1Q21 Financial Results

April 14, 2021
1Q21 Financial highlights

**ROTC\textsuperscript{1}**
29%

**CET1 capital ratios\textsuperscript{2}**
Std. 13.1%; Adv. 13.7%

**Net payout LTM\textsuperscript{3}**
37%

- 1Q21 net income of $14.3B and EPS of $4.50
  - Excluding significant items\textsuperscript{4}, net income of $10.6B, EPS of $3.31 and ROTCE of 21%
  - Managed revenue of $33.1B\textsuperscript{5,6}
  - Expense of $18.7B\textsuperscript{6} and managed overhead ratio of 57%\textsuperscript{5}

- Balance sheet
  - Loans\textsuperscript{7,8}: average loans of $1.0T up 1% YoY and 2% QoQ
  - Deposits: average deposits of $2.2T up 36% YoY and 5% QoQ
  - Basel III CET1 capital of $206B\textsuperscript{2}
    - Standardized CET1 capital ratio of 13.1%\textsuperscript{2}; Advanced CET1 capital ratio of 13.7%\textsuperscript{2}

- Capital returned to shareholders
  - Common dividend of $2.8B or $0.90 per share
  - $4.3B of common stock net repurchases in 1Q21\textsuperscript{9}

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

<table>
<thead>
<tr>
<th></th>
<th>Pretax</th>
<th>Net income</th>
<th>EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firmwide credit reserve release</td>
<td>$5,204</td>
<td>$3,955</td>
<td>$1.28</td>
</tr>
<tr>
<td>Contribution to Firm's Foundation</td>
<td>(550)</td>
<td>(287)</td>
<td>(0.09)</td>
</tr>
</tbody>
</table>

\textsuperscript{1} See note 3 on slide 11
\textsuperscript{2} Represents the estimated common equity Tier 1 ("CET1") capital and ratio for the current period. See note 1 on slide 12
\textsuperscript{3} Last twelve months ("LTM"). Net of stock issued to employees
\textsuperscript{4} See note 2 on slide 11
\textsuperscript{5} See note 1 on slide 11
\textsuperscript{6} See note 6 on slide 12
\textsuperscript{7} Includes the impact of loans originated under the Paycheck Protection Program ("PPP")
\textsuperscript{8} See note 7 on slide 12
\textsuperscript{9} Includes the net impact of employee issuances. See note 4 on slide 12
# 1Q21 Financial results

## $B, except per share data

<table>
<thead>
<tr>
<th></th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net interest income</strong></td>
<td>$13.0</td>
<td>($0.4)</td>
<td>($1.6)</td>
</tr>
<tr>
<td><strong>Noninterest revenue</strong></td>
<td>20.1</td>
<td>3.3</td>
<td>5.7</td>
</tr>
<tr>
<td><strong>Managed revenue</strong></td>
<td>33.1</td>
<td>3.0</td>
<td>4.1</td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td>18.7</td>
<td>2.7</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>Credit costs</strong></td>
<td>($4.2)</td>
<td>(2.3)</td>
<td>(12.4)</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>$14.3</td>
<td>$2.2</td>
<td>$11.4</td>
</tr>
<tr>
<td><strong>Net income applicable to common stockholders</strong></td>
<td>$13.9</td>
<td>$2.2</td>
<td>$11.4</td>
</tr>
<tr>
<td><strong>EPS – diluted</strong></td>
<td>$4.50</td>
<td>$0.71</td>
<td>$3.72</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ROE</th>
<th>23%</th>
<th>19%</th>
<th>4%</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROTCE</td>
<td>29</td>
<td>24</td>
<td>5</td>
</tr>
</tbody>
</table>

| Overhead ratio – managed | 57 | 53 | 58 |

**Memo: Adjusted expense** | $18.7 | $2.9 | $2.1 |

**Memo: Adjusted overhead ratio** | 56% | 52% | 57%

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Note: Totals may not sum due to rounding

1 See note 1 on slide 11
2 See note 6 on slide 12
3 Actual numbers for all periods, not over/(under)
4 See note 3 on slide 11
5 See note 4 on slide 11
6 See note 3 on slide 12
7 Reflects fully taxable-equivalent (“FTE”) adjustments of $853mm in 1Q21
## 1Q21 Reserves

### Allowance for credit losses ($B)

<table>
<thead>
<tr>
<th></th>
<th>1/1/2020</th>
<th>3/31/2020</th>
<th>12/31/2020</th>
<th>1Q21 Build/(release)</th>
<th>3/31/2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consumer</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Card</td>
<td>$11.2</td>
<td>$15.0</td>
<td>$17.8</td>
<td>($3.5)</td>
<td>$14.3</td>
</tr>
<tr>
<td>Home Lending</td>
<td>2.0</td>
<td>2.3</td>
<td>2.0</td>
<td>(0.6)</td>
<td>1.4</td>
</tr>
<tr>
<td>Other Consumer(^1)</td>
<td>1.0</td>
<td>1.3</td>
<td>1.8</td>
<td>(0.4)</td>
<td>1.5</td>
</tr>
<tr>
<td><strong>Total Consumer</strong></td>
<td>14.2</td>
<td>18.6</td>
<td>21.6</td>
<td>(4.5)</td>
<td>17.1</td>
</tr>
<tr>
<td><strong>Wholesale(^1)</strong></td>
<td>4.4</td>
<td>6.8</td>
<td>9.1</td>
<td>(0.7)</td>
<td>8.4</td>
</tr>
<tr>
<td>Securities</td>
<td>0.0</td>
<td>0.0</td>
<td>0.1</td>
<td>0.0</td>
<td>0.1</td>
</tr>
<tr>
<td><strong>Firmwide</strong></td>
<td>$18.6</td>
<td>$25.4</td>
<td>$30.8</td>
<td>($5.2)</td>
<td>$25.6</td>
</tr>
</tbody>
</table>

Note: Totals may not sum due to rounding

\(^1\) Other Consumer includes AWM's mortgage portfolio and excludes risk-rated Business Banking and Auto dealer portfolios that are classified in Wholesale
## Fortress balance sheet

<table>
<thead>
<tr>
<th>$B, except per share data</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Risk-based capital metrics</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CET1 capital</td>
<td>$206</td>
<td>$205</td>
<td>$184</td>
</tr>
<tr>
<td>CET1 capital ratio – Standardized</td>
<td>13.1%</td>
<td>13.1%</td>
<td>11.5%</td>
</tr>
<tr>
<td>CET1 capital ratio – Advanced</td>
<td>13.7</td>
<td>13.8</td>
<td>12.3</td>
</tr>
<tr>
<td><strong>Leverage-based capital metrics</strong>&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Firm SLR</td>
<td>6.7%</td>
<td>6.9%</td>
<td>6.0%</td>
</tr>
<tr>
<td><strong>Liquidity metrics</strong>&lt;sup&gt;3&lt;/sup&gt;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Firm LCR</td>
<td>110%</td>
<td>110%</td>
<td>114%</td>
</tr>
<tr>
<td>Bank LCR</td>
<td>166</td>
<td>160</td>
<td>117</td>
</tr>
<tr>
<td>Total excess HQLA</td>
<td>$505</td>
<td>$465</td>
<td>$153</td>
</tr>
<tr>
<td>HQLA and unencumbered marketable securities</td>
<td>1,538</td>
<td>1,437</td>
<td>980</td>
</tr>
<tr>
<td><strong>Balance sheet metrics</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total assets (EOP)&lt;sup&gt;4&lt;/sup&gt;</td>
<td>$3,689</td>
<td>$3,385</td>
<td>$3,139</td>
</tr>
<tr>
<td>Deposits (average)</td>
<td>2,225</td>
<td>2,112</td>
<td>1,636</td>
</tr>
<tr>
<td>Tangible book value per share&lt;sup&gt;5&lt;/sup&gt;</td>
<td>66.56</td>
<td>66.11</td>
<td>60.71</td>
</tr>
</tbody>
</table>

### Capital actions
- 2Q21 net buyback capacity of $7.4B<sup>6</sup>, after paying common dividend of $0.90 per share
- Issued $1.5B of preferred stock in 1Q21

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

<sup>2</sup> Estimated for the current period. Represents the supplementary leverage ratio ("SLR"); 1Q21 and 4Q20 Firm SLR reflects temporary exclusions of U.S. Treasury securities and deposits at Federal Reserve Banks, which became effective April 1, 2020 and remained in effect through March 31, 2021

<sup>3</sup> Estimated for the current period. Liquidity Coverage Ratio ("LCR") represents the average LCR for the Firm and JPMorgan Chase Bank, N.A. ("Bank"). See note 2 on slide 12

<sup>4</sup> See note 3 on slide 12

<sup>5</sup> See note 3 on slide 11

<sup>6</sup> See note 4 on slide 12
## Consumer & Community Banking

### Financial performance

- **Net income of $6.7B vs. $197mm in 1Q20**
- **Revenue of $12.5B, down 6% YoY**
- **Expense of $7.2B, down 1% YoY**
- **Credit costs: net benefit of $3.6B**
  - **Card:** $3.5B reserve release vs. $3.8B build in 1Q20
  - **HL:** $625mm reserve release vs. $300mm build in 1Q20
  - **CBB:** $350mm reserve release vs. $159mm build in 1Q20
  - **Auto:** $150mm reserve release vs. $250mm build in 1Q20
- **Average loans down 7% YoY**
- **Average deposits up 32% YoY**
- **Active mobile customers up 9% YoY**
- **Client investment assets up 44% YoY**
- **Debit & credit card sales volume up 9% YoY**

### Key drivers/statistics (B)$^3$

<table>
<thead>
<tr>
<th>Key drivers/statistics (B)</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>$50.0</td>
<td>$52.0</td>
<td>$52.0</td>
</tr>
<tr>
<td>ROE</td>
<td>54%</td>
<td>32%</td>
<td>1%</td>
</tr>
<tr>
<td>Overhead ratio</td>
<td>55</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>Average loans$^4$</td>
<td>$434.0</td>
<td>$440.8</td>
<td>$464.5</td>
</tr>
<tr>
<td>Average deposits</td>
<td>979.7</td>
<td>928.5</td>
<td>739.7</td>
</tr>
<tr>
<td>Active mobile customers (mm)</td>
<td>41.9</td>
<td>40.9</td>
<td>38.3</td>
</tr>
<tr>
<td>Debit &amp; credit card sales volume$^5$</td>
<td>$290.3</td>
<td>$299.4</td>
<td>$266.0</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consumer &amp; Business Banking</strong></td>
<td>$43.5</td>
<td>$43.7</td>
<td>$24.7</td>
</tr>
<tr>
<td>Business Banking average loans$^6$</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Banking loan originations$^7$</td>
<td>10.0</td>
<td>0.7</td>
<td>1.5</td>
</tr>
<tr>
<td>Client investment assets (EOP)$^8$</td>
<td>637.0</td>
<td>590.2</td>
<td>442.6</td>
</tr>
<tr>
<td>Deposit margin</td>
<td>1.29%</td>
<td>1.41%</td>
<td>2.05%</td>
</tr>
<tr>
<td><strong>Home Lending</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average loans$^4$</td>
<td>$182.2</td>
<td>$185.7</td>
<td>$211.3</td>
</tr>
<tr>
<td>Loan originations$^9$</td>
<td>39.3</td>
<td>32.5</td>
<td>28.1</td>
</tr>
<tr>
<td>Third-party mortgage loans serviced (EOP)</td>
<td>443.2</td>
<td>447.3</td>
<td>505.0</td>
</tr>
<tr>
<td>Net charge-off/(recovery) rate</td>
<td>(0.12)%</td>
<td>(0.11)%</td>
<td>(0.25)%</td>
</tr>
<tr>
<td><strong>Card &amp; Auto</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Card average loans</td>
<td>$134.9</td>
<td>$141.2</td>
<td>$162.7</td>
</tr>
<tr>
<td>Auto average loans and leased assets</td>
<td>87.3</td>
<td>85.2</td>
<td>84.0</td>
</tr>
<tr>
<td>Auto loan and lease originations</td>
<td>11.2</td>
<td>11.0</td>
<td>8.3</td>
</tr>
<tr>
<td>Card net charge-off rate</td>
<td>2.97%</td>
<td>2.17%</td>
<td>3.25%</td>
</tr>
<tr>
<td>Credit Card net revenue rate$^2$</td>
<td>11.53</td>
<td>11.22</td>
<td>10.54</td>
</tr>
<tr>
<td>Credit Card sales volume$^5$</td>
<td>$183.7</td>
<td>$197.0</td>
<td>$179.1</td>
</tr>
</tbody>
</table>

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1. See note 1 on slide 11 and notes 5 and 8 on slide 12
2. See note 6 on slide 12
For additional footnotes see slide 13
Net income of $5.7B, up 189% YoY; revenue of $14.6B, up 46%

Banking revenue
- IB revenue of $2.9B, up 222% YoY
  - IB fees, up 57%, reflecting higher fees across products
  - YoY comparison benefited from an $820mm bridge book markdown in 1Q20
- Wholesale Payments revenue of $1.4B, down 2% YoY
- Lending revenue was $265mm, down 24% YoY, predominantly driven by mark-to-market gains on hedges of accrual loans in the prior year

Markets & Securities Services revenue
- Markets revenue of $9.1B, up 25% YoY
  - Fixed Income Markets revenue of $5.8B, up 15% YoY, predominantly driven by Securitized Products and Credit, largely offset by Rates and Currencies & Emerging Markets
  - Equity Markets revenue of $3.3B, up 47% YoY, driven by strong performance across products
- Securities Services revenue of $1.1B, down 2% YoY

Expense of $7.1B, up 19% YoY, predominantly driven by higher revenue-related compensation partially offset by lower legal expense

Credit costs: net benefit of $331mm, driven by reserve releases

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**Key drivers/statistics ($B)²**

<table>
<thead>
<tr>
<th>Category</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>$83.0</td>
<td>$80.0</td>
<td>$80.0</td>
</tr>
<tr>
<td>ROE</td>
<td>27%</td>
<td>26%</td>
<td>9%</td>
</tr>
<tr>
<td>Overhead ratio</td>
<td>49</td>
<td>44</td>
<td>60</td>
</tr>
<tr>
<td>Com/prevenue</td>
<td>30</td>
<td>17</td>
<td>30</td>
</tr>
<tr>
<td>IB fees ($mm)</td>
<td>$2,988</td>
<td>$2,558</td>
<td>$1,907</td>
</tr>
<tr>
<td>Average loans²</td>
<td>182.5</td>
<td>165.0</td>
<td>164.0</td>
</tr>
<tr>
<td>Average client deposits⁴</td>
<td>705.8</td>
<td>683.8</td>
<td>514.5</td>
</tr>
<tr>
<td>Merchant processing volume ($B)⁵</td>
<td>425.7</td>
<td>444.5</td>
<td>374.8</td>
</tr>
<tr>
<td>Assets under custody ($T)</td>
<td>31.3</td>
<td>31.0</td>
<td>24.4</td>
</tr>
<tr>
<td>ALL/EOP loans ex-conduits and trade⁶</td>
<td>2.06%</td>
<td>2.54%</td>
<td>1.11%</td>
</tr>
<tr>
<td>Net charge-off/(recovery) rate⁶</td>
<td>(0.02)</td>
<td>0.27</td>
<td>0.17</td>
</tr>
<tr>
<td>Average VaR ($mm)⁷</td>
<td>$99</td>
<td>$91</td>
<td>$58</td>
</tr>
</tbody>
</table>

¹ See note 1 on slide 11 and note 5 on slide 12
For additional footnotes see slide 13
Commercial Banking

<table>
<thead>
<tr>
<th>$mm</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$2,393</td>
<td>($70)</td>
<td>$228</td>
</tr>
<tr>
<td>Middle Market Banking</td>
<td>916</td>
<td>(31)</td>
<td>(27)</td>
</tr>
<tr>
<td>Corporate Client Banking</td>
<td>851</td>
<td>(5)</td>
<td>178</td>
</tr>
<tr>
<td>Commerical Real Estate Banking</td>
<td>604</td>
<td>(26)</td>
<td>63</td>
</tr>
<tr>
<td>Other</td>
<td>22</td>
<td>(8)</td>
<td>14</td>
</tr>
<tr>
<td>Expense</td>
<td>969</td>
<td>19</td>
<td>(17)</td>
</tr>
<tr>
<td>Credit costs</td>
<td>(118)</td>
<td>1,063</td>
<td>(1,128)</td>
</tr>
<tr>
<td>Net income</td>
<td>$1,168</td>
<td>($866)</td>
<td>$1,029</td>
</tr>
</tbody>
</table>

Key drivers/statistics ($B)

<table>
<thead>
<tr>
<th></th>
<th>$24.0</th>
<th>$22.0</th>
<th>$22.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>19%</td>
<td>36%</td>
<td>2%</td>
</tr>
<tr>
<td>ROE</td>
<td>40</td>
<td>39</td>
<td>46</td>
</tr>
<tr>
<td>Overhead ratio</td>
<td>$1,129</td>
<td>$971</td>
<td>$686</td>
</tr>
<tr>
<td>Gross IB revenue ($mm)</td>
<td>206.7</td>
<td>212.2</td>
<td>211.8</td>
</tr>
<tr>
<td>Average loans³</td>
<td>291.0</td>
<td>276.7</td>
<td>188.8</td>
</tr>
<tr>
<td>Average client deposits</td>
<td>3.1</td>
<td>3.3</td>
<td>2.7</td>
</tr>
<tr>
<td>Allowance for loan losses</td>
<td>1.1</td>
<td>1.4</td>
<td>0.8</td>
</tr>
<tr>
<td>Net charge-off/(recovery) rate⁴</td>
<td>0.06%</td>
<td>0.31%</td>
<td>0.19%</td>
</tr>
<tr>
<td>ALL/loans⁵</td>
<td>1.52</td>
<td>1.60</td>
<td>1.15</td>
</tr>
</tbody>
</table>

Financial performance

- Net income of $1.2B vs. $139mm in 1Q20
- Revenue of $2.4B, up 11% YoY
  - Noninterest revenue of $917mm, up 51% YoY, predominantly driven by higher investment banking revenue, impact of prior year markdowns in the bridge book⁵, and deposit-related fees
  - Net interest income of $1.5B, down 5% YoY, driven by deposit margin compression, predominantly offset by higher deposit balances and lending revenue
- Record gross IB revenue of $1.1B, up 65% YoY
- Expense of $969mm, down 2% YoY, driven by lower structural expense
- Credit costs: net benefit of $118mm
  - Net charge-offs were $29mm
- Average loans of $207B, down 2% YoY
  - C&I down 4% YoY and down 4% QoQ
  - CRE down 1% YoY and down 1% QoQ
- Average deposits of $291B, up 54% YoY as client balances remain elevated

¹ See note 1 on slide 11 and note 5 on slide 12
For additional footnotes see slide 13
### Financial performance

- Net income of $1.2B, up 86% YoY
- Revenue of $4.1B, up 20% YoY
  - Higher management fees, higher deposit and loan balances, as well as net valuation gains, were partially offset by deposit margin compression
- Expense of $2.6B, up 6% YoY, predominantly driven by higher volume- and revenue-related expense, partially offset by lower structural expense
- Credit costs: net benefit of $121mm due to reserve releases
- AUM of $2.8T and client assets of $3.8T, were up 28% and 32% respectively, driven by higher market levels as well as inflows into both long-term and liquidity products
- Net inflows of $48B into long-term products and $44B into liquidity products in the quarter
- Average loans of $189B, up 18% YoY
- Average deposits of $207B, up 43% YoY

### Key drivers/statistics ($B)$

<table>
<thead>
<tr>
<th>Key drivers/statistics</th>
<th>1Q21</th>
<th>4Q20</th>
<th>1Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>$14.0</td>
<td>$10.5</td>
<td>$10.5</td>
</tr>
<tr>
<td>ROE</td>
<td>35%</td>
<td>29%</td>
<td>25%</td>
</tr>
<tr>
<td>Pretax margin</td>
<td>40</td>
<td>29</td>
<td>25</td>
</tr>
<tr>
<td>Assets under management (&quot;AUM&quot;)</td>
<td>$2,833</td>
<td>$2,716</td>
<td>$2,210</td>
</tr>
<tr>
<td>Client assets</td>
<td>3,828</td>
<td>3,652</td>
<td>2,891</td>
</tr>
<tr>
<td>Average loans</td>
<td>188.7</td>
<td>176.8</td>
<td>159.5</td>
</tr>
<tr>
<td>Average deposits</td>
<td>206.6</td>
<td>180.3</td>
<td>144.6</td>
</tr>
</tbody>
</table>

---

1 See note 1 on slide 11 and note 8 on slide 12
2 In the first quarter of 2021, the Wealth Management business was renamed Global Private Bank
3 Actual numbers for all periods, not over/(under)
### Financial performance

<table>
<thead>
<tr>
<th></th>
<th>$ O/(U)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q21</td>
</tr>
<tr>
<td>Revenue</td>
<td>($473)</td>
</tr>
<tr>
<td>Expense</td>
<td>876</td>
</tr>
<tr>
<td>Credit costs</td>
<td>16</td>
</tr>
<tr>
<td>Net income/(loss)</td>
<td>($580)</td>
</tr>
</tbody>
</table>

**Revenue**
- Revenue was a loss of $473mm
  - Net interest income was down $690mm YoY, predominantly driven by lower rates, as well as limited deployment opportunities on the back of continued deposit growth

**Expense**
- Noninterest expense of $876mm, up $730mm YoY, primarily due to a higher contribution to the Firm’s Foundation

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1 See note 1 on slide 11
Outlook\textsuperscript{1}

\textbf{Firmwide}

- Expect FY2021 net interest income to be \~\$55B, market dependent
- Expect FY2021 adjusted expense of \~\$70B
- Expect FY2021 Card NCO rate of 2.5%+/-

\textsuperscript{1} See notes 1 and 4 on slide 11
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 from year-to-year 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. First-quarter 2021 net income, earnings per share and ROTCE excluding credit reserve releases and the contribution to the Firm’s Foundation (collectively, “significant items”) are non-GAAP financial measures. The credit reserve releases represent the portion of the provision for credit losses attributable to the change in allowance for credit losses. Excluding these significant items resulted in a decrease of $3.7 billion (after tax) to reported net income from $14.3 billion to $10.6 billion; a decrease of $1.19 per share to reported EPS from $4.50 to $3.31; and a decrease of 8% to ROTCE from 29% to 21%. Management believes these measures provide useful information to investors and analysts in assessing the Firm’s results.

3. 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 $82.31, $81.75 and $75.88 at March 31, 2021, December 31, 2020 and March 31, 2020, respectively. TCE, ROTCE and TBVPS are utilized by the Firm, as well as investors and analysts, in assessing the Firm’s use of equity.

4. Adjusted expense and adjusted overhead ratio are each non-GAAP financial measures. Adjusted expense excludes Firmwide legal expense of $28mm, $276mm and $197mm for the three months ended March 31, 2021, December 31, 2020 and March 31, 2020, 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.

5. 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.
1. 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 March 31, 2021, December 31, 2020 and March 31, 2020, the impact of the CECL capital transition provisions resulted in an increase to CET1 capital of $4.5B, $5.7B and $4.3B, respectively. Refer to Regulatory Developments Relating to the COVID-19 Pandemic on pages 52-53 and Capital Risk Management on pages 91-101 of the Firm’s 2020 Form 10-K for additional information.

2. Total excess high-quality liquid assets (“HQLA”) represent the average eligible unencumbered liquid assets that are in excess of what is required to meet the estimated Firm and Bank total net cash outflows over a prospective 30 calendar-day period of significant stress under the LCR rule. HQLA and unencumbered marketable securities, includes the Firm’s average eligible HQLA, other end-of-period HQLA-eligible securities which are included as part of the excess liquidity at the Bank that are not transferable to non-bank affiliates and thus excluded from the Firm’s LCR under the LCR rule, and other end-of-period unencumbered marketable securities, such as equity and debt securities. Does not include borrowing capacity at Federal Home Loan Banks and the discount window at the Federal Reserve Bank. Refer to Liquidity Risk Management on pages 102-108 of the Firm’s 2020 Form 10-K for additional information.

3. In the first quarter of 2021, the Firm reclassified certain deferred investment tax credits from accounts payable and other liabilities to other assets to be a reduction to the carrying value of certain tax-oriented investments. The reclassification also resulted in an increase in income tax expense and a corresponding increase in other income, with no effect on net income. Prior-period amounts have been revised to conform with the current presentation, including the Firm’s effective income tax rate. Refer to page 2 of the Earnings Release Financial Supplement for further information.

4. On December 18, 2020, the Federal Reserve announced that all large banks, including the Firm, could resume share repurchases commencing in the first quarter of 2021. As directed by the Federal Reserve, total net repurchases and common stock dividends in the first quarter of 2021 were restricted and could not exceed the average of the Firm’s net income for the four preceding calendar quarters. Subsequently, on March 25, 2021, the Federal Reserve extended these restrictions through the second quarter of 2021. Refer to page 10 of the Earnings Release Financial Supplement for further information.

5. In the fourth quarter of 2020, payment processing-only clients along with the associated revenue and expenses were realigned to CIB’s Wholesale Payments business from CCB and CB. Prior-period amounts have been revised to conform with the current presentation. Refer to Business segment changes on page 65 of the Firm’s 2020 Form 10-K for further information.

6. 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.

7. 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.

8. In the fourth quarter of 2020, the Firm realigned certain wealth management clients from AWM to CCB. Prior-period amounts have been revised to conform with the current presentation. Refer to Business segment changes on page 65 of the Firm’s 2020 Form 10-K for further information.

9. The bridge book consisted of certain held-for-sale positions, including unfunded commitments, in CIB and CB.
Additional notes on slides 5-7

**Slide 5 – Consumer & Community Banking**

3. Actual numbers for all periods, not over/(under)
4. See note 7 on slide 12
5. Excludes Commercial Card
6. Includes the impact of loans originated under the PPP. For further information, see page 12 of the Earnings Release Financial Supplement
7. Included $9.3B of origination volume under the PPP for the three months ended March 31, 2021. There were no originations under the PPP for the three months ended December 31, 2020
8. 4Q20 amount has been revised to conform with the current presentation
9. Firmwide mortgage origination volume was $43.2B, $37.0B, $31.9B for the three months ended March 31, 2021, December 31, 2020 and March 31, 2020, respectively

**Slide 6 – Corporate & Investment Bank**

2. Actual numbers for all periods, not over/(under)
3. See note 7 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 1.48%, 1.77%, and 0.86% at March 31, 2021, December 31, 2020, and March 31, 2020, respectively. See note 5 on slide 11
7. 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 this refinement, the average VaR for each of the following reported components would have been higher by the following amounts: CIB fixed income of $21 million and $28 million, CIB trading VaR of $19 million and $24 million and CIB VaR of $20 million and $24 million for the three months ended March 31, 2021 and December 31, 2020, respectively
8. See note 9 on slide 12

**Slide 7 – 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. Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate and loan loss coverage ratio
5. See note 9 on slide 12
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
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, 2020, which has been filed with the Securities and Exchange Commission and are available on JPMorgan Chase & Co.’s website (https://jpmorganchaseco.gcs-web.com/financial-information/sec-filings), and on the Securities and Exchange Commission’s website (www.sec.gov). JPMorgan Chase & Co. does not undertake to update any forward-looking statements.