# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
Form 8-K/A

## Amendment No. 4 to CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (date of earliest event reported): October 1, 2004

## JPMORGAN CHASE \& CO.

## Delaware

(State or Other Jurisdiction of Incorporation)

13-2624428
(IRS Employer Identification No.)

270 Park Avenue, New York, NY
(Address of Principal Executive Offices)

10017
(Zip Code)

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

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On October 1, 2004, JPMorgan Chase \& Co. ("JPMorgan Chase" or the "Firm") furnished on Form 8-K its unaudited pro forma combined historical financial information under Item 7.01, Regulation FD Disclosure. The Firm is now furnishing Amendment No. 4 to that Form 8-K to include its second quarter 2005 results, along with previously furnished unaudited pro forma combined historical financial information.

## Item 7.01 Regulation FD Disclosure

Effective July 1, 2004, Bank One Corporation ("Bank One"), merged with and into JPMorgan Chase pursuant to the Agreement and Plan of Merger, dated January 14, 2004. Bank One's results of operations are included in the Firm's results beginning July 1, 2004.

The unaudited pro forma combined historical financial information for the quarter and six months ending June 30, 2004, contained in Exhibit 99.5, is being furnished pursuant to Regulation FD in order to assist investors in understanding (i) how the financial information of JPMorgan Chase and Bank One may have appeared on a combined basis had the two companies actually been merged as of the earliest date indicated and (ii) how the financial information of the lines of business of the company may have appeared had the two companies actually been merged as of the earliest date indicated and had such business segments existed in the combined company as of the earliest date indicated.

The unaudited pro forma combined historical financial statement supplement information included in Exhibit 99.5 does not necessarily indicate the combined results of operations or the combined financial position of the Firm that would have resulted had the merger actually been completed at the beginning of the applicable periods presented nor is it indicative of the results of operations or financial position of the Firm since July 1, 2004, nor is it indicative of the results of operations or financial position of the Firm in future periods. The information presented is intended to be supplementary financial information only and is not intended to be incorporated by reference into registration statements or reports filed by JPMorgan Chase under the Securities Act of 1933 or the Securities Exchange Act of 1934, as the case may be.

## Item 9.01 Financial Statements and Exhibits

(c) Exhibits

Description of Exhibit

JPMorgan Chase \& Co. Pro Forma Combined Historical Financial Supplement*
JPMorgan Chase \& Co. 2004 Third Quarter Results and Pro Forma Combined Historical Financial Supplement for the Six Quarters Ending June 30, 2004*

JPMorgan Chase \& Co. 2004 Fourth Quarter Results and Pro Forma Combined Historical Financial Supplement for the Years Ending December 31, 2004 and 2003*

JPMorgan Chase \& Co. 2005 First Quarter Results and Pro Forma Combined Historical Financial Supplement for the Two Quarters Ending June 30, 2004*

JPMorgan Chase \& Co. 2005 Second Quarter Results and Pro Forma Combined Historical Financial Supplement for the Quarter and Six Months Ending June 30, 2004

* Previously furnished


## SIGNATURES

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

JPMORGAN CHASE \& CO.
(Registrant)
By: $\quad$ /s/ Joseph L. Sclafani

Executive Vice President and Controller [Principal Accounting Officer]

Description of Exhibit

JPMorgan Chase \& Co. Pro Forma Combined Historical Financial Supplement*

JPMorgan Chase \& Co. 2004 Third Quarter Results and Pro Forma Combined Historical Financial Supplement for the Six Quarters Ending June 30, 2004*

JPMorgan Chase \& Co. 2004 Fourth Quarter Results and Pro Forma Combined Historical Financial Supplement for the Years Ending December 31, 2004 and 2003*

JPMorgan Chase \& Co. 2005 First Quarter Results and Pro Forma Combined Historical Financial Supplement for the Two Quarters Ending June 30, 2004*

JPMorgan Chase \& Co. 2005 Second Quarter Results and Pro Forma Combined Historical Financial Supplement for the Quarter and Six Months Ending June 30, 2004

* Previously furnished


## JPMorganChase

## PRO FORMA COMBINED FINANCIAL SUPPLEMENT

## SECOND QUARTER 2005

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## EXPLANATORY NOTE

The unaudited pro forma combined historical financial information contained in this document is being furnished pursuant to Regulation FD in order to assist investors in understanding (i) how the financial information of JPMorgan Chase \& Co. ("JPMorgan Chase" or the "Firm") and Bank One Corporation ("Bank One") may have appeared on a combined basis had the two companies actually been merged as of the earliest date indicated and (ii) how the financial information of the lines of business of the company may have appeared had the two companies actually been merged as of the earliest date indicated and had such business segments existed in the combined company as of the earliest date indicated. The information presented is intended to be supplementary financial information only and is not intended to be incorporated by reference into registration statements or reports filed by JPMorgan Chase \& Co. under the Securities Act of 1933 or the Securities Exchange Act of 1934, as the case may be.

The unaudited pro forma combined historical financial information has been derived from and should be read in conjunction with the historical financial statements and related notes of JPMorgan Chase and Bank One, as filed with the Securities and Exchange Commission.

The unaudited pro forma combined historical financial information includes (i) purchase price adjustments as of July 1, 2004, to reflect the merger as of such date of Bank One with JPMorgan Chase, (ii) estimated adjustments to record the assets and liabilities of Bank One at their respective fair values as of July 1, 2004, and (iii) adjustments for changes in management accounting policies as of July 1, 2004.

The unaudited pro forma combined historical financial information is presented for illustrative purposes only. This information does not include:
(i) the impact of the sale of the Bank One corporate trust business to JPMorgan Chase;
(ii) any cost savings obtained since July 1, 2004 or anticipated to be obtained in the future from the merger;
(iii) any merger-related costs incurred since July 1, 2004 or anticipated to be incurred in the future in connection with the merger;
(iv) the impact of any share repurchases since July 1, 2004;
(v) any change in the allocation of the purchase price adjustments or of the fair value adjustments since July 1, 2004;
(vi) any adjustments for changes in management accounting policies or the impact of any conformance of management accounting policies since July 1 , 2004.

For the reasons stated above, the unaudited pro forma combined historical financial information included in this document does not necessarily indicate the combined results of operations or the combined financial position of the company that would have resulted had the merger actually been completed at the beginning of the applicable periods presented nor is it indicative of the actual results of operations or the financial position of the Firm since July 1, 2004 nor is it indicative of the results of operations or the financial position of the Firm in future periods.

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

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> $2 Q T R$ <br> 2004 |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2005 |  |  |  | $004$ |  |  |  |  |  |
| SELECTED INCOME |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| STATEMENT DATA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Net Revenue | \$ | 12,743 | \$ | 13,647 | \$ | 12,950 | \$ | 12,505 | \$ | 13,279 | (7)\% | (4)\% |  | \$ 26,390 | \$ | 27,086 | (3)\% |
| Provision for Credit Losses |  | 587 |  | 427 |  | 1,157 |  | 1,169 |  | 248 | 37 | 137 |  | 1,014 |  | 401 | 153 |
| Noninterest Expense |  | 10,899 |  | 9,937 |  | 9,386 |  | 9,377 |  | 12,629 | 10 | (14) |  | 20,836 |  | 21,741 | (4) |
| Net Income |  | 994 |  | 2,264 |  | 1,666 |  | 1,418 |  | 433 | (56) | 130 |  | 3,258 |  | 3,460 | (6) |
| Per Common Share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Dividends Declared Per | \$ | 0.28 | \$ | 0.63 | \$ | 0.46 | \$ | 0.39 | \$ | 0.12 | (56) | 133 |  | \$ 0.91 | \$ | 0.96 | (5) |
| Share |  | 0.34 |  | 0.34 |  | 0.34 |  | 0.34 |  | 0.34 | - | - |  | 0.68 |  | 0.68 | - |
| Book Value Per Share |  | 29.95 |  | 29.78 |  | 29.61 |  | 29.42 |  | 29.06 | 1 | 3 |  | 29.95 |  | 29.06 | 3 |
| Closing Share Price |  | 35.32 |  | 34.60 |  | 39.01 |  | 39.73 |  | 38.77 | 2 | (9) |  | 35.32 |  | 38.77 | (9) |
| Common Shares Outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted-Average Diluted Shares Outstanding |  | 3,548.3 |  | 3,569.8 |  | 3,602.0 |  | 3,592.0 |  | 3,588.6 | (1) | (1) |  | 3,559.0 |  | 3,589.0 | (1) |
| Common Shares Outstanding at Period-end |  | 3,514.0 |  | 3,525.3 |  | 3,556.2 |  | 3,564.1 |  | 3,559.0 | - | (1) |  | 3,514.0 |  | 3,559.0 | (1) |
| SELECTED RATIOS: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on Common Equity ("ROE") (a) |  | 4\% |  | 9\% |  | 6\% |  | 5\% |  | 2\% | (500) bp | 200 bp |  | 6\% |  | 7\% | (100) bp |
| Return on Equity-Goodwill <br> ("ROE-GW") (a) (b) |  | 6 |  | 15 |  | 11 |  | 9 |  | 3 | (900) | 300 |  | 11 |  | 11 | - |
| Return on Assets ("ROA") (a) (c) |  | 0.34 |  | 0.79 |  | 0.57 |  | 0.50 |  | 0.15 | (45) | 19 |  | 0.56 |  | 0.61 | (5) |
| Tier 1 Capital Ratio |  | 8.2(d) |  | 8.6 |  | 8.7 |  | 8.6 |  | 8.6 | (40) | (40) |  |  |  |  |  |
| Total Capital Ratio |  | 11.3(d) |  | 11.9 |  | 12.2 |  | 12.0 |  | 11.8 | (60) | (50) |  |  |  |  |  |
| SELECTED BALANCE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ | 1,171,283 | \$ | 1,178,305 | \$ | 1,157,248 | \$ | 1,138,469 | \$ | 1,153,304 | (1)\% | 2\% |  |  |  |  |  |
| Wholesale Loans |  | 149,588 |  | 137,401 |  | 135,067 |  | 132,344 |  | 133,011 | 9 | 12 |  |  |  |  |  |
| Consumer Loans |  | 266,437 |  | 265,268 |  | 267,047 |  | 261,357 |  | 225,557 | - | 18 |  |  |  |  |  |
| Deposits |  | 534,640 |  | 531,379 |  | 521,456 |  | 496,454 |  | 511,386 | 1 | 5 |  |  |  |  |  |
| Common Stockholders' Equity |  | 105,246 |  | 105,001 |  | 105,314 |  | 104,844 |  | 103,439 | - | 2 |  |  |  |  |  |
| Headcount |  | 168,461 |  | 164,381 |  | 160,968 |  | 162,275 |  | 165,608 | 2 | 2 |  |  |  |  |  |
| LINE OF BUSINESS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EARNINGS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 606 | \$ | 1,325 | \$ | 660 | \$ | 627 | \$ | 1,016 | (54) | (40) |  | \$ 1,931 | \$ | 2,367 | (18)\% |
| Retail Financial Services |  | 980 |  | 988 |  | 775 |  | 822 |  | 938 | (1) | 4 |  | 1,968 |  | 1,682 | 17 |
| Card Services |  | 542 |  | 522 |  | 515 |  | 421 |  | 409 | 4 | 33 |  | 1,064 |  | 745 | 43 |
| Commercial Banking |  | 174 |  | 243 |  | 254 |  | 215 |  | 234 | (28) | (26) |  | 417 |  | 523 | (20) |
| Treasury \& Securities Services |  | 229 |  | 245 |  | 145 |  | 96 |  | 103 | (7) | 122 |  | 474 |  | 196 | 142 |
| Asset \& Wealth Management |  | 283 |  | 276 |  | 263 |  | 197 |  | 190 | 3 | 49 |  | 559 |  | 419 | 33 |
| Corporate (e) |  | (486) |  | (687) |  | (296) |  | (219) |  | (103) | 29 | (372) |  | $(1,173)$ |  | (118) | NM |
| Total Operating Earnings |  | 2,328 |  | 2,912 |  | 2,316 |  | 2,159 |  | 2,787 | (20) | (16) |  | 5,240 |  | 5,814 | (10) |
| Reconciling Items (After-Tax): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merger Costs |  | (173) |  | (90) |  | (324) |  | (462) |  | (60) | 92 | 188 |  | (263) |  | (60) | 338 |
| Litigation Reserve Charge |  | $(1,161)$ |  | (558) |  | - |  | (279) |  | $(2,294)$ | 108 | (49) |  | $(1,719)$ |  | $(2,294)$ | (25) |
| Accounting Policy Conformity |  | - |  | - |  | (326) |  | (279) |  | - | NM | NM |  |  |  | - | NM |
| Net Income | \$ | 994 | \$ | 2,264 | \$ | 1,666 | \$ | 1,418 | \$ | 433 | (56) | 130 |  | \$ 3,258 | \$ | 3,460 | (6) |

(a) Based on annualized amounts.
(b) Net income applicable to common stock divided by Total average common equity (net of goodwill). The Firm uses return on equity less goodwill, a non-GAAP financial measure, to evaluate the operating performance of the Firm. The Firm utilizes this measure to facilitate operating comparisons to other competitors.
(c) Represents Net income divided by Total average assets.
(d) Estimated.
(e) Includes Private Equity, Treasury, and corporate staff and other centrally managed expenses.

JPMORGAN CHASE \& CO.

STATEMENTS OF INCOME - REPORTED BASIS (in millions, except per share, ratio and headcount data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \end{gathered}$ |  | $\underset{2005}{1 \text { QTR }}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\underset{2004}{\text { 3QTR }}$ |  | $\begin{gathered} \begin{array}{c} \text { PRO FORMA } \\ \text { COMBINED } \end{array} \\ \hline \begin{array}{c} 2 \text { QTR } \\ 2004 \end{array} \end{gathered}$ |  | 2QTR 2005Change |  | $\frac{\begin{array}{c} \text { PRO FORMA } \\ \text { COMBINED } \end{array}}{\text { Year-to-date }}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | $\underline{\text { 2QTR 2004 }}$ |  |  |  | 2005 |  |  |  | 2004 |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \$ | 961 |  |  | \$ | 993 |  |  | \$ | 1,073 | \$ | 879 | \$ | 939 | (3)\% | 2\% |  | 1,954 |  | 1,683 | 16\% |
| Trading Revenue (a) |  | 387 |  | 1,859 |  | 611 |  | 408 |  | 968 | (79) | (60) |  | 2,246 |  | 2,745 | (18) |
| Lending \& Deposit Related Fees |  | 851 |  | 820 |  | 903 |  | 943 |  | 957 | 4 | (11) |  | 1,671 |  | 1,898 | (12) |
| Asset Management, Administration and Commissions |  | 2,541 |  | 2,498 |  | 2,330 |  | 2,185 |  | 2,302 | 2 | 10 |  | 5,039 |  | 4,662 | 8 |
| Securities / Private Equity Gains (Losses) |  | 407 |  | (45) |  | 569 |  | 413 |  | 403 | NM | 1 |  | 362 |  | 990 | (63) |
| Mortgage Fees and Related Income |  | 336 |  | 362 |  | 85 |  | 233 |  | 316 | (7) | 6 |  | 698 |  | 509 | 37 |
| Credit Card Income |  | 1,763 |  | 1,734 |  | 1,822 |  | 1,782 |  | 1,686 | 2 | 5 |  | 3,497 |  | 3,242 | 8 |
| Other Income |  | 496 |  | 201 |  | 228 |  | 210 |  | 434 | 147 | 14 |  | 697 |  | 772 | (10) |
| Noninterest Revenue |  | 7,742 |  | 8,422 |  | 7,621 |  | 7,053 |  | 8,005 | (8) | (3) |  | 16,164 |  | 16,501 | (2) |
| Interest Income |  | 10,949 |  | 10,632 |  | 9,862 |  | 9,493 |  | 8,736 | 3 | 25 |  | 21,581 |  | 17,590 | 23 |
| Interest Expense |  | 5,948 |  | 5,407 |  | 4,533 |  | 4,041 |  | 3,462 | 10 | 72 |  | 11,355 |  | 7,005 | 62 |
| Net Interest Income |  | 5,001 |  | 5,225 |  | 5,329 |  | 5,452 |  | 5,274 | (4) | (5) |  | 10,226 |  | 10,585 | (3) |
| TOTAL NET REVENUE |  | 12,743 |  | 13,647 |  | 12,950 |  | 12,505 |  | 13,279 | (7) | (4) |  | 26,390 |  | 27,086 | (3) |
| Provision for Credit Losses |  | 587 |  | 427 |  | 1,157 |  | 1,169 |  | 248 | 37 | 137 |  | 1,014 |  | 401 | 153 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4,266 |  | 4,702 |  | 4,211 |  | 4,050 |  | 4,227 | (9) | 1 |  | 8,968 |  | 8,794 | 2 |
| Occupancy Expense |  | 580 |  | 525 |  | 609 |  | 604 |  | 596 | 10 | (3) |  | 1,105 |  | 1,190 | (7) |
| Technology and Communications Expense |  | 896 |  | 920 |  | 1,051 |  | 1,046 |  | 960 | (3) | (7) |  | 1,816 |  | 1,949 | (7) |
| Professional \& Outside Services |  | 1,130 |  | 1,074 |  | 1,191 |  | 1,103 |  | 1,106 | 5 | 2 |  | 2,204 |  | 2,303 | (4) |
| Marketing |  | 537 |  | 483 |  | 428 |  | 506 |  | 521 | 11 | 3 |  | 1,020 |  | 1,010 | 1 |
| Other Expense |  | 954 |  | 805 |  | 981 |  | 920 |  | 1,037 | 19 | (8) |  | 1,759 |  | 1,922 | (8) |
| Amortization of Intangibles |  | 385 |  | 383 |  | 392 |  | 396 |  | 392 | 1 | (2) |  | 768 |  | 783 | (2) |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8,748 |  | 8,892 |  | 8,863 |  | 8,625 |  | 8,839 | (2) | (1) |  | 17,640 |  | 17,951 | (2) |
| Merger Costs |  | 279 |  | 145 |  | 523 |  | 752 |  | 90 | 92 | 210 |  | 424 |  | 90 | 371 |
| Litigation Reserve Charge |  | 1,872 |  | 900 |  | - |  | - |  | 3,700 | 108 | (49) |  | 2,772 |  | 3,700 | (25) |
| TOTAL NONINTEREST EXPENSE |  | 10,899 |  | 9,937 |  | 9,386 |  | 9,377 |  | 12,629 | 10 | (14) |  | 20,836 |  | 21,741 | (4) |
| Income before Income Tax Expense |  | 1,257 |  | 3,283 |  | 2,407 |  | 1,959 |  | 402 | (62) | 213 |  | 4,540 |  | 4,944 | (8) |
| Income Tax Expense (Benefit) |  | 263 |  | 1,019 |  | 741 |  | 541 |  | (31) | (74) | NM |  | 1,282 |  | 1,484 | (14) |
| NET INCOME | \$ | 994 | + | 2,264 | \$ | 1,666 | \$ | 1,418 | \$ | 433 | (56) | 130 | \$ | 3,258 | \$ | 3,460 | (6) |
| NET INCOME APPLICABLE TO COMMON STOCK | \$ | 991 | \$ | 2,259 | \$ | 1,653 | \$ | 1,405 | \$ | 420 | (56) | 136 | \$ | 3,250 | $\underline{ }$ | 3,434 | (5) |
| NET INCOME PER COMMON SHARE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic Earnings per Share | \$ | 0.28 | \$ | 0.64 | \$ | 0.47 | \$ | 0.40 | \$ | 0.12 | (56) | 133 | \$ | 0.93 | \$ | 0.98 | (5) |
| Diluted Earnings per Share |  | 0.28 |  | 0.63 |  | 0.46 |  | 0.39 |  | 0.12 | (56) | 133 |  | 0.91 |  | 0.96 | (5) |
| Weighted-Average Basic Shares Outstanding |  | 3,493.0 |  | 3,517.5 |  | 3,514.7 |  | 3,513.5 |  | 3,509.4 | (1) | - |  | 3,505.2 |  | 3,506.6 | - |
| Weighted-Average Diluted Shares |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Outstanding |  | 3,548.3 |  | 3,569.8 |  | 3,602.0 |  | 3,592.0 |  | 3,588.6 | (1) | (1) |  | 3,559.0 |  | 3,589.0 | (1) |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  |  |  | 9\% |  | 6\% |  | 5\% |  | 2\% | (500) bp | 200bp |  | 6\% |  | 7\% | (100) bp |
| ROE-GW |  | 6 |  | 15 |  | 11 |  | 9 |  | 3 | (900) | 300 |  | 11 |  | 11 | $\overline{\text { (5) }}$ |
| ROA |  | 0.34 |  | 0.79 |  | 0.57 |  | 0.50 |  | 0.15 | (45) | 19 |  | 0.56 |  | 0.61 | (5) |
| Effective Income Tax Rate |  | 21 |  | 31 |  | 31 |  | 28 |  | 8 | $(1,000)$ | 1,300 |  | 28 |  | 30 | (200) |
| Overhead Ratio |  | 86 |  | 73 |  | 72 |  | 75 |  | 95 | 1,300 | (900) |  | 79 |  | 80 | (100) |
| Headcount |  | 168,461 |  | 164,381 |  | 160,968 |  | 162,275 |  | 165,608 | 2\% | 2\% |  | 168,461 |  | 165,608 | 2\% |

(a) Trading NII is not included in Trading revenue. See page 10 for additional details.

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

|  | $\begin{gathered} \text { Jun } 30 \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar } 31 \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec } 31 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep } 30 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline \text { Jun } 30 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun 30, } 2005 \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { Mar } 31 \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun } 30 \\ 2004 \\ \hline \end{gathered}$ |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and Due from Banks | \$ | 35,092 |  |  | \$ | 37,593 | \$ | 35,168 | \$ | 30,815 | \$ | 38,193 | (7)\% | (8)\% |
| Deposits with Banks |  | 9,080 |  | 14,331 |  | 21,680 |  | 33,082 |  | 46,445 | (37) | (80) |
| Federal Funds Sold and Securities Purchased under Resale |  |  |  |  |  |  |  |  |  |  |  |  |
| Agreements |  | 130,785 |  | 132,751 |  | 101,354 |  | 96,031 |  | 112,236 | (1) | 17 |
| Securities Borrowed |  | 58,457 |  | 53,174 |  | 47,428 |  | 50,546 |  | 45,725 | 10 | 28 |
| Trading Assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Debt and Equity Instruments |  | 235,803 |  | 230,725 |  | 222,832 |  | 214,852 |  | 190,772 | 2 | 24 |
| Derivative Receivables |  | 55,015 |  | 60,388 |  | 65,982 |  | 57,795 |  | 55,086 | (9) | - |
| Securities |  | 58,573 |  | 75,251 |  | 94,512 |  | 92,816 |  | 135,427 | (22) | (57) |
| Interests in Purchased Receivables |  | 27,887 |  | 28,484 |  | 31,722 |  | 30,479 |  | 30,184 | (2) | (8) |
| Loans (Net of Allowance for Loan Losses) |  | 409,231 |  | 395,734 |  | 394,794 |  | 386,208 |  | 351,478 | 3 | 16 |
| Private Equity Investments |  | 6,488 |  | 7,333 |  | 7,735 |  | 8,547 |  | 9,149 | (12) | (29) |
| Accrued Interest and Accounts Receivable |  | 24,245 |  | 21,098 |  | 21,409 |  | 19,876 |  | 21,712 | 15 | 12 |
| Premises and Equipment |  | 9,354 |  | 9,344 |  | 9,145 |  | 8,880 |  | 8,992 | - | 4 |
| Goodwill |  | 43,537 |  | 43,440 |  | 43,203 |  | 42,947 |  | 43,016 | - | 1 |
| Other Intangible Assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgage Servicing Rights |  | 5,026 |  | 5,663 |  | 5,080 |  | 5,168 |  | 5,797 | (11) | (13) |
| Purchased Credit Card Relationships |  | 3,528 |  | 3,703 |  | 3,878 |  | 4,055 |  | 4,527 | (5) | (22) |
| All Other Intangibles |  | 5,319 |  | 5,514 |  | 5,726 |  | 5,945 |  | 5,873 | (4) | (9) |
| Other Assets |  | 53,863 |  | 53,779 |  | 45,600 |  | 50,427 |  | 48,692 | - | 11 |
| TOTAL ASSETS | \$ | 1,171,283 | \$ | 1,178,305 | \$ | 1,157,248 | \$ | 1,138,469 | \$ | 1,153,304 | (1) | 2 |
| LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Offices: |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-Bearing | \$ | 138,025 | \$ | 130,533 | \$ | 129,257 | \$ | 122,054 | \$ | 130,740 | 6 | 6 |
| Interest-Bearing |  | 263,952 |  | 271,592 |  | 261,673 |  | 254,611 |  | 248,499 | (3) | 6 |
| Non-U.S. Offices: |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-Bearing |  | 7,289 |  | 6,669 |  | 6,931 |  | 7,259 |  | 7,867 | 9 | (7) |
| Interest-Bearing |  | 125,374 |  | 122,585 |  | 123,595 |  | 112,530 |  | 124,280 | 2 | 1 |
| Total Deposits |  | 534,640 |  | 531,379 |  | 521,456 |  | 496,454 |  | 511,386 | 1 | 5 |
| Federal Funds Purchased and Securities Sold under Repurchase |  |  |  |  |  |  |  |  |  |  |  |  |
| Agreements |  | 137,350 |  | 137,062 |  | 127,787 |  | 167,313 |  | 159,875 | - | (14) |
| Commercial Paper |  | 12,842 |  | 13,063 |  | 12,605 |  | 10,307 |  | 15,370 | (2) | (16) |
| Other Borrowed Funds |  | 12,716 |  | 10,124 |  | 9,039 |  | 9,454 |  | 11,920 | 26 | 7 |
| Trading Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Debt and Equity Instruments |  | 83,011 |  | 96,090 |  | 87,942 |  | 78,767 |  | 82,625 | (14) | - |
| Derivative Payables |  | 51,269 |  | 57,626 |  | 63,265 |  | 52,307 |  | 46,620 | (11) | 10 |
| Accounts Payable, Accrued Expenses and Other Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beneficial Interests Issued by Consolidated VIEs |  | 43,826 |  | 44,827 |  | 48,061 |  | 45,840 |  | 44,873 | (2) | (2) |
| Long-Term Debt <br> Junior Subordinated Deferrable Interest Debentures Held by Trusts that Issued Guaranteed Capital Debt Securities |  | 101,182 |  | 99,329 |  | 95,422 |  | 91,754 |  | 90,693 | 2 | 12 |
|  |  | 11,998 |  | 11,282 |  | 10,296 |  | 11,745 |  | 10,045 | 6 | 19 |
| TOTAL LIABILITIES |  | 1,065,898 |  | 1,072,965 |  | 1,051,595 |  | 1,032,616 |  | 1,048,856 | (1) | 2 |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred Stock |  | 139 |  | 339 |  | 339 |  | 1,009 |  | 1,009 | (59) | (86) |
| Common Stock |  | 3,604 |  | 3,598 |  | 3,585 |  | 3,576 |  | 3,560 | - | 1 |
| Capital Surplus |  | 73,911 |  | 73,394 |  | 72,801 |  | 72,183 |  | 71,469 | 1 | 3 |
| Retained Earnings |  | 31,032 |  | 31,253 |  | 30,209 |  | 29,779 |  | 29,596 | (1) | 5 |
| Accumulated Other Comprehensive Income (Loss) |  | (61) |  | (623) |  | (208) |  | (242) |  | (911) | 90 | 93 |
| Treasury Stock, at Cost |  | $(3,240)$ |  | $(2,621)$ |  | $(1,073)$ |  | (452) |  | (275) | (24) | NM |
| TOTAL STOCKHOLDERS' EQUITY |  | 105,385 |  | 105,340 |  | 105,653 |  | 105,853 |  | 104,448 | - | 1 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ | 1,171,283 | \$ | 1,178,305 | \$ | 1,157,248 | \$ | 1,138,469 | \$ | 1,153,304 | (1) | 2 |

JPMORGAN CHASE \& CO.
CONDENSED AVERAGE BALANCE SHEETS AND
ANNUALIZED YIELDS
(in millions, except rates)

(a) Includes securities sold but not yet purchased.

## OPERATING BASIS

In addition to analyzing the Firm's results on a reported basis, management reviews the Firm's and the lines of business' results on an "operating basis," which is a nonGAAP financial measure. The definition of operating basis starts with the reported U.S. GAAP results. In the case of the IB, noninterest revenue on an operating basis includes, in Trading revenue, Net interest income related to trading activities. Trading activities generate revenues, which are recorded for U.S. GAAP purposes in two line items on the income statement: Trading revenue, which includes the mark-to-market gains or losses on trading positions; and Net interest income, which includes the interest income or expense related to those positions. Combining both the Trading revenue and related Net interest income enables management to evaluate IB's trading activities, by considering all revenue related to these activities, and facilitates operating comparisons to other competitors.

In the case of Card Services, operating, or managed, basis excludes the impact of credit card securitizations on total net revenue, the Provision for credit losses, net charge-offs and loan receivables. JPMorgan Chase uses the concept of "managed receivables" to evaluate the credit performance and overall financial performance of the underlying credit card loans, both sold and not sold: as the same borrower is continuing to use the credit card for ongoing charges, a borrower's credit performance will affect both the loan receivables sold under SFAS 140 and those not sold. Thus, in its disclosures regarding managed loan receivables, JPMorgan Chase treats the sold receivables as if they were still on the balance sheet in order to disclose the credit performance (such as net charge-off rates) of the entire managed credit card portfolio.

Operating basis also excludes merger costs, significant litigation reserve charges, and accounting policy conformity adjustments, as management believes these items are not part of the Firm's normal daily business operations (and, therefore, are not indicative of trends) and do not provide meaningful comparisons with other periods.

Finally, commencing with the first quarter of 2005, Operating revenue (Noninterest Revenue and Net interest income) for each of the segments and the Firm is presented on a tax-equivalent basis. Accordingly, revenue from tax-exempt securities and investments that receive tax credits are presented in the operating results on a basis comparable to taxable securities and investments. This allows management to assess the comparability of revenues arising from both taxable and tax-exempt sources. The corresponding income tax impact related to these items is recorded within Income tax expense. The Corporate sector's and the Firm's operating revenue and income tax expense for the periods prior to the first quarter of 2005 have been restated to be similarly presented on a tax-equivalent basis. This restatement had no impact on the Corporate sector's or the Firm's operating results.

JPMORGAN CHASE \& CO.

## RECONCILIATION FROM REPORTED TO

## OPERATING BASIS SUMMARY

(in millions)
JPMorgan Chase prepares its Consolidated financial statements using accounting principles generally accepted in the United States of America ("U.S. GAAP"), which is referred to as "reported basis." This presentation provides the reader with an understanding of the Firm's results that can be consistently tracked from year to year and enables comparisons to the Firm's performance with other companies' U.S. GAAP financial statements. In addition to analyzing the Firm's results on a reported basis, management reviews line-of-business results on an "operating basis," which is a non-GAAP financial measure. The financial information that is presented on the following pages is presented on an operating basis; for additional information, see the previous page for a more detailed definition of operating basis and the Appendix.


STATEMENTS OF INCOME - OPERATING BASIS (in millions, except per share and ratio data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { 4QTR } \\ & 2004 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 \text { QTR } \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{gathered} \begin{array}{c} \text { PRO FORMA } \\ \text { COMBINED } \end{array} \\ \text { Year-to-date } \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | $\underline{\text { 2QTR } 2004}$ |  |  |  | 2005 |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \$ | 961 |  |  | \$ | 993 |  |  | \$ | 1,073 | \$ | 879 | \$ | 939 | (3)\% | 2\% |  | 1,954 | \$ | 1,683 | 16\% |
| Trading-Related Revenue (Including Trading NII) |  | 585 |  | 2,187 |  | 1,122 |  | 832 |  | 1,407 | (73) | (58) |  | 2,772 |  | 3,760 | (26) |
| Lending \& Deposit Related Fees |  | 851 |  | 820 |  | 903 |  | 943 |  | 957 | 4 | (11) |  | 1,671 |  | 1,898 | (12) |
| Asset Management, Administration and Commissions |  | 2,541 |  | 2,498 |  | 2,330 |  | 2,185 |  | 2,302 | 2 | 10 |  | 5,039 |  | 4,662 | 8 |
| Securities / Private Equity Gains (Losses) |  | 407 |  | (45) |  | 569 |  | 413 |  | 403 | NM | 1 |  | 362 |  | 990 | (63) |
| Mortgage Fees and Related Income |  | 336 |  | 362 |  | 85 |  | 233 |  | 316 | (7) | 6 |  | 698 |  | 509 | 37 |
| Credit Card Income |  | 1,035 |  | 919 |  | 1,036 |  | 934 |  | 975 | 13 | 6 |  | 1,954 |  | 1,782 | 10 |
| Other Income |  | 639 |  | 316 |  | 407 |  | 389 |  | 559 | 102 | 14 |  | 955 |  | 1,018 | (6) |
| Noninterest Revenue |  | 7,355 |  | 8,050 |  | 7,525 |  | 6,808 |  | 7,858 | (9) | (6) |  | 15,405 |  | 16,302 | (6) |
| Interest Income |  | 13,054 |  | 12,592 |  | 11,233 |  | 11,000 |  | 10,530 | 4 | 24 |  | 25,646 |  | 21,039 | 22 |
| Interest Expense |  | 6,509 |  | 5,902 |  | 4,609 |  | 4,229 |  | 3,612 | 10 | 80 |  | 12,411 |  | 7,309 | 70 |
| Net Interest Income |  | 6,545 |  | 6,690 |  | 6,624 |  | 6,771 |  | 6,918 | (2) | (5) |  | 13,235 |  | 13,730 | (4) |
| TOTAL NET REVENUE |  | 13,900 |  | 14,740 |  | 14,149 |  | 13,579 |  | 14,776 | (6) | (6) |  | 28,640 |  | 30,032 | (5) |
| Managed Provision for Credit Losses |  | 1,517 |  | 1,344 |  | 1,643 |  | 1,764 |  | 1,606 | 13 | (6) |  | 2,861 |  | 3,083 | (7) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4,266 |  | 4,702 |  | 4,211 |  | 4,050 |  | 4,227 | (9) | 1 |  | 8,968 |  | 8,794 | 2 |
| Occupancy Expense |  | 580 |  | 525 |  | 609 |  | 604 |  | 596 | 10 | (3) |  | 1,105 |  | 1,190 | (7) |
| Technology and Communications Expense |  | 896 |  | 920 |  | 1,051 |  | 1,046 |  | 960 | (3) | (7) |  | 1,816 |  | 1,949 | (7) |
| Professional \& Outside Services |  | 1,130 |  | 1,074 |  | 1,191 |  | 1,103 |  | 1,106 | 5 | 2 |  | 2,204 |  | 2,303 | (4) |
| Marketing |  | 537 |  | 483 |  | 428 |  | 506 |  | 521 | 11 | 3 |  | 1,020 |  | 1,010 | 1 |
| Other Expense |  | 954 |  | 805 |  | 981 |  | 920 |  | 1,037 | 19 | (8) |  | 1,759 |  | 1,922 | (8) |
| Amortization of Intangibles |  | 385 |  | 383 |  | 392 |  | 396 |  | 392 | 1 | (2) |  | 768 |  | 783 | (2) |
| TOTAL NONINTEREST EXPENSE |  | 8,748 |  | 8,892 |  | 8,863 |  | 8,625 |  | 8,839 | (2) | (1) |  | 17,640 |  | 17,951 | (2) |
| Operating Earnings before Income Tax Expense |  | 3,635 |  | 4,504 |  | 3,643 |  | 3,190 |  | 4,331 | (19) | (16) |  | 8,139 |  | 8,998 | (10) |
| Income Tax Expense |  | 1,307 |  | 1,592 |  | 1,327 |  | 1,031 |  | 1,544 | (18) | (15) |  | 2,899 |  | 3,184 | (9) |
| OPERATING EARNINGS | \$ | 2,328 | \$ | 2,912 | \$ | 2,316 | \$ | 2,159 | \$ | 2,787 | (20) | (16) |  | 5,240 | \$ | 5,814 | (10) |
| Operating Earnings Per Common Share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS | \$ | 0.66 | \$ | 0.81 | \$ | 0.64 | \$ | 0.60 | \$ | 0.77 | (19) | (14) |  | 1.47 | \$ | 1.61 | (9) |
| Operating Financial Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 9\% |  | 11\% |  | 9\% |  | 8\% |  | 11\% | (200) bp | (200) bp |  | 10\% |  | 11\% | (100) bp |
| ROE-GW |  | 15 |  | 19 |  | 15 |  | 14 |  | 18 | (400) | (300) |  | 17 |  | 19 | (200) |
| ROA |  | 0.75 |  | 0.96 |  | 0.75 |  | 0.72 |  | 0.92 | (21) | (17) |  | 0.85 |  | 0.97 | (12) |
| Effective Income Tax Rate |  | 36 |  | 35 |  | 36 |  | 32 |  | 36 | 100 | - |  | 36 |  | 35 | 100 |
| Overhead Ratio |  | 63 |  | 60 |  | 63 |  | 64 |  | 60 | 300 | 300 |  | 62 |  | 60 | 200 |
| RECONCILIATION OF OPERATING EARNINGS PER SHARE <br> TO NET INCOME PER SHARE - DILUTED |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Earnings | \$ | 0.66 | \$ | 0.81 | \$ | 0.64 | \$ | 0.60 | \$ | 0.77 | (19)\% | (14)\% | \$ | 1.47 | \$ | 1.61 | (9)\% |
| Reconciling Items (Net of Taxes): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merger Costs |  | (0.05) |  | (0.03) |  | (0.09) |  | (0.13) |  | (0.02) | (67) | (150) |  | (0.08) |  | (0.02) | (300) |
| Litigation Reserve Charge |  | (0.33) |  | (0.15) |  | - |  | - |  | (0.63) | (120) | 48 |  | (0.48) |  | (0.63) | 24 |
| Accounting Policy Conformity |  | 二 |  | - |  | (0.09) |  | (0.08) |  | - | NM | NM |  | - |  | 二 | NM |
| Net Income | \$ | 0.28 | \$ | 0.63 | \$ | 0.46 | \$ | 0.39 | \$ | 0.12 | (56) | 133 | \$ | $\underline{0.91}$ | \$ | 0.96 | (5) |

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

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> $2 Q T R$ <br> 2004 |  | 2QTR 2005Change |  | $\begin{gathered} \begin{array}{c} \text { PRO FORMA } \\ \text { COMBINED } \end{array} \\ \text { Year-to-date } \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  | 04 |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 2,750 |  |  | \$ | 4,180 |  |  | \$ | 3,201 | \$ | 2,701 | \$ | 3,397 | (34) \% | (19) \% |  | 6,930 | \$ | 7,604 | (9) \% |
| Retail Financial Services |  | 3,799 |  | 3,847 |  | 3,545 |  | 3,800 |  | 3,947 | (1) | (4) |  | 7,646 |  | 7,731 | (1) |
| Card Services |  | 3,886 |  | 3,779 |  | 3,830 |  | 3,771 |  | 3,776 | 3 | 3 |  | 7,665 |  | 7,400 | 4 |
| Commercial Banking |  | 900 |  | 850 |  | 885 |  | 833 |  | 866 | 6 | 4 |  | 1,750 |  | 1,699 | 3 |
| Treasury \& Securities Services |  | 1,588 |  | 1,482 |  | 1,413 |  | 1,339 |  | 1,368 | 7 | 16 |  | 3,070 |  | 2,648 | 16 |
| Asset \& Wealth Management |  | 1,343 |  | 1,361 |  | 1,310 |  | 1,193 |  | 1,185 | (1) | 13 |  | 2,704 |  | 2,398 | 13 |
| Corporate |  | (366) |  | (759) |  | (35) |  | (58) |  | 237 | 52 | NM |  | $(1,125)$ |  | 552 | NM |
| TOTAL NET REVENUE | \$ | $\underline{13,900}$ | \$ | $\underline{14,740}$ | \$ | 14,149 | \$ | 13,579 | \$ | $\underline{ }$ | (6) | (6) |  | 28,640 | \$ | 30,032 | (5) |
| OPERATING EARNINGS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 606 | \$ | 1,325 | \$ | 660 | \$ | 627 | \$ | 1,016 | (54) | (40) |  | 1,931 | \$ | 2,367 | (18) |
| Retail Financial Services |  | 980 |  | 988 |  | 775 |  | 822 |  | 938 | (1) | 4 |  | 1,968 |  | 1,682 | 17 |
| Card Services |  | 542 |  | 522 |  | 515 |  | 421 |  | 409 | 4 | 33 |  | 1,064 |  | 745 | 43 |
| Commercial Banking |  | 174 |  | 243 |  | 254 |  | 215 |  | 234 | (28) | (26) |  | 417 |  | 523 | (20) |
| Treasury \& Securities Services |  | 229 |  | 245 |  | 145 |  | 96 |  | 103 | (7) | 122 |  | 474 |  | 196 | 142 |
| Asset \& Wealth Management |  | 283 |  | 276 |  | 263 |  | 197 |  | 190 | 3 | 49 |  | 559 |  | 419 | 33 |
| Corporate |  | (486) |  | (687) |  | (296) |  | (219) |  | (103) | 29 | (372) |  | $(1,173)$ |  | (118) | NM |
| TOTAL OPERATING EARNINGS | \$ | 2,328 | \$ | 2,912 | \$ | 2,316 | \$ | 2,159 | \$ | 2,787 | (20) | (16) |  | 5,240 | \$ | 5,814 | (10) |
| AVERAGE EQUITY (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank | \$ | 20,000 | \$ | 20,000 | \$ | 20,000 | \$ | 20,000 | \$ | 20,000 | - | - |  | 20,000 | \$ | 20,000 | - |
| Retail Financial Services |  | 13,250 |  | 13,100 |  | 13,050 |  | 13,050 |  | 13,050 | 1 | 2 |  | 13,175 |  | 13,050 | 1 |
| Card Services |  | 11,800 |  | 11,800 |  | 11,800 |  | 11,800 |  | 11,800 | - | - |  | 11,800 |  | 11,800 | - |
| Commercial Banking |  | 3,400 |  | 3,400 |  | 3,400 |  | 3,400 |  | 3,400 | - | - |  | 3,400 |  | 3,400 | - |
| Treasury \& Securities Services |  | 1,900 |  | 1,900 |  | 1,900 |  | 1,900 |  | 1,900 | - | - |  | 1,900 |  | 1,900 | - |
| Asset \& Wealth Management |  | 2,400 |  | 2,400 |  | 2,400 |  | 2,400 |  | 2,400 | - | - |  | 2,400 |  | 2,400 | - |
| Corporate (b) |  | 52,519 |  | 52,745 |  | 52,324 |  | 51,819 |  | 52,676 | - | - |  | 52,632 |  | 52,231 | 1 |
| TOTAL AVERAGE EQUITY | \$ | 105,269 | \$ | 105,345 | \$ | 104,874 | \$ | 104,369 | \$ | 105,226 | - | - |  | 105,307 | \$ | $\xrightarrow{104,781}$ | 1 |
| RETURN ON EQUITY (a) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Bank |  | 12\% |  | 27\% |  | 13\% |  | 12\% |  | 20\% | $(1,500) \mathrm{bp}$ | (800) bp |  | 19\% |  | 24\% | (500) bp |
| Retail Financial Services |  | 30 |  | 31 |  | 24 |  | 25 |  | 29 | (100) | 100 |  | 30 |  | 26 | 400 |
| Card Services |  | 18 |  | 18 |  | 17 |  | 14 |  | 14 | - | 400 |  | 18 |  | 13 | 500 |
| Commercial Banking |  | 21 |  | 29 |  | 30 |  | 25 |  | 28 | (800) | (700) |  | 25 |  | 31 | (600) |
| Treasury \& Securities Services |  | 48 |  | 52 |  | 30 |  | 20 |  | 22 | (400) | 2,600 |  | 50 |  | 21 | 2,900 |
| Asset \& Wealth Management |  | 47 |  | 47 |  | 44 |  | 33 |  | 32 | - | 1,500 |  | 47 |  | 35 | 1,200 |
| JPMC ROE |  | 9 |  | 11 |  | 9 |  | 8 |  | 11 | (200) | (200) |  | 10 |  | 11 | (100) |
| JPMC ROE-GW |  | 15 |  | 19 |  | 15 |  | 14 |  | 18 | (400) | (300) |  | 17 |  | 19 | (200) |

(a) As a result of the Merger, new capital allocation methodologies were implemented during the third quarter of 2004. The capital allocated to each line of business considers several factors: stand-alone peer comparables, economic risk measures and regulatory capital requirements. In addition, effective with the third quarter of 2004, goodwill, as well as the associated capital, is only allocated to the Corporate line of business.
(b) Effective with the third quarter of 2004, all goodwill is allocated to the Corporate line of business. Prior to the third quarter of 2004, goodwill was allocated to the various lines of business.

## INVESTMENT BANK

FINANCIAL HIGHLIGHTS

## (in millions, except ratio data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 Q T R \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{aligned} & \text { PRO FORMA } \\ & \text { COMBINED } \\ & \text { Year-to-date } \end{aligned}$ |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | 1QTR 2005 | $\underline{\text { 2QTR } 2004}$ | 2005 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees: |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory | \$ 359 | \$ 263 | \$ 250 | \$ 273 | \$ | 269 | 37\% | 33\% | \$ 622 | \$ | 416 | 50\% |
| Equity Underwriting | 104 | 239 | 213 | 170 |  | 223 | (56) | (53) | 343 |  | 402 | (15) |
| Debt Underwriting | 502 | 483 | 617 | 468 |  | 445 | 4 | 13 | 985 |  | 862 | 14 |
| Total Investment Banking Fees | 965 | 985 | 1,080 | 911 |  | 937 | (2) | 3 | 1,950 |  | 1,680 | 16 |
| Trading-Related Revenue: |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed Income and Other | 940 | 1,915 | 1,173 | 657 |  | 1,361 | (51) | (31) | 2,855 |  | 3,301 | (14) |
| Equities | (280) | 225 | (42) | 220 |  | (88) | NM | (218) | (55) |  | 245 | NM |
| Credit Portfolio | (46) | 59 | (44) | (35) |  | 55 | NM | NM | 13 |  | 109 | (88) |
| Total Trading-Related Revenue (a) | 614 | 2,199 | 1,087 | 842 |  | 1,328 | (72) | (54) | 2,813 |  | 3,655 | (23) |
| Lending \& Deposit Related Fees | 146 | 157 | 176 | 155 |  | 172 | (7) | (15) | 303 |  | 327 | (7) |
| Asset Management, Administration and Commissions | 413 | 408 | 346 | 313 |  | 357 | 1 | 16 | 821 |  | 762 | 8 |
| Other Income | 270 | 127 | 178 | 91 |  | 128 | 113 | 111 | 397 |  | 233 | 70 |
| Noninterest Revenue | 2,408 | 3,876 | 2,867 | 2,312 |  | 2,922 | (38) | (18) | 6,284 |  | 6,657 | (6) |
| Net Interest Income (a) | 342 | 304 | 334 | 389 |  | 475 | 13 | (28) | 646 |  | 947 | (32) |
| TOTAL NET REVENUE (b) | 2,750 | 4,180 | 3,201 | 2,701 |  | 3,397 | (34) | (19) | 6,930 |  | 7,604 | (9) |
| Provision for Credit Losses | (343) | (366) | (173) | (151) |  | (315) | 6 | (9) | (709) |  | (618) | (15) |
| Credit Reimbursement from TSS (c) | 38 | 38 | 43 | 43 |  | 43 | - | (12) | 76 |  | 86 | (12) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense | 1,192 | 1,616 | 1,389 | 992 |  | 1,240 | (26) | (4) | 2,808 |  | 2,732 | 3 |
| Noncompensation Expense | 986 | 909 | 1,001 | 932 |  | 935 | 8 | 5 | 1,895 |  | 1,871 | 1 |
| TOTAL NONINTEREST EXPENSE | 2,178 | 2,525 | 2,390 | 1,924 |  | 2,175 | (14) | - | 4,703 |  | 4,603 | 2 |
| Operating Earnings Before Income Tax Expense | 953 | 2,059 | 1,027 | 971 |  | 1,580 | (54) | (40) | 3,012 |  | 3,705 | (19) |
| Income Tax Expense (Benefit) | 347 | 734 | 367 | 344 |  | 564 | (53) | (38) | 1,081 |  | 1,338 | (19) |
| OPERATING EARNINGS | \$ 606 | \$1,325 | \$ 660 | \$ 627 | \$ | 1,016 | (54) | (40) | \$ 1,931 | \$ | 2,367 | (18) |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE | 12\% | 27\% | 13\% | 12\% |  | 20\% | $(1,500) \mathrm{bp}$ | (800) bp | 19\% |  | 24\% | (500) bp |
| ROA | 0.41 | 0.95 | 0.49 | 0.50 |  | 0.81 | (54) | (40) | 0.67 |  | 0.95 | (28) |
| Overhead Ratio | 79 | 60 | 75 | 71 |  | 64 | 1,900 | 1,500 | 68 |  | 61 | 700 |
| Compensation Expense as a\% of Total Net Revenue | 43 | 39 | 43 | 37 |  | 37 | 400 | 600 | 41 |  | 36 | 500 |
| REVENUE BY BUSINESS (d) |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \$ 965 | \$ 985 | \$ 1,080 | \$ 911 | \$ | 937 | (2) \% | 3\% | \$ 1,950 | \$ | 1,680 | 16\% |
| Fixed Income Markets | 1,418 | 2,289 | 1,530 | 1,115 |  | 1,815 | (38) | (22) | 3,707 |  | 4,145 | (11) |
| Equities Markets | 72 | 556 | 243 | 455 |  | 194 | (87) | (63) | 628 |  | 868 | (28) |
| Credit Portfolio | 295 | 350 | 348 | 220 |  | 451 | (16) | (35) | 645 |  | 911 | (29) |
| Total Net Revenue | \$ 2,750 | \$ 4,180 | \$ 3,201 | \$ 2,701 | \$ | 3,397 | (34) | (19) | \$ 6,930 | \$ | 7,604 | (9) |
| REVENUE BY REGION |  |  |  |  |  |  |  |  |  |  |  |  |
| Americas | \$ 1,833 | \$ 2,224 | \$ 1,829 | \$ 1,591 | \$ | 1,936 | (18) | (5) | \$ 4,057 | \$ | 4,312 | (6) |
| Europe/Middle East/Africa | 554 | 1,535 | 1,013 | 741 |  | 1,042 | (64) | (47) | 2,089 |  | 2,349 | (11) |
| Asia/Pacific | 363 | 421 | 359 | 369 |  | 419 | (14) | (13) | 784 |  | 943 | (17) |
| Total Net Revenue | \$2,750 | \$ 4,180 | \$ 3,201 | \$2,701 | \$ | 3,397 | (34) | (19) | \$6,930 | \$ | 7,604 | (9) |

(a) Trading revenue, on a reported basis, excludes the impact of net interest income related to the IB's trading activities; this income is recorded in Net interest income. However, in this presentation, to assess the profitability of the IB's trading business, the Firm combines these revenues for segment reporting. The amount reclassified from Net interest income to Trading revenue was $\$ 207$ million, $\$ 324$ million, $\$ 511$ million, $\$ 430$ million and $\$ 427$ million, during the quarters ended June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004, and June 30, 2004 and $\$ 531$ million and $\$ 1.0$ billion year-to-date June 30, 2005 and 2004 respectively.
(b) Total net revenue includes tax-equivalent adjustments, primarily due to tax-exempt income from municipal bonds and income tax credits related to affordable housing investments, of $\$ 206$ million, $\$ 155$ million, $\$ 167$ million, $\$ 9$ million and $\$ 115$ million for the quarters ended June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004, and June 30, 2004, respectively. The year-to-date tax equivalent adjustments were $\$ 361$ million and $\$ 215$ million for 2005 and 2004, respectively.
(c) TSS is charged a credit reimbursement related to certain exposures managed within the IB credit portfolio on behalf of clients shared with TSS.
(d) See account details of Fixed Income Markets, Equities Markets and Credit Portfolio in the Composition of Revenues tables on page 12.

JPMORGAN CHASE \& CO.
INVESTMENT BANK
FINANCIAL HIGHLIGHTS, CONTINUED (in millions, except headcount and rankings data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> 2 2TR <br> 2004 |  | 2QTR 2005Change |  | $\begin{aligned} & \text { PRO FORMA } \\ & \text { COMBINED } \\ & \text { Year-to-date } \end{aligned}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  | 04 |  |
| SELECTED BALANCE SHEETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| DATA (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ | 592,383 | \$ | 566,778 | \$ | 533,898 | \$ | 496,347 | \$ | 503,396 | 5\% | 18\% | \$ | 579,651 | \$ | 499,963 | 16\% |
| Trading Assets - Debt and Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading Assets - Derivative Receivables |  | 56,436 |  | 63,574 |  | 65,417 |  | 60,465 |  | 56,151 | (11) | 1 |  | 59,985 |  | 58,907 | 2 |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Portfolio |  | 30,435 |  | 29,236 |  | 31,289 |  | 31,129 |  | 33,876 | 4 | (10) |  | 29,838 |  | 35,132 | (15) |
| Other Loans (a) |  | 20,967 |  | 18,232 |  | 16,385 |  | 14,650 |  | 15,092 | 15 | 39 |  | 19,608 |  | 14,011 | 40 |
| Total Loans (b) |  | 51,402 |  | 47,468 |  | 47,674 |  | 45,779 |  | 48,968 | 8 | 5 |  | 49,446 |  | 49,143 | 1 |
| Adjusted Assets (c) |  | 453,895 |  | 445,840 |  | 432,085 |  | 401,010 |  | 398,643 | 2 | 14 |  | 449,845 |  | 398,058 | 13 |
| Equity (d) |  | 20,000 |  | 20,000 |  | 20,000 |  | 20,000 |  | 20,000 | - | - |  | 20,000 |  | 20,000 | - |
| Headcount |  | 19,269 |  | 17,993 |  | 17,478 |  | 17,420 |  | 17,795 | 7 | 8 |  | 19,269 |  | 17,795 | 8 |
| CREDIT DATA AND QUALITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| - Nonperforming Loans (e) |  | 711 |  | 814 |  | 954 |  | 1,075 |  | 1,345 | (13) | (47) |  | 711 |  | 1,345 | (47) |
| - Other Nonperforming Assets |  | 235 |  | 242 |  | 242 |  | 246 |  | 339 | (3) | (31) |  | 235 |  | 339 | (31) |
| Allowance for Loan Losses |  | 971 |  | 1,191 |  | 1,547 |  | 1,841 |  | 1,382 | (18) | (30) |  | 971 |  | 1,382 | (30) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commitments |  | 225 |  | 296 |  | 305 |  | 358 |  | 447 | (24) | (50) |  | 225 |  | 447 | (50) |
| Net Charge-off (Recovery) Rate (b) |  | (0.56) \% |  | (0.05) \% |  | 0.14\% |  | (0.17) \% |  | 0.03\% | (51) bp | (59) bp |  | (0.29) \% |  | 0.12\% | (41) bp |
| Allowance for Loan Losses to |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Loans (b) |  | 2.90 |  | 3.03 |  | 3.87 |  | 4.78 |  | 3.16 | (13) | (26) |  | 2.67 |  | 3.17 | (50) |
| Allowance for Loan Losses to |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming Loans (e) |  | 137 |  | 147 |  | 163 |  | 172 |  | 103 | $(1,000)$ | 3,400 |  | 137 |  | 103 | 3,400 |
| Nonperforming Loans to Average Loans |  | 1.38 |  | 1.71 |  | 2.00 |  | 2.35 |  | 2.75 | (33) | (137) |  | 1.44 |  | 2.74 | (130) |
| MARKET RISK - AVERAGE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TRADING AND CREDIT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed Income (f) | \$ | 82 | \$ | 57 | \$ | 68 | \$ | 80 |  | NA | 44\% | NM | \$ | 70 |  | NA | NM |
| Foreign Exchange |  | 21 |  | 23 |  | 18 |  | 13 |  | NA | (9) | NM |  | 22 |  | NA | NM |
| Equities |  | 45 |  | 18 |  | 20 |  | 25 |  | NA | 150 | NM |  | 32 |  | NA | NM |
| Commodities and Other |  | 15 |  | 10 |  | 9 |  | $10$ |  | NA | $50$ | NM |  | 12 |  | NA | NM |
| Diversification |  | (61) |  | (43) |  | (42) |  | (43) |  | NA | (42) | NM |  | (52) |  | NA | NM |
| Total Trading VAR |  | 102 |  | 65 |  | 73 |  | 85 |  | NA | 57 | NM |  | 84 |  | NA | NM |
| Credit Portfolio VAR (g) |  | 13 |  | 13 |  | 13 |  | 13 |  | NA | - | NM |  | 13 |  | NA | NM |
| Diversification |  | (13) |  | (8) |  | (7) |  | (9) |  | NA | (63) | NM |  | (11) |  | NA | NM |
| Total Trading and Credit Portfolio VAR | \$ | 102 | \$ | 70 | \$ | 79 | \$ | 89 |  | NA | 46 | NM | \$ | 86 |  | NA | NM |
|  |  | $\begin{aligned} & \text { YTD } \\ & 2005 \end{aligned}$ |  | Full Year $2004$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| MARKET SHARES AND |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RANKINGS (h) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Debt, Equity and Equity- $7 \% /$ \#3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Related |  | 6\% / \#5 |  | 7\% / \#3 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Syndicated Loans |  | 17\% / \#1 |  | 19\% / \#1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Long-Term Debt |  | 6\% / \#4 |  | 7\% / \#2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Equity and Equity-Related |  | 9\%/\#4 |  | 6\% / \#6 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Announced M\&A |  | 22\% / \#3 |  | 25\% / \#2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Debt, Equity and Equity-Related |  | 7\% / \#4 |  | 8\% / \#5 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Syndicated Loans |  | 31\%/\#1 |  | 32\% / \#1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Long-Term Debt |  | 10\% / \#2 |  | 12\% / \#2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Equity and Equity-Related |  | 8\%/\#5 |  | 8\% / \#6 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Announced M\&A |  | 18\% / \#6 |  | 32\% / \#1 |  |  |  |  |  |  |  |  |  |  |  |  |  |

 securitization businesses; (ii) loans held for principal investment purposes and (iii) certain other extension of loans that are directly managed outside of the Credit Portfolio Group.
(b) Loans include loans held-for-sale of $\$ 17,871$ million, $\$ 8,154$ million, $\$ 7,684$ million, $\$ 7,281$ million and $\$ 5,259$ million for the quarters ended June 30 , 2005 , March 31 , 2005 , December 31, 2004, September 30, 2004 and June 30, 2004, respectively. The year-to-date average loans held for sale were $\$ 13,039$ million and $\$ 5,501$ million for 2005 and 2004 respectively. These amounts are not included in the allowance coverage ratios and net charge-off rates.
(c) Adjusted assets, a non-GAAP financial measure, equals total assets minus (i) securities purchased under resale agreements and securities borrowed less securities sold, not yet purchased; (ii) assets of variable interest entities (VIEs) consolidated under FIN 46R; (iii) cash and securities segregated and on deposit for regulatory and other purposes; and (iv) goodwill and intangibles. The amount of adjusted assets is presented to assist the reader in comparing the IB's asset and capital levels to other investment banks in the securities
 assets considered to have a low-risk profile, provides a more meaningful measure of balance sheet leverage in the securities industry.
(d) Equity includes $\$ 15.1$ billion of economic risk capital assigned to the IB for the quarter ended June 30, 2005.
 2004, and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.
(f) Includes all mark-to-market trading activities, plus available-for-sale securities held for proprietary purposes.
 not include the accrual loan portfolio, which is not marked to market

 on a combined basis, as if the merger of JPMorgan Chase and Bank One had been in effect during the period.

JPMORGAN CHASE \＆CO．
INVESTMENT BANK
FINANCIAL HIGHLIGHTS，CONTINUED
（in millions）

| COMPOSITION OF REVENUES | SECOND QUARTER 2005 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Investment Banking Fees |  | Trading－Related Revenue |  | Lending \＆Deposit Related Fees |  | Asset Management， Administration and Commissions |  | Other Income |  | Net Interest Income |  | Total Net Revenue |  |
| Investment Banking Fees |  | 965 |  | － |  | － |  | － |  | － |  | － | \＄ | 965 |
| Fixed Income Markets |  | － |  | 940 |  | 61 |  | 50 |  | 192 |  | 175 |  | 1，418 |
| Equities Markets |  | － |  | （280） |  | － |  | 350 |  | （17） |  | 19 |  | 72 |
| Credit Portfolio |  | － |  | （46） |  | 85 |  | 13 |  | 95 |  | 148 |  | 295 |
| Total Net Revenue |  | 965 |  | 614 |  | 146 |  | 413 |  | 270 |  | 342 | \＄ | 2，750 |
|  | PRO FORMA COMBINED SECOND QUARTER 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Investment Banking Fees |  | Trading－Related Revenue |  | Lending \＆Deposit Related Fees |  | Asset Management， Administration and Commissions |  | Other Income |  | Net Interest Income |  | Total Net Revenue |  |
| Investment Banking Fees | \＄ | 937 | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 937 |
| Fixed Income Markets |  | － |  | 1，362 |  | 65 |  | 68 |  | 93 |  | 227 |  | 1，815 |
| Equities Markets |  | － |  | （88） |  | － |  | 279 |  | （24） |  | 27 |  | 194 |
| Credit Portfolio |  | － |  | 54 |  | 107 |  | 10 |  | 59 |  | 221 |  | 451 |
| Total Net Revenue | \＄ | 937 | \＄ | 1，328 | \＄ | 172 | \＄ | 357 | \＄ | 128 | ＋ | 475 | \＄ | 3，397 |
|  | YEAR－TO－DATE 2005 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Investment <br> Banking Fees |  | Trading－Related Revenue |  | Lending \＆Deposit Related Fees |  | Asset Management， Administration and Commissions |  | Other Income |  | Net Interest Income |  | Total Net Revenue |  |
| Investment Banking Fees | \＄ | 1，950 | \＄ | 二 | \＄ | 二 | \＄ | － | \＄ | 二 | \＄ |  | \＄ | 1，950 |
| Fixed Income Markets |  | － |  | 2，855 |  | 126 |  | 114 |  | 296 |  | 316 |  | 3，707 |
| Equities Markets |  | － |  | （55） |  | － |  | 683 |  | （37） |  | 37 |  | 628 |
| Credit Portfolio |  | － |  | 13 |  | 177 |  | 24 |  | 138 |  | 293 |  | 645 |
| Total Net Revenue | \＄ | $\underline{1,950}$ | \＄ | 2，813 | \＄ | 303 | \＄ | 821 | \＄ | 397 | \＄ | 646 | \＄ | 6，930 |
|  | PRO FORMA COMBINEDYEAR－TO－DATE 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Investment <br> Banking Fees |  | Trading－Related Revenue |  | Lending \＆Deposit Related Fees |  | Asset Management， Administration and Commissions |  | Other Income |  | Net Interest Income |  | Total Net Revenue |  |
| Investment Banking Fees | \＄ | 1，680 | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 1，680 |
| Fixed Income Markets |  | － |  | 3，301 |  | 129 |  | 141 |  | 176 |  | 398 |  | 4，145 |
| Equities Markets |  | － |  | 245 |  | － |  | 604 |  | （35） |  | 54 |  | 868 |
| Credit Portfolio |  | － |  | 109 |  | 198 |  | 17 |  | 92 |  | 495 |  | 911 |
| Total Net Revenue | \＄ | 1，680 | \＄ | 3，655 | \＄ | 327 | \＄ | 762 | \＄ | 233 | \＄ | 947 | \＄ | 7，604 |

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

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 Q T R \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 2QTR } 2005 \\ \text { Change } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  | 004 |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending \& Deposit Related Fees | \$ | 358 |  |  | \$ | 340 |  |  | \$ | 373 | \$ | 395 | \$ | 375 | 5\% | (5) \% |  | \$ 698 | \$ | 733 | (5) \% |
| Asset Management, Administration and Commissions (a) |  | 369 |  | 394 |  | 368 |  | 375 |  | 370 | (6) | - |  | 763 |  | 777 | (2) |
| Securities / Private Equity Gains (Losses) |  | - |  | 10 |  | (89) |  | 6 |  | - | NM | NM |  | 10 |  | - | NM |
| Mortgage Fees and Related Income (a) |  | 341 |  | 368 |  | 117 |  | 211 |  | 366 | (7) | (7) |  | 709 |  | 577 | 23 |
| Credit Card Income |  | 105 |  | 94 |  | 97 |  | 89 |  | 89 | 12 | 18 |  | 199 |  | 164 | 21 |
| Other Income |  | 68 |  | (12) |  | 27 |  | 18 |  | 65 | NM | 5 |  | 56 |  | 69 | (19) |
| Noninterest Revenue |  | 1,241 |  | 1,194 |  | 893 |  | 1,094 |  | 1,265 | 4 | (2) |  | 2,435 |  | 2,320 | 5 |
| Net Interest Income |  | 2,558 |  | 2,653 |  | 2,652 |  | 2,706 |  | 2,608 | (4) | (2) |  | 5,211 |  | 5,233 | - |
| TOTAL NET REVENUE |  | 3,799 |  | 3,847 |  | 3,545 |  | 3,800 |  | 3,873 | (1) | (2) |  | 7,646 |  | 7,553 | 1 |
| Provision for Credit Losses |  | 94 |  | 94 |  | 78 |  | 239 |  | 175 | - | (46) |  | 188 |  | 372 | (49) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 820 |  | 822 |  | 807 |  | 855 |  | 840 | - | (2) |  | 1,642 |  | 1,737 | (5) |
| Noncompensation Expense |  | 1,181 |  | 1,215 |  | 1,276 |  | 1,250 |  | 1,297 | (3) | (9) |  | 2,396 |  | 2,646 | (9) |
| Amortization of Intangibles |  | 125 |  | 125 |  | 132 |  | 133 |  | 133 | - | (6) |  | 250 |  | 266 | (6) |
| TOTAL NONINTEREST EXPENSE |  | 2,126 |  | 2,162 |  | 2,215 |  | 2,238 |  | 2,270 | (2) | (6) |  | 4,288 |  | 4,649 | (8) |
| Operating Earnings before Income Tax Expense and Non-Core Portfolio Actions |  | 1,579 |  | 1,591 |  | 1,252 |  | 1,323 |  | 1,428 | (1) | 11 |  | 3,170 |  | 2,532 | 25 |
| Income Tax Expense (Benefit) |  | 599 |  | 603 |  | 477 |  | 501 |  | 536 | (1) | 12 |  | 1,202 |  | 949 | 27 |
| Operating Earnings before Non-Core Portfolio Actions |  | 980 |  | 988 |  | 775 |  | 822 |  | 892 | (1) | 10 |  | 1,968 |  | 1,583 | 24 |
| Non-Core Portfolio Actions: (b) Impacts to: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Income |  | - |  | - |  | - |  | - |  | 74 | NM | NM |  | - |  | 178 | NM |
| Provision for Credit Losses |  | - |  | - |  | - |  | - |  | 二 | NM | NM |  | - |  | 18 | NM |
| Total Non-Core Portfolio Actions |  | - |  | - |  | - |  | - |  | 74 | NM | NM |  | - |  | 160 | NM |
| Income Tax Expense (Benefit) |  | - |  | - |  | - |  | - |  | 28 | NM | NM |  | - |  | 61 | NM |
| Operating Earnings from Non-Core Portfolio Actions |  | - |  | - |  | - |  | - |  | 46 | NM | NM |  | - |  | 99 | NM |
| OPERATING EARNINGS | \$ | 980 | \$ | 988 | \$ | 775 | \$ | 822 | \$ | 938 | (1) | 4 |  | \$ 1,968 | \$ | 1,682 | 17 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 30\% |  | 31\% |  | 24\% |  | 25\% |  | 29\% | (100) bp | 100bp |  | 30\% |  | 26\% | 400bp |
| ROA |  | 1.74 |  | 1.78 |  | 1.35 |  | 1.44 |  | 1.67 | (4) | 7 |  | 1.76 |  | 1.51 | 25 |
| Overhead Ratio |  | 56 |  | 56 |  | 62 |  | 59 |  | 58 | - | (200) |  | 56 |  | 60 | (400) |
| SELECTED BALANCE SHEETS (Ending) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets |  | 3,391 |  | 224,562 |  | 226,560 |  | 7,952 | \$ | 225,646 | (1) \% | (1) \% |  | \$ 223,391 | \$ | 225,646 | (1) \% |
| Loans (c) |  | 7,927 |  | 199,215 |  | 202,473 |  | 1,116 |  | 196,576 | (1) | 1 |  | 197,927 |  | 196,576 | 1 |
| Core Deposits (d) |  | 9,702 |  | 162,241 |  | 156,885 |  | 4,589 |  | 156,009 | (2) | 2 |  | 159,702 |  | 156,009 | 2 |
| Total Deposits |  | 5,558 |  | 187,225 |  | 182,372 |  | 80,307 |  | 182,682 | (1) | 2 |  | 185,558 |  | 182,682 | 2 |
| SELECTED BALANCE SHEETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets |  | 5,574 |  | 225,120 |  | 228,647 |  | 7,716 | \$ | 226,193 | - | - |  | \$ 225,348 | \$ | 223,309 | 1 |
| Loans (e) |  | 7,707 |  | 198,494 |  | 202,419 |  | 88,244 |  | 195,912 | - | 1 |  | 198,098 |  | 193,131 | 3 |
| Core Deposits (d) |  | 1,044 |  | 159,682 |  | 159,015 |  | 88,800 |  | 160,870 | 1 | - |  | 160,367 |  | 156,913 | 2 |
| Total Deposits |  | 66,523 |  | 184,336 |  | 183,105 |  | 33,501 |  | 186,591 | 1 | - |  | 185,435 |  | 183,128 |  |
| Equity |  | 3,250 |  | 13,100 |  | 13,050 |  | 3,050 |  | 13,050 | 1 | 2 |  | 13,175 |  | 13,050 | 1 |
| Headcount |  | 59,631 |  | 59,322 |  | 59,632 |  | 60,691 |  | 62,704 | 1 | (5) |  | 59,631 |  | 62,704 | (5) |
| CREDIT DATA AND QUALITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-offs | \$ | 114 | \$ | 152 | \$ | 606 | \$ | 219 | \$ | 176 | (25) | (35) |  | \$ 266 | \$ | 412 | (35) |
| Nonperforming Loans (f) |  | 1,132 |  | 1,150 |  | 1,161 |  | 1,308 |  | 1,282 | (2) | (12) |  | 1,132 |  | 1,282 | (12) |
| Nonperforming Assets |  | 1,319 |  | 1,351 |  | 1,385 |  | 1,557 |  | 1,551 | (2) | (15) |  | 1,319 |  | 1,551 | (15) |
| Allowance for Loan Losses |  | 1,135 |  | 1,168 |  | 1,228 |  | 1,764 |  | 1,907 | (3) | (40) |  | 1,135 |  | 1,907 | (40) |
| Net Charge-off Rate (e) |  | 0.25\% |  | 0.34\% |  | 1.28\% |  | 0.47\% |  | 0.40\% | (9) bp | (15) bp |  | 0.29\% |  | 0.48\% | (19) bp |
| Allowance for Loan Losses to Ending Loans <br> (c) |  | 0.61 |  | 0.64 |  | 0.67 |  | 0.94 |  | 1.07 | (3) | (46) |  | 0.61 |  | 1.07 | (46) |
| Allowance for Loan Losses to Nonperforming Loans (f) |  | 103 |  | 104 |  | 107 |  | 143 |  | 168 | (100) | $(6,500)$ |  | 103 |  | 168 | $(6,500)$ |
| Nonperforming Loans to Total Loans |  | 0.57 |  | 0.58 |  | 0.57 |  | 0.65 |  | 0.65 | (1) | (8) |  | 0.57 |  | 0.65 | (8) |

(a) Reflects the transfer of certain insurance revenues from Mortgage Fees and Related Income to Asset Management, Administration and Commissions.
(b) Includes gains on loan sales, valuation adjustments and loan loss reserve increases on the Bank One brokered home equity portfolio.
(c) End-of-period loans include loans held-for-sale of $\$ 13,112$ million, $\$ 16,532$ million, $\$ 18,022$ million, $\$ 12,816$ million and $\$ 17,782$ million at June 30 , 2005, March 31 , 2005, December 31, 2004, September 30, 2004, and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.
(d) Includes demand and savings deposits.
(e) Average loans include loans held-for-sale of $\$ 14,620$ million, $\$ 15,861$ million, $\$ 13,534$ million, $\$ 14,479$ million and $\$ 19,818$ million for the quarters ended June 30 , 2005, March 31 , 2005, December 31, 2004, September 30, 2004, and June 30, 2004, respectively. The year-to-date average loans held-for-sale were $\$ 15,237$ million and $\$ 20,492$ million for 2005 and 2004, respectively. These amounts are not included in the net charge-off rate.
(f) Nonperforming loans include loans held-for-sale of $\$ 26$ million, $\$ 31$ million, $\$ 13$ million, $\$ 74$ million and $\$ 144$ million at June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004, and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.

## RETAIL FINANCIAL SERVICES

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

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} \& \multicolumn{2}{|l|}{\multirow[b]{2}{*}{\[
\begin{gathered}
\text { 2QTR } \\
2005 \\
\hline
\end{gathered}
\]}} \& \multicolumn{2}{|l|}{\multirow[b]{2}{*}{\[
\begin{aligned}
\& \text { 1QTR } \\
\& 2005 \\
\& \hline
\end{aligned}
\]}} \& \multicolumn{2}{|l|}{\multirow[b]{2}{*}{\[
\begin{gathered}
\text { 4QTR } \\
2004 \\
\hline
\end{gathered}
\]}} \& \multicolumn{2}{|l|}{\multirow[b]{2}{*}{\[
\begin{gathered}
3 Q T R \\
2004 \\
\hline
\end{gathered}
\]}} \& \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\[
\begin{gathered}
\text { PRO FORMA } \\
\text { COMBINED } \\
\hline 2 Q T R \\
2004 \\
\hline
\end{gathered}
\]}} \& \multicolumn{2}{|l|}{2QTR 2005
Change} \& \multicolumn{4}{|r|}{\[
\begin{aligned}
\& \text { PRO FORMA } \\
\& \text { COMBINED } \\
\& \text { Year-to-date } \\
\& \hline
\end{aligned}
\]} \& \multirow[t]{2}{*}{\[
\begin{gathered}
\text { YTD } 2005 \\
\text { Change } \\
\hline 2004 \\
\hline
\end{gathered}
\]} \\
\hline \& \& \& \& \& \& \& \& \& \& \& 1QTR 2005 \& 2QTR 2004 \& \& 2005 \& \& \& \\
\hline \multicolumn{18}{|l|}{RETAIL BUSINESSES} \\
\hline \multicolumn{18}{|l|}{HOME FINANCE} \\
\hline PRIME PRODUCTION AND SERVICING \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Production \& \$ \& 135 \& \$ \& 228 \& \$ \& \& \$ \& \& \$ \& 224 \& (41) \% \& (40) \% \& \& \$ 363 \& \$ \& 431 \& (16) \% \\
\hline Servicing: \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Mortgage Servicing Revenue, Net of Amortization \& \& 142 \& \& 146 \& \& 169 \& \& 134 \& \& 184 \& (3) \& (23) \& \& 288 \& \& 329 \& (12) \\
\hline MSR Risk Management Results \& \& 166 \& \& 106 \& \& (187) \& \& 153 \& \& 94 \& 57 \& 77 \& \& 272 \& \& 148 \& 84 \\
\hline Total Net Revenue \& \& 443 \& \& 480 \& \& 178 \& \& 455 \& \& 502 \& (8) \& (12) \& \& 923 \& \& 908 \& 2 \\
\hline Noninterest Expense \& \& 229 \& \& 229 \& \& 266 \& \& 296 \& \& 276 \& (1) \& (17) \& \& 458 \& \& 579 \& (21) \\
\hline Operating Earnings \& \& 136 \& \& 158 \& \& (56) \& \& 103 \& \& 143 \& (14) \& (5) \& \& 294 \& \& 206 \& 43 \\
\hline \multicolumn{18}{|l|}{CONSUMER REAL ESTATE LENDING} \\
\hline \begin{tabular}{l}
Total Net Revenue \\
Provision for Credit Losses
\end{tabular} \& \$ \& 707
38 \& \$ \& 713
30 \& \$ \& 725
\((20)\) \& \$ \& 704 \& \$ \& 774
78 \& (1) \& \((9)\)
\((51)\) \& \& \$ 1,420 \& \$ \& 1,477
123 \& (4) \\
\hline Noninterest Expense \& \& 234 \& \& 238 \& \& 283 \& \& 264 \& \& 265 \& (2) \& (12) \& \& 472 \& \& 1237 \& (17) \\
\hline Operating Earnings \& \& 277 \& \& 284 \& \& 295 \& \& 237 \& \& 275 \& (2) \& 1 \& \& 561 \& \& 506 \& 11 \\
\hline \multicolumn{18}{|l|}{TOTAL HOME FINANCE} \\
\hline Total Net Revenue \& \& 1,150 \& \& 1,193 \& \$ \& \& \& 1,159 \& \$ \& 1,276 \& (4) \& (10) \& \& 2,343 \& \& 2,385 \& (2) \\
\hline Provision for Credit Losses \& \& 38 \& \& 30 \& \& (20) \& \& 65 \& \& 78 \& 27 \& (51) \& \& 68 \& \& 123 \& (45) \\
\hline Noninterest Expense \& \& 463 \& \& 467 \& \& 549 \& \& 560 \& \& 541 \& (1) \& (14) \& \& 930 \& \& 1,146 \& (19) \\
\hline Operating Earnings \& \& 413 \& \& 442 \& \& 239 \& \& 340 \& \& 418 \& (7) \& (1) \& \& 855 \& \& 712 \& 20 \\
\hline \multicolumn{18}{|l|}{} \\
\hline Retail \& \$ \& 22.8 \& \$ \& 18.3 \& \$ \& 18.5 \& \$ \& 19.7 \& \$ \& 27.2 \& 25 \& (16) \& \& \$ 41.1 \& \$ \& 47.2 \& (13) \\
\hline Wholesale \& \& 13.2 \& \& 10.7 \& \& 11.7 \& \& 11.6 \& \& 15.7 \& 23 \& (16) \& \& 23.9 \& \& 25.2 \& (5) \\
\hline Correspondent \& \& 3.6 \& \& 2.3 \& \& 4.2 \& \& 5.4 \& \& 7.9 \& 57 \& (54) \& \& 5.9 \& \& 13.2 \& (55) \\
\hline Correspondent Negotiated Transactions \& \& 7.1 \& \& 7.2 \& \& 10.0 \& \& 11.3 \& \& 12.4 \& (1) \& (43) \& \& 14.3 \& \& 20.1 \& (29) \\
\hline Total \& \& 46.7 \& \& 38.5 \& \& 44.4 \& \& 48.0 \& \& 63.2 \& 21 \& (26) \& \& 85.2 \& \& 105.7 \& (19) \\
\hline \multicolumn{18}{|l|}{Origination Volume by Business (in billions)} \\
\hline \begin{tabular}{l}
Mortgage \\
Home Equity
\end{tabular} \& \& 30.9
15.8 \& \$ \& \& \$ \& 32.4
12.0 \& \$ \& 34.1
13.9 \& \$ \& 47.9
15.3 \& 16
33 \& (35)
3 \& \& \$ 57.5

27.7 \& \$ \& 79.4
26.3 \& $(28)$
5 <br>
\hline Total \& \& 46.7 \& \& 38.5 \& \& 44.4 \& \& 48.0 \& \& 63.2 \& 21 \& (26) \& \& - 85.2 \& \& 105.7 \& (19) <br>
\hline \multicolumn{18}{|l|}{Business Metrics (in billions)} <br>
\hline Loans Serviced - Mortgage (Ending) (a) \& \& 501.7 \& \& 495.8 \& \& 492.5 \& \& 486.8 \& \$ \& 476.0 \& 1 \& 5 \& \& \$ 501.7 \& \$ \& 476 \& 5 <br>
\hline MSR Net Carrying Value (Ending) \& \& 5.0 \& \& 5.7 \& \& 5.1 \& \& 5.2 \& \& 5.8 \& (12) \& (14) \& \& 5.0 \& \& 5.8 \& (14) <br>
\hline \multicolumn{18}{|l|}{End of Period Loans Owned} <br>
\hline Mortgage Loans Held-for-Sale \& \& 11.2 \& \& 9.6 \& \& 14.2 \& \& 9.5 \& \& 14.0 \& 17 \& (20) \& \& 11.2 \& \& 14.0 \& (20) <br>
\hline Mortgage Loans Retained \& \& 47.4 \& \& 46.0 \& \& 42.6 \& \& 46.5 \& \& 42.5 \& 3 \& 12 \& \& 47.4 \& \& 42.5 \& 12 <br>
\hline Home Equity and Other Loans \& \& 72.3 \& \& 68.8 \& \& 67.9 \& \& 67.3 \& \& 63.6 \& 5 \& 14 \& \& 72.3 \& \& 63.6 \& 14 <br>
\hline \multicolumn{10}{|l|}{\multirow[t]{2}{*}{Average Loans Owned}} \& 120.1 \& 5 \& 9 \& \& 130.9 \& \& 120.1 \& 9 <br>
\hline Mortgage Loans Held-for-Sale \& \& 10.5 \& \& 11.4 \& \& 10.1 \& \& 10.9 \& \& 15.0 \& (8) \& (30) \& \& 10.9 \& \& 14.2 \& (23) <br>
\hline Mortgage Loans Retained \& \& 47.0 \& \& 44.3 \& \& 44.6 \& \& 44.0 \& \& 39.9 \& 6 \& 18 \& \& 45.7 \& \& 38.7 \& 18 <br>
\hline Home Equity and Other Loans \& \& 69.1 \& \& 66.5 \& \& 70.1 \& \& 66.2 \& \& 62.4 \& 4 \& 11 \& \& 67.8 \& \& 60.8 \& 12 <br>

\hline Total Average Loans Owned \& \& 126.6 \& \& 122.2 \& \& 124.8 \& \& 121.1 \& \& 117.3 \& 4 \& 8 \& \& $$
\overline{124.4}
$$ \& \& \[

113.7
\] \& <br>

\hline Overhead Ratio \& \& 40\% \& \& 39\% \& \& 61\% \& \& 48\% \& \& 42\% \& 100bp \& (200) bp \& \& $$
40 \%
$$ \& \& \[

48 \%
\] \& (800) bp <br>

\hline \multicolumn{18}{|l|}{Credit Quality Statistics} <br>
\hline 30+ Day Delinquency Rate (b) \& \& 1.17\% \& \& 1.15\% \& \& 1.27\% \& \& 1.50\% \& \& 1.39\% \& 2 \& (22) \& \& 1.17\% \& \& 1.39\% \& (22) <br>
\hline \multicolumn{18}{|l|}{Net Charge-offs} <br>
\hline Mortgage \& \$ \& 8 \& \$ \& 6 \& \$ \& 5 \& \$ \& 6 \& \$ \& 5 \& 33\% \& 60\% \& \& \$ 14 \& \$ \& 9 \& 56\% <br>
\hline Home Equity and Other Loans \& \& 30 \& \& 35 \& \& 449 \& \& 57 \& \& 62 \& (14) \& (52) \& \& 65 \& \& 163 \& (60) <br>
\hline Total Net Charge-offs \& \& 38 \& \& 41 \& \& 454 \& \& 63 \& \& 67 \& (7) \& (43) \& \& 79 \& \& 172 \& (54) <br>
\hline \multicolumn{18}{|l|}{Net Charge-off Rate} <br>
\hline Mortgage \& \& 0.07\% \& \& 0.05\% \& \& 0.04\% \& \& 0.05\% \& \& 0.05\% \& 2bp \& 2bp \& \& 0.06\% \& \& 0.05\% \& 1bp <br>
\hline Home Equity and Other Loans \& \& 0.17 \& \& 0.21 \& \& 2.55 \& \& 0.34 \& \& 0.40 \& (4) \& (23) \& \& 0.19 \& \& 0.54 \& (35) <br>
\hline Total Net Charge-off Rate (c) \& \& 0.13 \& \& 0.15 \& \& 1.57 \& \& 0.23 \& \& 0.27 \& (2) \& (14) \& \& 0.14 \& \& 0.35 \& (21) <br>
\hline Nonperforming Assets \& \$ \& 799 \& \$ \& 841 \& \$ \& 844 \& \$ \& 997 \& \$ \& 987 \& (5) \% \& (19) \% \& \& \$ 799 \& \$ \& 987 \& (19) \% <br>
\hline
\end{tabular}

(a) Includes prime first mortgage loans and subprime loans.
(b) Excludes delinquencies related to loans eligible for repurchase as well as loans repurchased from GNMA pools that are insured by government agencies of $\$ 0.7$ billion, $\$ 0.7$ billion, $\$ 0.9$ billion, $\$ 0.9$ billion, $\$ 1.1$ billion for June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004 and June 30, 2004 respectively. These amounts are excluded as reimbursement is proceeding normally.
(c) Excludes mortgage loans held for sale.

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline \text { 2QTR } \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  |  |  |
| RETAIL BUSINESSES, CONTINUED |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CONSUMER \& SMALL BUSINESS <br> BANKING |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest Revenue | \$ | 741 |  |  | \$ | 729 |  |  | \$ | 710 | \$ | 734 | \$ | 722 | 2\% | 3\% | \$ | 1,470 | \$ | 1,414 | 4\% |
| Net Interest Income |  | 1,364 |  | 1,428 |  | 1,395 |  | 1,342 |  | 1,247 | (4) | 9 |  | 2,792 |  | 2,562 | 9 |
| Total Net Revenue |  | 2,105 |  | 2,157 |  | 2,105 |  | 2,076 |  | 1,969 | (2) | 7 |  | 4,262 |  | 3,976 | 7 |
| Provision for Credit Losses |  | 25 |  | 36 |  | 39 |  | 79 |  | 37 | (31) | (32) |  | 61 |  | 94 | (35) |
| Noninterest Expense |  | 1,362 |  | 1,339 |  | 1,362 |  | 1,379 |  | 1,432 | 2 | (5) |  | 2,701 |  | 2,911 | (7) |
| Operating Earnings |  | 437 |  | 477 |  | 430 |  | 377 |  | 308 | (8) | 42 |  | 914 |  | 598 | 53 |
| Business Metrics (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| End-of-Period Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Small Business Loans | \$ | 12.5 | \$ | 12.4 | \$ | 12.5 | \$ | 12.4 | \$ | 12.4 | , | 1 | \$ | 12.5 | \$ | 12.4 | 1 |
| Consumer and Other Loans (a) |  | 1.8 |  | 2.2 |  | 2.2 |  | 2.3 |  | 1.0 | (18) | 80 |  | 1.8 |  | 1.0 | 80 |
| Total Loans |  | 14.3 |  | 14.6 |  | 14.7 |  | 14.7 |  | 13.4 | (2) | 7 |  | 14.3 |  | 13.4 | 7 |
| Core Deposits (b) |  | 147.9 |  | 150.8 |  | 146.3 |  | 144.5 |  | 145.3 | (2) | 2 |  | 147.9 |  | 145.3 | 2 |
| Total Deposits |  | 173.7 |  | 175.7 |  | 171.8 |  | 170.2 |  | 171.6 | (1) | 1 |  | 173.7 |  | 171.6 | 1 |
| Average Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Small Business Loans |  | 12.4 |  | 12.4 |  | 12.4 |  | 12.4 |  | 12.4 | - | - |  | 12.4 |  | 12.3 | 1 |
| Consumer and Other Loans (a) |  | 1.9 |  | 2.6 |  | 2.2 |  | 2.3 |  | 2.2 | (27) | (14) |  | 2.3 |  | 2.4 | (4) |
| Total Loans |  | 14.3 |  | 15.0 |  | 14.6 |  | 14.7 |  | 14.6 | (5) | (2) |  | 14.7 |  | 14.7 | - |
| Core Deposits (b) |  | 149.3 |  | 149.3 |  | 147.8 |  | 147.8 |  | 147.8 | - | 1 |  | 149.3 |  | 145.5 | 3 |
| Total Deposits |  | 174.8 |  | 173.9 |  | 171.8 |  | 172.5 |  | 173.3 | 1 | 1 |  | 174.4 |  | 171.5 | 2 |
| Number of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Branches |  | 2,539 |  | 2,517 |  | 2,508 |  | 2,467 |  | 2,435 | 22\# | 104\# |  | 2,539 |  | 2,435 | 104\# |
| ATMs |  | 6,961 |  | 6,687 |  | 6,650 |  | 6,587 |  | 6,549 | 274 | 412 |  | 6,961 |  | 6,549 | 412 |
| Personal Bankers |  | 6,258 |  | 5,798 |  | 5,750 |  | 5,744 |  | 5,783 | 460 | 475 |  | 6,258 |  | 5,783 | 475 |
| Personal Checking Accounts (in thousands) |  | 7,662 |  | 7,445 |  | 7,286 |  | 7,222 |  | 7,045 | 217 | 617 |  | 7,662 |  | 7,045 | 617 |
| Business Checking Accounts (in thousands) |  | 918 |  | 905 |  | 894 |  | 891 |  | 881 | 13 | 37 |  | 918 |  | 881 | 37 |
| Active Online Customers (in thousands) |  | 4,053 |  | 3,671 |  | 3,359 |  | 3,152 |  | NA | 382 | NM |  | 4,053 |  | NA | NM |
| Debit Cards Issued (in thousands) |  | 8,834 |  | 8,596 |  | 8,392 |  | 8,282 |  | 8,057 | 238 | 777 |  | 8,834 |  | 8,057 | 777 |
| Overhead Ratio |  | 65\% |  | 62\% |  | 65\% |  | 66\% |  | 73\% | 300bp | (800)bp |  | 63\% |  | 73\% | $(1,000) \mathrm{bp}$ |
| Retail Brokerage Business Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of Dedicated Investment Sales | \$ | 2,907 | \$ | 2,870 | \$ | 2,770 | \$ | 2,563 | \$ | 2,818 | 1\% | 3\% | \$ | 5,777 | \$ | 5,478 | 5\% |
| Representatives |  | 1,422 |  | 1,352 |  | 1,364 |  | 1,393 |  | 1,404 | 5 | 1 |  | 1,422 |  | 1,404 | 1 |
| Credit Data and Quality Statistics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Small Business | \$ | 25 | \$ | 19 | \$ |  | \$ |  | \$ | 29 | 32 | (14) | \$ | 44 | \$ | 49 | (10) |
| Consumer and Other Loans |  | 4 |  | 9 |  | 24 |  |  |  | 11 | (56) | (64) |  | 13 |  | 18 | (28) |
| Total Net Charge-Offs |  | 29 |  | 28 |  | 56 |  | 60 |  | 40 | 4 | (28) |  | 57 |  | 67 | (15) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Small Business |  | 0.81\% |  | 0.62\% |  | 1.03\% |  | 0.77\% |  | 0.94\% | 19bp | (13)bp |  | 0.72\% |  | 0.80\% | (8)bp |
| Consumer and Other Loans |  | 0.84 |  | 1.40 |  | 4.34 |  | 6.23 |  | 2.01 | (56) | (117) |  | 1.14 |  | 1.51 | (37) |
| Total Net Charge-Off Rate |  | 0.81 |  | 0.76 |  | 1.53 |  | 1.62 |  | 1.10 | 5 | (29) |  | 0.78 |  | 0.92 | (14) |
| Nonperforming Assets | \$ | 284 | \$ | 293 | \$ | 299 | \$ | 313 | \$ | 317 | (3)\% | (10)\% | \$ | 284 | \$ | 317 | (10)\% |

(a) Primarily community development loans.
(b) Includes demand and savings deposits.

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

(a) Average loans include loans held-for-sale of $\$ 4.1$ billion, $\$ 4.5$ billion, $\$ 3.4$ billion, $\$ 2.2$ billion and $\$ 2.6$ billion for the quarters ended June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004, and June 30, 2004, respectively. The year-to-date average loans held-for-sale were $\$ 4.3$ billion and $\$ 3.7$ billion for 2005 and 2004 , respectively. These are
not included in the net charge-off rate.
(b) Includes revenue reported in the results of other businesses.

## FINANCIAL HIGHLIGHTS

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

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 Q T R \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  |  |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset Management, Administration and Commissions | \$ | - |  |  | \$ | - |  |  | \$ | - | \$ | 26 | \$ | 26 | NM | NM |  | \$ - | \$ | 51 | NM |
| Credit Card Income |  | 868 |  | 761 |  | 886 |  | 784 |  | 823 | 14\% | 5\% |  | 1,629 |  | 1,501 | 9\% |
| Other Income |  | 42 |  | 11 |  | 31 |  | 44 |  | 32 | 282 | 31 |  | 53 |  | 98 | (46) |
| Noninterest Revenue |  | 910 |  | 772 |  | 917 |  | 854 |  | 881 | 18 | 3 |  | 1,682 |  | 1,650 | 2 |
| Net Interest Income |  | 2,976 |  | 3,007 |  | 2,913 |  | 2,917 |  | 2,895 | (1) | 3 |  | 5,983 |  | 5,750 | 4 |
| TOTAL NET REVENUE |  | 3,886 |  | 3,779 |  | 3,830 |  | 3,771 |  | 3,776 | 3 | 3 |  | 7,665 |  | 7,400 | 4 |
| Provision for Credit Losses |  | 1,641 |  | 1,636 |  | 1,735 |  | 1,662 |  | 1,757 | - | (7) |  | 3,277 |  | 3,482 | (6) |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 291 |  | 285 |  | 270 |  | 317 |  | 315 | 2 | (8) |  | 576 |  | 638 | (10) |
| Noncompensation Expense |  | 904 |  | 839 |  | 825 |  | 926 |  | 864 | 8 | 5 |  | 1,743 |  | 1,717 | 2 |
| Amortization of Intangibles |  | 188 |  | 189 |  | 187 |  | 194 |  | 187 | (1) | 1 |  | 377 |  | 374 | 1 |
| TOTAL NONINTEREST EXPENSE |  | 1,383 |  | 1,313 |  | 1,282 |  | 1,437 |  | 1,366 | 5 | 1 |  | 2,696 |  | 2,729 | (1) |
| Operating Earnings Before Income Tax Expense |  | 862 |  | 830 |  | 813 |  | 672 |  | 653 | 4 | 32 |  | 1,692 |  | 1,189 | 42 |
| Income Tax Expense |  | 320 |  | 308 |  | 298 |  | 251 |  | 244 | 4 | 31 |  | 628 |  | 444 | 41 |
| OPERATING EARNINGS | \$ | 542 | \$ | 522 | \$ | 515 | \$ | 421 | \$ | 409 | 4 | 33 |  | \$ 1,064 | \$ | 745 | 43 |
| Memo: Net Securitization Gains (Amortization) | \$ | 15 | \$ | (12) | \$ | - | \$ | (2) | \$ | (2) | NM | NM |  | \$ 3 | \$ | - | NM |
| FINANCIAL METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 18\% |  | 18\% |  | 17\% |  | 14\% |  | 14\% | -bp | 400bp |  | 18\% |  | 13\% | 500bp |
| Overhead Ratio |  | 36 |  | 35 |  | 33 |  | 38 |  | 36 | 100 | - |  | 35 |  | 37 | (200) |
| \% of Average Managed Outstandings: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Income |  | 8.83 |  | 9.13 |  | 8.79 |  | 8.90 |  | 9.17 | (30) | (34) |  | 8.98 |  | 9.14 | (16) |
| Provision for Credit Losses |  | 4.87 |  | 4.97 |  | 5.24 |  | 5.07 |  | 5.57 | (10) | (70) |  | 4.92 |  | 5.53 | (61) |
| Noninterest Revenue |  | 2.70 |  | 2.34 |  | 2.77 |  | 2.61 |  | 2.79 | 36 | (9) |  | 2.52 |  | 2.62 | (10) |
| Risk Adjusted Margin (a) |  | 6.66 |  | 6.51 |  | 6.32 |  | 6.44 |  | 6.40 | 15 | 26 |  | 6.58 |  | 6.23 | 35 |
| Noninterest Expense |  | 4.10 |  | 3.99 |  | 3.87 |  | 4.39 |  | 4.33 | 11 | (23) |  | 4.05 |  | 4.34 | (29) |
| Pre-tax Income |  | 2.56 |  | 2.52 |  | 2.45 |  | 2.05 |  | 2.07 | 4 | 49 |  | 2.54 |  | 1.89 | 65 |
| Operating Earnings |  | 1.61 |  | 1.58 |  | 1.55 |  | 1.28 |  | 1.30 | 3 | 31 |  | 1.60 |  | 1.18 | 42 |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Charge Volume (in billions) | \$ | 75.6 | \$ | 70.3 | \$ | 75.3 | \$ | 73.3 | \$ | 70.6 | 8\% | 7\% |  | \$ 145.9 | \$ | 134.1 | 9\% |
| Net Accounts Opened (in thousands) |  | 2,789 |  | 2,744 |  | 2,729 |  | 2,755 |  | 10,269 | 2 | (73) |  | 5,533 |  | 12,280 | (55) |
| Credit Cards Issued (in thousands) |  | 95,465 |  | 94,367 |  | 94,285 |  | 95,946 |  | 96,343 | 1 | (1) |  | 95,465 |  | 96,343 | (1) |
| Number of Registered Internet Customers (in millions) |  | 12.0 |  | 10.9 |  | 13.6 |  | 12.4 |  | 11.5 | 10 | 4 |  | 12.0 |  | 11.5 | 4 |
| Merchant Acquiring Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank Card Volume (in billions) | \$ | 141.2 | \$ | 125.1 | \$ | 135.9 | \$ | 123.5 | \$ | 119.3 | 13 | 18 |  | \$ 266.3 | \$ | 229.4 | 16 |
| Total Transactions (in millions) |  | 4,735 |  | 4,285 |  | 4,462 |  | 3,972 |  | 3,926 | 11 | 21 |  | 9,020 |  | 7,640 | 18 |

(a) Represents Total net revenue less Provision for credit losses.

CARD SERVICES - MANAGED BASIS
FINANCIAL HIGHLIGHTS, CONTINUED (in millions, except headcount and ratio data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 Q T R \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{gathered} \begin{array}{c} \text { PRO FORMA } \\ \text { COMBINED } \end{array} \\ \text { Year-to-date } \end{gathered}$ |  |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  |  | 004 |  |
| SELECTED ENDING BALANCES Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans on Balance Sheets | \$ | 68,510 |  |  | \$ | 66,053 |  |  | \$ | 64,575 | \$ | 60,241 | \$ | 28,981 | 4\% | 136\% |  | 68,510 |  | \$ | 28,981 | 136\% |
| Securitized Loans |  | 68,808 |  | 67,328 |  | 70,795 |  | 71,256 |  | 69,752 | 2 | (1) |  | 68,808 |  |  | 69,752 | (1) |
| Seller's Interest and Accrued Interest Receivable (a) |  | - |  | - |  | - |  | - |  | 30,177 | NM | NM |  | - |  |  | 30,177 | NM |
| Managed Loans |  | 137,318 |  | 133,381 |  | 135,370 |  | 131,497 | \$ | 128,910 | 3 | 7 |  | 137,318 |  | \$ | 128,910 | 7 |
| SELECTED AVERAGE <br> BALANCES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Managed Assets |  | 140,741 |  | 138,512 |  | 138,013 |  | 136,753 | \$ | 134,141 | 2 | 5 |  | 139,632 |  | \$ | 133,969 | 4 |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans on Balance Sheets | \$ | 67,131 | \$ | 64,218 | \$ | 61,317 | \$ | 59,386 | \$ | 29,748 | 5 | 126 |  | 65,683 |  | \$ | 29,611 | 122 |
| Securitized Loans |  | 68,075 |  | 69,370 |  | 70,505 |  | 70,980 |  | 68,008 | (2) | - |  | 68,718 |  |  | 69,031 | - |
| Seller's Interest and Accrued Interest Receivable (a) |  | - |  | - |  | - |  | - |  | 29,181 | NM | NM |  | - |  |  | 27,916 | NM |
| Managed Loans |  | 135,206 |  | 133,588 |  | 131,822 |  | 130,366 | \$ | 126,937 | 1 | 7 |  | 134,401 |  | \$ | 126,558 | 6 |
| Equity |  | 11,800 |  | 11,800 |  | 11,800 |  | 11,800 |  | 11,800 | - | - |  | 11,800 |  |  | 11,800 | - |
| Headcount |  | 20,647 |  | 20,137 |  | 19,598 |  | 20,473 |  | 21,433 | 3\% | (4)\% |  | 20,647 |  |  | 21,433 | (4)\% |
| CREDIT QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-off Rate |  | 4.87\% |  | 4.83\% |  | 5.24\% |  | 4.88\% |  | 5.56\% | 4bp | (69)bp |  | 4.85\% |  |  | 5.52\% | (67)bp |
| 12 Month Lagged |  | 5.19 |  | 5.11 |  | 5.49 |  | 5.08 |  | 5.70 | 8 | (51) |  | 5.15 |  |  | 5.64 | (49) |
| Delinquency ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $30+$ days |  | 3.34\% |  | 3.54\% |  | 3.70\% |  | 3.81\% |  | 3.72\% | (20) | (38) |  | 3.34\% |  |  | 3.72\% | (38) |
| 90+ days |  | 1.54 |  | 1.71 |  | 1.72 |  | 1.75 |  | 1.73 | (17) | (19) |  | 1.54 |  |  | 1.73 | (19) |
| Allowance for Loan Losses | \$ | 3,055 | \$ | 3,040 | \$ | 2,994 | \$ | 2,273 | \$ | 1,677 | -\% | 82\% |  | 3,055 |  | \$ | 1,677 | 82\% |
| Allowance for Loan Losses to Periodend Loans (b) |  | 4.46 |  | 4.60\% |  | 4.64\% |  | 3.77\% |  | 5.79\% | (14)bp | (133)bp |  | 4.46\% |  |  | 5.79\% | (133)bp |

(a) Due to the decertification of seller's interest effective July 1, 2004, seller's interest is reported in Loans on the Consolidated balance sheet for all periods subsequent to June 30 , 2004.
(b) The heritage Bank One seller's interest was decertificated effective July 1, 2004, and is reported in Loans on the Consolidated balance sheet. As a result, the Allowance for Loan Losses to Period-end Loans ratio beginning September 30, 2004, declined as the remaining portion of the decertificated seller's interest was recorded at fair value without a corresponding allowance for loan loss.

## CARD RECONCILIATION OF REPORTED AND MANAGED DATA

 (in millions)|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> $2 Q T R$ <br> 2004 |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  | 2004 |  |
| INCOME STATEMENT DATA (a) Credit Card Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period Securitization Adjustments | \$ | $\begin{array}{r} 1,596 \\ (728) \\ \hline \end{array}$ |  |  | \$ | $\begin{array}{r} 1,576 \\ (815) \\ \hline \end{array}$ |  |  | \$ | $\begin{gathered} 1,672 \\ (786) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 1,632 \\ (848) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 1,534 \\ (711) \\ \hline \end{gathered}$ | $11{ }^{1 \%}$ | $\begin{aligned} & 4 \% \\ & (2) \end{aligned}$ | \$ | $\begin{gathered} 3,172 \\ (1,543) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 2,961 \\ (1,460) \\ \hline \end{gathered}$ | 7\%) $(6)$ |
| Managed Credit Card Income | \$ | 868 | \$ | 761 | \$ | 886 | \$ | 784 | \$ | 823 | 14 | 5 |  | 1,629 | \$ | 1,501 | 9 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period | \$ | 42 | \$ | 11 | \$ | 30 | \$ | 47 | \$ | 77 | 282 | (45) | \$ | 53 | \$ | 182 | (71) |
| Securitization Adjustments |  |  |  |  |  | 1 |  | (3) |  | (45) | NM | NM |  |  |  | (84) | NM |
| Managed Other Income | \$ | 42 | \$ | 11 | \$ | 31 | \$ |  | \$ | 32 | 282 | 31 |  | 53 | \$ | 98 | (46) |
| Net Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period | \$ | 1,318 | \$ | 1,275 | \$ | 1,117 | \$ | 1,138 | \$ | 781 | 3 | 69 | \$ | 2,593 | \$ | 1,524 | 70 |
| Securitization Adjustments |  | 1,658 |  | 1,732 |  | 1,796 |  | 1,779 |  | 2,114 | (4) | (22) |  | 3,390 |  | 4,226 | (20) |
| Managed Net Interest Income | \$ | 2,976 | \$ | 3,007 | \$ | 2,913 | \$ | 2,917 | \$ | 2,895 | (1) | 3 |  | 5,983 | \$ | 5,750 | 4 |
| Total Net Revenue (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period | \$ | 2,956 | \$ | 2,862 | \$ | 2,819 | \$ | 2,843 | \$ | 2,418 | 3 | 22 |  | 5,818 | \$ | 4,718 | 23 |
| Securitization Adjustments |  | 930 |  | 917 |  | 1,011 |  | 928 |  | 1,358 | 1 | (32) |  | 1,847 |  | 2,682 | (31) |
| Managed Total Net Revenue | \$ | 3,886 | \$ | 3,779 | \$ | 3,830 | \$ | 3,771 | \$ | 3,776 | 3 | 3 |  | 7,665 | \$ | 7,400 | 4 |
| Provision for Credit Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period | \$ | 711 | \$ | 719 | \$ | 724 | \$ | 734 | \$ | 399 | (1) | 78 |  | 1,430 | \$ | 800 | 79 |
| Securitization Adjustments |  | 930 |  | 917 |  | 1,011 |  | 928 |  | 1,358 | 1 | (32) |  | 1,847 |  | 2,682 | (31) |
| Managed Provision for Credit Losses | \$ | 1,641 | \$ | 1,636 | \$ | 1,735 | \$ | 1,662 | \$ | 1,757 | - | (7) |  | 3,277 | \$ | 3,482 | (6) |
| BALANCE SHEETS - AVERAGE BALANCES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Average Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Data for the Period | \$ | 74,515 | \$ | 71,003 | \$ | 69,485 | \$ | 67,718 | \$ | 66,133 | 5 | 13 | \$ | 72,768 | \$ | 64,938 |  |
| Securitization Adjustments |  | 66,226 |  | 67,509 |  | 68,528 |  | 69,035 |  | 68,008 | (2) | (3) |  | 66,864 |  | 69,031 | (3) |
| Managed Average Assets |  | $\underline{ }$ |  | $\underline{38,512}$ |  | $\underline{ }$ |  | 36,753 | \$ | $\underline{134,141}$ | 2 | 5 |  | $\underline{ }$ | \$ | $\underline{133,969}$ | 4 |
| CREDIT DATA AND QUALITY STATISTICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-offs (Recoveries) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported Net Charge-offs Data for the period | \$ | 711 | \$ | 673 | \$ | 724 | \$ | 670 | \$ | 396 | 6 | 80 | \$ | 1,384 | \$ | 794 | 74 |
| Securitization Adjustments |  | 930 |  | 917 |  | 1,011 |  | 928 |  | 1,358 | 1 | (32) |  | 1,847 |  | 2,682 | (31) |
| Managed Net Charge-offs | \$ | 1,641 | \$ | 1,590 | \$ | 1,735 | \$ | 1,598 | \$ | 1,754 | 3 | (6) | \$ | 3,231 | \$ | 3,476 | (7) |

(a) JPMorgan Chase uses the concept of "managed receivables" to evaluate the credit performance and overall financial performance of the underlying credit card loans, both sold and not sold: as the same borrower is continuing to use the credit card for ongoing charges, a borrower's credit performance will affect both the loan receivables sold under SFAS 140 and those not sold. Thus, in its disclosures regarding managed loan receivables, JPMorgan Chase treats the sold receivables as if they were still on the balance sheet in order to disclose the credit performance (such as net charge-off rates) of the entire managed credit card portfolio. Operating results exclude the impact of credit card securitizations on Total net revenue, the Provision for credit losses, net charge-offs and loan receivables. Securitization does not change reported net income versus operating earnings; however, it does affect the classification of items on the Consolidated statements of income.
(b) Includes Credit Card Income, Other Income and Net Interest Income.

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

(a) IB-related and commercial card revenues are included in Other Income.
(b) Liability balances include deposits and deposits that are swept to on-balance sheet liabilities.

TREASURY \& SECURITIES SERVICES
FINANCIAL HIGHLIGHTS
(in millions, except ratios, headcount data and otherwise noted)


## TREASURY \& SECURITIES SERVICES

## FINANCIAL HIGHLIGHTS, CONTINUED

 (in millions)
## FOOTNOTES

(a) TSS is charged a credit reimbursement related to certain exposures managed within the IB credit portfolio on behalf of clients shared with TSS.
(b) Pre-tax margin represents Operating Earnings before Income Taxes divided by Total Net Revenue, which is a comprehensive measure of pre-tax performance and is another basis by which TSS management evaluates its performance and that of its competitors. Pre-tax margin is an effective measure of TSS' earnings after all operating costs are taken into consideration.
(c) Beginning March 31, 2005, assets under custody include an estimated $\$ 400$ billion of ITS assets under custody that have not been included previously. At June 30 , 2005 approximately $5 \%$ of total assets under custody were trust related.
(d) Corporate Trust Securities under Administration include debt held in trust on behalf of third parties and debt serviced as agent.
(e) Wholesale cards issued include domestic commercial card, stored value card, prepaid card, and government electronic benefit card products.
(f) Liability balances include deposits and deposits swept to on-balance sheet liabilities.

## FIRMWIDE DISCLOSURES

Treasury \& Securities Services firmwide metrics include certain TSS product revenues and liability balances reported in other lines of business for customers who are also customers of those lines of business. In order to capture the firmwide impact of TS and TSS products and revenues, management reviews firmwide metrics such as liability balances, revenues and overhead ratios in assessing financial performance for TSS. Firmwide metrics are necessary in order to understand the aggregate TSS business.
(g) Firmwide revenues include TS revenues recorded in the Commercial Banking, Consumer \& Small Business Banking and Asset \& Wealth Management lines of business (see below) and exclude FX revenues recorded in the IB for TSS-related FX activity. TSS firmwide FX revenue, which includes FX revenue recorded in TSS and FX revenue associated with TSS customers who are FX customers of the IB, was $\$ 96$ million and $\$ 90$ million for the quarters ended June 30, 2005 and March 31, 2005, respectively.
(h) Overhead ratios have been calculated based on firmwide revenues and TSS and TS expenses, respectively, including those allocated to certain other lines of business. FX revenues and expenses recorded in the IB for TSS-related FX activity are not included in this ratio.
(i) Firmwide liability balances include TS' liability balances recorded in certain other lines of business. Liability balances associated with TS customers who are also customers of the Commercial Banking line of business are not included in TS liability balances.


## FINANCIAL HIGHLIGHTS

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

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline \text { 2QTR } \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | PRO FORMA <br> COMBINEDYear-to-date |  |  |  | YTD 2005Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 05 |  |  |  | 2004 |  |
| INCOME STATEMENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending \& Deposit Related Fees | \$ | 6 | \$ | 9 | \$ | 10 | \$ | 10 | \$ | 9 | (33)\% | (33)\% | \$ | 15 | \$ | 19 | (21)\% |
| Asset Management, Administration and Commissions |  | 994 |  | 975 |  | 952 |  | 859 |  | 886 | 2 | 12 |  | 1,969 |  | 1,797 | 10 |
| Other Income |  | 69 |  | 95 |  | 60 |  | 55 |  | 49 | (27) | 41 |  | 164 |  | 101 | 62 |
| Noninterest Revenue |  | 1,069 |  | 1,079 |  | 1,022 |  | 924 |  | 944 | (1) | 13 |  | 2,148 |  | 1,917 | 12 |
| Net Interest Income |  | 274 |  | 282 |  | 288 |  | 269 |  | 241 | (3) | 14 |  | 556 |  | 481 | 16 |
| TOTAL NET REVENUE |  | 1,343 |  | 1,361 |  | 1,310 |  | 1,193 |  | 1,185 | (1) | 13 |  | 2,704 |  | 2,398 | 13 |
| Provision for Credit Losses |  | (20) |  | (7) |  | (21) |  | 1 |  | (5) | (186) | (300) |  | (27) |  | 4 | NM |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 509 |  | 538 |  | 459 |  | 452 |  | 448 | (5) | 14 |  | 1,047 |  | 876 | 20 |
| Noncompensation Expense |  | 383 |  | 371 |  | 436 |  | 409 |  | 423 | 3 | (9) |  | 754 |  | 817 | (8) |
| Amortization of Intangibles |  | 25 |  | 25 |  | 24 |  | 23 |  | 23 | - | 9 |  | 50 |  | 46 | 9 |
| TOTAL NONINTEREST EXPENSE |  | 917 |  | 934 |  | 919 |  | 884 |  | 894 | (2) | 3 |  | 1,851 |  | 1,739 | 6 |
| Operating Earnings before Income Tax Expense |  | 446 |  | 434 |  | 412 |  | 308 |  | 296 | 3 | 51 |  | 880 |  | 655 | 34 |
| Income Tax Expense |  | 163 |  | 158 |  | 149 |  | 111 |  | 106 | 3 | 54 |  | 321 |  | 236 | 36 |
| OPERATING EARNINGS | \$ | 283 | \$ | 276 | \$ | 263 | + | 197 | \$ | 190 | 3 | 49 | \$ | 559 | \$ | 419 | 33 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE |  | 47\% |  | 47\% |  | 44\% |  | 33\% |  | 32\% | -bp | 1,500bp |  | 47\% |  | 35\% | 1,200bp |
| Overhead Ratio |  | 68 |  | 69 |  | 70 |  | 74 |  | 75 | (100) | (700) |  | 68 |  | 73 | (500) |
| Pre-tax Margin Ratio (a) |  | 33 |  | 32 |  | 31 |  | 26 |  | 25 | 100 | 800 |  | 33 |  | 27 | 600 |
| BUSINESS METRICS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Client Advisors |  | 1,409 |  | 1,390 |  | 1,333 |  | 1,334 |  | 1,323 | 1\% | 7\% |  | 1,409 |  | 1,323 | 7\% |
| Brown Co Average Daily Trades |  | 26,267 |  | 29,753 |  | 30,521 |  | 23,969 |  | 28,702 | (12) | (8) |  | 28,010 |  | 32,586 | (14) |
| Retirement Planning Services Participants |  | 1,210,000 |  | 1,181,000 |  | 918,000 |  | 874,000 |  | 844,000 | 2 | 43 |  | 10,000 |  | 844,000 | 43 |
| Star Rankings: (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of Customer Assets in Funds Ranked 4 or Better |  | 50\% |  | 48\% |  | 48\% |  | 56\% |  | 52\% | 4 | (4) |  | 50\% |  | 52\% | (4) |
| \% of Customer Assets in Funds Ranked 3 or Better |  | 80\% |  | 79\% |  | 81\% |  | 80\% |  | 78\% | 1 | 3 |  | 80\% |  | 78\% | 3 |
| Funds Quartile Ranking (1YR) : (c) $\%$ of AUM in 1st and 2nd |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Quartiles |  | 75\% |  | 71\% |  | 66\% |  | 63\% |  | 56\% | 6 | 34 |  | 75\% |  | 56\% | 34 |
| REVENUE BY CLIENT |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Private Bank | \$ | 409 | \$ | 422 | \$ | 427 | \$ | 383 | \$ | 388 | (3) | 5 | \$ | 831 | \$ | 782 | 6 |
| Retail |  | 363 |  | 346 |  | 358 |  | 292 |  | 315 | 5 | 15 |  | 709 |  | 623 | 14 |
| Institutional |  | 313 |  | 322 |  | 265 |  | 267 |  | 241 | (3) | 30 |  | 635 |  | 498 | 28 |
| Private Client Services |  | 258 |  | 271 |  | 260 |  | 251 |  | 241 | (5) | 7 |  | 529 |  | 495 | 7 |
| Total Net Revenue | \$ | 1,343 | \$ | 1,361 | \$ | 1,310 | \$ | 1,193 | \$ | 1,185 | (1) | 13 | \$ | 2,704 | \$ | 2,398 | 13 |
| SELECTED BALANCE SHEETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| DATA (Average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ | 42,001 | \$ | 39,716 | \$ | 40,689 | \$ | 39,882 | \$ | 40,223 | 6 | 7 | \$ | 40,865 | \$ | 40,197 | 2 |
| Loans |  | 26,572 |  | 26,357 |  | 25,966 |  | 25,408 |  | 24,943 | 1 | 7 |  | 26,465 |  | 24,536 | 8 |
| Deposits (d) |  | 40,774 |  | 42,043 |  | 43,415 |  | 38,940 |  | 36,954 | (3) | 10 |  | 41,405 |  | 36,050 | 15 |
| Equity |  | 2,400 |  | 2,400 |  | 2,400 |  | 2,400 |  | 2,400 | - | - |  | 2,400 |  | 2,400 | - |
| Headcount |  | 12,455 |  | 12,378 |  | 12,287 |  | 12,368 |  | 12,311 | 1 | 1 |  | 12,455 |  | 12,311 | 1 |
| CREDIT DATA AND QUALITY |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Set Charge-offs (Recoveries) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-offs (Recoveries) Nonperforming Loans | \$ | ${ }_{100}$ | \$ | (6) | \$ | 5 79 | \$ | $\begin{array}{r} 6 \\ 125 \end{array}$ | \$ | 6 | 67 28 |  | \$ | (8) | \$ | 59 | NM |
| Nonperforming Loans |  | 100 |  | 78 214 |  | 79 |  | 125 |  | 144 | 28 | (31) |  | 100 |  | 144 | (31) |
| Allowance for Lending Related |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commitments |  | 3 |  | 5 |  | 5 |  | 5 |  | 4 | (40) | (25) |  | 3 |  | 4 | (25) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for Loan Losses to Nonperforming Loans |  | 195 |  | 274 |  | 273 |  | 193 |  | 79 | $(7,900)$ | 11,600 |  | 195 |  | 79 | 11,600 |
| Nonperforming Loans to Average Loans |  | 0.38 |  | 0.30 |  | 0.30 |  | 0.49 |  | 0.58 | 8 | (20) |  | 0.38 |  | 0.59 | (21) |

(a) Pre-tax margin represents Operating Earnings before Income Tax Expense divided by Total Net Revenue, which is a comprehensive measure of pre-tax performance and is another basis by which AWM management evaluates its performance and that of its competitors. Pre-tax margin is an effective measure of AWM's earnings, after all costs are taken into consideration.
(b) Derived from Morningstar for the United States; Micropal for the United Kingdom, Luxembourg, Hong Kong and Taiwan; and Nomura for Japan.
(c) Quartile ranking sourced from Lipper for the United States and Taiwan; Micropal for the United Kingdom, Luxemburg and Hong Kong; and Nomura for Japan.
(d) Reflects the transfer of certain consumer deposits from Retail Financial Services to Asset \& Wealth Management.

## Asset Class

Liquidity
Fixed Income
Equities \& Balanced
Alternatives
Assets under Management
Custody / Brokerage / Administration Deposits
Total Assets under Supervision

Client Segment
Private Bank
Assets under Management
Custody / Brokerage / Administration / Deposits

Assets under Supervision
Retail
Assets under Management
Custody / Brokerage / Administration / Deposits
Assets under Supervision
Institutional
Assets under Management
Custody / Brokerage / Administration / Deposits
Assets under Supervision
Private Client Services
Assets under Management
Custody / Brokerage / Administration / Deposits
Assets under Supervision
Total Assets under Supervision
Geographic Region
Americas
Custody / Brokerage / Administration / Deposits

Assets under Supervision
International
Assets under Management
Custody / Brokerage / Administration / Deposits
Assets under Supervision
Total Assets under Supervision

Memo:
Mutual Funds Assets: Liquidity
Fixed Income

Equities, Balanced \& Alternatives Total Mutual Funds Assets
2QTR

| 2005 |  |
| ---: | ---: |
| $\$$ | 223 |
|  | 171 |
| 323 |  |
|  | 66 |

## $\begin{array}{r}310 \\ \hline \$ \quad \mathbf{1 , 0 9 3}\end{array}$

\$ 135

$$
\begin{array}{llll}
\$ & 139 & \$ & 136 \tag{2}
\end{array}
$$ $\begin{array}{r}165 \\ \hline 300\end{array}$

## 141

## $\begin{array}{r}97 \\ \hline 238\end{array}$

$$
\begin{array}{r}
455 \\
3 \\
\hline 458
\end{array}
$$

\section*{| 1QTR |
| :---: |
| 2005 | <br> | $\$$ | 228 |
| ---: | ---: |
|  | 171 |
| 326 |  |
|  | 65 |
|  | 790 | <br> | 302 |
| ---: | ---: |
| $\$ \quad \mathbf{1 , 0 9 2}$ |}



$$
\begin{array}{rr}
3 & 5 \\
458 & 467 \\
52 & 52 \\
& 45 \\
\hline \mathbf{9 7} & \\
\hline \mathbf{1 , 0 9 3} & \\
\hline \hline
\end{array}
$$



$$
\begin{array}{rr}
\$ & 535  \tag{4}\\
& 270 \\
\hline & 805 \\
& 248 \\
& 40 \\
\hline & 288 \\
\hline \$ & \mathbf{1 , 0 9 3} \\
\hline \hline
\end{array}
$$

$$
\begin{array}{rr}
\$ & 558  \tag{3}\\
& 263 \\
\hline & 821 \\
& 232 \\
& 39 \\
\hline \$ & \mathbf{1 , 0 9 2} \\
\hline \hline
\end{array}
$$




$$
\begin{gathered}
3 \% \\
(5) \\
6 \\
32 \\
4 \\
\\
20 \\
8
\end{gathered}
$$



$$
\begin{aligned}
& (2) \\
& (40)
\end{aligned}
$$

| PRO FORMA <br> COMBINED |  |
| ---: | ---: |
| 2QTR |  |
| 2004 |  |
| $\$$ | 216 |
|  | 180 |
|  | 305 |
|  | 50 |
|  | 751 |
|  | 259 |
| $\$$ | $\mathbf{1 , 0 1 0}$ |



| (2)\% | 3\% |
| :---: | :---: |
|  | (5) |
| (1) | 6 |
| 2 | 32 |
| (1) | 4 |
| 3 | 20 |
| - | 8 |
| (2) | (3) |
| 2 | 20 |
| - | 8 |
| 2 | 13 |
| 3 | 21 |
| 3 | 16 |
| (2) | 4 |
| (40) | 200 |
| (2) | 5 |
| - | 2 |
| 7 | 13 |
| 3 | 7 |
| - | 8 |
| (4) | (2) |
| 3 | 19 |
| (2) | 4 |
| 7 | 21 |
| 3 | 25 |
| 6 | 22 |
| - | 8 |
| (1) | 1 |
| (9) | (16) |
| 8 | 19 |
| 1 | 3 |

$$
(2)
$$

$$
7
$$

$$
\begin{aligned}
& 3 \\
& 6
\end{aligned}
$$

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { 4QTR } \\ & 2 \end{aligned}$ |  | $\begin{gathered} \text { 3QTR } \\ 2 \end{gathered}$ |  | PRO FORMA COMBINED |  |  |  | PRO FORMA COMBINED |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { 2QTR } \\ 2004 \\ \hline \end{gathered}$ | Year-to-date |  |  |  |
| Assets Under Management Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 790 |  |  | \$ | 791 |  |  | \$ | 735 | \$ | 751 | \$ | 772 | \$ | 791 | \$ | 744 |
| Liquidity Net Asset Flows |  | (5) |  | (6) |  |  |  | 16 |  | (9) |  | (11) |  | (11) |  | (11) |
| Fixed Income Net Asset Flows |  | (2) |  | 4 |  | (2) |  | (5) |  | 1 |  | 2 |  | 1 |
| Equities, Balanced \& |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Flows |  | 8 |  | 1 |  | 6 |  | (2) |  | 2 |  | 9 |  | 10 |
| Acquisitions (a) |  | - |  | - |  | 7 |  | - |  | (13) |  |  |  |  |
| Market / Other Impacts (b) |  | (8) |  |  |  | 29 |  | - |  | (13) |  | (8) |  | 7 |
| Ending Balance | \$ | 783 | \$ | 790 | \$ | 791 | \$ | 735 | \$ | 751 | \$ | 783 | \$ | 751 |
| Custody / Brokerage / Administration / Deposits Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 302 | \$ | 315 | \$ | 268 | \$ | 259 | \$ | 254 | \$ | 315 | \$ | 237 |
| Custody / Brokerage / Administration / Deposits Net Asset |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Flows |  | (1) |  | 7 |  | 12 |  | 12 |  | 1 |  | 6 |  | 10 |
| Market / Other Impacts |  | 9 |  | (20) |  | 35 |  | (3) |  | 1 |  | (11) |  | 12 |
| Ending Balance | \$ | 310 | \$ | 302 | \$ | 315 | \$ | 268 | \$ | 259 | \$ | 310 | \$ | 259 |
| Assets Under Supervision Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,092 | \$ | 1,106 | \$ | 1,003 | \$ | 1,010 | \$ | 1,026 | \$ | 1,106 | \$ | 981 |
| Net Asset Flows |  | - |  | 6 |  | 32 |  | (4) |  | (4) |  | 6 |  | 10 |
| Acquisitions (a) |  | - |  | - |  | 7 |  | - |  | - |  | - |  | - |
| Market / Other Impacts (b) |  | 1 |  | (20) |  | 64 |  | (3) |  | (12) |  | (19) |  | 19 |
| Ending Balance | \$ | 1,093 | \$ | 1,092 | \$ | 1,106 | \$ | 1,003 | \$ | 1,010 | \$ | 1,093 | \$ | 1,010 |

(a) Reflects the acquisition of a majority interest in Highbridge Capital Management in the fourth quarter of 2004 (\$7 billion).
(b) Includes AWM's strategic decision to exit the Institutional Fiduciary business in the second quarter of 2005 (\$12bn).

(a) Represents Federal funds sold, Securities borrowed, Trading assets - debt and equity instruments and Trading assets - derivative receivables.
(b) Represents investment securities and private equity investments.
 business.
 manage risk associated with mortgage servicing rights.

FINANCIAL HIGHLIGHTS, CONTINUED (in millions)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> $2 Q T R$ <br> 2004 |  | 2QTR 2005Change |  | Year toPRO FORMA <br> COMBINED <br> date |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 05 |  |  |  |  |  |
| Private Equity Gains (Losses) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Realized Gains | \$ | 555 | \$ | 633 | \$ | 442 | \$ | 277 | \$ | 411 | (12)\% | 35\% | \$ | 1,188 | \$ | 751 | 58\% |
| Write-ups / (Write-downs) |  | (133) |  | 206 |  | (111) |  | (31) |  | (54) | NM | (146) |  | 73 |  | (123) | NM |
| Mark-to-Market Gains (Losses) |  | (153) |  | (89) |  | 167 |  | (27) |  | 13 | (72) | NM |  | (242) |  | 52 | NM |
| Total Direct Investments |  | 269 |  | 750 |  | 498 |  | 219 |  | 370 | (64) | (27) |  | 1,019 |  | 680 | 50 |
| Third-Party Fund Investments |  | 31 |  | 39 |  | 8 |  | 16 |  | 22 | (21) | 41 |  | 70 |  | 45 | 56 |
| Total Private Equity Gains |  | 300 |  | 789 |  | 506 |  | 235 |  | 392 | (62) | (23) |  | 1,089 |  | 725 | 50 |
| Other Income |  | 11 |  | 5 |  | 16 |  | 14 |  | 10 | 120 | 10 |  | 16 |  | 19 | (16) |
| Net Interest Income |  | (56) |  | (50) |  | (70) |  | (89) |  | (98) | (12) | 43 |  | (106) |  | (211) | 50 |
| Total Net Revenue |  | 255 |  | 744 |  | 452 |  | 160 |  | 304 | (66) | (16) |  | 999 |  | 533 | 87 |
| Total Noninterest Expense |  | 66 |  | 62 |  | 79 |  | 73 |  | 79 | 6 | (16) |  | 128 |  | 157 | (18) |
| Operating Earnings before Income Tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expense Income Tax Expense |  | 189 67 |  | 682 |  | 373 134 |  |  |  | 225 75 | (72) | (16) |  |  |  | 376 129 |  |
| Income Tax Expense |  | 67 |  | 245 |  | 134 |  | 27 |  | 75 | (73) | (11) |  | 312 |  | 129 | 142 |
| OPERATING EARNINGS | \$ |  | \$ | 437 | \$ | 239 | \$ | 60 | \$ | 150 | (72) | (19) | \$ | 559 | \$ | 247 | 126 |
| Private Equity Portfolio Information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying Value | \$ | 761 | \$ | 1,149 | \$ | 1,170 | \$ | 958 | \$ | 936 | (34) | (19) |  |  |  |  |  |
| Cost |  | 580 |  | 808 |  | 744 |  | 675 |  | 623 | (28) | (7) |  |  |  |  |  |
| Quoted Public Value |  | 1,082 |  | 1,713 |  | 1,758 |  | 1,415 |  | 1,431 | (37) | (24) |  |  |  |  |  |
| Privately-Held Direct Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying Value |  | 5,037 |  | 5,490 |  | 5,686 |  | 6,011 |  | 6,140 | (8) | (18) |  |  |  |  |  |
| Cost |  | 6,362 |  | 6,689 |  | 7,178 |  | 7,551 |  | 7,757 | (5) | (18) |  |  |  |  |  |
| Third-Party Fund Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Carrying Value |  | 552 |  | 550 |  | 641 |  | 1,138 |  | 1,559 | - | (65) |  |  |  |  |  |
| Cost |  | 921 |  | 934 |  | 1,042 |  | 1,761 |  | 2,161 | (1) | (57) |  |  |  |  |  |
| Total Private Equity Portfolio Carrying Value | \$ | 6,350 | \$ | 7,189 | \$ | 7,497 | \$ | 8,107 | \$ | 8,635 | (12) | (26) |  |  |  |  |  |
| Total Private Equity Portfolio - Cost | \$ |  |  | 8,431 | \$ | 8,964 | \$ | 9,987 | \$ | 10,541 | (7) | (25) |  |  |  |  |  |

## (in millions)

|  | $\begin{gathered} \text { Jun } 30 \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar } 31 \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec } 31 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep } 30 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline \text { Jun } 30 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun 30, } 2005 \\ \text { Change } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Mar 31 } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun } 30 \\ 2004 \\ \hline \end{gathered}$ |  |  |  |  |  |  |
| CREDIT EXPOSURE |  |  |  |  |  |  |  |  |  |  |  |  |
| WHOLESALE (a) |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans - U.S. | \$ | 110,096 |  |  | \$ | 101,261 | \$ | 99,868 | \$ | 99,451 | \$ | 99,860 | 9\% | 10\% |
| Loans - Non-U.S. |  | 39,492 |  | 36,140 |  | 35,199 |  | 32,893 |  | 33,151 | 9 | 19 |
| TOTAL WHOLESALE LOANS REPORTED |  | 149,588 |  | 137,401 |  | 135,067 |  | 132,344 |  | 133,011 | 9 | 12 |
| CONSUMER (b) |  |  |  |  |  |  |  |  |  |  |  |  |
| Home Finance |  |  |  |  |  |  |  |  |  |  |  |  |
| Home Equity and Other |  | 72,346 |  | 68,779 |  | 67,837 |  | 67,368 |  | 63,598 | 5 | 14 |
| Mortgage |  | 58,594 |  | 55,588 |  | 56,816 |  | 56,035 |  | 56,502 | 5 | 4 |
| Total Home Finance |  | 130,940 |  | 124,367 |  | 124,653 |  | 123,403 |  | 120,100 | 5 | 9 |
| Auto \& Education Finance |  | 52,309 |  | 59,837 |  | 62,712 |  | 62,587 |  | 62,671 | (13) | (17) |
| Consumer \& Small Business and Other |  | 14,678 |  | 15,011 |  | 15,107 |  | 15,126 |  | 13,805 | (2) | 6 |
| Credit Card Receivables - Reported |  | 68,510 |  | 66,053 |  | 64,575 |  | 60,241 |  | 28,981 | 4 | 136 |
| TOTAL CONSUMER LOANS REPORTED |  | 266,437 |  | 265,268 |  | 267,047 |  | 261,357 |  | 225,557 | - | 18 |
| TOTAL LOANS - REPORTED |  | 416,025 |  | 402,669 |  | 402,114 |  | 393,701 |  | 358,568 | 3 | 16 |
| Credit Card Securitizations |  | 68,808 |  | 67,328 |  | 70,795 |  | 71,256 |  | 99,929 | 2 | (31) |
| TOTAL LOANS - MANAGED |  | 484,833 |  | 469,997 |  | 472,909 |  | 464,957 |  | 458,497 | 3 | 6 |
| Derivative Receivables |  | 55,015 |  | 60,388 |  | 65,982 |  | 57,795 |  | 55,086 | (9) | - |
| Interests in Purchased Receivables (c) |  | 27,887 |  | 28,484 |  | 31,722 |  | 30,479 |  | 30,184 | (2) | (8) |
| Other Receivables |  |  |  |  |  |  |  |  |  | 108 | NM | NM |
| TOTAL CREDIT-RELATED ASSETS |  | 567,735 |  | 558,869 |  | 570,613 |  | 553,231 |  | 543,875 | (1) | 4 |
| Wholesale Lending-Related Commitments |  | 314,034 |  | 316,282 |  | 309,399 |  | 315,946 |  | 321,615 | (1) | (2) |
| TOTAL | \$ | 881,769 | \$ | 875,151 | \$ | $\underline{880,012}$ | \$ | 869,177 | \$ | $\xrightarrow{865,490}$ | , | 2 |
| Memo: Total by Category |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Wholesale Exposure (d) | \$ | 546,524 | \$ | 542,555 | \$ | 542,170 | \$ | 536,564 | \$ | 540,004 | 1 | 1 |
| Total Consumer Managed Loans (e) |  | 335,245 |  | 332,596 |  | 337,842 |  | 332,613 |  | 325,486 | 1 | 3 |
| Total | \$ | 881,769 | \$ | 875,151 | \$ | $\xrightarrow{880,012}$ | \$ | $\underline{\text { 869,177 }}$ | \$ | 865,490 | 1 | 2 |
| Risk Profile of Wholesale Credit Exposure: |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment-Grade | \$ | 427,966 | \$ | 433,928 | \$ | 441,930 | \$ | 429,198 |  | NA | (1) | NM |
| Noninvestment-Grade: |  |  |  |  |  |  |  |  |  |  |  |  |
| Noncriticized |  | 112,140 |  | 101,859 |  | 91,605 |  | 97,126 |  | NA | 10 | NM |
| Criticized Performing (f) |  | 4,536 |  | 4,859 |  | 6,263 |  | 8,113 |  | NA | (7) | NM |
| Criticized Nonperforming (f) |  | 1,504 |  | 1,590 |  | 2,021 |  | 1,772 |  | NA | (5) | NM |
| Total Noninvestment-Grade | \$ | 118,180 | \$ | 108,308 | \$ | $\xrightarrow{99,889}$ | \$ | 107,011 |  | NA | 9 | NM |
| Purchased Held-for-Sale Wholesale Loans (g) | \$ | 378 | \$ | 319 | \$ | 351 | \$ | 355 |  | NA | 18 | NM |

(a) Includes Investment Bank, Commercial Banking, Treasury \& Securities Services and Asset \& Wealth Management.
(b) Includes Retail Financial Services and Card Services.
(c) These represent undivided interests in pools of receivables and similar types of assets.
(d) Represents Total Wholesale Loans, Derivative Receivables, Interests in Purchased Receivables, Other Receivables and Wholesale Lending-Related Commitments.
(e) Represents Total Consumer Loans plus Credit Card Securitizations, excluding consumer lending-related commitments.
 been $\$ 7,632$ million in the first quarter of 2005.
(g) Represents distressed wholesale loans purchased as part of IB's proprietary investing activities.

Note: The risk profile is based on JPMorgan Chase’s internal risk ratings, which generally correspond to the following ratings as defined by Standard \& Poor’s / Moody’s:
Investment-Grade: AAA / Aaa to BBB- / Baa3
Noninvestment-Grade: BB+ / Ba1 and below

CREDIT-RELATED INFORMATION, CONTINUED (in millions, except ratio data)

(a) Excludes purchased held-for-sale ("HFS") wholesale loans.
(b) Represents distressed wholesale loans purchased as part of IB's proprietary investing activities.

CREDIT-RELATED INFORMATION, CONTINUED (in millions, except ratio data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | PRO FORMA <br> COMBINED <br> $2 Q T R$ <br> 2004 |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \\ \hline 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | 1QTR 2005 | 2QTR 2004 |  |  |  | 2005 |  |  |  |  |  |  |  |  |  |
| GROSS CHARGE-OFFS - - - - - - - - - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale Loans | \$ |  |  |  | \$ |  |  |  | \$ |  | \$ | 80 | \$ | 208 | (49)\% | (85)\% |  | 92 | \$ | 416 | (78)\% |
| Consumer (Excluding Card) |  | 167 |  | 219 |  | 658 |  | 269 |  | 244 | (24) | (32) |  | 386 |  | 558 | (31) |
| Credit Card Receivables - Reported |  | 811 |  | 753 |  | 784 |  | 760 |  | 434 | 8 | 87 |  | 1,564 |  | 871 | 80 |
| Total Loans - Reported |  | 1,009 |  | 1,033 |  | 1,565 |  | 1,109 |  | 886 | (2) | 14 |  | 2,042 |  | 1,845 | 11 |
| Credit Card Securitizations |  | 1,060 |  | 1,034 |  | 1,126 |  | 1,039 |  | 1,507 | 3 | (30) |  | 2,094 |  | 2,986 | (30) |
| Total Loans - Managed |  | 2,069 |  | 2,067 |  | 2,691 |  | 2,148 |  | 2,393 | - | (14) |  | 4,136 |  | 4,831 | (14) |
| RECOVERIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale Loans |  | 83 |  | 70 |  | 55 |  | 104 |  | 167 | 19 | (50) |  | 153 |  | 297 | (48) |
| Consumer (Excluding Card) |  | 53 |  | 67 |  | 52 |  | 50 |  | 68 | (21) | (22) |  | 120 |  | 146 | (18) |
| Credit Card Receivables - Reported |  | 100 |  | 80 |  | 60 |  | 90 |  | 38 | 25 | 163 |  | 180 |  | 77 | 134 |
| Total Loans - Reported |  | 236 |  | 217 |  | 167 |  | 244 |  | 273 | 9 | (14) |  | 453 |  | 520 | (13) |
| Credit Card Securitizations |  | 130 |  | 117 |  | 115 |  | 111 |  | 149 | 11 | (13) |  | 247 |  | 304 | (19) |
| Total Loans - Managed |  | 366 |  | 334 |  | 282 |  | 355 |  | 422 | 10 | (13) |  | 700 |  | 824 | (15) |
| NET CHARGE-OFFS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale Loans |  | (52) |  | (9) |  | 68 |  | (24) |  | 41 | (478) | NM |  | (61) |  | 119 | NM |
| Consumer (Excluding Card) |  | 114 |  | 152 |  | 606 |  | 219 |  | 176 | (25) | (35) |  | 266 |  | 412 | (35) |
| Credit Card Receivables - Reported |  | 711 |  | 673 |  | 724 |  | 670 |  | 396 | 6 | 80 |  | 1,384 |  | 794 | 74 |
| Total Loans - Reported |  | 773 |  | 816 |  | 1,398 |  | 865 |  | 613 | (5) | 26 |  | 1,589 |  | 1,325 | 20 |
| Credit Card Securitizations |  | 930 |  | 917 |  | 1,011 |  | 928 |  | 1,358 | 1 | (32) |  | 1,847 |  | 2,682 | (31) |
| Total Loans - Managed | \$ | 1,703 | \$ | 1,733 | \$ | 2,409 | \$ | $\underline{1,793}$ | \$ | $\underline{1,971}$ | (2) | (14) | \$ | 3,436 |  | 4,007 | (14) |
| $\begin{aligned} & \text { NET CHARGE-OFF RATES - } \\ & \underline{\text { ANNUALIZED }} \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale Loans (a) |  | (0.17)\% |  | (0.03)\% |  | 0.21\% |  | (0.08)\% |  | 0.13\% | (14)bp | (30)bp |  | (0.10)\% |  | 0.19\% | (29)bp |
| Consumer (Excluding Card) (b) |  | 0.25 |  | 0.34 |  | 1.28 |  | 0.47 |  | 0.40 | (9) | (15) |  | 0.29 |  | 0.48 | (19) |
| Credit Card Receivables - Reported |  | 4.25 |  | 4.25 |  | 4.70 |  | 4.49 |  | 5.35 | - | (110) |  | 4.25 |  | 5.39 | (114) |
| Total Loans - Reported (a) (b) |  | 0.83 |  | 0.88 |  | 1.47 |  | 0.93 |  | 0.74 | (5) | 9 |  | 0.86 |  | 0.81 | 5 |
| Credit Card Securitizations |  | 5.48 |  | 5.36 |  | 5.70 |  | 5.20 |  | 5.62 | 12 | (14) |  | 5.42 |  | 5.56 | (14) |
| Total Loans - Managed (a) (b) |  | 1.55 |  | 1.58 |  | 2.13 |  | 1.62 |  | 1.85 | (3) | (30) |  | 1.57 |  | 1.89 | (32) |
| Memo: Credit Card - Managed |  | 4.87 |  | 4.83 |  | 5.24 |  | 4.88 |  | 5.56 | 4 | (69) |  | 4.85 |  | 5.52 | (67) |

(a) Wholesale loans held-for-sale were $\$ 17,871$ million, $\$ 8,154$ million, $\$ 7,684$ million, $\$ 7,281$ million and $\$ 5,259$ million for the quarters ended June 30, 2005, March 31 , 2005, December 31, 2004, September 30, 2004 and June 30, 2004, respectively. The year-to-date average loans held-for-sale were $\$ 13,039$ million and $\$ 5,501$ million for 2005 and 2004, respectively. These amounts are not included in the net charge-off rates.
(b) Average consumer loans (excluding Card) held-for-sale were $\$ 14,620$ million, $\$ 15,861$ million, $\$ 13,534$ million, $\$ 14,479$ million and $\$ 19,818$ million for the quarters ended June 30 , 2005, March 31, 2005, December 31, 2004, September 30, 2004 and June 30, 2004, respectively. The year-to-date average loans held-for-sale were $\$ 15,237$ million and $\$ 20,492$ million for 2005 and 2004, respectively. These amounts are not included in the net charge-off rates.

(a) Related to the transfer of the allowance for accrued interest and fees on reported and securitized credit card loans.
(b) During the second quarter 2005, the Firm refined its historical and market based inputs used for estimating the Formula Based component of the allowance. These refinements resulted in an increase to the Statistical Calculation and a decrease to the Adjustments to the Statistical Calculation, the component of the allowance that covers estimate imprecision.
(c) Loans held-for-sale were $\$ 17,871$ million, $\$ 8,154$ million, $\$ 7,684$ million, $\$ 7,281$ million and $\$ 5,259$ million at June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004 and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.
(d) Loans held-for-sale were $\$ 13,112$ million, $\$ 16,532$ million, $\$ 18,022$ million, $\$ 12,816$ million and $\$ 17,782$ million at June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004 and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.
(e) Nonperforming loans held-for-sale were $\$ 28$ million, $\$ 33$ million, $\$ 15$ million, $\$ 78$ million and $\$ 155$ million at June 30, 2005, March 31, 2005, December 31, 2004, September 30, 2004 and June 30, 2004, respectively. These amounts are not included in the allowance coverage ratios.

(a) Reflects an increase of $\$ 721$ million for both the fourth quarter and third quarter of 2004, as a result of the decertification of heritage Bank One seller's interest in credit card securitizations, partially offset by reductions of $\$ 196$ million and $\$ 161$ million to conform methodologies in the fourth and third quarters of 2004, respectively.
(b) Reflects a reduction of $\$ 227$ million for the third quarter of 2004 to conform methodologies in the wholesale portfolio.

## JPMORGAN CHASE \& CO.

## CAPITAL

(in millions, except ratio and per share data)

|  | $\begin{gathered} \text { 2QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1QTR } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 4QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3QTR } \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \hline 2 Q T R \\ 2004 \\ \hline \end{gathered}$ |  | 2QTR 2005Change |  | $\begin{gathered} \text { PRO FORMA } \\ \text { COMBINED } \\ \text { Year-to-date } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { YTD } 2005 \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1QTR 2005 | $\underline{\text { 2QTR } 2004}$ |  |  |  | 2005 |  |  |  | 2004 |  |
| COMMON SHARES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted-Average Basic Shares Outstanding |  | 3,493.0 |  |  |  | 3,517.5 |  |  |  | 3,514.7 |  | 3,513.5 |  | 3,509.4 | (1)\% | -\% |  | 3,505.2 |  | 3,506.6 | -\% |
| Weighted-Average Diluted Shares Outstanding |  | 3,548.3 |  | 3,569.8 |  | 3,602.0 |  | 3,592.0 |  | 3,588.6 | (1) | (1) |  | 3,559.0 |  | 3,589.0 | (1) |
| Common Shares Outstanding - at Period End |  | 3,514.0 |  | 3,525.3 |  | 3,556.2 |  | 3,564.1 |  | 3,559.0 | - | (1) |  | 3,514.0 |  | 3,559.0 | (1) |
| Cash Dividends Declared per Share | \$ | 0.34 | \$ | 0.34 | \$ | 0.34 | \$ | 0.34 | \$ | 0.34 | - | - |  | 0.68 | \$ | 0.68 | - |
| Book Value per Share |  | 29.95 |  | 29.78 |  | 29.61 |  | 29.42 |  | 29.06 | 1 | 3 |  | 29.95 |  | 29.06 | 3 |
| Dividend Payout |  | 122\% |  | 54\% |  | 74\% |  | 87\% |  | 292\% | 6,800bp | $(17,000) \mathrm{bp}$ |  | 75\% |  | 71\% | 400bp |
| SHARE PRICE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| High | \$ | 36.50 | \$ | 39.69 | \$ | 40.45 | \$ | 40.25 | \$ | 42.57 | (8)\% | (14)\% |  | 39.69 | \$ | 43.84 | (9)\% |
| Low |  | 33.35 |  | 34.32 |  | 36.32 |  | 35.50 |  | 34.62 | (3) | (4) |  | 33.35 |  | 34.62 | (4) |
| Close |  | 35.32 |  | 34.60 |  | 39.01 |  | 39.73 |  | 38.77 | 2 | (9) |  | 35.32 |  | 38.77 | (9) |
| STOCK REPURCHASE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PROGRAM (b) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Aggregate Repurchases | \$ | 593.7 | \$ | 1,315.6 | \$ | 599.8 | \$ | 137.9 |  | NM |  |  |  | 1,909.3 |  | NM |  |
| Common Shares Repurchased |  | 16.8 |  | 36.0 |  | 15.8 |  | 3.5 |  | NM |  |  |  | 52.8 |  | NM |  |
| Average Purchase Price | \$ | 35.32 | \$ | 36.57 | \$ | 38.01 | \$ | 39.42 |  | NM |  |  |  | 36.17 |  | NM |  |
| CAPITAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 Capital | \$ | 69,779 | \$ | 69,435 | \$ | 68,621 | \$ | 69,309 | \$ | 67,850 | - | 3 |  |  |  |  |  |
| Total Capital |  | 96,086 |  | 96,378 |  | 96,807 |  | 96,666 |  | 92,916 | - | 3 |  |  |  |  |  |
| Risk-Weighted Assets |  | 848,394 |  | 811,822 |  | 791,373 |  | 803,464 |  | 790,701 | 5 | 7 |  |  |  |  |  |
| Adjusted Average Assets |  | 1,135,653 |  | 1,110,058 |  | 1,102,456 |  | 1,065,244 |  | 1,094,028 | 2 | 4 |  |  |  |  |  |
| Tier 1 Capital Ratio |  | 8.2\% |  | 8.6\% |  | 8.7\% |  | 8.6\% |  | 8.6\% | (40)bp | (40)bp |  |  |  |  |  |
| Total Capital Ratio |  | 11.3 |  | 11.9 |  | 12.2 |  | 12.0 |  | 11.8 | (60) | (50) |  |  |  |  |  |
| Tier 1 Leverage Ratio |  | 6.1 |  | 6.3 |  | 6.2 |  | 6.5 |  | 6.2 | (20) | (10) |  |  |  |  |  |
| INTANGIBLE ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill | \$ | 43,537 | \$ | 43,440 | \$ | 43,203 | \$ | 42,947 | \$ | 43,016 | -\% | 1\% |  |  |  |  |  |
| Mortgage Servicing Rights |  | 5,026 |  | 5,663 |  | 5,080 |  | 5,168 |  | 5,797 | (11) | (13) |  |  |  |  |  |
| Purchased Credit Card Relationships |  | 3,528 |  | 3,703 |  | 3,878 |  | 4,055 |  | 4,527 | (5) | (22) |  |  |  |  |  |
| All Other Intangibles |  | 5,319 |  | 5,514 |  | 5,726 |  | 5,945 |  | 5,873 | (4) | (9) |  |  |  |  |  |
| Total Intangibles | \$ | 57,410 | \$ | 58,320 | \$ | 57,887 | \$ | 58,115 | \$ | 59,213 | (2) | (3) |  |  |  |  |  |

(a) Estimated
(b) Excludes commission costs.

## JPMORGAN CHASE \& CO.

## ACH: Automated Clearing House

Assets Under Management: Represent assets actively managed by Asset \& Wealth Management on behalf of institutional, private banking, private client services and retail clients. Excludes assets managed by American Century Companies, Inc., in which the Firm has a 43\% ownership interest.

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

Average Managed Assets: Refers to total assets on the Firm's balance sheet plus credit card receivables that have been securitized.
bp: Denotes basis points; 100 bp equals $1 \%$.
Contractual Credit Card Charge-off: In accordance with the Federal Financial Institutions Examination Council Policy, credit card loans are charged-off by the end of the month in which the account becomes 180 days past due or within 60 days from receiving notification of the filing of bankruptcy, whichever is earlier.

Corporate: Includes Private Equity, Treasury, and corporate staff and other centrally managed expenses.

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

NA: Data is not applicable for the period presented.
NM: Not meaningful

Operating Basis or Operating Earnings: Reported results excluding the impact of merger costs, other special items and credit card securitizations.

Overhead Ratio: Noninterest expense as a percentage of total net revenue.
Reported Basis: Financial statements prepared under accounting principles generally accepted in the United States of America ("U.S. GAAP"). The reported basis includes the impact of merger costs, other special items and credit card securitizations.

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

Special Items: Includes merger costs, litigation reserve charge and accounting policy conformity adjustments.

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

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

## Investment Banking

## IB's revenues are comprised of the following:

1. Investment banking fees includes advisory, equity underwriting, bond underwriting and loan syndication fees.
2. Fixed income markets includes client and portfolio management revenue related to both market-making and proprietary risk-taking across global fixed income markets, including government and corporate debt, foreign exchange, interest rate and commodities markets.
3. Equities markets includes client and portfolio management revenue related to market-making and proprietary risk-taking across global equity products, including cash instruments, derivatives and convertibles.
4. Credit portfolio revenue includes Net interest income, fees and loan sale activity for IB's credit portfolio. Credit portfolio revenue also includes gains or losses on securities received as part of a loan restructuring, and changes in the credit valuation adjustment ("CVA"), which is the component of the fair value of a derivative that reflects the credit quality of the counterparty. Credit portfolio revenue also includes the results of risk management related to the Firm's lending and derivative activities.

## Retail Financial Services

## Description of selected business metrics within Home Finance:

1. Secondary marketing involves the sale of mortgage loans into the secondary market and risk management of this activity from the point of loan commitment to customers through loan closing and subsequent sale.

## Home Finance's origination channels are comprised of the following:

1. Retail - A mortgage banker employed by the Firm directly contacts borrowers who are buying or refinancing a home through a branch office, through the Internet or by phone. Borrowers are frequently referred to a mortgage banker by real estate brokers, home builders or other third parties.
2. Wholesale - A third-party mortgage broker refers loans to a mortgage banker at the Firm. Brokers are independent loan originators that specialize in finding and counseling borrowers but do not provide funding for loans.
3. Correspondent - Banks, thrifts, other mortgage banks and other financial institutions sell closed loans to the Firm.
4. Correspondent negotiated transactions ("CNT") - Mid- to large-sized mortgage lenders, banks and bank-owned mortgage companies sell servicing to the Firm on an as-originated basis. These transactions supplement traditional production channels and provide growth opportunities in the servicing portfolio in stable and rising-rate periods.

Description of selected business metrics within Consumer \& Small Business Banking:

1. Personal bankers - Retail branch office personnel who acquire, retain and expand new and existing customer relationships by assessing customer needs and recommending and selling appropriate banking products and services.
2. Investment sales representatives - Licensed retail branch sales personnel, assigned to support several branches, who assist with the sale of investment products including college planning accounts, mutual funds, annuities and retirement accounts.

## Description of selected business metrics within Insurance:

1. Proprietary annuity sales represent annuity contracts marketed through and issued by subsidiaries of the Firm.
2. Insurance in force - direct/assumed includes the aggregate face amount of insurance policies directly underwritten and assumed through reinsurance.
3. Insurance in force - retained includes the aggregate face amounts of insurance policies directly underwritten and assumed through reinsurance, after reduction for face amounts ceded to reinsurers.

## Card Services

Description of selected business metrics within Card Services:

1. Charge volume - Represents the dollar amount of cardmember purchases, balance transfers and cash advance activity.
2. Net accounts opened - Includes originations, purchases and sales.
3. Merchant acquiring business - Represents an entity that processes payments for merchants. JPMorgan Chase is a majority owner of Paymentech, Inc. and a $50 \%$ owner of Chase Merchant Services.
4. Bank card volume - Represents the dollar amount of transactions processed for the merchants.
5. Total transactions - Represents the number of transactions and authorizations processed for the merchants.

## Commercial Banking

## Commercial Banking revenues are comprised of the following:

1. Lending incorporates a variety of financing alternatives, such as term loans, revolving lines of credit and asset-based structures and leases, which are often secured by receivables, inventory, equipment or real estate.
2. Treasury services incorporates a broad range of products and services to help clients manage short-term liquidity through deposits and sweeps, and longerterm investment needs through money market accounts, certificates of deposit and mutual funds; manage working capital through lockbox, global trade, global clearing and commercial card products; and have ready access to information to manage their business through on-line reporting tools.
3. Investment banking products provide clients with more sophisticated capitalraising alternatives, through loan syndications, investment-grade debt, assetbacked securities, private placements, high-yield bonds and equity underwriting, and balance sheet and risk management tools through foreign exchange, derivatives, M\&A and advisory services.

## Treasury \& Securities Services

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

## Asset \& Wealth Management

AWM's client segments are comprised of the following:

1. The Private bank addresses every facet of wealth management for ultra-high-net-worth individuals and families worldwide, including investment management, capital markets and risk management, tax and estate planning, banking, capital raising and specialty wealth advisory services.
2. Retail provides more than 2 million customers worldwide with investment management, retirement planning and administration, and brokerage services through third-party and direct distribution channels.
3. Institutional serves more than 3,000 large and mid-size corporate and public institutions, endowments and foundations, and governments globally. AWM offers institutions comprehensive global investment services, including investment management across asset classes, pension analytics, asset-liability management, active risk budgeting and overlay strategies.
4. Private client services offers high-net-worth individuals, families and business owners comprehensive wealth management solutions that include financial planning, personal trust, investment and banking products and services.

## APPENDIX

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | SECOND QUARTER 2005 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Results |  | TradingReclass（a） |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  |  |  |  | ecial Iten |  |  |  |  | Operating <br> Basis |  |
|  |  |  | Merger Costs | Litigation |  | AccountingPolicy Conformity |  | Tax Equivalent Adjustments |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 961 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 961 |
| Trading Revenue |  | 387 |  | 198 |  |  |  |  |  |  |  |  |  |  |  |  |  | 585 |
| Lending \＆Deposit Related Fees |  | 851 |  | － |  | － |  | － |  | － |  |  |  |  |  | 851 |
| Asset Management，Administration and Commissions |  | 2，541 |  | － |  | － |  | － |  | － |  | － |  | － |  | 2，541 |
| Securities／Private Equity Gains（Losses） |  | 407 |  | － |  | － |  |  |  |  |  |  |  |  |  | 407 |
| Mortgage Fees and Related Income |  | 336 |  | － |  |  |  |  |  |  |  |  |  |  |  | 336 |
| Credit Card Income |  | 1，763 |  | － |  | （728） |  | － |  | － |  | － |  | － |  | 1，035 |
| Other Income |  | 496 |  | 二 |  |  |  |  |  |  |  |  |  | 143 |  | 639 |
| Noninterest Revenue |  | 7，742 |  | 198 |  | （728） |  | － |  | － |  | － |  | 143 |  | 7，355 |
| Net Interest Income |  | 5，001 |  | （198） |  | ，658 |  | － |  | 二 |  | 二 |  | 84 |  | 6，545 |
| TOTAL NET REVENUE |  | 12，743 |  | － |  | 930 |  | － |  | － |  | － |  | 227 |  | 13，900 |
| Provision for Credit Losses |  | 587 |  | － |  | 930 |  | － |  | － |  | － |  |  |  | 1，517 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4，266 |  | － |  | － |  | － |  | － |  | － |  |  |  | 4，266 |
| Occupancy Expense |  | 580 |  | － |  | － |  | － |  | － |  | － |  | － |  | 580 |
| Technology and Communications Expense |  | 896 |  | － |  | － |  | － |  | － |  |  |  |  |  | 896 |
| Professional \＆Outside Services |  | 1，130 |  | － |  | － |  |  |  |  |  |  |  |  |  | 1，130 |
| Marketing |  | 537 |  | － |  | － |  | － |  | － |  | － |  | － |  | 537 |
| Other Expense |  | 954 |  | － |  | － |  | － |  | － |  | － |  | － |  | 954 |
| Amortization of Intangibles |  | 385 |  | 二 |  | － |  | 二 |  | 二 |  | － |  | － |  | 385 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8，748 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，748 |
| Merger Costs |  | 279 |  | － |  | － |  | （279） |  |  |  | － |  | － |  | － |
| Litigation Reserve Charge |  | 1，872 |  | － |  | － |  | － |  | $(1,872)$ |  | － |  | － |  | － |
| TOTAL NONINTEREST EXPENSE |  | 10，899 |  | － |  | － |  | （279） |  | $(1,872)$ |  | － |  |  |  | 8，748 |
| Income（Loss）before Income Tax Expense |  | 1，257 |  | － |  | － |  | 279 |  | 1，872 |  | － |  | 227 |  | 3，635 |
| Income Tax Expense（Benefit） |  | 263 |  | － |  | － |  | 106 |  | 711 |  | － |  | 227 |  | 1，307 |
| NET INCOME（LOSS） | \＄ | 994 | \＄ | 二 | \＄ | － | \＄ | 173 | \＄ | 1，161 | \＄ | － | \＄ | 二 | \＄ | 2，328 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.28 | \＄ | － | \＄ | － | \＄ | 0.05 | \＄ | 0.33 | \＄ | － | \＄ | － | \＄ | 0.66 |
| ROE |  | 4\％ |  | －\％ |  | －\％ |  | 1\％ |  | 4\％ |  | －\％ |  | －\％ |  | 9\％ |
| ROE－GW |  | 6 |  | － |  | － |  | 1 |  | 8 |  | － |  | － |  | 15 |
| ROA |  | 0.34 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 0.75 |
| Overhead Ratio Effective Income Tax Rate |  | ${ }_{26} 26$ |  | NM |  | NM |  | NM 38 |  | NM 38 |  | NM |  | NM 100 |  | 63 36 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include Merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 279$ million reflects costs associated with the merger；significant litigation charges of $\$ 1.9$ billion were taken in the second quarter of 2005 ．
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | FIRST QUARTER 2005 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | $\begin{gathered} \text { Trading } \\ \text { Reclass (a) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  | Special Items（c） |  |  |  |  |  |  |  |  |  |
|  |  |  | $\begin{gathered} \hline \text { Merger } \\ \text { Costs } \\ \hline \end{gathered}$ | Litigation Reserves |  | AccountingPolicy Conformity |  | Tax Equivalent <br> Adjustments（d |  | $\underset{\text { Basis }}{\text { Operating }}$ |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 993 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 993 |
| Trading Revenue |  | 1，859 |  | 328 |  |  |  | － |  |  |  |  |  |  |  |  |  | 2，187 |
| Lending \＆Deposit Related Fees |  | 820 |  | － |  |  |  |  |  |  |  |  |  |  |  | 820 |
| Asset Management，Administration and Commissions |  | 2，498 |  | － |  | － |  | － |  | － |  |  |  |  |  | 2，498 |
| Securities／Private Equity Gains（Losses） |  | （45） |  | － |  |  |  |  |  |  |  |  |  |  |  | （45） |
| Mortgage Fees and Related Income |  | 362 |  | － |  |  |  | － |  | － |  | － |  |  |  | 362 |
| Credit Card Income |  | 1，734 |  |  |  | （815） |  |  |  |  |  |  |  |  |  | 919 |
| Other Income |  | 201 |  | 二 |  | － |  |  |  | － |  |  |  | 115 |  | 316 |
| Noninterest Revenue |  | 8，422 |  | 328 |  | （815） |  | － |  | － |  | － |  | 115 |  | 8，050 |
| Net Interest Income |  | 5，225 |  | （328） |  | 1，732 |  | － |  | － |  | － |  | 61 |  | 6，690 |
| TOTAL NET REVENUE |  | 13，647 |  | － |  | 917 |  | － |  | － |  | － |  | 176 |  | 14，740 |
| Provision for Credit Losses |  | 427 |  | － |  | 917 |  | － |  | － |  | － |  | － |  | 1，344 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4，702 |  | － |  | － |  | － |  | － |  | － |  | － |  | 4，702 |
| Occupancy Expense |  | 525 |  | － |  | － |  | － |  | － |  | － |  | － |  | 525 |
| Technology and Communications Expense |  | 920 |  | － |  |  |  |  |  |  |  |  |  |  |  | 920 |
| Professional \＆Outside Services |  | 1，074 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，074 |
| Marketing |  | 483 |  | － |  | － |  |  |  |  |  |  |  |  |  | 483 |
| Other Expense |  | 805 |  | － |  |  |  | － |  | － |  |  |  |  |  | 805 |
| Amortization of Intangibles |  | 383 |  | － |  | － |  | － |  | － |  | － |  | － |  | 383 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8，892 |  | － |  | － |  |  |  | － |  | － |  | － |  | 8，892 |
| Merger Costs |  | 145 |  | － |  | － |  | （145） |  |  |  | － |  | － |  | － |
| Litigation Reserve Charge |  | 900 |  | － |  | － |  |  |  | （900） |  | － |  | － |  | － |
| TOTAL NONINTEREST EXPENSE |  | 9，937 |  | － |  | － |  | （145） |  | （900） |  | － |  | － |  | 8，892 |
| Income（Loss）before Income Tax Expense |  | 3，283 |  | － |  | － |  | 145 |  | 900 |  | － |  | 176 |  | 4，504 |
| Income Tax Expense（Benefit） |  | 1，019 |  | － |  | － |  | 55 |  | 342 |  | 二 |  | 176 |  | 1，592 |
| NET INCOME（LOSS） | \＄ | 2，264 | \＄ | 二 | \＄ | － | \＄ | 90 | \＄ | 558 | \＄ | － | \＄ | － | \＄ | 2，912 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.63 | \＄ | － | \＄ | － | \＄ | 0.03 | \＄ | 0.15 | \＄ | － | \＄ | － | \＄ | 0.81 |
| ROE |  | 9\％ |  | －\％ |  | －\％ |  | －\％ |  | 2\％ |  | －\％ |  | －\％ |  | 11\％ |
| ROE－GW |  | 15 |  | － |  | － |  | 1 |  | 3 |  | － |  | － |  | 19 |
| ROA |  | 0.79 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 0.96 |
| Overhead Ratio |  | 73 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 60 |
| Effective Income Tax Rate |  | 31 |  | NM |  | NM |  | 38 |  | 38 |  | NM |  | 100 |  | 35 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 145$ million reflects costs associated with the merger；significant litigation charges of $\$ 900$ million were taken in the first quarter of 2005.
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | FOURTH QUARTER 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Results |  | TradingReclass（a） |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  | Special Items（c） |  |  |  |  |  | Tax Equivalent Adjustments（d） |  | $\underset{\text { Basis }}{\text { Operating }}$ |  |
|  |  |  |  | $\begin{gathered} \begin{array}{c} \text { rger } \\ \text { osts } \end{array} \\ \hline \end{gathered}$ |  |  |  | $\begin{aligned} & \text { tion } \\ & \text { rese } \\ & \hline \text { ven } \end{aligned}$ |  | $\begin{aligned} & \mathrm{g} \boldsymbol{g} \\ & \text { rinty } \end{aligned}$ |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 1，073 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 1，073 |
| Trading Revenue |  | 611 |  | 511 |  |  |  |  |  |  |  |  |  |  |  | 1，122 |
| Lending \＆Deposit Related Fees |  | 903 |  | － |  | － |  | － |  | － |  |  |  |  |  | 903 |
| Asset Management，Administration and Commissions |  | 2，330 |  |  |  |  |  |  |  |  |  |  |  |  |  | 2，330 |
| Securities／Private Equity Gains（Losses） |  | 569 |  |  |  |  |  |  |  |  |  |  |  |  |  | 569 |
| Mortgage Fees and Related Income |  | 85 |  | － |  |  |  | － |  |  |  |  |  | － |  | 85 |
| Credit Card Income |  | 1，822 |  |  |  | （786） |  |  |  |  |  |  |  |  |  | 1，036 |
| Other Income |  | 228 |  | － |  | 1 |  | － |  | － |  | － |  | 178 |  | 407 |
| Noninterest Revenue |  | 7，621 |  | 511 |  | （785） |  | － |  | － |  | － |  | 178 |  | 7，525 |
| Net Interest Income |  | 5，329 |  | （511） |  | 1，796 |  | － |  | － |  | － |  | 10 |  | 6，624 |
| TOTAL NET REVENUE |  | 12，950 |  | － |  | 1，011 |  | － |  | 二 |  | － |  | 188 |  | 14，149 |
| Provision for Credit Losses |  | 1，157 |  | － |  | 1，011 |  | － |  | － |  | （525） |  | － |  | 1，643 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4，211 |  | － |  | － |  | － |  | － |  | － |  | － |  | 4，211 |
| Occupancy Expense |  | 609 |  |  |  |  |  |  |  |  |  |  |  |  |  | 609 |
| Technology and Communications Expense |  | 1，051 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，051 |
| Professional \＆Outside Services |  | 1，191 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，191 |
| Marketing |  | 428 |  |  |  |  |  |  |  |  |  |  |  |  |  | 428 |
| Other Expense |  | 981 |  | － |  | － |  | － |  | － |  | － |  | － |  | 981 |
| Amortization of Intangibles |  | 392 |  | － |  | － |  | － |  | － |  | － |  | － |  | 392 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8，863 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，863 |
| Merger Costs |  | 523 |  | － |  | － |  | （523） |  | － |  | － |  | － |  | － |
| Litigation Reserve Charge |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  |  |
| TOTAL NONINTEREST EXPENSE |  | 9，386 |  | － |  | － |  | （523） |  | － |  | － |  | － |  | 8，863 |
| Income（Loss）before Income Tax Expense |  | 2，407 |  | － |  | － |  | 523 |  | － |  | 525 |  | 188 |  | 3，643 |
| Income Tax Expense（Benefit） |  | 741 |  |  |  |  |  | 199 |  | － |  | 199 |  | 188 |  | 1，327 |
| NET INCOME（LOSS） | \＄ | 1，666 | \＄ | － | \＄ | 二 | \＄ | 324 | \＄ | 二 | \＄ | 326 | \＄ | － | \＄ | 2，316 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.46 | \＄ | － | \＄ | － | \＄ | 0.09 | \＄ | － | \＄ | 0.09 | \＄ | － | \＄ | 0.64 |
| ROE |  | 6\％ |  | －\％ |  | －\％ |  | 1\％ |  | －\％ |  | 2\％ |  | －\％ |  | 9\％ |
| ROE－GW |  | 11 |  | － |  | － |  | 2 |  | － |  | 2 |  | － |  | 15 |
| ROA |  | 0.57 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 0.75 |
| Overhead Ratio |  | 72 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 63 |
| Effective Income Tax Rate |  | 31 |  | NM |  | NM |  | 38 |  | NM |  | 38 |  | 100 |  | 36 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 523$ million reflects costs associated with the merger．
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | THIRD QUARTER 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | $\begin{gathered} \text { Trading } \\ \text { Reclass (a) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  |  |  |  |  | Special Items（c） |  |  |  | $\begin{gathered} \text { Operating } \\ \text { Basis } \\ \hline \end{gathered}$ |  |
|  |  |  | $\begin{gathered} \overline{\text { Merger }} \\ \text { Costs } \end{gathered}$ | Litigation Reserves |  | $\begin{gathered} \text { Accounting } \\ \text { Policy Conformity } \end{gathered}$ |  | Tax EquivalentAdjustments（d） |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 879 | \＄ | － |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 879 |
| Trading Revenue |  | 408 |  | 424 |  |  |  |  |  |  |  |  |  |  |  | 832 |
| Lending \＆Deposit Related Fees |  | 943 |  | － |  | － |  | － |  |  |  |  |  |  |  | 943 |
| Asset Management，Administration and Commissions |  | 2，185 |  | － |  | － |  | － |  | － |  |  |  |  |  | 2，185 |
| Securities／Private Equity Gains（Losses） |  | 413 |  |  |  |  |  |  |  |  |  |  |  |  |  | 413 |
| Mortgage Fees and Related Income |  | 233 |  | － |  |  |  | － |  | － |  |  |  |  |  | 233 |
| Credit Card Income |  | 1，782 |  |  |  | （848） |  |  |  |  |  |  |  |  |  | 934 |
| Other Income |  | 210 |  | － |  | （3） |  | － |  |  |  | 118 |  | 64 |  | 389 |
| Noninterest Revenue |  | 7，053 |  | 424 |  | （851） |  | － |  | － |  | 118 |  | 64 |  | 6，808 |
| Net Interest Income |  | 5，452 |  | （424） |  | 1，779 |  | － |  | － |  | － |  | （36） |  | 6，771 |
| TOTAL NET REVENUE |  | 12，505 |  | － |  | 928 |  | － |  | － |  | 118 |  | 28 |  | 13，579 |
| Provision for Credit Losses |  | 1，169 |  | － |  | 928 |  | － |  | － |  | （333） |  | － |  | 1，764 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4，050 |  | － |  | － |  | － |  | － |  | － |  | － |  | 4，050 |
| Occupancy Expense |  | 604 |  | － |  |  |  | － |  |  |  | － |  | － |  | 604 |
| Technology and Communications Expense |  | 1，046 |  | － |  | － |  |  |  |  |  |  |  | － |  | 1，046 |
| Professional \＆Outside Services |  | 1，103 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，103 |
| Marketing |  | 506 |  | － |  | － |  | － |  | － |  |  |  |  |  | 506 |
| Other Expense |  | 920 |  | － |  | － |  | － |  |  |  |  |  |  |  | 920 |
| Amortization of Intangibles |  | 396 |  | － |  | － |  | － |  | － |  | － |  | － |  | 396 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8，625 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，625 |
| Merger Costs |  | 752 |  | － |  | － |  | （752） |  | － |  | － |  | － |  | － |
| Litigation Reserve Charge |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  | － |
| TOTAL NONINTEREST EXPENSE |  | 9，377 |  | 二 |  | 二 |  | （752） |  | 二 |  | 二 |  | 二 |  | 8，625 |
| Income（Loss）before Income Tax Expense |  | 1，959 |  | － |  | － |  | 752 |  | － |  | 451 |  | 28 |  | 3，190 |
| Income Tax Expense（Benefit） |  | 541 |  |  |  | － |  | 290 |  | － |  | 172 |  | 28 |  | 1，031 |
| NET INCOME（LOSS） | \＄ | 1，418 | \＄ | 二 | \＄ | － | \＄ | 462 | \＄ | － | \＄ | 279 | \＄ | － | \＄ | $\xrightarrow{2,159}$ |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.39 | \＄ | － | \＄ | － | \＄ | 0.13 | \＄ | － | \＄ | 0.08 | \＄ | － | \＄ |  |
| ROE |  | 5\％ |  | －\％ |  | －\％ |  | ${ }_{3}^{2 \%}$ |  | －\％ |  | ${ }_{2}^{1 \%}$ |  | －\％ |  | 8\％ |
| ROE－GW |  | 9 0.50 |  | NM |  | NM |  | 3 NM |  | NM |  | NM |  | NM |  | 14 0.72 |
| Overhead Ratio |  | 75 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 64 |
| Effective Income Tax Rate |  | 28 |  | NM |  | NM |  | 39 |  | NM |  | 38 |  | 100 |  | 32 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 752$ million reflects costs associated with the merger．
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | SECOND QUARTER 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported |  | $\begin{gathered} \text { Trading } \\ \text { Reclass (a) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  | Special Items（c） |  |  |  |  |  | Tax Equivalent Adjustments（d） |  | $\begin{gathered} \text { Operating } \\ \text { Basis } \end{gathered}$ |  |
|  |  |  | $\begin{gathered} \hline \text { Merger } \\ \text { Costs } \\ \hline \end{gathered}$ | Litigation Reserves |  | AccountingPolicy Conformity |  |  |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 939 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 939 |
| Trading Revenue |  | 968 |  | 439 |  |  |  |  |  | － |  |  |  |  |  |  |  | 1，407 |
| Lending \＆Deposit Related Fees |  | 957 |  | － |  | － |  | － |  |  |  |  |  |  |  | 957 |
| Asset Management，Administration and Commissions |  | 2，302 |  | － |  | － |  | － |  | － |  |  |  |  |  | 2，302 |
| Securities／Private Equity Gains（Losses） |  | 403 |  |  |  |  |  |  |  |  |  |  |  |  |  | 403 |
| Mortgage Fees and Related Income |  | 316 |  | － |  |  |  | － |  | － |  |  |  |  |  | 316 |
| Credit Card Income |  | 1，686 |  |  |  | （711） |  | － |  |  |  |  |  |  |  | 975 |
| Other Income |  | 434 |  | － |  | （45） |  | － |  |  |  |  |  | 170 |  | 559 |
| Noninterest Revenue |  | 8，005 |  | 439 |  | （756） |  | － |  | － |  | － |  | 170 |  | 7，858 |
| Net Interest Income |  | 5，274 |  | （439） |  | 2，114 |  | － |  | － |  | － |  | （31） |  | 6，918 |
| TOTAL NET REVENUE |  | 13，279 |  | － |  | 1，358 |  | － |  | － |  | － |  | 139 |  | 14，776 |
| Provision for Credit Losses |  | 248 |  | － |  | 1，358 |  | － |  | － |  | － |  | － |  | 1，606 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 4，227 |  | － |  | － |  | － |  | － |  | － |  | － |  | 4，227 |
| Occupancy Expense |  | 596 |  | － |  | － |  | － |  | － |  | － |  | － |  | 596 |
| Technology and Communications Expense |  | 960 |  | － |  | － |  | － |  |  |  |  |  |  |  | 960 |
| Professional \＆Outside Services |  | 1，106 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，106 |
| Marketing |  | 521 |  | － |  | － |  |  |  | － |  |  |  |  |  | 521 |
| Other Expense |  | 1，037 |  | － |  | － |  | － |  | － |  |  |  |  |  | 1，037 |
| Amortization of Intangibles |  | 392 |  | － |  | － |  | － |  | － |  | － |  | － |  | 392 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 8，839 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，839 |
| Merger Costs |  | 90 |  | － |  | － |  | （90） |  | － |  | － |  | － |  | － |
| Litigation Reserve Charge |  | 3，700 |  | － |  | － |  |  |  | $(3,700)$ |  | 二 |  | － |  | － |
| TOTAL NONINTEREST EXPENSE |  | 12，629 |  | － |  | 二 |  | （90） |  | （3，700） |  | 二 |  | 二 |  | 8，839 |
| Income（Loss）before Income Tax Expense |  | 402 |  | － |  | － |  | 90 |  | 3，700 |  | － |  | 139 |  | 4，331 |
| Income Tax Expense（Benefit） |  | （31） |  |  |  | － |  | 30 |  | 1，406 |  | － |  | 139 |  | 1，544 |
| NET INCOME（LOSS） | \＄ | 433 | \＄ | 二 | \＄ | － | \＄ | $\underline{60}$ | \＄ | $\xrightarrow{2,294}$ | \＄ | 二 | \＄ | － | \＄ | 2，787 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.12 | \＄ | － | \＄ | － | \＄ | 0.02 | \＄ | 0.63 | \＄ | － | \＄ | － | \＄ | 0.77 |
| ROE |  | 2\％ |  | －\％ |  | －\％ |  | －\％ |  | 9\％ |  | －\％ |  | －\％ |  | 11\％ |
| ROE－GW |  | 3 0 |  | NM |  | NM |  | NM |  | 15 NM |  | － |  | $\overline{\text { M }}$ |  | 18 |
| ${ }_{\text {ROA }}^{\text {Overhead Ratio }}$ |  | 0.15 95 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM NM |  | 0.92 60 |
| Effective Income Tax Rate |  | 8 |  | NM |  | NM |  | 33 |  | 38 |  | NM |  | 10 |  | 36 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 90$ million reflects costs associated with the merger；significant litigation charges of $\$ 3.7$ billion were taken in the second quarter of 2004.
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | YEAR－TO－DATE 2005 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Results |  | $\begin{gathered} \text { Trading } \\ \text { Reclass (a) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  | Special Items（c） |  |  |  |  |  | Tax Equivalent Adjustments（d） |  |  |  |
|  |  |  | $\begin{gathered} \hline \text { Merger } \\ \text { Costs } \\ \hline \end{gathered}$ | Litigation Reserves |  | $\begin{gathered} \text { Accounting } \\ \text { Policy Conformity } \end{gathered}$ |  | $\begin{gathered} \text { Operating } \\ \text { Basis } \\ \hline \end{gathered}$ |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 1，954 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 1，954 |
| Trading Revenue |  | 2，246 |  | 526 |  |  |  |  |  |  |  |  |  |  |  |  |  | 2，772 |
| Lending \＆Deposit Related Fees |  | 1，671 |  | － |  | － |  | － |  |  |  |  |  | － |  | 1，671 |
| Asset Management，Administration and Commissions |  | 5，039 |  | － |  | － |  |  |  |  |  | － |  |  |  | 5，039 |
| Securities／Private Equity Gains（Losses） |  | 362 |  |  |  |  |  |  |  |  |  |  |  |  |  | 362 |
| Mortgage Fees and Related Income |  | 698 |  | － |  |  |  | － |  | － |  | － |  |  |  | 698 |
| Credit Card Income |  | 3，497 |  |  |  | $(1,543)$ |  |  |  |  |  |  |  |  |  | 1，954 |
| Other Income |  | 697 |  | － |  | 二 |  | － |  | － |  |  |  | 258 |  | 955 |
| Noninterest Revenue |  | 16，164 |  | 526 |  | $(1,543)$ |  | － |  | － |  | － |  | 258 |  | 15，405 |
| Net Interest Income |  | 10，226 |  | （526） |  | 3，390 |  | － |  | － |  | － |  | 145 |  | 13，235 |
| TOTAL NET REVENUE |  | 26，390 |  | － |  | 1，847 |  | － |  | － |  | － |  | 403 |  | 28，640 |
| Provision for Credit Losses |  | 1，014 |  | － |  | 1，847 |  | － |  | － |  | － |  | － |  | 2，861 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 8，968 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，968 |
| Occupancy Expense |  | 1，105 |  | － |  | － |  | － |  | － |  | － |  | － |  | 1，105 |
| Technology and Communications Expense |  | 1，816 |  | － |  | － |  | － |  |  |  |  |  | － |  | 1，816 |
| Professional \＆Outside Services |  | 2，204 |  | － |  | － |  | － |  | － |  | － |  | － |  | 2，204 |
| Marketing |  | 1，020 |  | － |  | － |  | － |  |  |  |  |  | － |  | 1，020 |
| Other Expense |  | 1，759 |  | － |  | － |  | － |  |  |  | － |  | － |  | 1，759 |
| Amortization of Intangibles |  | 768 |  | － |  | － |  | － |  | － |  | － |  | － |  | 768 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 17，640 |  | － |  | － |  | － |  | － |  | － |  | － |  | 17，640 |
| Merger Costs |  | 424 |  | － |  | － |  | （424） |  | － |  | － |  | － |  | － |
| Litigation Reserve Charge |  | 2，772 |  | － |  | － |  | ） |  | （2，772） |  | － |  | － |  | ＝ |
| TOTAL NONINTEREST EXPENSE |  | 20，836 |  | 二 |  | 二 |  | （424） |  | $(2,772)$ |  | 二 |  | 二 |  | 17，640 |
| Income（Loss）before Income Tax Expense |  | 4，540 |  | － |  | － |  | 424 |  | 2，772 |  | － |  | 403 |  | 8，139 |
| Income Tax Expense（Benefit） |  | 1，282 |  |  |  | － |  | 161 |  | 1，053 |  | － |  | 403 |  | 2，899 |
| NET INCOME（LOSS） | \＄ | 3，258 | \＄ | － | \＄ | 二 | \＄ | 263 | \＄ | 1，719 | \＄ | － | \＄ | 二 | \＄ | 5，240 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.91 | \＄ | － | \＄ | － | \＄ | 0.08 | \＄ | 0.48 | \＄ | － | \＄ | － | \＄ | 1.47 |
| ROE |  | 6\％ |  | －\％ |  | －\％ |  | 1\％ |  | 3\％ |  | －\％ |  | －\％ |  | 10\％ |
| ROE－GW |  | 11 |  | － |  | － |  | 1 |  | 5 |  | － |  | － |  | 17 |
| ROA |  | 0.56 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 0.85 |
| Overhead Ratio Effective Income Tax Rate |  | 79 |  | NM |  | NM |  | NM 38 |  | NM |  | NM |  | NM |  | ${ }_{36}$ |
| Effective Income Tax Rate |  | 28 |  | NM |  | NM |  | 38 |  | 38 |  | NM |  | 100 |  | 36 |

（a）The reclassification of trading－related net interest income from Net Interest Income to Trading Revenue primarily impacts the Investment Bank segment results．
（b）The impact of credit card securitizations affects Card Services．See page 19 for further information．
（c）Special items are excluded from Operating earnings，as management believes these items are not part of the Firm＇s normal daily business operations（and，therefore，are not indicative of trends），and do not provide meaningful comparisons with other periods．These items include Merger costs，significant litigation charges，charges to conform accounting policies and other items．Merger costs of $\$ 424$ million reflects costs associated with the merger；significant litigation charges of $\$ 2.8$ billion were taken in the first six months of 2005.
（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

RECONCILIATION FROM REPORTED TO OPERATING BASIS
（in millions，except per share and ratio data）

|  | YEAR－TO－DATE 2004 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Results |  | $\begin{gathered} \text { Trading } \\ \text { Reclass (a) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Credit } \\ \text { Card (b) } \\ \hline \end{gathered}$ |  | Special Items（c） |  |  |  |  |  | Tax Equivalent Adjustments（d） |  |  |  |
|  |  |  | $\begin{aligned} & \hline \text { Merger } \\ & \text { Costs } \end{aligned}$ | Litigation Reserves |  | AccountingPolicy Conformity |  | $\begin{gathered} \text { Operating } \\ \text { Basis } \\ \hline \end{gathered}$ |  |  |  |
| REVENUE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Banking Fees | \＄ | 1，683 |  |  | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | － | \＄ | 1，683 |
| Trading Revenue |  | 2，745 |  | 1，015 |  |  |  |  |  |  |  |  |  |  |  |  |  | 3，760 |
| Lending \＆Deposit Related Fees |  | 1，898 |  | － |  |  |  | － |  | － |  | － |  |  |  | 1，898 |
| Asset Management，Administration and Commissions |  | 4，662 |  | － |  | － |  | － |  | － |  |  |  |  |  | 4，662 |
| Securities／Private Equity Gains（Losses） |  | 990 |  |  |  |  |  |  |  |  |  |  |  |  |  | 990 |
| Mortgage Fees and Related Income |  | 509 |  | － |  |  |  | － |  | － |  | － |  |  |  | 509 |
| Credit Card Income |  | 3，242 |  |  |  | $(1,460)$ |  |  |  |  |  |  |  |  |  | 1，782 |
| Other Income |  | 772 |  | 二 |  | （84） |  | － |  |  |  |  |  | 330 |  | 1，018 |
| Noninterest Revenue |  | 16，501 |  | 1，015 |  | $(1,544)$ |  | － |  | － |  | － |  | 330 |  | 16，302 |
| Net Interest Income |  | 10，585 |  | $(1,015)$ |  | 4，226 |  | － |  | － |  | － |  | （66） |  | 13，730 |
| TOTAL NET REVENUE |  | 27，086 |  | － |  | 2，682 |  | － |  | － |  | － |  | 264 |  | 30，032 |
| Provision for Credit Losses |  | 401 |  | － |  | 2，682 |  | － |  | － |  | － |  | － |  | 3，083 |
| NONINTEREST EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation Expense |  | 8，794 |  | － |  | － |  | － |  | － |  | － |  | － |  | 8，794 |
| Occupancy Expense |  | 1，190 |  | － |  | － |  | － |  | － |  |  |  | － |  | 1，190 |
| Technology and Communications Expense |  | 1，949 |  | － |  | － |  | － |  | － |  |  |  |  |  | 1，949 |
| Professional \＆Outside Services |  | 2，303 |  | － |  | － |  | － |  | － |  | － |  | － |  | 2，303 |
| Marketing |  | 1，010 |  | － |  | － |  |  |  | － |  |  |  |  |  | 1，010 |
| Other Expense |  | 1，922 |  | － |  | － |  | － |  | － |  |  |  | － |  | 1，922 |
| Amortization of Intangibles |  | 783 |  | － |  | － |  | － |  | － |  | － |  | － |  | 783 |
| Total Noninterest Expense before Merger Costs and Litigation Reserve Charge |  | 17，951 |  | － |  | － |  | － |  | － |  | － |  | － |  | 17，951 |
| Merger Costs |  | 90 |  | － |  | － |  | （90） |  | － |  | － |  | － |  | － |
| Litigation Reserve Charge |  | 3，700 |  | － |  | － |  |  |  | $(3,700)$ |  | － |  | － |  | － |
| TOTAL NONINTEREST EXPENSE |  | 21，741 |  | － |  | － |  | （90） |  | $(3,700)$ |  | 二 |  | 二 |  | 17，951 |
| Income（Loss）before Income Tax Expense |  | 4，944 |  | － |  | － |  | 90 |  | 3，700 |  | － |  | 264 |  | 8，998 |
| Income Tax Expense（Benefit） |  | 1，484 |  | － |  | － |  | 30 |  | 1，406 |  | 二 |  | 264 |  | 3，184 |
| NET INCOME（LOSS） | \＄ | 3，460 | \＄ | － | \＄ | － | \＄ | 60 | \＄ | 2，294 | \＄ | 二 | \＄ | － | \＄ | 5，814 |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted Earnings per Share | \＄ | 0.96 | \＄ | － | \＄ | － | \＄ | 0.02 | \＄ | 0.63 | \＄ | － | \＄ | － | \＄ | 1.61 |
| ROE |  | 7\％ |  | －\％ |  | －\％ |  | －\％ |  | 4\％ |  | －\％ |  | －\％ |  | 11\％ |
| ROE－GW |  | 11 |  | － |  | － |  | － |  | 8 |  | － |  | － |  | 19 |
| ROA |  | 0.61 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 0.97 |
| Overhead Ratio ${ }_{\text {Effective Income }}$ |  | 80 |  | NM |  | NM |  | NM |  | NM |  | NM |  | NM |  | 60 |
| Effective Income Tax Rate |  | 30 |  | NM |  | NM |  | 33 |  | 38 |  | NM |  | 100 |  | 35 |

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（d）For a description of the tax－equivalent adjustments，see the Operating Basis cover page．

