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# 3Q20 Financial Results

October 13, 2020

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JPMORGAN CHASE & CO.

## 3Q20 Financial highlights

**ROTCE<sup>1</sup>**  
19%

**CET1 capital ratios<sup>2</sup>**  
Std. 13.0%; Adv. 13.8%

**Net payout LTM<sup>3</sup>**  
97%

- 3Q20 net income of \$9.4B and EPS of \$2.92
  - Managed revenue of \$29.9B<sup>4,5</sup>
  - Expense of \$16.9B<sup>5</sup> and managed overhead ratio of 56%<sup>4</sup>
- Balance sheet
  - Loans<sup>6,7</sup>: average loans of \$991B up 1% YoY and down 4% QoQ
  - Deposits: average deposits of \$2.0T up 30% YoY and 5% QoQ
  - Basel III CET1 capital of \$198B<sup>2</sup>
    - Standardized CET1 capital ratio of 13.0%<sup>2</sup>; Advanced CET1 capital ratio of 13.8%<sup>2</sup>
- Capital returned to shareholders
  - Common dividend of \$2.8B or \$0.90 per share
  - No repurchases in 3Q20; extended suspension of repurchases at least through the end of 4Q20<sup>8</sup>

### Significant items (\$mm, excluding EPS)

	Pretax	Net income	EPS
Firmwide legal expense	(\$524)	(\$525)	(\$0.17)

<sup>1</sup> See note 2 on slide 12

<sup>2</sup> Represents the estimated common equity Tier 1 ("CET1") capital and ratio for the current period. See note 6 on slide 12

<sup>3</sup> Last twelve months ("LTM"). Net of stock issued to employees

<sup>4</sup> See note 1 on slide 12

<sup>5</sup> See note 10 on slide 12

<sup>6</sup> Includes the impact of loans originated under the Pay check Protection Program ("PPP")

<sup>7</sup> See note 11 on slide 12

<sup>8</sup> See note 8 on slide 12

## 3Q20 Financial results<sup>1</sup>

\$B, except per share data

				\$ O/(U)		
				3Q20	2Q20	3Q19
Net interest income				\$13.1	(\$0.8)	(\$1.2)
Noninterest revenue <sup>2</sup>				16.8	(3.0)	1.2
Managed revenue <sup>1,2</sup>	\$B	3Q20	2Q20	29.9	(3.9)	(0.1)
Expense <sup>2</sup>	Net charge-offs	\$1.2	\$1.6	16.9	(0.1)	0.5
	Reserve build/(release)	(0.6)	8.9			
Credit costs	Credit costs	\$0.6	\$10.5	0.6	(9.9)	(0.9)
Reported net income				\$9.4	\$4.8	\$0.4
Net income applicable to common stockholders	3Q20 Tax rate Effective rate: 19.0% Managed rate: 24.2% <sup>1,6</sup>			\$9.0	\$4.8	\$0.4
Reported EPS				\$2.92	\$1.54	\$0.24
ROE <sup>3</sup>	3Q20	ROE	O/H ratio	15%	7%	15%
ROTCE <sup>3,4</sup>	CCB	29%	53%	19	9	18
Overhead ratio – managed <sup>1,3</sup>	CIB	21%	50%	56	50	55
	CB	19%	42%			
	AWM	32%	70%			
<i>Memo: Adjusted expense<sup>5</sup></i>				\$16.4	(\$0.5)	(\$0.0)
<i>Memo: Adjusted overhead ratio<sup>1,3,5</sup></i>				55%	50%	55%

Note: Totals may not sum due to rounding

<sup>1</sup> See note 1 on slide 12

<sup>2</sup> See note 10 on slide 12

<sup>3</sup> Actual numbers for all periods, not over/(under)

<sup>4</sup> See note 2 on slide 12

<sup>5</sup> See note 3 on slide 12

<sup>6</sup> Reflects fully taxable-equivalent ("FTE") adjustments of \$794mm in 3Q20

## 3Q20 Reserves

Allowance for credit losses (\$B) <sup>1</sup>						
	12/31/2019	CECL adoption impact	1H20 Build/(release)	6/30/2020	3Q20 Build/(release)	9/30/2020
Consumer						
Card	\$5.7	\$5.5	\$6.7	\$17.8	\$0.0	\$17.8
Home Lending	1.9	0.1	1.2	3.2	(0.3)	2.9
Other Consumer <sup>2</sup>	0.7	0.3	0.9	1.9	(0.1)	1.8
Total Consumer	8.3	5.9	8.8	22.9	(0.4)	22.5
Wholesale <sup>2</sup>	6.0	(1.6)	7.0	11.4	(0.3)	11.1
Securities	N/A	0.0	0.0	0.0	0.1	0.1
Firmwide	\$14.3	\$4.3	\$15.7	\$34.3	(\$0.6)	\$33.8

U.S. unemployment rate <sup>3</sup>			
Base Case Outlook at:	4Q20	2Q21	4Q21
1Q20	6.6%	5.5%	4.6%
2Q20	10.9%	9.0%	7.7%
3Q20	9.5%	8.5%	7.3%

U.S. real GDP – cumulative change <sup>4</sup>			
Base Case Outlook at:	4Q20	2Q21	4Q21
1Q20	(5.4%)	(2.3%)	0.3%
2Q20	(6.2%)	(4.0%)	(3.0%)
3Q20	(5.4%)	(3.7%)	(2.4%)

Note: Totals may not sum due to rounding

<sup>1</sup> See note 5 on slide 12

<sup>2</sup> Other Consumer includes AWM's mortgage portfolio and excludes risk-rated Business Banking and Auto dealer portfolios that have been reclassified to the Wholesale portfolio

<sup>3</sup> Quarterly average

<sup>4</sup> Cumulative % change from 4Q19

## Update on payment deferrals

### Consumer loans with payment deferral (\$mm)

	6/30/2020	9/30/2020		% of accounts who exited payment deferral and are current <sup>2</sup>
	Loan balance with payment deferral	Loan balance with payment deferral	% of loan class balance <sup>1</sup>	
Residential real estate (including third-party loans serviced) <sup>3</sup>	\$54,532	\$28,516	4.4%	91%
<i>Residential real estate (retained)</i> <sup>3</sup>	20,548	11,458	5.0	88
Auto and other <sup>4</sup>	3,357	457	0.6	95
Credit card	4,384	368	0.3	91
<b>Total consumer</b>	<b>\$62,273</b>	<b>\$29,341</b>	<b>3.4%</b>	<b>92%</b>

Note: Totals may not sum due to rounding

<sup>1</sup> Represents the unpaid principal balance of loans with payment deferral, divided by the total unpaid principal balance of the respective loan classes loans

<sup>2</sup> Includes accounts less than 30 days past due

<sup>3</sup> Includes residential real estate loans held in CCB, AWM and Corporate

<sup>4</sup> Excludes risk-rated business banking and auto dealer loans held in CCB and auto operating lease assets that were still with payment deferral as of the reporting date

## Fortress balance sheet

\$B, except per share data			
	3Q20	2Q20	3Q19
<b><u>Risk-based capital metrics<sup>1</sup></u></b>			
CET1 capital	\$198	\$191	\$188
<b><u>Basel III Standardized</u></b>			
CET1 capital ratio	13.0%	12.4%	12.3%
Risk-weighted assets	\$1,517	\$1,541	\$1,528
<b><u>Basel III Advanced</u></b>			
CET1 capital ratio	13.8%	13.2%	13.1%
Risk-weighted assets	\$1,431	\$1,451	\$1,436
<b><u>Leverage-based capital metrics<sup>2</sup></u></b>			
Firm SLR	3Q20 Firm SLR excluding temporary relief <sup>2</sup> : 5.8% 7.0%	6.8%	6.3%
Total leverage exposure	\$3,247	\$3,228	\$3,405
<b><u>Liquidity sources<sup>3</sup></u></b>			
HQLA and unencumbered marketable securities	\$1,330	\$1,257	\$849
<b><u>Balance sheet metrics</u></b>			
Total assets (EOP)	\$3,246	\$3,214 <sup>4</sup>	\$2,765
Tangible book value per share <sup>5</sup>	\$63.93	\$61.76	\$60.48

<sup>1</sup> Estimated for the current period. See note 6 on slide 12

<sup>2</sup> Estimated for the current period. Represents the supplementary leverage ratio ("SLR"); 3Q20 and 2Q20 Firm SLR includes temporary exclusions of U.S. Treasury securities and deposits at Federal Reserve Banks

<sup>3</sup> Estimated for the current period. See note 7 on slide 12

<sup>4</sup> Prior-period amounts have been revised to conform with the current presentation

<sup>5</sup> See note 2 on slide 12

# Consumer & Community Banking<sup>1</sup>

	\$mm		
	3Q20	2Q20	3Q19
		\$ O/(U)	
Revenue <sup>2</sup>	\$12,755	\$538	(\$1,203)
Consumer & Business Banking	5,557	450	(1,225)
Home Lending	1,714	27	249
Card & Auto <sup>2</sup>	5,484	61	(227)
Expense <sup>2</sup>	6,770	144	(255)
Credit costs	794	(5,034)	(517)
Net charge-offs (NCOs)	1,094	(184)	(167)
Change in allowance	(300)	(4,850)	(350)
Net income	\$3,873	\$4,049	(\$372)

Key drivers/statistics (\$B) <sup>3</sup>			
Equity	\$52.0	\$52.0	\$52.0
ROE	29%	(2)%	31%
Overhead ratio	53	54	50
Average loans <sup>4</sup>	\$440.0	\$443.4	\$472.2
Average deposits	887.1	832.0	693.9
Active mobile customers (mm)	40.1	39.0	36.5
Debit & credit card sales volume	\$278.2	\$237.6	\$282.2

- Average loans down 7% YoY
- Average deposits up 28% YoY
- Active mobile customers up 10% YoY
- Client investment assets up 11% YoY
- Credit card sales volume down 8% YoY

<sup>1</sup> See notes 1 and 9 on slide 12

<sup>2</sup> See note 10 on slide 12

For additional footnotes see slide 13

## Financial performance

- Net income of \$3.9B, down 9% YoY
- Revenue of \$12.8B, down 9% YoY
- Expense of \$6.8B, down 4% YoY, predominantly driven by lower marketing investments
- Credit costs of \$794mm, down \$517mm YoY
  - \$300mm reserve release in Home Lending due to portfolio run-off vs. \$50mm net reserve build for CCB in 3Q19
  - Net charge-offs were down \$167mm YoY, predominantly driven by Card

## Key drivers/statistics (\$B) – detail by business

	3Q20	2Q20	3Q19
<b>Consumer &amp; Business Banking</b>			
Business Banking average loans <sup>5</sup>	\$44.4	\$38.7	\$24.2
Business Banking loan originations <sup>6</sup>	1.4	23.0	1.6
Client investment assets (EOP)	376.1	356.1	337.9
Deposit margin	1.43%	1.52%	2.47%
<b>Home Lending</b>			
Average loans <sup>4</sup>	\$192.2	\$199.5	\$226.1
Loan originations <sup>7</sup>	29.0	24.2	32.4
EOP total loans serviced	654.0	683.7	774.8
Net charge-off/(recovery) rate	0.02%	(0.01)%	(0.08)%
<b>Card &amp; Auto</b>			
Card average loans	\$140.4	\$142.4	\$158.2
Auto average loans and leased assets	82.0	82.9	83.1
Auto loan and lease originations	11.4	7.7	9.1
Card net charge-off rate	2.92%	3.33%	2.95%
Credit Card net revenue rate <sup>2</sup>	10.96	11.02	10.40
Credit Card sales volume <sup>8</sup>	\$178.1	\$148.5	\$193.6

# Corporate & Investment Bank<sup>1</sup>

\$mm

	3Q20	\$ O/(U)	
		2Q20	3Q19
Revenue	\$11,503	(\$4,849)	\$1,981
Investment Banking revenue	2,087	(1,314)	216
Wholesale Payments	1,289	(67)	(72)
Lending	333	63	80
<b>Total Banking</b>	<b>3,709</b>	<b>(1,318)</b>	<b>224</b>
Fixed Income Markets	4,597	(2,741)	1,040
Equity Markets	1,999	(381)	482
Securities Services	1,029	(68)	(5)
Credit Adjustments & Other	169	(341)	240
<b>Total Markets &amp; Securities Services</b>	<b>7,794</b>	<b>(3,531)</b>	<b>1,757</b>
Expense	5,797	(967)	293
Credit costs	(81)	(2,068)	(173)
<b>Net income</b>	<b>\$4,304</b>	<b>(\$1,160)</b>	<b>\$1,473</b>

## Key drivers/statistics (\$B)<sup>2</sup>

Equity	\$80.0	\$80.0	\$80.0
ROE	21%	27%	13%
Overhead ratio	50	41	58
Comp/revenue	23	24	30
IB fees (\$mm)	\$2,165	\$2,847	\$1,981
Average loans <sup>3</sup>	161.4	187.6	151.6
Average client deposits <sup>4</sup>	635.0	607.9	471.3
Merchant processing volume (\$B) <sup>5</sup>	406.1	371.9	380.5
Assets under custody (\$T)	28.6	27.4	25.7
ALL/EOP loans ex-conduits and trade <sup>6</sup>	3.15%	2.87% <sup>7</sup>	1.33%
Net charge-off/(recovery) rate <sup>6</sup>	0.07	0.53	0.13
Average VaR (\$mm) <sup>8</sup>	\$90	\$127	\$38

<sup>1</sup> See notes 1 and 9 on slide 12  
For additional footnotes see slide 13

## Financial performance

- Net income of \$4.3B, up 52% YoY; revenue of \$11.5B, up 21%
- Banking revenue
  - IB revenue of \$2.1B, up 12% YoY
    - IB fees, up 9%, reflecting higher equity and debt underwriting fees, partially offset by lower advisory fees
    - Ranked #1 in Global IB fees for YTD 2020
  - Wholesale Payments revenue of \$1.3B, down 5% YoY
  - Lending revenue was \$333mm, up 32% YoY
- Markets & Securities Services revenue
  - Markets revenue of \$6.6B, up 30% YoY
    - Fixed Income Markets revenue was \$4.6B, up 29% YoY, driven by strong performance across products, particularly in Commodities, Credit and Securitized Products
    - Equity Markets revenue of \$2.0B, up 32% YoY, driven by strong performance across products
  - Securities Services revenue of \$1.0B, flat YoY
- Expense of \$5.8B, up 5% YoY, predominantly driven by higher legal expense, partially offset by lower structural expense as well as lower volume- and revenue-related expense



# Commercial Banking<sup>1</sup>

	\$ O/(U)		
	3Q20	2Q20	3Q19
Revenue	\$2,285	(\$107)	\$11
Middle Market Banking	877	11	(48)
Corporate Client Banking	807	(52)	40
Commercial Real Estate Banking	576	10	29
Other	25	(76)	(10)
Expense	966	67	26
Credit costs	(147)	(2,578)	(214)
Net income	\$1,088	\$1,779	\$145

Key drivers/statistics (\$B) <sup>2</sup>			
Equity	\$22.0	\$22.0	\$22.0
ROE	19%	(14)%	16%
Overhead ratio	42	38	41
Gross IB revenue (\$mm)	\$840	\$851	\$700
Average loans <sup>3</sup>	218.1	233.5	208.2
Average client deposits	248.3	237.0	172.7
Allowance for loan losses	4.5	4.7 <sup>4</sup>	2.8
Nonaccrual loans	1.6	1.4	0.7
Net charge-off/(recovery) rate <sup>5</sup>	0.11%	0.14%	0.09%
ALL/loans <sup>5</sup>	2.08	2.12 <sup>4</sup>	1.32

## Financial performance

- Net income of \$1.1B, up 15% YoY
- Revenue of \$2.3B, flat YoY
  - Net interest income of \$1.5B, down 5% YoY, driven by lower deposit margin, predominantly offset by higher deposit balances and lending revenue
  - Gross IB revenue of \$840mm, up 20% YoY, driven by higher debt and equity underwriting activity
- Expense of \$966mm, up 3% YoY
- Credit costs net benefit of \$147mm
  - Net charge-offs were \$60mm
- Average loans of \$218B, up 5% YoY
  - C&I<sup>6</sup> up 8% YoY and down 12% QoQ; the QoQ decrease was driven by reduced revolving credit utilization
  - CRE<sup>6</sup> up 2% YoY and down 1% QoQ
- Average deposits of \$248B, up 44% YoY as client balances remain elevated

<sup>1</sup> See notes 1 and 9 on slide 12  
For additional footnotes see slide 13

# Asset & Wealth Management<sup>1</sup>

	\$ O/(U)		
	3Q20	2Q20	3Q19
Revenue	\$3,737	\$127	\$169
Asset Management	1,924	144	108
Wealth Management	1,813	(17)	61
Expense	2,623	117	1
Credit costs	(51)	(274)	(95)
Net income	\$877	\$219	\$209

Key drivers/statistics (\$B) <sup>2</sup>			
Equity	\$10.5	\$10.5	\$10.5
ROE	32%	24%	24%
Pretax margin	31	24	25
Assets under management ("AUM")	\$2,595	\$2,511	\$2,246
Client assets	3,512	3,370	3,061
Average loans	170.1	163.4	150.5
Average deposits	171.0	168.6	138.8

## Financial performance

- Net income of \$877mm, up 31% YoY
- Revenue of \$3.7B, up 5% YoY
  - Higher deposit and loan balances, along with higher management fees and brokerage activity, were largely offset by deposit margin compression
- Expense of \$2.6B, flat YoY
- Credit costs net benefit of \$51mm, driven by reserve releases
- AUM of \$2.6T and client assets of \$3.5T, were up 16% and 15% respectively, driven by cumulative net inflows into liquidity and long-term products as well as higher market levels
  - Net inflows of \$34B into long-term products and outflows of \$33B from liquidity products in the quarter
- Average loans of \$170B, up 13% YoY
- Average deposits of \$171B, up 23% YoY

<sup>1</sup> See note 1 on slide 12

<sup>2</sup> Actual numbers for all periods, not over/(under)

# Corporate<sup>1</sup>

\$mm

	\$ O/(U)		
	3Q20	2Q20	3Q19
Revenue	(\$339)	\$415	(\$1,031)
Expense	719	572	438
Credit costs	96	92	96
Net income/(loss)	(\$699)	(\$131)	(\$1,092)

## Financial performance

### Revenue

- Net revenue was a loss of \$339mm, down \$1.0B YoY, driven by lower net interest income, largely on lower rates, including the impact of faster prepayments on mortgage-backed securities
  - The current quarter included \$466mm of net investment securities gains
  - The prior year included ~\$330mm of income related to loan sales in Home Lending

### Expense

- Expense of \$719mm, up \$438mm YoY, predominantly driven by an impairment on a legacy investment

<sup>1</sup> See note 1 on slide 12

# Outlook<sup>1</sup>

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## Firmwide

- Expect FY2020 net interest income to be ~\$55B, market dependent
- Expect FY2020 adjusted expense of ~\$66B

<sup>1</sup> See notes 1 and 3 on slide 12

# Notes

## Notes on non-GAAP financial measures

1. In addition to analyzing the Firm's results on a reported basis, management reviews Firmwide results, including the overhead ratio, on a "managed" basis; these Firmwide managed basis results are non-GAAP financial measures. The Firm also reviews the results of the lines of business on a managed basis. The Firm's definition of managed basis starts, in each case, with the reported U.S. GAAP results and includes certain reclassifications to present total net revenue for the Firm and each of the reportable business segments on a fully taxable-equivalent ("FTE") basis. Accordingly, revenue from investments that receive tax credits and tax-exempt securities is presented in the managed results on a basis comparable to taxable investments and securities. These financial measures allow management to assess the comparability of revenue arising from both taxable and tax-exempt sources. The corresponding income tax impact related to tax-exempt items is recorded within income tax expense. These adjustments have no impact on net income as reported by the Firm as a whole or by the lines of business. For a reconciliation of the Firm's results from a reported to managed basis, see page 7 of the Earnings Release Financial Supplement.
2. Tangible common equity ("TCE"), return on tangible common equity ("ROTCE") and tangible book value per share ("TBVPS"), are each non-GAAP financial measures. TCE represents the Firm's common stockholders' equity (i.e., total stockholders' equity less preferred stock) less goodwill and identifiable intangible assets (other than mortgage servicing rights), net of related deferred tax liabilities. For a reconciliation from common stockholders' equity to TCE, see page 9 of the Earnings Release Financial Supplement. ROTCE measures the Firm's net income applicable to common equity as a percentage of average TCE. TBVPS represents the Firm's TCE at period-end divided by common shares at period-end. Book value per share was \$79.08, \$76.91 and \$75.24 at September 30, 2020, June 30, 2020 and September 30, 2019, respectively. TCE, ROTCE and TBVPS are utilized by the Firm, as well as investors and analysts, in assessing the Firm's use of equity.
3. Adjusted expense and adjusted overhead ratio are each non-GAAP financial measures. Adjusted expense excludes Firmwide legal expense of \$524mm, \$118mm and \$10mm for the three months ended September 30, 2020, June 30, 2020 and September 30, 2019, respectively. The adjusted overhead ratio measures the Firm's adjusted expense as a percentage of adjusted managed net revenue. Management believes this information helps investors understand the effect of these items on reported results and provides an alternate presentation of the Firm's performance.
4. Corporate & Investment Bank ("CIB") calculates the ratio of the allowance for loan losses to end-of-period loans ("ALL/EOP") excluding the impact of consolidated Firm-administered multi-seller conduits and trade finance loans, to provide a more meaningful assessment of CIB's allowance coverage ratio.

## Additional notes

5. Effective January 1, 2020, the Firm adopted the Financial Instruments - Credit Losses ("CECL") accounting guidance. Refer to Note 1 – Basis of Presentation on pages 98-99 of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2020 for further information.
6. Reflects the relief provided by the Federal Reserve Board (the "Federal Reserve") in response to the COVID-19 pandemic, including the CECL capital transition provisions that became effective in the first quarter of 2020. For the periods ended September 30, 2020 and June 30, 2020, the impact of the CECL capital transition provisions resulted in an increase to CET1 capital of \$6.4B and \$6.5B, respectively. Refer to Regulatory Developments Relating to the COVID-19 Pandemic on pages 11-12 and Capital Risk Management on pages 49-54 of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2020 for additional information. Refer to Capital Risk Management on pages 85-92 of the Firm's 2019 Form 10-K for additional information on the Firm's capital metrics.
7. High-quality liquid assets ("HQLA") represent the average amount of unencumbered liquid assets that qualify for inclusion in the liquidity coverage ratio ("LCR"), and excludes excess HQLA at JPMorgan Chase Bank, N.A. that are not transferable to non-bank affiliates. Unencumbered marketable securities, such as equity securities and fixed income debt securities, include HQLA-eligible securities which are included as part of the excess liquidity at JPMorgan Chase Bank, N.A. that are not transferable to non-bank affiliates. Does not include borrowing capacity at Federal Home Loan Banks ("FHLB") and the discount window at the Federal Reserve Bank. Refer to Liquidity Risk Management on pages 55-59 of the Firm's Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2020 for additional information.
8. On September 30, 2020, the Federal Reserve extended its requirement for large banks to suspend net share repurchases through the end of the fourth quarter of 2020. For further information, see page 10 of the Earnings Release Financial Supplement.
9. In the first quarter of 2020, the Firm began reporting a Wholesale Payments business unit within CIB following a realignment of the Firm's wholesale payments businesses. The Wholesale Payments business comprises:
  - Merchant Services, which was realigned from CCB to CIB
  - Treasury Services and Trade Finance in CIB. Trade Finance was previously reported in Lending in CIBIn connection with the alignment of Wholesale Payments, the assets, liabilities and headcount associated with the Merchant Services business were realigned to CIB from CCB, and the revenue and expenses of the Merchant Services business is reported across CCB, CIB and CB based primarily on client relationships. Prior periods have been revised to reflect this realignment and revised allocation methodology.
10. In the second quarter of 2020, the Firm reclassified certain spend-based credit card reward costs from marketing expense to be a reduction of card income, with no effect on net income. Prior-period amounts have been revised to conform with the current presentation.
11. In the third quarter of 2020, the Firm reclassified certain fair value option elected lending-related positions from trading assets to loans. Prior-period amounts have been revised to conform with the current presentation.

# Notes

## Additional notes on slide 6 – Consumer & Community Banking

3. Actual numbers for all periods, not over/(under)
4. See note 11 on slide 12
5. Includes the impact of loans originated under the PPP. For further information, see page 12 of the Earnings Release Financial Supplement
6. Included \$396mm and \$21.5B of origination volume under the PPP for the three months ended September 30, 2020 and June 30, 2020, respectively
7. Firmwide mortgage origination volume was \$36.2B, \$28.3B and \$35.8B for the three months ended September 30, 2020, June 30, 2020 and September 30, 2019, respectively
8. Excludes Commercial Card

## Additional notes on slide 7 – Corporate & Investment Bank

2. Actual numbers for all periods, not over/(under)
3. See note 11 on slide 12
4. Client deposits and other third-party liabilities pertain to the Wholesale Payments and Securities Services businesses
5. Represents total merchant processing volume across CIB, CCB and CB
6. Loans held-for-sale and loans at fair value were excluded when calculating the loan loss coverage ratio and net charge-off/(recovery) rate. ALL/EOP loans as reported was 2.26%, 2.16% and 0.99% at September 30, 2020, June 30, 2020 and September 30, 2019, respectively. See note 4 on slide 12
7. Prior-period amounts have been revised to conform with the current presentation
8. Effective January 1, 2020, the Firm refined the scope of VaR to exclude positions related to the risk management of interest rate exposure from changes in the Firm's own credit spread on fair value option elected liabilities, and included these positions in other sensitivity-based measures. Additionally, effective July 1, 2020, the Firm refined the scope of VaR to exclude certain asset-backed fair value option elected loans, and included them in other sensitivity-based measures to more effectively measure the risk from these loans. In the absence of these refinements, the average VaR for each of the following reported components would have been different by the following amounts: CIB fixed income of \$15mm and \$(11)mm, CIB Trading VaR \$11mm and \$(11)mm and CIB VaR \$11mm and \$(8)mm for the three months ended September 30, 2020 and June 30, 2020, respectively

## Additional notes on slide 8 – Commercial Banking

2. Actual numbers for all periods, not over/(under)
3. Includes the impact of loans originated under the PPP. For further information, see page 19 of the Earnings Release Financial Supplement
4. Prior-period amounts have been revised to conform with the current presentation
5. Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate and loan loss coverage ratio
6. Commercial and Industrial ("C&I") and Commercial Real Estate ("CRE") groupings for CB are generally based on client segments and do not align with regulatory definitions

## Forward-looking statements

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*This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of JPMorgan Chase & Co.'s management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. Factors that could cause JPMorgan Chase & Co.'s actual results to differ materially from those described in the forward-looking statements can be found in JPMorgan Chase & Co.'s Annual Report on Form 10-K for the year ended December 31, 2019 and Quarterly Reports on Form 10-Q for the quarterly periods ended June 30, 2020 and March 31, 2020, which have been filed with the Securities and Exchange Commission and are available on JPMorgan Chase & Co.'s website (<https://jpmorganchase.com/financial-information/sec-filings>), and on the Securities and Exchange Commission's website ([www.sec.gov](http://www.sec.gov)). JPMorgan Chase & Co. does not undertake to update any forward-looking statements.*