 30, 2000. The gross unrealized gains or losses on each debt investment security include the effects of any related hedge. See note 13 for additional detail of gross unrealized gains and losses associated with open derivative contracts used to hedge debt investment securities.

| In millions: September 30, 2000 | Cost | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { losses } \end{array}$ | Fair and carrying value |
| :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury | \$ 339 | \$ 3 | \$ 1 | \$ 341 |
| U.S. government agency, principally mortgage-backed | 3,015 | 15 | 129 | 2,901 |
| U.S. state and political subdivision | 769 | 90 | 16 | 843 |
| U.S. corporate and bank debt | 10 | 1 | - | 11 |
| Foreign government | 833 | - | - | 833 |
| Foreign corporate and bank debt | 5 | - | 1 | 4 |
| Other | 108 | 9 | - | 117 |
| Total debt investment securities | 5,079 | 118 | 147 | 5,050 |

EQUITY INVESTMENT SECURITIES
Equity investment securities are generally owned by J.P. Morgan Capital
Corporation, a wholly owned nonbank subsidiary of J.P. Morgan. Many of these
equity investment securities are subject to legal, regulatory, and contractual restrictions that limit our ability to dispose of them freely.

The following table shows gross unrealized gains and losses, a comparison of the cost, fair value and carrying value of marketable, nonmarketable, and SBIC securities portfolios of J.P. Morgan consolidated. A substantial portion of these are included in our Equity Investments segment.

| In millions: September 30, 2000 | Marketable | Nonmarketable | SBIC securities |
| :---: | :---: | :---: | :---: |
| Accounting (a) | Fair value through equity | Cost | Fair value through earnings |
| Cost | \$198 | \$774 | \$303 |
| Gross unrealized gains | 36 | 88 | 185 |
| Gross unrealized losses | (12) | (13) | - |
| Net unrealized gains | 24 (b) | 75 (c) | 185 (d) |
| Fair value | 222 | 849 | 488 |
| Carrying value on balance sheet | 222 | 774 | 488 |

(a) See note 1 of our 1999 Annual Report
(b) Primarily relates to investments in the telecommunications and financial services industries.
(c) Primarily relates to investments in the financial services and basic industries.
(d) Primarily relates to investments in the telecommunications industry.

The following table presents the fair and carrying value of trading account assets and trading account liabilities as of September 30, 2000. It also includes the average balances for the three and nine months ended September 30, 2000.

|  | Carrying value | Average Balance |  |
| :---: | :---: | :---: | :---: |
|  | September 30 | Third quarter | Nine months |
| In millions: | 2000 | 2000 | 2000 |

TRADING ACCOUNT ASSETS

| U.S. Treasury | \$8,283 | \$6,200 | \$6,728 |
| :---: | :---: | :---: | :---: |
| U.S. government agency | 23,116 | 22,533 | 19,393 |
| Foreign government | 33,212 | 25,661 | 25,627 |
| Corporate debt and equity | 27,341 | 26,954 | 24,419 |
| Other securities | 12,927 | 11,224 | 9,278 |
| Interest rate and currency swaps | 16,273 | 13,605 | 15,657 |
| Credit derivatives | 1,185 | 996 | 780 |
| Foreign exchange contracts | 3,312 | 3,262 | 2,967 |
| Interest rate futures and forwards | 182 | 35 | 46 |
| Equity and commodity contracts | 2,999 | 1,539 | 3,841 |
| Purchased option contracts | 11,598 | 19,465 | 19,146 |
|  | 140,428 | 131,474 | 127,882 |
| TRADING ACCOUNT LIABILITIES |  |  |  |
| U.S. Treasury | 8,803 | 9,195 | 8,443 |
| Foreign government | 21,872 | 18,975 | 16,419 |
| Corporate debt and equity | 10,902 | 13,829 | 12, 057 |
| Other securities | 4,074 | 6,622 | 5,349 |
| Interest rate and currency swaps | 15, 054 | 11,422 | 14,211 |
| Credit derivatives | 1,164 | 997 | 816 |
| Foreign exchange contracts | 1,949 | 2,640 | 2,503 |
| Interest rate futures and forwards | 302 | 39 | 29 |
| Equity and commodity contracts | 4,189 | 1,629 | 2,920 |
| Written option contracts | 15,228 | 22,422 | 21,875 |
|  | 83,537 | 87,770 | 84,622 |

Trade date receivables/payables
Amounts receivable and payable for securities that have not reached their contractual settlement dates in our trading and investing activities are recorded net in the "Consolidated balance sheet." Amounts receivable for securities sold of $\$ 42.6$ billion were netted against amounts payable for securities purchased of $\$ 42.7$ billion. This produced a net trade date payable of $\$ 100$ million, recorded in Accounts payable and accrued expenses as of September 30, 2000.

## 13. DERIVATIVES

In general, derivatives are contracts or agreements whose values are derived from changes in interest rates, foreign exchange rates, credit spreads, prices of securities, or financial or commodity indices. The timing of cash receipts and payments for derivatives is generally determined by contractual agreement. Derivatives are either standardized contracts executed on an exchange or privately negotiated contracts. Futures and option contracts are examples of standard exchange-traded derivatives. Forward and swap contracts are examples of privately negotiated derivatives. Privately negotiated derivatives are generally not traded like securities. In the normal course of business, however, they may be terminated or assigned to another counterparty if the original holder agrees. We use derivatives for trading and non-trading purposes. Non-trading purposes are primarily related to our investing activities.

Interest rate swaps are contractual agreements to exchange periodic interest payments at specified intervals. The notional amounts of interest rate swaps are not exchanged; they are used solely to calculate the periodic interest payments. Currency swaps generally involve exchanging principal (the notional amount) and periodic interest payments in one currency for principal and periodic interest payments in another currency.

Credit derivatives include credit default swaps and related swap and option contracts. Credit default swaps are contractual agreements that provide insurance against a credit event associated with one or more referenced credits. The nature of the credit event is established by the protection buyer and seller at the inception of the transaction. Events include bankruptcy, insolvency, and failure to meet payment obligations when due. The protection buyer pays a periodic fee in return for a contingent payment by the protection seller following a credit event. The contingent payment is typically the loss - the difference between the notional and the recovery amount incurred by the creditor of the reference credit as a result of the event.

Foreign exchange contracts involve an agreement to exchange one country's currency for another at an agreed-upon price and settlement date. Most of the contracts reported in the table below are forward contracts.

Interest rate futures are standardized exchange-traded agreements to receive or deliver a specific financial instrument at a specific future date and price. Forward rate agreements provide for the payment or receipt of the difference between a specified interest rate and a reference rate at a future settlement date. Debt security forwards include to-be-announced and when-issued securities contracts.

Equity and commodity contracts include swaps and futures in the equity and commodity markets and commodity forward agreements. Equity swaps are contractual agreements to receive the appreciation or depreciation in value based on a specific strike price on an equity instrument in return for paying another rate, which is usually based on equity index movements or interest rates. Commodity swaps are contractual commitments to exchange the fixed price of a commodity for a floating price. Equity and commodity futures are exchange-traded agreements to receive or deliver a financial instrument or commodity at a specific future date and price. Equity and commodity forwards are privately negotiated agreements to purchase or sell a specific amount of a financial instrument or commodity at an agreed-upon price and settlement date.

An option provides the option purchaser, for a fee, the right - but not the obligation - to buy or sell a security at a fixed price on or before a specified date. The option writer is obligated to buy or sell the security if the purchaser chooses to exercise the option. These options include contracts in the interest rate, foreign exchange, equity, and commodity markets. Interest rate options include caps and floors.

The following table presents notional amounts for trading and non-trading derivatives, based on management's intent and ongoing usage. A summary of the on-balance-sheet credit exposure, which is represented by the net positive fair value associated with trading derivatives and recorded in Trading account assets, is also included in the following table. Our on-balance-sheet credit exposure of $\$ 35.5$ billion reflects an $\$ 79.9$ billion benefit due to the use of legally enforceable master netting agreements in effect as of September 30, 2000.

(a) Derivatives used as hedges of non-trading positions may be transacted with third parties through independently managed J.P. Morgan derivative dealers that function as intermediaries for credit and administrative purposes. In such cases, the terms of the third-party transaction - notional, duration, currency, etc. - are matched with the terms of the internal trade to ensure the hedged risk has been offset with a third party. If such terms are not matched or a third-party trade is not transacted, the intercompany trade is eliminated in consolidation.
(b) The notional amounts of derivative contracts used for non-trading purposes, conducted in the foreign exchange markets, primarily forward contracts, amounted to $\$ 27.7$ billion at September 30, 2000, and were primarily denominated in the following currencies: Japanese yen $\$ 8.1$ billion, Euro $\$ 8.0$ billion, Swiss franc $\$ 3.0$ billion, French franc $\$ 3.0$ billion, and Canadian dollar $\$ 1.8$ billion. $\$ 744.1$ billion of interest rate options, $\$ 97.9$ billion of foreign exchange options, and $\$ 193.1$ billion of commodity and equity options. Options used for non-trading purposes are primarily interest rate options. Purchased options executed on an exchange amounted to $\$ 179.4$ billion and those negotiated over-the-counter amounted to $\$ 858.4$ billion at September 30, 2000.
(d) At September 30, 2000, written options included $\$ 894.8$ billion of interest rate options, $\$ 98.4$ billion of foreign exchange options, and $\$ 191.0$ billion of commodity and equity options. Written option contracts executed on an exchange amounted to $\$ 217.5$ billion and those negotiated over-the-counter amounted to $\$ 966.7$ billion at September 30, 2000.

Derivatives are used to hedge or modify the interest rate characteristics of debt investment securities, loans, deposits, other liabilities for borrowed money, long-term debt, and other financial assets and liabilities. Net unrealized losses associated with such derivatives contracts amounted to approximately $\$ 100$ million as of September 30, 2000. Gross unrealized gains and gross unrealized losses associated with open derivatives contracts used for these purposes as of September 30, 2000, are presented in the following table. Such amounts primarily relate to interest rate and currency swaps used to hedge or modify the interest rate characteristics of long-term debt; debt investment securities, principally mortgage-backed securities; deposits; and other financial instruments.

| In billions: September 30, 2000 | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { gains } \end{array}$ | $\begin{array}{r} \text { Gross } \\ \text { unrealized } \\ \text { (losses) } \end{array}$ | unrealized gains (losses) |
| :---: | :---: | :---: | :---: |
| Long-term debt | \$0.2 | (\$0.4) | (\$0.2) |
| Debt investment securities | -- | (0.1) | (0.1) |
| Deposits | 0.1 | (--) | 0.1 |
| Other financial instruments | 0.1 | (--) | 0.1 |
| Total | 0.4 | (0.5) | (0.1) |

14. LOANS

Included in Loans are loans held for sale of approximately $\$ 3.0$ billion at September 30, 2000. These loans are recorded on the balance sheet at lower of cost or fair value and are primarily to borrowers in the U.S. in various industries.
15. OTHER CREDIT-RELATED PRODUCTS

Lending commitments include commitments to extend credit, standby letters of credit and guarantees. The contractual amounts of these instruments represent the amount at risk should the contract be fully drawn upon, the client default, and the value of the collateral become worthless.

The total contractual amount of credit-related financial instruments does not represent the future liquidity requirements, since we expect a significant amount of commitments to expire or mature without being drawn. The credit risk associated with these instruments varies according to each client's creditworthiness and the value of any collateral held. Commitments to extend credit generally require clients to meet certain credit-related terms and conditions before drawdown. Market risk for commitments to extend credit, standby letters of credit, and guarantees, while not significant, may arise as availability of and access to credit markets change.

The following table summarizes the contractual amount of credit-related instruments as of September 30.

In billions: September 30, 2000

| Commitments to extend credit | \$69.6 |
| :---: | :---: |
| Standby letters of credit and guarantees | 15.5 |
| Total lending commitments | 85.1 |

We also have securities lending indemnifications associated with our
Euroclear-related activities of $\$ 10.2$ billion as of September 30, 2000. As of September 30, 2000, J.P. Morgan held cash and other collateral in full support of these securities lending indemnifications.

## PURCHASE OF CREDIT PROTECTION

Since December 1997, we have entered into three Synthetic Collateralized Loan Obligations that have allowed us to reduce the credit risk on a portfolio of counterparties totaling approximately $\$ 20$ billion in notional amount. This reduction was accomplished using credit default swaps, which transferred the credit risk into the capital markets. The structures provide protection on all exposures to a referenced counterparty. We have retained the first risk of loss equity tranche in these transactions totaling $\$ 195$ million. As a result of these structures, we were able to reduce economic capital by approximately $\$ 477$ million as of September 30, 2000. These structures have also allowed us to reduce our risk-adjusted assets by approximately $\$ 2.5$ billion as of September 30, 2000, thereby increasing our Tier I and Total risk-based capital ratios by 15 basis points (0.15\%) and 20 basis points (0.20\%), respectively. As of September 30, 2000, these transactions have allowed us to shift the credit risk associated with $\$ 11.6$ billion of diversified exposure on our balance sheet - as described in the following table - to what we believe is equivalent to AAA+ quality. The decrease from the original $\$ 20$ billion notional amount reflects the settlement of certain underlying counterparty exposures.

| Counterparty rating | Notional exposure |
| :---: | :---: |
| AAA | \$ 569 |
| AA | 1,860 |
| A | 5,975 |
| BBB | 2,694 |
| BB | 485 |
| B | 25 |
| CCC and below | 10 |
| Total | 11,618 |

The notional exposures in the above table are diversified by counterparty in the following industries: banks - \$1,139 million; nonbank financial institutions \$1,873 million; governments - \$410 million; commercial and industrial - \$3,217 million; cyclical $\$ 2,724$ million; and non-cyclical - $\$ 2,255$ million. North American counterparties are approximately $65 \%$ of the portfolio, European counterparties comprise $20 \%$ of the portfolio and the remaining $15 \%$ of the portfolio are Asia/Pacific counterparties.

The first table below summarizes the regional exposure, by industry category, after the benefit of master netting agreements and collateral (derivatives only), but before the benefit of purchased credit protection (i.e., credit derivatives, including synthetic CLOs). The second table summarizes regional exposure after the benefit of master netting agreements, collateral (derivatives only) and purchased credit protection. The amounts below exclude exposures related to the following: Private Banking and Euroclear-related activities, exchange-traded derivatives, and commercial mortgage-backed securities included in our Credit Markets segment

BEFORE BENEFIT OF PURCHASED CREDIT PROTECTION:

|  | North America | Europe | Asia Pacific | Latin America | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banks | \$3,390 | \$10,744 | \$1,651 | \$ 51 | \$15,836 |
| Non-Bank Financial Institutions | 25,228 | 6,670 | 1,086 | 2 | 32,986 |
| Governments | 9,569 | 2,000 | 419 | 408 | 12,396 |
| Cyclicals | 20,884 | 4,559 | 1,358 | 77 | 26,878 |
| Non-Cyclicals | 7,800 | 5,736 | 163 | 140 | 13,839 |
| Other (Basic Materials, Healthcare, Utility) | 18, 030 | 4,487 | 563 | 508 | 23,588 |
|  | 84,901 | 34,196 | 5,240 | 1,186 | 125,523 |

AFTER BENEFIT OF PURCHASED CREDIT PROTECTION:

|  | North America | Europe | Asia Pacific | Latin America | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Banks | \$3, 079 | \$10, 290 | \$1,277 | \$ 51 | \$14,697 |
| Non-Bank Financial Institutions (a) | 35,276 | 6,442 | 1,011 | 2 | 42,731 |
| Governments | 9,313 | 1,847 | 419 | 408 | 11,987 |
| Cyclicals | 18,815 | 4,020 | 1,241 | 77 | 24,153 |
| Non-Cyclicals | 5,790 | 5,494 | 159 | 140 | 11,583 |
| Other (Basic Materials, Healthcare, Utility) | 15,472 | 3,964 | 470 | 466 | 20,372 |
|  | 87,745 | 32,057 | 4,577 | 1,144 | 125,523 |

(a) The effect of the synthetic CLOs was a shift in exposure from different regions and industries to a single, North American, non-bank financial institutions counterparty.

Total impaired loans, organized by the location of the counterparty - net of charge-offs - at September 30, 2000 are presented in the following table.

In millions: September 30

| COUNTERPARTIES IN THE U.S. |  |
| :---: | :---: |
| Commercial and industrial | \$ 20 |
| Other | 6 |
|  | 26 |
| COUNTERPARTIES OUTSIDE THE U.S. |  |
| Commercial and industrial | 93 |
| Other | 9 |
|  | 102 |
| TOTAL IMPAIRED LOANS | 128 |
| Allowance for impaired loans | 71 |

Impaired loans for which no SFAS No. 114 reserve was deemed necessary were \$18 million as of September 30, 2000. As of September 30, 2000, approximately $50 \%$ of impaired loans were measured using the present value of future cash flows, 30\% of impaired loans were measured for impairment using observable market prices, and the remainder using the fair value of collateral.

The following table presents an analysis of the changes in impaired loans.

| In millions | $\begin{array}{r} \text { arter } \\ 2000 \end{array}$ | Nine months 2000 |
| :---: | :---: | :---: |
| IMPAIRED LOANS, BEGINNING PERIOD | \$140 | \$77 |
| Additions to impaired loans | 8 | 86 |
| Less: |  |  |
| Repayments of principal, net of additional advances | (3) | (5) |
| Impaired loans returning to accrual status | - | - |
| Charge-offs: |  |  |
| Commercial and industrial | (11) | (11) |
| Other, primarily other financial institutions | - | (6) |
| Interest and other credits | (6) | (13) |
| IMPAIRED LOANS, SEPTEMBER 30 | 128 | 128 |

An analysis of the effect of impaired loans - net of charge-offs - on interest revenue for the three and nine months ended September 30, 2000 is presented in the following table.

In millions | Third quarter | Nine months |
| ---: | :--- |
| 2000 |  |

For the three and nine months ended September 30, 2000, the average recorded investments in impaired loans was $\$ 129$ million and $\$ 117$ million, respectively. As of September 30, 2000, loans of $\$ 64$ million were over 90 days past due (principal or interest) and still accruing interest, but not considered impaired. Lending commitments to counterparties considered impaired totaled \$58 million at September 30, 2000.

| In millions | Third quarter 2000 | Nine months 2000 |
| :---: | :---: | :---: |
| BEGINNING BALANCE | \$283 | \$281 |
| (Reversal of provision) for loan losses in the U.S. | (3) | (46) |
| (Reversal of provision) / provision for loan losses outside the U.S. | (4) | 35 |
|  | (7) | (11) |
| Recoveries: <br> Counterparties in the U.S. | - | - |
| Counterparties outside the U.S. | - | 12 |
|  | - | 12 |
| Charge-offs (a): <br> Counterparties in the U.S., primarily healthcare institutions |  |  |
| Counterparties in the U.S., primarily healthcare institutions Counterparties outside the U.S.: | (18) | (24) |
| Commercial and industrial | - | - |
| Banks | - | - |
| Other | - | - |
| Net (charge-offs) | (18) | (12) |
| ENDING BALANCE, SEPTEMBER 30 | 258 | 258 |

(a) Charge-offs include losses on loan sales of $\$ 6$ million for the three and nine months ended September 30, 2000.

The following table displays our allowance for loan losses by component as of September 30, 2000

The following table displays our allowance for credit losses on lendingcommitments by component as of September 30, 2000
In millions
Specific counterparty components in the U.S ..... \$ 2
specific counterparty components outside the U.S. ..... 4
Total specific counterparty ..... 6
Expected loss ..... 128
Total ..... 134
18. INCOME TAXES

The effective tax rate for the three and nine months ended September 30, 2000 was $28 \%$ and $33 \%$, respectively. The effective tax rate for the three and nine months ended September 30, 1999 was $31 \%$ and $34 \%$, respectively. The income tax expense / (benefit) related to net realized gains / (losses) and write-downs for other-than-temporary impairments in value on debt and equity investment securities, excluding securities in SBICs, was approximately $\$ 32$ million and $\$ 72$ million for the three and nine months ended September 30, 2000, compared to (\$9) million and (\$48) million for the three and nine months ended September 30, 1999. The applicable tax rate used to compute the income tax expense / (benefit) related to net gains / (losses) on debt and equity investment securities for the three and nine months ended September 30, 2000 was approximately $38 \%$ and $36 \%$, respectively.
19. CAPITAL REQUIREMENTS
J.P. Morgan, its subsidiaries, and certain foreign branches of its bank subsidiary Morgan Guaranty Trust Company of New York are subject to regulatory capital requirements of U.S. and foreign regulators. Our primary federal banking regulator, the Board of Governors of the Federal Reserve System (Federal Reserve Board), establishes minimum capital requirements for J.P. Morgan, the
consolidated bank holding company, and some of our subsidiaries, including Morgan Guaranty. These requirements ensure that banks and bank holding companies meet specific guidelines that involve quantitative measures of assets, liabilities, and certain off-balance-sheet items as calculated under generally accepted accounting principles. Failure to meet these requirements can result in actions by regulators that could have a direct material impact on our financial statements. The capital of J.P. Morgan and our principal subsidiaries, Morgan Guaranty and J.P. Morgan Securities Inc. (JPMSI), exceeded the minimum requirements set by each regulator as of September 30, 2000.
J.P. Morgan's risk-based capital ratios are calculated in accordance with the Federal Reserve Board's market risk capital guidelines. These guidelines require our risk-based capital ratios to take into account general market risk and specific issuer risk of our debt and equity trading portfolios, as well as general market risk associated with all trading and nontrading foreign exchange and commodity positions. The guidelines, however, continue to exclude the effect of SFAS No. 115. The calculation of risk-based capital ratios for J.P. Morgan, the bank holding company, includes the capital and assets of JPMSI, our U.S. broker-dealer.

Capital ratios and amounts
The following tables show the risk-based capital and leverage ratios and amounts for J.P. Morgan and Morgan Guaranty as of September 30, 2000.

| Tier 1 capital(a) |  |  |
| :---: | :---: | :---: |
| J.P. Morgan | \$12,101 | 8.6\% |
| Morgan Guaranty | 10,769 | 9.0 |
| Total risk-based capital(a) |  |  |
| J.P. Morgan | \$16,960 | 12.0\% |
| Morgan Guaranty | 13,860 | 11.6 |
| Leverage |  |  |
| J.P. Morgan |  | 4.5\% |
| Morgan Guaranty |  | 6.2 |

(a) For capital adequacy purposes, J.P. Morgan and Morgan Guaranty required minimum tier 1 capital of $\$ 5.6$ billion and $\$ 4.8$ billion, respectively. For capital adequacy purposes, J.P. Morgan and Morgan Guaranty required minimum total risk-based capital of $\$ 11.3$ billion and $\$ 9.6$ billion, respectively.
(b) Pursuant to Federal Reserve Board guidelines, the minimum tier 1 capital, total risk-based capital, and leverage ratios are $4 \%, 8 \%$, and $3 \%$, respectively, for bank holding companies and banks.

Capital categories
Bank regulators use five capital category definitions for regulatory supervision purposes. The categories range from "well capitalized" to "critically
undercapitalized." A bank is considered well capitalized if it has minimum tier 1 capital, total capital, and leverage ratios of $6 \%, 10 \%$, and $5 \%$, respectively, under standards provided by the regulatory framework for prompt corrective action and the Federal Reserve Board.

Bank holding companies also have guidelines that determine the capital levels at which they shall be considered well capitalized. According to these guidelines, a bank holding company is considered well capitalized if it has minimum tier 1 capital, total capital, and leverage ratios of $6 \%, 10 \%$, and $3 \%$, respectively.

At September 30, 2000, the ratios of J.P. Morgan and Morgan Guaranty exceeded the minimum standards required for a well capitalized bank holding company and bank, respectively. Management is aware of no conditions or events that have occurred since September 30, 2000, that would change J.P. Morgan's and Morgan Guaranty's well capitalized status.
20. EARNINGS PER SHARE

Basic EPS is computed by dividing income available to common stockholders by the weighted-average number of common shares outstanding, which includes
contingently issuable shares for which all necessary conditions for issuance have been satisfied. Diluted EPS includes the determinants of basic EPS and, in addition, takes into account dilutive potential common shares that were outstanding during the period.

The following table presents the computation of basic and diluted EPS for the three and nine months ended September 30, 2000 and 1999.

|  | Third quarter |  | Nine months |  |
| :---: | :---: | :---: | :---: | :---: |
| Dollars in millions, except share data | 2000 | 1999 | 2000 | 1999 |
| Net income | \$514 | \$442 | \$1,684 | \$1,546 |
| Preferred stock dividends and other | (11) | (9) | (29) | (27) |
| Numerator for basic and diluted earnings per share - income available to common stockholders | \$503 | \$433 | \$1,655 | \$1,519 |
| Denominator for basic earnings per share -Weighted-average shares | 169,246,855 | 181,511,850 | 171,685,117 | 182,405,166 |
| Effect of dilutive securities: Options (a) Other stock awards (c) | $\begin{aligned} & 5,100,992 \\ & 7,131,038 \end{aligned}$ | $\begin{aligned} & 5,191,290(b) \\ & 7,968,493 \end{aligned}$ | $\begin{aligned} & 4,359,690 \\ & 6,888,326 \end{aligned}$ | $\begin{aligned} & 5,207,112(b) \\ & 8,252,293 \end{aligned}$ |
|  | 12,232, 030 | 13,159,783 | 11,248, 016 | 13,459,405 |
| Denominator for diluted earnings per share Weighted-average number of common shares and dilutive potential common shares | 181,478,885 | 194,671,633 | 182,933,133 | 195,864,571 |
| Basic earnings per share | \$2.97 | \$2.39 | \$9.64 | \$8.33 |
| Diluted earnings per share | 2.77 | 2.22 | 9.05 | 7.76 |

Earnings per share amounts are based on actual numbers before rounding.
(a) The dilutive effect of stock options was computed using the treasury stock method. This method computes the number of incremental shares by assuming the exercise of outstanding stock options, reduced by the number of shares assumed to be repurchased from the proceeds generated by the option exercise, using the average market price of our common stock for the period. The related tax benefits are also considered.
(b) The following options to purchase shares of our common stock were outstanding at September 30, 1999, but were not included in the computation of diluted EPS:

For the three months ended September 30, 1999: 4,830,000 shares at $\$ 130.94$ per share expiring July 15,2008 and $6,074,000$ shares at $\$ 135.72$ per share expiring July 15, 2009. For the nine months ended September 30, 1999: 6,074,000 shares at $\$ 135.72$ per share expiring July 15, 2009.

The inclusion of such options using the treasury stock method would have an antidilutive effect on the diluted EPS calculation because the options' exercise price was greater than the average market price of our common shares for the respective period
(c) Weighted-average incremental shares for other stock awards include restricted stock and stock bonus awards. The related tax benefits are also considered.
21. COMMITMENTS AND CONTINGENT LIABILITIES

Excluding mortgaged properties, assets on our "Consolidated balance sheet" of approximately $\$ 124.4$ billion at September 30, 2000, were pledged as collateral for borrowings, to qualify for fiduciary powers, to secure public monies as required by law, and for other purposes.

At September 30, 2000 we had commitments to enter into future resale and repurchase agreements totaling $\$ 3.7$ billion and $\$ 1.9$ billion, respectively.
22. INTERNATIONAL OPERATIONS

For financial reporting purposes, we divide our operations into domestic and international components. As these operations are highly integrated, estimates and subjective assumptions have been made to apportion revenue and expense between domestic and international components. In 1999, we changed our estimates and assumptions to be consistent with the allocations used for our business segments as reported in note 3. Prior period amounts have been restated to reflect this allocation methodology.

## Revenues and expenses

Client-focused revenues are allocated between the regions responsible for managing the client relationship and the regions responsible for product execution and risk management
Revenues from proprietary investing and trading activities and equity investments are allocated based on the location of the risk taker

Expenses are allocated based on the estimated cost associated with servicing each region's client base. Corporate revenues and expenses are allocated primarily to the region in which they are recorded. Certain centrally managed expenses are allocated based on the underlying activity.

The results for the three and nine months ended September 30, 2000 and 1999 were distributed among domestic and international operations, as presented in the following table.

| In millions | Total <br> revenues(a) |  | Total expenses | Pretax income/ (loss) | $\begin{array}{r} \text { Income } \\ \text { tax } \\ \text { expense/ } \\ \text { (benefit) } \end{array}$ |  | Net <br> income/ <br> (loss) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| THIRD QUARTER 2000 |  |  |  |  |  |  |  |  |
| Europe (b) | \$ | 1,055 | \$ 618 | \$ 437 | \$ | 177 | \$ |  |
| Asia-Pacific |  | 291 | 228 | 63 |  | 26 |  | 37 |
| Latin America (c) |  | 97 | 86 | 11 |  | 4 |  | 7 |
| Total international operations |  | 1,443 | 932 | 511 |  | 207 |  | 304 |
| Domestic operations (d) |  | 879 | 677 | 202 |  | (8) |  | 210 |
| Total |  | 2,322 | 1,609 | 713 |  | 199 |  | 514 |
| THIRD QUARTER 1999 |  |  |  |  |  |  |  |  |
| Europe (b) |  | 613 | 438 | 175 |  | 71 |  | 104 |
| Asia-Pacific |  | 25 | 140 | (115) |  | (47) |  | (68) |
| Latin America (c) |  | 37 | 164 | (127) |  | (51) |  | (76) |
| Total international operations |  | 675 | 742 | (67) |  | (27) |  | (40) |
| Domestic operations (d) |  | 1,310 | 599 | 711 |  | 229 |  | 482 |
| Total |  | 1,985 | 1,341 | 644 |  | 202 |  | 442 |
| NINE MONTHS 2000 |  |  |  |  |  |  |  |  |
| Europe (b) |  | 2,861 | 1,518 | 1,343 |  | 544 |  | 799 |
| Asia-Pacific |  | 796 | 525 | 271 |  | 110 |  | 161 |
| Latin America (c) |  | 288 | 255 | 33 |  | 13 |  | 20 |
| Total international operations |  | 3,945 | 2,298 | 1,647 |  | 667 |  | 980 |
| Domestic operations (d) |  | 3,692 | 2,826 | 866 |  | 162 |  | 704 |
| Total |  | 7,637 | 5,124 | 2,513 |  | 829 |  | 684 |
| NINE MONTHS 1999 |  |  |  |  |  |  |  |  |
| Europe (b) |  | 2,527 | 1,377 | 1,150 |  | 466 |  | 684 |
| Asia-Pacific |  | 322 | 416 | (94) |  | (38) |  | (56) |
| Latin America (c) |  | 869 | 380 | 489 |  | 198 |  | 291 |
| Total international operations |  | 3,718 | 2,173 | 1,545 |  | 626 |  | 919 |
| Domestic operations (d) |  | 2,949 | 2,152 | 797 |  | 170 |  | 627 |
| Total |  | 6,667 | 4,325 | 2,342 |  | 796 |  | 546 |

(a) Includes net interest revenue and noninterest revenues.
(b) Includes the Middle East and Africa.
(c) Includes Mexico, Central America, and South America.
(d) Includes the United States, Canada, and the Caribbean. Total revenues and expenses relate substantially to United States operations.
(e) For the three months ended September 30, 2000, revenues include a net reversal of provision for credit losses of (\$36) million, which was recorded as follows: (\$4) million in Europe, and (\$32) million in Domestic operations.
(f) For the three months ended September 30, 1999, revenues include a net reversal of provision for credit losses of (\$60) million, which was recorded as follows: (\$32) million in Europe, (\$32) million in Asia Pacific, (\$13) million in Latin America, and $\$ 17$ million in Domestic operations
(g) For the nine months ended September 30, 2000, revenues include a net reversal of provision for credit losses of (\$2) million which was recorded as follows: $\$ 27$ million in Europe, and (\$29) million in Domestic operations.
(h) For the nine months ended September 30, 1999, revenues include a net

## reversal of provision for credit losses of (\$130) million which was

 recorded as follows: (\$22) million in Europe, (\$70) million in Asia Pacific, (\$41) million in Latin America, and $\$ 3$ million in Domestic operations.(b) Pro Forma Financial Information

Chase and J.P. Morgan unaudited pro forma combined statement of income summary, unaudited pro forma combined balance sheet at September 30, 2000, unaudited pro forma combined statements of income for each of the years in the three-year period ended December 31, 1999 and for the nine months ended September 30, 2000 and 1999, and the notes to unaudited pro forma combined financial statements.

UNAUDITED PRO FORMA COMBINED STATEMENT OF INCOME SUMMARY
OF CHASE AND J.P. MORGAN
(IN MILLIONS, EXCEPT PER SHARE DATA)
The following unaudited pro forma combined statement of income summary combines the historical consolidated statements of income of Chase and J.P. Morgan giving effect to the merger, which is expected to be accounted for as a pooling of interests, as if the merger had occurred as of the beginning of the earliest period presented and after giving effect to the pro forma adjustments described in the notes to the pro forma combined financial statements. The information presented below should be read together with the historical consolidated financial statements of Chase and J.P. Morgan, including the related notes, and together with the condensed consolidated historical and other pro forma financial information, including the related notes. The pro forma financial data are not necessarily indicative of the results that actually would have occurred had the merger been completed on the dates indicated or that may be obtained in the future.

|  | FOR THE NINE MONTHS ENDED SEPTEMBER 30, |  | FOR THE YEAR ENDED DECEMBER 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1999 | 1998 | 1997 |
| INTEREST INCOME |  |  |  |  |  |
| Loans. | \$12,555 | \$10,911 | \$14, 783 | \$15,498 | \$14,950 |
| Securities. | 3,326 | 3,610 | 4,804 | 5,072 | 4,585 |
| Trading Assets. | 5,125 | 3,991 | 5,432 | 6,775 | 7,045 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. | 3,083 | 2,279 | 3,016 | 4,201 | 4,636 |
| Securities Borrowed...... | 1,663 | 1,405 | 1,877 | 2,129 | 1,814 |
| Deposits With Banks. | 568 | 761 | 1,006 | 936 | 724 |
| Other Sources... | 401 | 192 | 289 | 319 | 450 |
| Total Interest Income. | 26,721 | 23,149 | 31,207 | 34,930 | 34,204 |
| INTEREST EXPENSE |  |  |  |  |  |
| Deposits. | 7,916 | 6,529 | 8,845 | 9,663 | 9,314 |
| Short-Term and Other Liabilities | 9,389 | 6,831 | 9,323 | 12,612 | 12,534 |
| Long-Term Debt.. | 2,365 | 2,067 | 2,754 | 2,808 | 2,231 |
| Total Interest Expense. | 19,670 | 15,427 | 20,922 | 25,083 | 24,079 |
| NET INTEREST INCOME. | 7,051 | 7,722 | 10,285 | 9,847 | 10,125 |
| Provision for Loan Losses. | 968 | 1,017 | 1,446 | 1,453 | 804 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN |  |  |  |  |  |
| NONINTEREST REVENUE |  |  |  |  |  |
| Trading Revenue. | 5,156 | 3,967 | 5,252 | 3,600 | 3,460 |
| Investment Banking Fees. | 3,311 | 2,633 | 3,517 | 2,903 | 2,259 |
| Trust, Custody and Investment Management Fees.. | 2,620 | 2,132 | 2,868 | 2,473 | 2,164 |
| Credit Card Revenue.............................. | 1,311 | 1,258 | 1,698 | 1,474 | 1,088 |
| Other Fees and Commissions. | 2,911 | 2,364 | 3,310 | 2,792 | 2,565 |
| Private Equity Gains. | 1,113 | 1,533 | 3,147 | 1,312 | 1,238 |
| Securities Gains (Losses). | 111 | 43 | (192) | 469 | 314 |
| Other Revenue......... | 807 | 840 | 1,045 | 883 | 815 |
| Total Noninterest Revenue. | 17,340 | 14,770 | 20,645 | 15,906 | 13,903 |


|  | FOR THE NINE MONTHS ENDED SEPTEMBER 30, |  | FOR THE YEAR ENDED DECEMBER 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1999 | 1998 | 1997 |
| NONINTEREST EXPENSE |  |  |  |  |  |
| Salaries. | 8,193 | 6,792 | 9, 049 | 7,402 | 7,028 |
| Employee Benefits | 1,245 | 1,111 | 1,485 | 1,469 | 1,436 |
| Occupancy.. | 943 | 886 | 1,190 | 1,123 | 1,100 |
| Technology and Communications | 1,786 | 1,600 | 2,179 | 2,172 | 1,984 |
| Professional Services. | 838 | 721 | 1,012 | 1,045 | 850 |
| Amortization of Intangibles | 342 | 243 | 329 | 293 | 172 |
| Restructuring Costs. | 129 | -- | 23 | 887 | 192 |
| Other Expense. | 2,304 | 1,990 | 2,728 | 2,562 | 2,398 |
| Total Noninterest Expense. | 15,780 | 13,343 | 17,995 | 16,953 | 15,160 |
| INCOME BEFORE INCOME TAX EXPENSE. | 7,643 | 8,132 | 11,489 | 7,347 | 8,064 |
| Income Tax Expense. | 2,624 | 2,833 | 3,988 | 2,602 | 2,891 |
| NET INCOME. | \$ 5,019 | \$ 5,299 | \$ 7,501 | \$ 4,745 | \$ 5,173 |
| NET INCOME APPLICABLE TO COMMON STOCK. | \$ 4,944 | \$ 5,218 | \$ 7,395 | \$ 4,612 | \$ 4,955 |
| NET INCOME PER SHARE: |  |  |  |  |  |
| Basic. | \$ 2.64 | \$ 2.71 | \$ 3.87 | \$ 2.37 | \$ 2.53 |
| Diluted. | \$ 2.53 | \$ 2.59 | \$ 3.69 | \$ 2.27 | \$ 2.41 |

See the additional unaudited pro forma combined financial statements and related notes.

UNAUDITED PRO FORMA COMBINED BALANCE SHEET
OF CHASE AND J.P. MORGAN
AT SEPTEMBER 30, 2000
(IN MILLIONS)
The following unaudited pro forma combined balance sheet combines the historical consolidated balance sheets of Chase and J.P. Morgan giving effect to the merger, which is expected to be accounted for as a pooling of interests, as if the merger had been effective on September 30, 2000. The information presented below should be read together with the historical consolidated financial statements of Chase and J.P. Morgan, including the related notes, and together with the condensed consolidated historical and other pro forma financial information, including the related notes. The pro forma financial data are not necessarily indicative of the financial position that actually would have occurred had the merger been completed on September 30, 2000 or that may be obtained in the future.

|  | CHASE HISTORICAL | J.P. MORGAN HISTORICAL | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { ADJUSTMENTS } \\ (\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{~m}, \mathrm{n}) \end{gathered}$ | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and Due from Banks. | \$ 19,403 | \$ 881 | \$ | \$ 20, 284 |
| Deposits With Banks. | 3,513 | 5,156 |  | 8,669 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. | 27,175 | 43,788 | $(1,550)(\mathrm{e})$ | 69,413 |
| Securities Borrowed. | -- | 34,874 | 1,550(e) | 36,424 |
| Trading Assets: |  |  |  |  |
| Debt and Equity Instruments. | 36,113 | 104,879 |  | 140,992 |
| Derivative Receivables. | 31,479 | 35,549 |  | 67,028 |
| Securities: |  |  |  |  |
| Available-For-Sale. | 65,600 | 5,050 |  | 70,650 |
| Held-To-Maturity. | 632 | -- |  | 632 |
| Loans (Net of Allowance for Loan Losses) | 187,767 | 26,729 |  | 214,496 |
| Private Equity Investments.... | 10, 018 | 1,484 |  | 11,502 |
| Accrued Interest and Accounts Receivable | 2,806 | 6,050 | 6,635(j) | 15,491 |
| Premises and Equipment. | 4,777 | 2,086 |  | 6,863 |
| Goodwill and Other Intangibles. | 14,977 | 701 |  | 15,678 |
| Other Assets.. | 21,556 | 14,454 | $(6,635)(\mathrm{j})$ | 29,375 |
| TOTAL ASSETS. | \$425, 816 | \$281, 681 | \$ -- | \$707,497 |


|  | CHASE HISTORICAL | J.P. MORGAN HISTORICAL | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { ADJUSTMENTS } \\ (\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{~m}, \mathrm{n}) \end{gathered}$ | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| LIABILITIES |  |  |  |  |
| Deposits: |  |  |  |  |
| Domestic: |  |  |  |  |
| Noninterest-Bearing. | \$ 47,067 | \$ 992 |  | \$ 48,059 |
| Interest-Bearing... | 81,003 | 2,671 |  | 83,674 |
| Foreign: |  |  |  |  |
| Noninterest-Bearing. | 6,054 | 790 |  | 6,844 |
| Interest-Bearing. . . | 95,477 | 35,731 |  | 131,208 |
| Total Deposits. | 229,601 | 40,184 | -- | 269,785 |
| Federal Funds Purchased and Securities Sold Under |  |  |  |  |
| Repurchase Agreements. | 61,943 | 83,267 |  | 145,210 |
| Commercial Paper....... | 7,338 | 12,124 |  | 19,462 |
| Other Borrowed Funds. | 7,252 | 12,813 |  | 20,065 |
| Trading Liabilities: |  |  |  |  |
| Debt and Equity Instruments. | 13,321 | 45,651 |  | 58,972 |
| Derivative Payables... | 27,367 | 37,886 |  | 65,253 |
| Accounts Payable, Accrued Expenses and Other Liabilities, |  |  |  |  |
| Long-Term Debt. . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | 24,157 | 21,477 |  | 45, 634 |
| Guaranteed Preferred Beneficial Interests in Corporation's |  |  |  |  |
| Junior Subordinated Deferrable Interest Debentures....... | 2,789 | 1,150 |  | 3,939 |
| total LiABILITIES. | 395,826 | 269,719 | 1,800 | 667,345 |
| PREFERRED STOCK OF SUBSIDIARY. | 550 | -- |  | 550 |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Preferred Stock. | 828 | 694 | (2) (b) | 1,520 |
| Common Stock. | 1,323 | 502 | 90(b) | 1,915 |
| Capital Surplus... | 9,300 | 3,368 | (505) (b) | 12,163 |
| Retained Earnings. | 19,626 | 12,052 | $\begin{aligned} & (4,247)(b) \\ & (1,800)(c) \end{aligned}$ | 25,631 |
| Accumulated Other Comprehensive (Loss) Income. | $(1,005)$ | 10 |  | (995) |
| Treasury Stock, At Cost. | (632) | $(4,664)$ | 4,664(b) | (632) |
| TOTAL STOCKHOLDERS' EQUITY............................ . | 29,440 | 11,962 | $(1,800)$ | 39,602 |
| total LIABILITIES, PREFERRED STOCK OF SUBSIDIARY AND STOCKHOLDERS' EQUITY............................... | \$425, 816 | \$281, 681 | \$ | \$707, 497 |

See notes to unaudited pro forma combined financial statements.

The following unaudited pro forma combined statements of income combine the historical consolidated statements of income of Chase and J.P. Morgan giving effect to the merger, which is expected to be accounted for as a pooling of interests, as if the merger had been effective as of the beginning of the earliest period presented and after giving effect to the pro forma adjustments described in the notes to the pro forma combined financial statements. The information presented below should be read together with the historical consolidated financial statements of Chase and J.P. Morgan, including the related notes, together with the condensed consolidated historical and other pro forma financial information, including the related notes. The pro forma financial data are not necessarily indicative of the results that actually would have occurred had the merger been completed on the dates indicated or that may be obtained in the future.

|  | CHASE HISTORICAL | J.P. MORGAN HISTORICAL | PRO FORMA ADJUSTMENTS ( $\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{m}, \mathrm{n}$ ) | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |
| Loans. | \$11,108 | \$1,447 | \$ -- | \$12,555 |
| Securities | 2,879 | 447 | -- | 3,326 |
| Trading Assets. | 1,425 | 3,700 | -- | 5,125 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. | 1,349 | 1,792 | (58)(e) | 3,083 |
| Securities Borrowed. | - | 1,605 | 58(e) | 1,663 |
| Deposits With Banks. | 331 | 237 | -- | 568 |
| Other Sources.. | -- | 401 | -- | 401 |
| Total Interest Income. | 17,092 | 9,629 | -- | 26,721 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits........ | 6,302 | 1,614 | -- | 7,916 |
| Short-Term and Other Liabilities | 3,678 | 5,711 | -- | 9,389 |
| Long-Term Debt. | 1,243 | 1,122 | -- | 2,365 |
| Total Interest Expense. | 11,223 | 8,447 | -- | 19,670 |
| NET INTEREST INCOME. | 5,869 | 1,182 | -- | 7,051 |
| Provision (Reversal of Provision) for Loan Losses | 979 | (11) | -- | 968 |
| NET INTEREST INCOME AFTER PROVISION (REVERSAL OF PROVISION) FOR LOAN LOSSES. | 4,890 | 1,193 | -- | 6,083 |
| NONINTEREST REVENUE |  |  |  |  |
| Trading Revenue. | 2,448 | 2,708 | -- | 5,156 |
| Investment Banking Fees. | 1,900 | 1,411 | -- | 3,311 |
| Trust, Custody and Investment Management Fees................. | 1,718 | 863 | 39(g) | 2,620 |
| Credit Card Revenue.............................................. | 1,311 | -- | -- | 1,311 |
| Other Fees and Commissions | 2,201 | 749 | (39)(g) | 2,911 |
| Private Equity Gains. | 773 | -- | 340(d) | 1,113 |
| Securities Gains. | 167 | 284 | (340) (d) | 111 |
| Other Revenue. | 354 | 429 | 24(f) | 807 |
| Total Noninterest Revenue. . . . . . . . . . . . . . . . . . . . . . . | 10,872 | 6,444 | 24 | 17,340 |
| NONINTEREST EXPENSE |  |  |  |  |
| Salaries. | 5,128 | 3,065 | -- | 8,193 |
| Employee Benefits. | 795 | 450 | -- | 1,245 |
| Occupancy... | 689 | 254 | -- | 943 |
| Technology and Communications. | 856 | 751 | $\begin{gathered} 316(\mathrm{i}) \\ (137)(1) \end{gathered}$ | 1,786 |
| Professional Services. | 569 | 132 | 137(1) | 838 |
| Amortization of Intangibles. | 318 | -- | 24(f) | 342 |
| Restructuring Costs.............................. . . . . . . . . . . . . . | 129 | -- |  | 129 |
|  | 2,148 | 472 | (316)(i) | 2,304 |
|  | 10,632 | 5,124 | 24 | 15,780 |
| InCOME BEFORE INCOME TAX EXPENSE. | 5,130 | 2,513 | -- | 7,643 |
| Income Tax Expense. | 1,795 | 829 | -- | 2,624 |
| NET INCOME. | \$ 3,335 | \$1,684 | \$ -- | \$ 5,019 |
| NET INCOME APPLICABLE TO COMMON STOCK. | \$ 3,289 | \$1,655 | \$ -- | \$ 4,944 |
| NET INCOME PER COMMON SHARE: |  |  |  |  |
| Basic. | \$ 2.66 | \$ 9.64 |  | \$ 2.64 |
| Diluted. | \$ 2.57 | \$ 9.05 |  | \$ 2.53 |
| Average Common Shares Outstanding: |  |  |  |  |
| Basic. | 1,235.4 | 171.7 |  | 1,870.7(b) |
| Diluted. | 1,279.1 | 182.9 |  | 1,955.8(b) |

[^1]|  |  | HASE TORICAL | J.P. MORGAN HISTORICAL | PRO FORMA ADJUSTMENTS ( $\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{m}, \mathrm{n}$ ) |  | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |  |  |
| Loans. | \$ | 9,662 | \$1,249 | \$ |  | 10,911 |
| Securities |  | 2,344 | 1,266 | -- |  | 3,610 |
| Trading Assets. |  | 1,228 | 2,763 | -- |  | 3,991 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. |  | 1,122 | 1,188 | (31)(e) |  | 2,279 |
| Securities Borrowed............................................. |  | - | 1,374 | 31(e) |  | 1,405 |
| Deposits With Banks. |  | 540 | 221 | -- |  | 761 |
| Other Sources.. |  | -- | 192 | -- |  | 192 |
| Total Interest Income. |  | 14,896 | 8,253 | -- |  | 23,149 |
| INTEREST EXPENSE |  |  |  |  |  |  |
| Deposits.. |  | 4,806 | 1,723 | -- |  | 6,529 |
| Short-Term and Other Liabilities |  | 2,635 | 4,196 | -- |  | 6,831 |
| Long-Term Debt. |  | 936 | 1,131 | -- |  | 2,067 |
| Total Interest Expense. |  | 8,377 | 7,050 | -- |  | 15,427 |
| NET INTEREST INCOME. |  | 6,519 | 1,203 | -- |  | 7,722 |
| Provision (Reversal of Provision) for Loan Losses........... |  | 1,167 | (150) | -- |  | 1,017 |
| NET INTEREST INCOME AFTER PROVISION (REVERSAL OF PROVISION) FOR LOAN LOSSES. |  | 5,352 | 1,353 | -- |  | 6,705 |
| NONINTEREST REVENUE |  |  |  |  |  |  |
| Trading Revenue. |  | 1,606 | 2,361 | -- |  | 3,967 |
| Investment Banking Fees. |  | 1,388 | 1,245 | -- |  | 2,633 |
| Trust, Custody and Investment Management Fees................ |  | 1,332 | 776 | 24(g) |  | 2,132 |
| Credit Card Revenue. |  | 1,258 | -- | -- |  | 1,258 |
| Other Fees and Commissions |  | 1,777 | 611 | (24) (g) |  | 2,364 |
| Private Equity Gains. |  | 1,215 | -- | 318(d) |  | 1,533 |
| Securities Gains (Losses) |  | 160 | 201 | (318)(d) |  | 43 |
| Other Revenue.. |  | 696 | 120 | 24(f) |  | 840 |
| Total Noninterest Revenue. |  | 9,432 | 5,314 | 24 |  | 14,770 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |
| Salaries. |  | 4,217 | 2,575 | -- |  | 6,792 |
| Employee Benefits. |  | 731 | 380 | -- |  | 1,111 |
| Occupancy... |  | 642 | 244 | -- |  | 886 |
| Technology and Communications. |  | 737 | 707 | $\begin{gathered} 284(\mathrm{i}) \\ (128)(1) \end{gathered}$ |  | 1,600 |
| Professional Services. |  | 510 | 83 | 128(1) |  | 721 |
| Amortization of Intangibles. |  | 219 | -- | 24(f) |  | 243 |
| Restructuring Costs. |  | -- | -- | -- |  | -- |
| Other Expense. |  | 1,938 | 336 | (284)(i) |  | 1,990 |
| Total Noninterest Expense. |  | 8,994 | 4,325 | 24 |  | 13,343 |
| INCOME BEFORE INCOME TAX EXPENSE. |  | 5,790 | 2,342 | -- |  | 8,132 |
| Income Tax Expense... |  | 2,037 | 796 | -- |  | 2,833 |
| NET INCOME. | \$ | 3,753 | \$1,546 | \$ -- |  | 5,299 |
| NET INCOME APPLICABLE TO COMMON STOCK. | \$ | 3,698 | \$1,520 | \$ -- |  | 5,218 |
| NET INCOME PER COMMON SHARE: |  |  |  |  |  |  |
| Basic. | \$ | 2.96 | \$ 8.33 |  |  | \$ 2.71 |
| Diluted. | \$ | 2.86 | \$ 7.76 |  |  | + 2.59 |
| Average Common Shares Outstanding: |  |  |  |  |  |  |
| Basic. |  | 248.9 | 182.4 |  |  | 1,923.8(b) |
| Diluted. |  | 291.4 | 195.9 |  |  | 2,016.2(b) |

[^2]FOR YEAR ENDED DECEMBER 31, 1999
(IN MILLIONS, EXCEPT PER SHARE DATA)

|  | CHASE HISTORICAL | J.P. MORGAN HISTORICAL | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { ADJUSTMENTS } \\ (\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{~m}, \mathrm{n}) \end{gathered}$ | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |
| Loans | \$13,113 | \$ 1,670 | \$ | \$14,783 |
| Securities. | 3,216 | 1,588 | -- | 4,804 |
| Trading Assets. | 1,705 | 3,727 | -- | 5,432 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. | 1,451 | 1,609 | (44)(e) | 3,016 |
| Securities Borrowed. | -- | 1,833 | 44(e) | 1,877 |
| Deposits With Banks. | 752 | 254 | -- | 1,006 |
| Other Sources. | -- | 289 | -- | 289 |
| Total Interest Income. | 20,237 | 10,970 | -- | 31,207 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits.... | 6,592 | 2,253 | -- | 8,845 |
| Short-Term and Other Liabilities | 3,653 | 5,670 | -- | 9,323 |
| Long-Term Debt | 1,248 | 1,506 | -- | 2,754 |
| Total Interest Expense. | 11,493 | 9,429 | -- | 20,922 |
| NET INTEREST INCOME. | 8,744 | 1,541 | -- | 10,285 |
| Provision (Reversal of Provision) for Loan Losses | 1,621 | (175) | -- | 1,446 |
| NET INTEREST INCOME AFTER PROVISION (REVERSAL OF PROVISION) FOR LOAN LOSSES. | 7,123 | 1,716 | -- | 8,839 |
| NONINTEREST REVENUE |  |  |  |  |
| Trading Revenue. | 2,137 | 3,115 | -- | 5,252 |
| Investment Banking Fees. | 1,887 | 1,630 | -- | 3,517 |
| Trust, Custody and Investment Management Fees. | 1,801 | 1,035 | 32(g) | 2,868 |
| Credit Card Revenue........................... | 1,698 | -- | -- | 1,698 |
| Other Fees and Commissions | 2,496 | 846 | (32) (g) | 3,310 |
| Private Equity Gains. | 2,522 | -- | 625(d) | 3,147 |
| Securities Gains (Losses) | 101 | 332 | (625)(d) | (192) |
| Other Revenue.. | 831 | 182 | 32(f) | 1,045 |
| Total Noninterest Revenue. | 13,473 | 7,140 | 32 | 20,645 |
| NONINTEREST EXPENSE |  |  |  |  |
| Salaries. | 5,678 | 3,371 | -- | 9,049 |
| Employee Benefits. | 964 | 521 | -- | 1,485 |
| Occupancy... | 866 | 299 | 25(h) | 1,190 |
| Technology and Communications. | 1,015 | 947 | $\begin{gathered} 383(i) \\ (166)(1) \end{gathered}$ | 2,179 |
| Professional Services. | 719 | 127 | 166(1) | 1,012 |
| Amortization of Intangibles. | 297 | -- | 32(f) | 329 |
| Restructuring Costs.... | 48 | -- | (25) (h) | 23 |
| Other Expense. | 2,634 | 477 | (383)(i) | 2,728 |
| Total Noninterest Expense. | 12,221 | 5,742 | 32 | 17,995 |
| INCOME BEFORE INCOME TAX EXPENSE. | 8,375 | 3,114 | -- | 11,489 |
| Income Tax Expense. | 2,929 | 1,059 | -- | 3,988 |
| NET INCOME. | \$ 5,446 | \$ 2,055 | \$ | \$ 7,501 |
| NET INCOME APPLICABLE TO COMMON STOCK. | \$ 5,375 | \$ 2,020 | \$ | \$ 7,395 |
| NET INCOME PER COMMON SHARE: |  |  |  |  |
| Basic. | \$ 4.32 | \$ 11.16 |  | \$ 3.87 |
| Diluted. | \$ 4.18 | \$ 11.139 |  | \$ 3.69 |
| Average Common Shares Outstanding: |  |  |  |  |
| Basic. | 1,243.2 | 181.0 |  | 1,912.9(b) |
| Diluted. | 1,285.5 | 194.4 |  | 2,004.8(b) |

See notes to unaudited pro forma combined financial statements.

|  | CHASE HISTORICAL | J.P. MORGAN HISTORICAL | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { ADJUSTMENTS } \\ (\mathrm{a}, \mathrm{c}, \mathrm{k}, \mathrm{~m}, \mathrm{n}) \end{gathered}$ | $\begin{gathered} \text { PRO } \\ \text { FORMA } \\ \text { COMBINED } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |
| Loans | \$13,389 | \$ 2,109 | \$ -- | \$ 15,498 |
| Securities | 3,616 | 1,456 | -- | 5,072 |
| Trading Assets. | 2,431 | 4,344 | -- | 6,775 |
| Federal Funds Sold and Securities Purchased Under Resale Agreements. | 2,211 | 2,031 | (41)(e) | 4,201 |
| Securities Borrowed. | -- | 2,088 | 41(e) | 2,129 |
| Deposits With Banks.. | 642 | 294 | -- | 936 |
| Other Sources. | -- | 319 | -- | 319 |
| Total Interest Income. | 22,289 | 12,641 | -- | 34,930 |
| INTEREST EXPENSE |  |  |  |  |
| Deposits.... | 6,840 | 2,823 | -- | 9,663 |
| Short-Term and Other Liabilities | 5,612 | 7,000 | -- | 12,612 |
| Long-Term Debt. | 1,271 | 1,537 | -- | 2,808 |
| Total Interest Expense. | 13,723 | 11,360 | -- | 25,083 |
| NET INTEREST INCOME. | 8,566 | 1,281 | -- | 9,847 |
| Provision for Loan Losses. | 1,343 | 110 | -- | 1,453 |
| NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES. | 7,223 | 1,171 | -- | 8,394 |
| NONINTEREST REVENUE |  |  |  |  |
| Trading Revenue. | 1,238 | 2,362 | -- | 3,600 |
| Investment Banking Fees. | 1,502 | 1,401 | -- | 2,903 |
| Trust, Custody and Investment Management Fees. | 1,543 | 881 | 49 (g) | 2,473 |
| Credit Card Revenue. | 1,474 | -- | -- | 1,474 |
| Other Fees and Commissions. | 2,093 | 748 | (49) (g) | 2,792 |
| Private Equity Gains. | 967 | -- | 345(d) | 1,312 |
| Securities Gains. | 609 | 205 | (345) (d) | 469 |
| Other Revenue. | 664 | 187 | 32(f) | 883 |
| Total Noninterest Revenue. | 10,090 | 5,784 | 32 | 15,906 |
| NONINTEREST EXPENSE |  |  |  |  |
| Salaries.... | 5,025 | 2,377 | -- | 7,402 |
| Employee Benefits. | 854 | 856 | (241) (h) | 1,469 |
| Occupancy... | 798 | 437 | (112)(h) | 1,123 |
| Technology and Communications. | 890 | 1,192 | $\begin{gathered} 349(\mathrm{i}) \\ (5)(\mathrm{h}) \\ (254)(1) \end{gathered}$ | 2,172 |
| Professional Services. | 668 | 123 | 254(1) | 1,045 |
| Amortization of Intangibles. | 261 | -- | 32(f) | 293 |
| Restructuring Costs...... | 529 | -- | 358(h) | 887 |
| Other Expense...... | 2,358 | 553 | (349)(i) | 2,562 |
| Total Noninterest Expense. | 11,383 | 5,538 | 32 | 16,953 |
| INCOME BEFORE INCOME TAX EXPENSE. | 5,930 | 1,417 | -- | 7,347 |
| Income Tax Expense. | 2,148 | 454 | -- | 2,602 |
| NET INCOME. | \$ 3,782 | \$ 963 | \$ -- | \$ 4,745 |
| NET INCOME APPLICABLE TO COMMON STOCK.. | \$ 3,684 | \$ 928 | \$ -- | \$ 4,612 |
| NET INCOME PER COMmon Share: |  |  |  |  |
| Basic. | \$ 2.90 | \$ 5.08 |  | \$ 2.37 |
| Diluted. | \$ 2.83 | \$ 4.71 |  | \$ 2.27 |
| Average Common Shares Outstanding: |  |  |  |  |
| Basic. | 1,269.2 | 182.4 |  | 1,944.1(b) |
| Diluted. | 1,303.9 | 197.2 |  | 2,033.5(b) |

See notes to unaudited pro forma combined financial statements.


[^3](a) Chase and J.P. Morgan are in the process of reviewing their accounting policies and, as a result of this review, it may be necessary to reclassify either Chase's or J.P. Morgan's financial statements to conform to those accounting policies that are determined by J.P. Morgan Chase \& Co. to be most appropriate. While some reclassifications of prior periods have been included in the pro forma combined financial statements, further reclassifications may be necessary upon the completion of this review process.
b) It is intended that the merger will be accounted for on a pooling of interests accounting basis and, accordingly, the related pro forma adjustments to the various stockholders' equity accounts at September 30, 2000 reflect (i) an exchange of 592 million shares of Chase common stock (using the exchange ratio of 3.7 ) for the 160 million outstanding shares of J.P. Morgan common stock at September 30, 2000; (ii) the exchange of each outstanding share of J.P. Morgan preferred stock into one share of Chase preferred stock; and (iii) the assumed cancellation and retirement of all remaining shares of J.P. Morgan common stock and preferred stock held in J.P. Morgan's treasury. Prior to consummation of the merger, J.P. Morgan may issue up to 5 million shares of its common stock (which would be converted in the merger into 18.5 million shares of J.P. Morgan Chase \& Co. common stock at the exchange ratio of 3.7 ) in a registered public offering. The issuance of common stock would not have a material impact on the pro forma combined balance sheet, the pro forma combined earnings per share data, or on the pro forma capital ratios or performance ratios and would have no impact on the pro forma statement of income and, as such, has not been reflected in these pro forma combined financial statements.

For the income per share calculations, the pro forma combined average common shares outstanding (basic and diluted) reflects the exchange of Chase common stock (using the exchange ratio of 3.7 ) for the outstanding shares of J.P. Morgan common stock.
(c) Our managements have estimated that the merger will result in synergies of approximately $\$ 1.9$ billion (pre-tax), consisting of estimated cost savings of approximately $\$ 1.5$ billion (pre-tax) and estimated incremental revenues, net of incremental expenses, of approximately $\$ 400$ million (pre-tax). The synergies were estimated to be achieved by the end of the second year following the merger, with one-third estimated to be realized in the first year. Based on merger integration efforts to date, our managements currently believe those initial estimates were conservative but have not arrived at or announced revised estimates. These synergies have not been included in the pro forma combined amounts.

It is anticipated that the merger will result in costs of approximately $\$ 2.8$ billion, pre-tax (\$1.8 billion after-tax). Under current accounting rules, a significant portion of these costs will not be accruable at the time of the merger. The detailed plans for the restructuring initiatives have not been finalized and, as such, the amount of restructuring costs accruable at the merger date has not been determined. For purposes of these pro forma combined financial statements, the after-tax effect of the anticipated restructuring costs have been reflected in the pro forma combined balance sheet; however, since the anticipated restructuring costs are nonrecurring, they have not been reflected in the pro forma combined statement of income. Both the pre-tax and tax effect are included in the captions accounts payable, accrued expenses and other liabilities and retained earnings on the pro forma balance sheet.

The anticipated restructuring costs are expected to reflect severance expenses incurred in connection with anticipated staff reductions, costs incurred in connection with planned office eliminations and other merger-related expenses, including costs to eliminate redundant back office and other operations of Chase and J.P. Morgan.
(d) J.P. Morgan's historical financial data reflect the gains/losses from private equity investments in investment securities revenue. To conform with Chase's classification, J.P. Morgan's historical financial
data have been reclassified on a pro forma basis to reflect these gains/losses as a component of private equity gains on the income statement.
(e) Chase's historical financial data reflect securities borrowed as a component of federal funds sold and securities purchased under resale agreements. To conform with J.P. Morgan's classification, Chase's historical financial data have been reclassified on a pro forma basis to reflect securities borrowed and the related interest income as separate line items on both the balance sheet and income statement.
(f) J.P. Morgan's historical financial data include goodwill amortization expense that is recorded in other revenue. To conform with Chase's classification, J.P. Morgan's historical financial data have been reclassified on a pro forma basis to reflect the goodwill amortization expense as a component of amortization of intangibles on the income statement.
(g) J.P. Morgan's historical financial data include custody and securities handling fees as a component of other fees and commissions. To conform with Chase's classification, J.P. Morgan's historical financial data have been reclassified on a pro forma basis to reflect custody and securities handling fees as a component of trust, custody and investment management fees on the income statement.
(h) J.P. Morgan's historical financial data reflect restructuring-related charges (and reversal of charges) within employee benefits, occupancy, and technology and communications expenses. To conform with Chase's classification, J.P. Morgan's historical financial data have been reclassified on a pro forma basis to reflect the charges (or their reversal) as a component of restructuring costs on the income statement.
(i) Chase's historical financial data reflect telecommunications expense as a component of other expense. To conform with J.P. Morgan's classification, Chase's historical financial data have been reclassified on a pro forma basis to reflect telecommunications expense as a component of technology and communications expense on the income statement.
(j) Chase's historical financial data reflect accounts receivable as a component of other assets on the balance sheet. To conform with J.P. Morgan's classification, Chase's historical financial data have been reclassified on a pro forma basis to reflect accounts receivable as a component of accrued interest and accounts receivable on the balance sheet.
(k) Transactions between Chase and J.P. Morgan are not material in relation to the pro forma combined financial statements and therefore intercompany balances have not been eliminated from the pro forma combined amounts.
(l) J.P. Morgan's historical financial data include technology consultant expense as a component of technology and communications expense. To conform with Chase's classification, J.P. Morgan's historical financial data have been reclassified on a pro forma basis to reflect technology consultant expense as a component of professional services expense on the income statement.
(m) On July 6, 2000, Chase acquired The Beacon Group, LLC and on August 1, 2000, Chase acquired Robert Fleming Holdings Limited. Both transactions were accounted for under the purchase method. Although when compared with Chase's historical financial statements, these acquisitions are not considered individually or collectively to be a "significant subsidiary," these acquisitions involved the issuance from treasury of 68.9 million shares of Chase common stock. The net assets acquired from these acquisitions approximated $\$ 24$ billion, while the liabilities approximated $\$ 21$ billion. The fair value of the assets and liabilities of Beacon and Flemings are subject to adjustment for a period up to twelve months subsequent to their respective acquisition dates. The goodwill related to these acquisitions of approximately $\$ 5$ billion is expected to be amortized over 15 years.
(n) Chase's proposed disposition of its Hong Kong consumer banking operations in the fourth quarter of 2000 is not considered significant to the pro forma combined financial statements and, therefore, its impact is not included in these statements.

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.

THE CHASE MANHATTAN CORPORATION
(Registrant)

## /s/ Dina Dublon

Dina Dublon
Chief Financial Officer

## Exhibit Number

99.1
99.2

## Description

Consent of Chase Securities Inc.
Consent of J.P. Morgan Securities Inc.

Board of Directors
The Chase Manhattan Corporation
270 Park Avenue
New York, NY 10017
Members of the Board:
We hereby consent to the use of our opinion letter dated November 21, 2000 to
the Board of Directors of The Chase Manhattan Corporation ("Chase"), included as Annex D to the Joint Proxy Statement/Prospectus which forms a part of the Registration Statement on Form S-4 of Chase relating to the proposed merger involving Chase and J.P. Morgan \& Co. Incorporated, and to the references therein to such opinion and to our prior opinion dated September 12, 2000, in the section entitled "The Merger--Opinions of Financial Advisors--Opinion of Chase's Financial Advisor."

In giving such consent, we do not admit that we come within the category of persons whose consent is required under Section 7 of the Securities Act of 1933, as amended, or the rules and regulations of the Securities and Exchange Commission thereunder, nor do we thereby admit that we are experts with respect to any part of such Registration Statement within the meaning of the term "experts" as used in the Securities Act of 1933, as amended, or the rules and regulations of the Securities and Exchange Commission thereunder.

Chase Securities Inc.
/s/ DOUGLAS L. BRAUNSTEIN
---------------------------
By: Douglas L. Braunstein
Its: Managing Director

We hereby consent to (i) the use of our opinion letter to the Board of Directors of J.P. Morgan \& Co. Incorporated (the "Company") included as Appendix E to the Joint Proxy Statement-Prospectus that forms a part of the Registration Statement on Form S-4 relating to the proposed merger of the Company and The Chase Manhattan Corporation and (ii) the references to such opinion and to our prior opinion dated September 12, 2000, in such Joint Proxy Statement-Prospectus. In giving such consent, we do not admit that we come within the category of persons whose consent is required under Section 7 of the Securities Act of 1933, as amended, or the rules and regulations of the Securities and Exchange Commission thereunder, nor do we hereby admit that we are "experts" with respect to any part of such Registration Statement within the meaning of that term as used in the Securities Act of 1933, as amended, or the rules and regulations of the Securities and Exchange Commission thereunder.

## J.P. MORGAN SECURITIES INC.

By: /s/ EDWARD J. KELLY III


[^0]:    See notes to consolidated financial statements.

[^1]:    See notes to unaudited pro forma combined financial statements.

[^2]:    See notes to unaudited pro forma combined financial statements.

[^3]:    See notes to unaudited pro forma combined financial statements.

