JPMORGAN CHASE & CO

Form 10-Q October 31, 2018

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jpm:InProcessofActiveorSuspendedForeclosureMember 2017-12-31 0000019617 srt:MaximumMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:RealEstateLoanMember 2018-01-01 2018-09-30 0000019617 srt:MaximumMember jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember 2018-01-01 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember jpm:InProcessofActiveorSuspendedForeclosureMember 2017-12-31 0000019617 ipm:OtherGeographicalAreasMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:RealEstateLoanMember us-gaap:UsGovernmentAgencyInsuredLoansMember 2018-09-30 0000019617 jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember ipm:HomeEquityLoanandHomeEquityLineofCreditMember us-gaap:SeniorLienMember 2018-09-30 0000019617  $jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Real Estate Loan Member\ and the property of the$ jpm:FinancingReceivablesEqualtoGreaterthan150DaysPastDueMember us-gaap:UsGovernmentAgencyInsuredLoansMember 2018-09-30 0000019617 jpm:NonRevolvingCreditFacilityMember us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember  $ipm: Consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Home Equity Member\ and the consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Home Equity M$ us-gaap:JuniorLienMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:HomeEquityLoanMember us-gaap:JuniorLienMember 2017-12-31 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember  $jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Home Equity Loan Member\ and the property of the$ us-gaap;JuniorLienMember 2018-09-30 0000019617 us-gaap;RevolvingCreditFacilityMember us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:HomeEquityMember us-gaap:JuniorLienMember 2018-09-30 0000019617 jpm:NonRevolvingCreditFacilityMember us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:HomeEquityMember us-gaap:JuniorLienMember 2017-12-31 0000019617 us-gaap:RevolvingCreditFacilityMember us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:HomeEquityMember us-gaap:JuniorLienMember 2017-12-31 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember ipm:HomeEquityLoanandHomeEquityLineofCreditMember us-gaap:JuniorLienMember 2017-12-31 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm: Consumer Excluding Credit Card Loan Portfolio Segment Memberjpm:HomeEquityLoanandHomeEquityLineofCreditMember us-gaap:JuniorLienMember 2018-09-30 0000019617 us-gaap: Financial Asset Acquired With Credit Deterioration Memberjpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2017-12-31 0000019617 stpr:NY us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:AdjustableRateResidentialMortgageMember 2018-09-30 0000019617 stpr:VA us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:AdjustableRateResidentialMortgageMember 2017-12-31 0000019617 stpr:MD

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us-gaap:AdjustableRateResidentialMortgageMember 2018-09-30 0000019617 stpr:CA

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2018-09-30 0000019617 stpr:MD

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

us-gaap:AdjustableRateResidentialMortgageMember 2018-09-30 0000019617 stpr:CA

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:SubprimeMember 2018-09-30 0000019617 stpr:MD

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member

us-gaap:AdjustableRateResidentialMortgageMember us-gaap:Ltv80To100PercentMember 2018-09-30 0000019617 stpr:FL us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2017-12-31 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:RefreshedFicoScoresLessThan660Member jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:SubprimeMember us-gaap:LtvLessThan80PercentMember 2017-12-31 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember jpm:FinancingReceivablesCurrentandLessThan30DaysPastDueandStillAccruingMember us-gaap:SubprimeMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember jpm:LTVGreaterthan125PercentMember 2018-09-30 0000019617 stpr:IL

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:RefreshedFicoScoresLessThan660Member jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:AdjustableRateResidentialMortgageMember jpm:LTV101to125PercentMember 2017-12-31 0000019617 stpr:NY us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2018-09-30 0000019617

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

us-gaap:AdjustableRateResidentialMortgageMember jpm:FinancingReceivables30to149DaysPastDueMember 2017-12-31 0000019617 stpr:FL us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

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us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2017-12-31 0000019617 stpr:NJ

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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us-gaap: Adjustable Rate Residential Mortgage Member

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us-gaap: Financial Asset Acquired With Credit Deterioration Member

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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us-gaap: Adjustable Rate Residential Mortgage Member 2017-12-31 0000019617

 $us-gaap: Financial Asset Acquired With Credit Deterioration Member\ jpm: Refreshed Fico Scores Less Than 660 Member\ jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member$ 

jpm:HomeEquityLoanandHomeEquityLineofCreditMember jpm:LTV101to125PercentMember 2017-12-31

0000019617 stpr:NY us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember 2018-09-30

0000019617 stpr:CA us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2017-12-31 0000019617

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember

jpm:LTV101to125PercentMember 2017-12-31 0000019617 stpr:FL

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

ipm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2017-12-31 0000019617

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:RefreshedFicoScoresLessThan660Member jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember jpm:LTV101to125PercentMember 2018-09-30 0000019617

 $us-gaap: Financial Asset Acquired With Credit Deterioration Member\ jpm: Refreshed Fico Scores Less Than 660 Member\ jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member$ 

jpm:HomeEquityLoanandHomeEquityLineofCreditMember us-gaap:Ltv80To100PercentMember 2018-09-30

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jpm:RefreshedFicoScoresLessThan660Member jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:AdjustableRateResidentialMortgageMember jpm:LTV101to125PercentMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

ipm: Refreshed Fico Scores Equal To Or Greater Than 660 Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member

us-gaap: Adjustable Rate Residential Mortgage Member 2018-09-30 0000019617

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

 $jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Residential Mortgage Member\ and the properties of the consumer and the properties of the proper$ 

jpm:LTVGreaterthan125PercentMember 2017-12-31 0000019617 jpm:OtherGeographicalAreasMember

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:SubprimeMember 2017-12-31 0000019617 stpr:CA

us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember 2017-12-31 0000019617 stpr:IL us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2017-12-31 0000019617 stpr:IL

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember

jpm:FinancingReceivablesCurrentandLessThan30DaysPastDueandStillAccruingMember 2018-09-30 0000019617 stpr:AZ us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:PrimeMember 2018-09-30 0000019617 us-gaap:FinancialAssetAcquiredWithCreditDeteriorationMember jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:SubprimeMember us-gaap:LtvLessThan80PercentMember 2017-12-31 0000019617

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

 $us-gaap: Adjustable Rate Residential Mortgage Member\ jpm: Financing Receivables 30 to 149 Days Past Due Member\ properties and the properties of the prop$ 

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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us-gaap:AdjustableRateResidentialMortgageMember

jpm:FinancingReceivablesEqualtoGreaterthan150DaysPastDueMember 2018-09-30 0000019617

us-gaap: Financial Asset Acquired With Credit Deterioration Member

jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:FixedRateResidentialMortgageMember us-gaap:SubprimeMember us-gaap:Ltv80To100PercentMember 2018-09-30 0000019617 stpr:NJ

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jpm:HomeEquityLoanandHomeEquityLineofCreditMember us-gaap:LtvLessThan80PercentMember 2017-12-31 0000019617 stpr:IL jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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jpm:HomeEquityLoanandHomeEquityLineofCreditMember jpm:FinancingReceivables30to149DaysPastDueMember 2017-12-31 0000019617 jpm:RefreshedFicoScoresEqualToOrGreaterThan660Member

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jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember 2017-12-31 0000019617 jpm:RefreshedFicoScoresLessThan660Member

 $jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member\ us-gaap: Real Estate Loan Member\ and the properties of the propertie$ 

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jpm: Consumer Excluding Credit Card Loan Portfolio Segment Member

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2017-12-31 0000019617 stpr:AZ

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

jpm:HomeEquityLoanandHomeEquityLineofCreditMember 2017-12-31 0000019617 stpr:IL

jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember us-gaap:ResidentialMortgageMember 2018-09-30 0000019617 jpm:ConsumerExcludingCreditCardLoanPortfolioSegmentMember

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us-gaap:RealEstateLoanMember 2018-09-30 0000019617

ipm:RefreshedFicoScoresEqualToOrGreaterThan660Member

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jpm:ThreatenedOrPendingLitigationMember 2018-09-30 0000019617 jpm:VISAMember
jpm:InterchangeLitigationMember 2018-06-01 2018-06-30 0000019617
jpm:VisaDefendantsandMastercardandCertainBanksMember jpm:InterchangeLitigationMember 2013-12-01
2013-12-31 0000019617 jpm:InterchangeLitigationMember 2018-09-01 2018-09-30 0000019617
srt:MinimumMember jpm:MunicipalDerivativesInvestigationsAndLitigationMember 2018-01-01 2018-09-30
0000019617 jpm:ForeignExchangeInvestigationsandLitigationMember 2015-01-01 2015-01-31 0000019617
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srt:MinimumMember jpm:ThreatenedOrPendingLitigationMember 2018-09-30 0000019617 ipm:DefendantBanksandICAPManipulationofU.S.DollarISDAFIXRatesMember us-gaap:PendingLitigationMember jpm:LIBORandOtherBenchmarkRateInvestigationsandLitigationMember 2018-01-01 2018-09-30 0000019617 jpm:ForeignExchangeInvestigationsandLitigationMember 2018-01-01 2018-09-30 0000019617 jpm:GeneralMotorsLitigationMember 2018-09-30 0000019617 jpm:InterchangeLitigationMember 2017-03-01 2017-03-31 0000019617 jpm:MastercardandCertainBanksMember jpm:InterchangeLitigationMember 2018-09-01 2018-09-30 0000019617 jpm:VisaDefendantsandMastercardandCertainBanksMember jpm:InterchangeLitigationMember 2018-09-01 2018-09-30 0000019617 jpm:ForeignExchangeInvestigationsandLitigationMember 2017-01-01 2017-01-31 0000019617 us-gaap:MaterialReconcilingItemsMember 2017-01-01 2017-09-30 0000019617 us-gaap:MaterialReconcilingItemsMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2017-01-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2017-01-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CorporateInvestmentBankMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember ipm:AssetandWealthManagementSegmentMember 2018-01-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2017-01-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CorporateInvestmentBankMember 2017-01-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:AssetandWealthManagementSegmentMember 2017-01-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CorporateInvestmentBankMember 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CorporateInvestmentBankMember 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:AssetandWealthManagementSegmentMember 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:AssetandWealthManagementSegmentMember 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2017-07-01 2017-09-30 0000019617 us-gaap:MaterialReconcilingItemsMember 2018-07-01 2018-09-30 0000019617 us-gaap:MaterialReconcilingItemsMember 2017-07-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember us-gaap:CorporateNonSegmentMember 2018-07-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2018-07-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember ipm:CorporateInvestmentBankMember 2017-07-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2018-07-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:AssetandWealthManagementSegmentMember 2017-07-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CommercialBankingMember 2017-07-01 2017-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:CorporateInvestmentBankMember 2018-07-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember ipm:AssetandWealthManagementSegmentMember 2018-07-01 2018-09-30 0000019617 us-gaap:OperatingSegmentsMember jpm:ConsumerCommunityBankingMember 2017-07-01 2017-09-30 xbrli:shares iso4217:USD iso4217:USD xbrli:shares xbrli:pure iso4217:USD utreg:bbl jpm:loan jpm:loan segment jpm:loan\_payment jpm:payment jpm:defendant jpm:segment jpm:action jpm:asset

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# **FORM 10-Q**

Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the quarterly period ended Commission file September 30, 2018 number 1-5805

# JPMorgan Chase & Co.

(Exact name of registrant as specified in its charter)

Delaware 13-2624428
(State or other jurisdiction of identification no.)

270 Park Avenue, New York, New York 10017 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (212) 270-6000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

X Yes O No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).

X Yes O No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer X Accelerated filer O

Non-accelerated filer O Smaller reporting company O

Emerging growth company O

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. O Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

O Yes X No

Number of shares of common stock outstanding as of September 30, 2018: 3,325,410,725

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Consolida: (unaudited) As of or for the period ended, (in millions, except 3Q18 share, ratio, headcount data and where otherwise noted)	an Chase & ated finance)		ghts 4Q17	3Q17	Nine mont 30,	hs ended Sep 2017
Selected income statement data Total	\$27,753	\$27,907	\$24,457	\$25,578	\$82,920	\$76,248
revenue	Ψ27,700	Ψ27,507	Ψ21,107	ψ <b>2</b> 2,570	¥ 0 <b>2</b> ,5 <b>2</b> 0	Ψ / 0,2 .0
Total  15,628erest expense		16,080	14,895	14,570	47,674	44,620
Pre-provis 11,637 profit Provision	ion 11,782	11,827	9,562	11,008	35,246	31,628
for 948 credit losses	1,210	1,165	1,308	1,452	3,323	3,982
Income before 100;689e tax	10,572	10,662	8,254	9,556	31,923	27,646
Expense Income 2,309 expense	2,256	1,950	4,022	2,824	6,515	7,437
Net \$8,380 income Earnings	\$8,316	\$8,712	\$4,232	\$6,732	\$25,408	\$20,209
per share data						
Net	\$2.31 Basic	\$2.38	\$1.08	\$1.77	\$7.04	\$5.26
2.84 ited	2.29	2.37	1.07	1.76	7.00	5.22
Average 3537661 Basic	3,415.2	3,458.3	3,489.7	3,534.7	3,416.5	3,570.9
3,894£d Market and	3,434.7	3,479.5	3,512.2	3,559.6	3,436.2	3,597.0
per common share						
data 375,239	350,204	374,423	366,301	331,393	375,239	331,393

Market capitalization Common	on									
shares 3,325.4	3,360.9	3,404.8	3,425.3		3,469.7		3,325.4		3,469.7	
period-end Share price:(a)										
\$11g19.24	\$115.15	\$119.33	\$108.46		\$95.88		\$119.33		\$95.88	
1.02v20	103.11	103.98	94.96		88.08		102.20		81.64	
C12:84	104.20	109.97	106.94		95.51		112.84		95.51	
Book										
yalue 69.52 per share Tangible	68.85	67.59	67.04		66.95		69.52		66.95	
book value 55.68 per	55.14	54.05	53.56		54.03		55.68		54.03	
share ("TBVPS(*)) Cash										
dividends <b>0&amp;0</b> ared per	0.56	0.56	0.56		0.56		1.92		1.56	
share Selected ratios										
and metrics Return on										
common	14	% 15	%7	%	11	%	14	%	11	%
Return on										
tangible 17 common equity	17	19	8		13		18		14	
("ROTCE®)	(c)									
Return <b>1.28</b> assets <sup>(c)</sup>	1.28	1.37	0.66		1.04		1.31		1.06	
Overhead 57 ratio	58	58	61		57		57		59	
Loans-to-de 65 ratio	posits 65	63	64		63		65		63	
Liquidity coverage 1/150 ("LCR")	115	115	119		120		115		118	
(average)(d) Common equity Tier 12.0 ("CET1") capital ratio(e) Tier	12.0	11.8	12.2		12.5	(h	1) 12.0		12.5	(h)
13.6 capital ratio <sup>(e)</sup>	13.6	13.5	13.9		14.1	(h	13.6		14.1	(h)
Total <b>15</b> p <b>4</b> tal ratio <sup>(e)</sup>	15.5	15.3	15.9		16.1		15.4		16.1	

Tier						
1.2 leverage ratio <sup>(e)</sup>	8.2	8.2	8.3	8.4	8.2	8.4
Supplement	tary					
leverage 6.5 ratio	6.5	6.5	6.5	6.6	6.5	6.6
("SLR(f)) Selected balance sheet data						
(period-end	d)					
Trading \$419,827 assets Investment	\$418,799	\$412,282	\$381,844	\$420,418	\$419,827	\$420,418
Investment 231,398 securities	233,015	238,188	249,958	263,288	231,398	263,288
<b>954</b> ,318	948,414	934,424	930,697	913,761	954,318	913,761
Core 899,006 loans Average	889,433	870,536	863,683	843,432	899,006	843,432
894;279 loans	877,640	861,089	850,166	837,522	877,774	822,611
Total 2,615,183 assets	2,590,050	2,609,785	2,533,600	2,563,074	2,615,183	2,563,074
D458s762	1,452,122	1,486,961	1,443,982	1,439,027	1,458,762	1,439,027
Long-term 270,124 debt	273,114	274,449	284,080	288,582	270,124	288,582
débit Common 2631-Jilly21 der		230,133	229,625	232,314	231,192	232,314
equity Total <b>258,956</b> der	rs257,458	256,201	255,693	258,382	258,956	258,382
equity						
<b>25.5,01</b> 0unt	252,942	253,707	252,539	251,503	255,313	251,503
Credit quality metrics Allowance						
for \$14,225 credit losses Allowance for	\$14,367	\$14,482	\$14,672	\$14,648	\$14,225	\$14,648
loan						
losses to total	6 1.41	% 1.44 °	% 1.47 %	1.49 %	1.39	% 1.49 %
retained loans Allowance for loan losses						
to le23ned loans excluding purchased credit-impa	1.22 ired	1.25	1.27	1.29	1.23	1.29
loans <sup>(g)</sup> Nonperforn \$5,034	ning \$5,767	\$6,364	\$6,426	\$6,154	\$5,034	\$6,154
Net 1,033 charge-offs	1,252	1,335	1,264	1,265	3,620	4,123 (i)
Net <b>0h43</b> ge-off% rate		% 0.59	% 0.55 %	0.56 %	0.52	% 0.62 % (i)

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

- (a) Based on daily prices reported by the New York Stock Exchange.
- TBVPS and ROTCE are non-GAAP financial measures. For a further discussion of these measures, refer to Explanation and Reconciliation of the Firm's Use of (b) Non-GAAP Financial Measures and Key Performance Measures on pages 16-18.
- (c) Quarterly ratios are based upon annualized amounts.
- (d) For the nine months ended September 30, 2017, the percentage represents the Firm's reported average LCR per the U.S. LCR public disclosure requirements effective April 1, 2017.
- Ratios presented are calculated under the Basel III Transitional capital rules and for the capital ratios represent the lower of the Standardized or Advanced (e) approach. Refer to Capital Risk Management on pages 44-48 for additional information on Basel III.
- Effective January 1, 2018, the SLR was fully phased-in under Basel III. The SLR is defined as Tier 1 capital divided by the Firm's total leverage exposure. Ratios prior to March 31, 2018 were calculated under the Basel III Transitional rules.
  - Excluded the impact of residential real estate purchased credit-impaired ("PCI") loans, a non-GAAP financial measure. For a further discussion of these
- (g) measures, refer to Explanation and Reconciliation of the Firm's Use of Non-GAAP Financial Measures and Key Performance Measures onpages 16-18. For a further discussion, refer to Allowance for credit losses on pages 69–71.
- (h) The prior period ratios have been revised to conform with the current period presentation.
- (i) Excluding net charge-offs of \$467 million related to the student loan portfolio sale, the net charge-off rate for the nine months ended September 30, 2017 would have been 0.55%.

#### INTRODUCTION

The following is management's discussion and analysis ("MD&A") of the financial condition and results of operations of JPMorgan Chase & Co. ("JPMorgan Chase" or the "Firm") for the third quarter of 2018. This Form 10-Q should be read together with JPMorgan Chase's Annual Report on Form 10-K for the year ended December 31, 2017 ("2017 Annual Report" or "2017 Form 10-K"), to which reference is hereby made, and which is referred to throughout this document. Refer to the Glossary of terms and acronyms and line of business metrics on pages 175–182 for definitions of terms and acronyms used throughout this Form 10-Q.

This Form 10-Q contains statements that are forward-looking 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's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. For a further discussion of certain of those risks and uncertainties and the factors that could cause JPMorgan Chase's actual results to differ materially because of those risks and uncertainties, refer to Forward-looking Statements on page 85 of this Form 10-Q and Part I, Item 1A, Risk Factors, on pages 8–26 of JPMorgan Chase's 2017 Annual Report.

JPMorgan Chase & Co., a financial holding company incorporated under Delaware law in 1968, is a leading global financial services firm and one of the largest banking institutions in the United States of America ("U.S."), with operations worldwide; the Firm had \$2.6 trillion in assets and \$259.0 billion in stockholders' equity as of September 30, 2018. The Firm is a leader in investment

banking, financial services for consumers and small businesses, commercial banking, financial transaction processing and asset management. Under the J.P. Morgan and Chase brands, the Firm serves millions of customers in the U.S. and many of the world's most prominent corporate, institutional and government clients.

JPMorgan Chase's principal bank subsidiaries are JPMorgan Chase Bank, National Association ("JPMorgan Chase Bank, N.A."), a national banking association with U.S. branches in 23 states as of September 30, 2018, and Chase Bank USA, National Association ("Chase Bank USA, N.A."), a national banking association that is the Firm's principal credit card-issuing bank. JPMorgan Chase's principal nonbank subsidiary is J.P. Morgan Securities LLC ("J.P. Morgan Securities"), a U.S. broker-dealer. The bank and non-bank subsidiaries of JPMorgan Chase operate nationally as well as through overseas branches and subsidiaries, and representative offices. The Firm's principal operating subsidiary in the United Kingdom ("U.K.") is J.P. Morgan Securities plc, a subsidiary of JPMorgan Chase Bank, N.A.

For management reporting purposes, the Firm's activities are organized into four major reportable business segments, as well as a Corporate segment. The Firm's consumer business segment is Consumer & Community Banking ("CCB"). The Firm's wholesale business segments are Corporate & Investment Bank ("CIB"), Commercial Banking ("CB"), and Asset & Wealth Management ("AWM"). For a description of the Firm's business segments and the products and services they provide to their respective

client bases, refer to Note 31 of JPMorgan Chase's 2017 Form 10-K.

# EXECUTIVE OVERVIEW

This executive overview of the MD&A highlights selected information and may not contain all of the information that is important to readers of this Form 10-Q. For a complete description of the trends and uncertainties, as well as the risks and critical accounting estimates affecting the Firm and its various lines of business, this Form 10-Q and the 2017 Form 10-K should be read in their entirety.

Effective January 1, 2018, the Firm adopted several new accounting standards, of which the most significant to the Firm are the guidance related to revenue recognition, and recognition and measurement of financial assets. The revenue recognition guidance required gross presentation of certain costs that were previously offset against revenue. This change was adopted retrospectively and, accordingly, prior period amounts were revised, resulting in both total net revenue and total noninterest expense increasing with no impact to net income. The adoption of the recognition and measurement guidance resulted in \$505 million of fair value gains, which were recorded in total net revenue in the first quarter of 2018, on certain equity investments that were previously held at cost. For additional information, refer to Note 1.

#### Financial performance of JPMorgan Chase

(unaudited)	Three m											
As of or for the period ended, (in millions, except per share data and ratios)	2018		2017		Chang	ge	2018		2017		Chang	ge
Selected income statement data												
Total net revenue	\$27,260	)	\$25,578	3	7	%	\$82,920	)	\$76,248	3	9	%
Total noninterest expense	15,623		14,570		7		47,674		44,620		7	
Pre-provision profit	11,637		11,008		6		35,246		31,628		11	
Provision for credit losses	948		1,452		(35	)	3,323		3,982		(17	)
Net income	8,380		6,732		24		25,408		20,209		26	
Diluted earnings per share	\$2.34		\$1.76		33		\$7.00		\$5.22		34	
Selected ratios and metrics												
Return on common equity	14	%	11	%			14	%	11	%		
Return on tangible common equity	17		13				18		14			
Book value per share	\$69.52		\$66.95		4		\$69.52		\$66.95		4	
Tangible book value per share	55.68		54.03		3		55.68		54.03		3	
Capital ratios <sup>(a)</sup>												
CET1 <sup>(b)</sup>	12.0	%	12.5	%			12.0	%	12.5	%		
Tier 1 capital <sup>(b)</sup>	13.6		14.1				13.6		14.1			
Total capital	15.4		16.1				15.4		16.1			

<sup>(</sup>a) Ratios presented are calculated under the Basel III Transitional capital rules. Refer to Capital Risk Management on pages 44-48 for additional information on Basel III.

<sup>(</sup>b) The prior period ratios have been revised to conform with the current period presentation.

Comparisons noted in the sections below are for the third quarter of 2018 versus the third quarter of 2017, unless otherwise specified.

#### Firmwide overview

JPMorgan Chase reported strong results in the current quarter of 2018, with record net income and EPS for a third quarter of \$8.4 billion, or \$2.34 per share, on net revenue of \$27.3 billion. Excluding the impact of the Tax Cuts & Jobs Acts ("TCJA"), net income and EPS were still records for a third quarter. The Firm reported ROE of 14% and ROTCE of 17%.

Net income increased 24%, reflecting higher net revenue and the impact of the lower U.S. federal statutory income tax rate as a result of the TCJA, partially offset by an increase in noninterest expense.

Total net revenue increased 7%. Net interest income was \$13.9 billion, up 9%, driven by the net impact of higher rates, which includes lower Markets net interest income in CIB, as well as loan and deposit growth. Noninterest revenue was \$13.4 billion, up 4%, largely driven by higher Markets noninterest revenue and auto lease income, partially offset by markdowns on certain legacy private equity investments of approximately \$220 million. Noninterest expense was \$15.6 billion, up 7%, predominantly driven by investments in the business, including higher compensation expense on increased headcount, technology, marketing and real estate, and higher revenue-related costs, including auto lease depreciation.

The provision for credit losses was \$948 million, down from \$1.5 billion in the prior year. The decrease was driven by the consumer portfolio, largely reflecting a net reduction to the allowance for credit losses in the current quarter, compared to a net addition in the prior year.

The total allowance for credit losses was \$14.2 billion at September 30, 2018, and the Firm had a loan loss coverage ratio, excluding the PCI portfolio, of 1.23%, compared with 1.29% in the prior year. The Firm's nonperforming assets totaled \$5.0 billion at September 30, 2018, a decrease from \$6.2 billion in the prior year, reflecting improved credit performance in the consumer portfolio, and reductions in the wholesale portfolio including repayments and loan sales. Firmwide average core loans increased 7%, and excluding CIB, core loans increased 6%.

#### **Selected capital-related metrics**

• The Firm's Basel III Fully Phased-In CET1 capital was \$185 billion, and the Standardized and Advanced CET1 ratios were 12.0% and 12.9%, respectively.

The Firm's Fully Phased-In SLR was 6.5% at September 30, 2018.

The Firm continued to grow tangible book value per share ("TBVPS"), ending the third quarter of 2018 at \$55.68, up  $\frac{1}{3}$ %.

ROTCE and TBVPS are each non-GAAP financial measures. Core loans and each of the Fully Phased-In capital and certain leverage measures are all considered key performance measures. For a further discussion of each of these measures, refer to Explanation and Reconciliation of the Firm's Use of Non-GAAP Financial Measures and Key Performance Measures on pages 16-18, and Capital Risk Management on pages 44-48.

#### Lines of business highlights

Selected business metrics for each of the Firm's four lines of business are presented below for the third quarter of 2018.

Average core loans up 6%; average deposits of \$674 billion up 4%

•

Client investment assets of \$298 billion, up 14%

•

Credit card sales volume up 12% and merchant processing volume up 14%

•

#1 Global Investment Banking fees with 8.7% wallet share year-to-date

•

Equity Markets revenue of \$1.6 billion, up 17%

•

Treasury Services revenue up 12% and Securities Services revenue up 5%

•

Average loan balances up 4%

•

Strong credit quality with a net recovery of 3 bps

•

Average loan balances up 12%

•

Assets under management ("AUM") of \$2.1 trillion, up 7%

For a detailed discussion of results by line of business, refer to the Business Segment Results on pages 19-41.

#### Credit provided and capital raised

JPMorgan Chase continues to support consumers, businesses and communities around the globe. The Firm provided credit and raised capital of \$1.9 trillion for wholesale and consumer clients during the first nine months of 2018:

\$174 billion of credit for consumers

\$16 billion of credit for U.S. small businesses

\$682 billion of credit for corporations

\$960 billion of capital raised for corporate clients and non-U.S. government entities

\$41 billion of credit and capital raised for U.S. government and nonprofit entities, including states, municipalities, hospitals and universities.

#### **Recent events**

On August 29, 2018, JPMorgan Chase announced the launch of You Invest, a new U.S. digital investment platform. On September 12, 2018, JPMorgan Chase announced the creation of *Advancing* Cities, a new \$500 million, five-year initiative to drive inclusive growth and create greater economic opportunity in cities across the world.

#### 2018 outlook

These current expectations are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on the current beliefs and expectations of JPMorgan Chase's management and are subject to significant risks and uncertainties. For a further discussion of certain of those risks and uncertainties and the factors that could cause JPMorgan Chase's actual results to differ materially because of those risks and uncertainties, refer to Forward-Looking Statements on page 85 of this Form 10-Q and Risk Factors on pages 8–26 of JPMorgan Chase's 2017 Annual Report. There is no assurance that actual results for the full year of 2018 will be in line with the outlook set forth below, and the Firm does not undertake to update any forward-looking statements.

JPMorgan Chase's outlook for the remainder of 2018 should be viewed against the backdrop of the global and U.S. economies, financial markets activity, the geopolitical environment, the competitive environment, client and customer activity levels, and regulatory and legislative developments in the U.S. and other countries where the Firm does

business. Each of these interrelated factors will affect the performance of the Firm and its lines of business. The Firm expects that it will continue to make appropriate adjustments to its businesses and operations in response to ongoing developments in the legal, regulatory, business and economic environments in which it operates.

#### **Firmwide**

For full-year 2018, management expects net interest income, on a managed basis, to be approximately \$55.5 billion, depending on market conditions.

Management expects full-year 2018 noninterest revenue growth of 7-8% on a managed basis, depending on market conditions.

The Firm continues to take a disciplined approach to managing its expenses, while investing for growth and innovation. As a result, management expects full-year 2018 adjusted expense of approximately \$63.5 billion (excluding Firmwide legal expense).

Management estimates the full-year 2018 effective tax rate to be approximately 20%, depending upon several factors, including the geographic mix of taxable income and refinements to estimates of the impacts of the TCJA.

Management expects average core loan growth, excluding CIB, of 6-7% for full-year 2018.

# CONSOLIDATED RESULTS OF OPERATIONS

This section provides a comparative discussion of JPMorgan Chase's Consolidated Results of Operations on a reported basis for the three and nine months ended September 30, 2018 and 2017, unless otherwise specified. Factors that relate primarily to a single business segment are discussed in more detail within that business segment. For a discussion of the Critical Accounting Estimates Used by the Firm that affect the Consolidated Results of Operations, refer to pages 79–81 of this Form 10-Q and pages 138–140 of JPMorgan Chase's 2017 Annual Report. Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

#### Revenue

(in millions)	30, <b>2018</b>	2017	Change	30, <b>2018</b>	2017	Change	e		
Investment banking fees	\$1,832	\$1,868	(2)	6 \$5,736	\$5,594	3	%		
Principal transactions	2,964	2,721	9	10,698	9,440	13			
Lending- and deposit-related fees	1,542	1,497	3	4,514	4,427	2			
Asset management, administration and commissions	4,310	4,072	6	12,923	11,996	8			
Investment securities losses	(46 )	(1)	NM	(371	(38	NM			
Mortgage fees and related income	262	429	(39)	1,051	1,239	(15	)		
Card income	1,328	1,242	7	3,623	3,323	9			
Other income <sup>(a)</sup>	1,160	952	22	4,041	3,197	26			
Noninterest revenue	13,352	12,780	4	42,215	39,178	8			
Net interest income	13,908	12,798	9	40,705	37,070	10			
Total net revenue	\$27,260	\$25,578	7 9	\$82,920	\$76,248	9	%		

Included operating lease income of \$1.2 billion and \$928 million for the three months ended , respectively, and \$3.3 billion and \$2.6 billion for the nine months ended , respectively.

#### **Quarterly results**

**Investment banking fees** decreased slightly compared to a strong prior year, with overall share gains, driven by higher equity underwriting fees, which were more than offset by lower debt underwriting and advisory fees. The increase in equity underwriting fees was driven by a higher share of fees including a strong performance in the IPO market. The decrease in debt underwriting fees was driven by declines in industry-wide fee levels, and advisory fees declined compared to a strong prior year. For additional information, refer to CIB segment results on pages 26-31 and Note 5.

**Principal transactions revenue** increased primarily reflecting higher revenue in CIB driven by:

higher Equity Markets revenue in derivatives and prime brokerage reflecting strong client activity, and in Fixed Income Markets, higher revenue in Currencies & Emerging Markets on increased activity levels, as well as in Commodities compared to a challenging prior year. The increase was partially offset by lower revenue in Credit and Securitized Products. For additional information, refer to CIB segment results on pages 26-31, and Note 5.

The increase in CIB was partially offset by private equity losses reflecting markdowns on certain legacy private equity investments in Corporate.

For information on lending- and deposit-related fees, refer to the segment results for CCB on pages 21–25, CIB on pages 26-31, CB on pages 32-35 and Note 5.

#### Asset management, administration and commissions revenue increased reflecting:

higher asset management fees in AWM and CCB driven by higher market levels and net long-term product inflows, partially offset by fee compression in AWM, and

higher brokerage commissions driven by higher volumes in CIB.

For additional information, refer to AWM, CCB and CIB segment results on pages 36–39, pages 21–25 and pages 26-31, respectively, and Note 5.

For further information on investment securities gains/(losses) and the investment securities portfolio, refer to Corporate segment results on pages 40–41 and Note 9.

**Mortgage fees and related income** decreased driven by lower net mortgage servicing revenue reflecting lower MSR risk management results and lower servicing revenue on a lower level of third-party loans serviced, as well as lower net production revenue reflecting lower production margins and volumes. For further information, refer to CCB segment results on pages 21–25 and Note 14.

#### **Card income** increased driven by:

lower new account origination costs, and

higher merchant processing fees on higher volumes,

largely offset by

lower net interchange income reflecting higher rewards costs and partner payments, largely offset by higher card sales volumes

For further information, refer to CCB segment results on pages 21–25 and Note 5.

**Other income** reflects higher operating lease income from growth in auto operating lease volume in CCB. For further information, refer to Note 5.

**Net interest income** increased primarily due to the net impact of higher rates, which includes lower Markets net interest income in CIB, as well as loan and deposit growth. The Firm's average interest-earning assets were \$2.2 trillion, up \$26.1 billion from the prior year, and the net interest yield on these assets, on a fully taxable equivalent ("FTE") basis, was 2.51%, an increase of 14 basis points from the prior year. The net interest yield excluding CIB Markets was 3.30%, an increase of 40 basis points from the prior year. Net interest yield excluding CIB Markets is a non-GAAP financial measure. For a further discussion of this measure, refer to Explanation and Reconciliation of the Firm's Use of Non-GAAP Financial Measures and Key Performance Measures on pages 16-18.

#### Year-to-date results

#### **Investment banking fees** increased reflecting:

higher equity underwriting and advisory fees in CIB. The increase in equity underwriting fees was driven by a higher share of fees, primarily due to strong performance in the IPO market; the increase in advisory fees was driven by a higher number of large completed transactions,

partially offset by

lower debt underwriting fees primarily driven by declines in industry-wide fee levels and a lower share in leveraged finance.

**Principal transactions revenue** increased primarily reflecting higher revenue in CIB driven by:

strength across products in Equity Markets, primarily in derivatives and prime brokerage, reflecting strong client activity, and

in Fixed Income Markets, higher revenue in Commodities compared to a challenging prior year, and strong performance in Currencies & Emerging Markets, largely offset by lower revenue in Credit.

The increase in CIB was partially offset by private equity losses reflecting markdowns on certain legacy private equity investments compared with gains in the prior year in Corporate.

#### Asset management, administration and commissions revenue increased reflecting:

higher asset management fees in AWM and CCB driven by higher market levels and net long-term product inflows partially offset by fee compression in AWM

higher brokerage commissions driven by higher volumes in CIB and AWM, and higher asset-based fees in CIB driven by net client inflows and higher market levels.

**Investment securities losses** increased due to sales related to the repositioning of the investment securities portfolio. **Mortgage fees and related income** decreased driven by lower net production revenue reflecting lower production margins, as well as lower net servicing revenue reflecting lower servicing revenue on a lower level of third-party loans serviced, partially offset by higher MSR risk management results.

**Card income** increased driven by:

lower new account origination costs, and

higher merchant processing fees on higher volumes,

largely offset by

lower net interchange income reflecting higher rewards costs and partner payments, largely offset by higher card sales volumes. The rewards costs included an adjustment to the credit card rewards liability of approximately \$330 million in the second quarter of 2018, driven by an increase in redemption rate assumptions.

Other income increased reflecting:

higher operating lease income from growth in auto operating lease volume in CCB

fair value gains of \$505 million recognized in the first quarter of 2018 related to the adoption of the new recognition and measurement accounting guidance for certain equity investments previously held at cost, partially offset by

the absence of a legal benefit of \$645 million that was recorded in the prior year in Corporate related to a settlement with the FDIC receivership for Washington Mutual and with Deutsche Bank as trustee to certain Washington Mutual trusts.

**Net interest income** increased primarily due to the net impact of higher rates, which includes lower Markets net interest income in CIB, as well as loan and deposit growth. The Firm's average interest-earning assets were \$2.2 trillion, up \$37.9 billion from the prior year, and the net interest yield on these assets, on an FTE basis, was 2.49%, an increase of 15 basis points from the prior year. The net interest yield excluding CIB Markets was 3.21%, an increase of 40 basis points from the prior year.

#### **Provision for credit losses**

	Three m	nonths end ber 30,	led	Nine mo 30,	d September	
(in millions)	2018	<b>2018</b> 2017 Change		2018	2017	Change
Consumer, excluding credit card	\$(242)	\$206	NM	<b>\$(152</b> )	\$660	NM
Credit card	1,223	1,319	(7)%	3,557	3,699	(4)
Total consumer	981	1,525	(36)	3,405	4,359	(22 )
Wholesale	(33 )	(73 )	55	(82)	(377 )	78
Total provision for credit losses	\$948	\$1,452	(35)%	\$3,323	\$3,982	(17 )%

#### **Quarterly results**

The **provision for credit losses** decreased as a result of:

- a decrease in the consumer provision in CCB due to
- <u>a</u> \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies,
- <u>a</u> \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$300 million addition in the prior year,

lower net charge-offs in the residential real estate portfolio, largely driven by a recovery of approximately \$80 million from a loan sale, and

lower net charge-offs in the auto portfolio as the prior year included \$49 million of incremental charge-offs recorded  $\overline{\text{in}}$  accordance with regulatory guidance

partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated

the decrease in the consumer provision was partially offset by a lower net benefit in the wholesale provision in the current period, which includes net recoveries predominantly related to a loan sale in CIB.

For a more detailed discussion of the credit portfolio and the allowance for credit losses, refer to the segment discussions of CCB on pages 21–25, CIB on pages 26-31, CB on pages 32-35, the Allowance for Credit Losses on pages 69–71 and Note 12.

#### Year-to-date results

The **provision for credit losses** decreased as a result of:

- a decrease in the consumer provision in CCB due to
- a \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$650 million addition in the prior year,

lower net charge-offs in the residential real estate portfolio, largely driven by recoveries from loan sales, and a \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies, compared to a \$175 million reduction in the non credit-impaired portfolio in the prior year

partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated the prior year included a \$218 million write-down recorded in connection with the sale of the student loan portfolio the decrease in the consumer provision was partially offset by a lower net benefit in the wholesale provision with the current period net benefit primarily driven by loan sales and other activity related to a single name in the Oil & Gas portfolio, partially offset by other net portfolio activity. The prior year benefit was driven by a reduction in the allowance for credit losses in the Oil & Gas, Natural Gas Pipelines, and Metals and Mining portfolios.

#### Noninterest expense

	Three me Septemb	onths ende er 30,	ed	Nine months ended September 30,					
(in millions)	2018	2017	Change		2018	2017	Cha	Change	
Compensation expense	\$8,108	\$7,697	5	%	\$25,308	\$23,710	7	%	

Noncompensation expense:

Occupancy	1,014	930	9		2,883	2,803	3	
Technology, communications and equipment	2,219	1,972	13		6,441	5,677	13	
Professional and outside services	2,086	1,955	7		6,333	5,646	12	
Marketing	798	710	12		2,396	2,179	10	
Other expense <sup>(a)(b)</sup>	1,398	1,306	7		4,313	4,605	(6	)
<b>Total noncompensation expense</b>	7,515	6,873	9		22,366	20,910	7	
Total noninterest expense	\$15,623	\$14,570	7	%	\$47,674	\$44,620	7	%

Included Firmwide legal expense/(benefit) of \$20 million and \$(107) million for the three months ended September 30, 2018 and 2017, respectively, and \$90 million and \$172 million for the nine months ended September 30, 2018 and 2017.

<sup>(</sup>b) Included FDIC-related expense of \$349 million and \$353 million for the three months ended September 30, 2018 and 2017, respectively, and \$1.1 billion for each of the nine months ended September 30, 2018 and 2017.

#### **Quarterly results**

Compensation expense increased driven by investments in headcount across the businesses, including bankers and advisors, as well as technology and other support staff; and higher revenue-related compensation expense.

Noncompensation expense increased as a result of:

higher depreciation expense due to growth in auto operating lease volume in CCB

higher legal expense; the prior year was a net benefit

higher outside services expense primarily due to higher volume-related transaction costs in CIB and higher external fees on revenue growth in AWM

higher investments in technology, and

higher marketing expense in CCB.

For a discussion of legal expense, refer to Note 22.

#### Year-to-date results

Compensation expense increased driven by investments in headcount across the businesses, including bankers and advisors, as well as technology and other support staff, and higher revenue-related compensation expense largely in CIB.

Noncompensation expense increased as a result of:

higher outside services expense primarily due to higher volume-related transaction costs in CIB and higher external fees on revenue growth in AWM

higher depreciation expense due to growth in auto operating lease volume in CCB

higher marketing expense in CCB

a loss of \$174 million recorded in other expense in Corporate on the liquidation of a legal entity, and higher investments in technology.

For additional information on the liquidation of a legal entity, refer to Note 17.

#### **Income tax expense**

(in millions)	2018		2017	2017		;e	2018		2017		Change	
Income before income tax expense	\$10,689	)	\$9,556	ó	12	%	\$31,923	3	\$27,640	5	15	%
Income tax expense	2,309		2,824		(18	)	6,515		7,437		(12	)
Effective tax rate	21.6	%	29.6	%			20.4	%	26.9	%		

#### **Quarterly results**

The **effective tax rate** decreased due to the TCJA, including the reduction in the U.S. federal statutory income tax rate as well as a \$132 million net tax benefit resulting from changes in the estimates related to the remeasurement of certain deferred taxes and the deemed repatriation tax on non-U.S. earnings. These items that reduced the effective tax rate were partially offset by the impact of higher pre-tax income, and the change in mix of income and expense subject to U.S. federal, state and local taxes.

#### Year-to-date results

The effective tax rate decreased due to the TCJA, including the reduction in the U.S. federal statutory income tax rate as well as a \$305 million net tax benefit recorded in the first nine months of 2018 resulting from changes in the estimates related to the remeasurement of certain deferred taxes and the deemed repatriation tax on non-U.S. earnings. These items that reduced the effective tax rate were partially offset by the impact of higher pre-tax income, and the change in mix of income and expense subject to U.S. federal, state and local taxes.

# CONSOLIDATED BALANCE SHEETS AND CASH FLOWS ANALYSIS

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

#### Consolidated balance sheets analysis

The following is a discussion of the significant changes between September 30, 2018, and December 31, 2017.

#### **Selected Consolidated balance sheets data**

(in millions)	Sep 30, 2018	Dec 31, 2017	Chan	ge
Assets				
Cash and due from banks	\$23,225	\$25,898	(10	)%
Deposits with banks	395,872	405,406	(2	)
Federal funds sold and securities purchased under resale agreements	217,632	198,422	10	
Securities borrowed	122,434	105,112	16	
Trading assets:				
Debt and equity instruments	359,765	325,321	11	
Derivative receivables	60,062	56,523	6	
Investment securities	231,398	249,958	(7	)
Loans	954,318	930,697	3	
Allowance for loan losses	(13,128	) (13,604	)(3	)
Loans, net of allowance for loan losses	941,190	917,093	3	
Accrued interest and accounts receivable	78,792	67,729	16	
Premises and equipment	14,180	14,159	_	
Goodwill, MSRs and other intangible assets	54,697	54,392	1	
Other assets	115,936	113,587	2	
Total assets	\$2,615,183	\$2,533,60	0 3	%

Cash and due from banks and deposits with banks decreased primarily as a result of net long-term debt maturities. The Firm's excess cash is largely placed with various central banks, predominantly Federal Reserve Banks.

**Federal funds sold and securities purchased under resale agreements** increased primarily due to higher client-driven market-making activities and higher demand for securities to cover short positions in CIB. For additional information on the Firm's Liquidity Risk Management, refer to pages 49–54.

**Securities borrowed** increased driven by higher demand for securities to cover short positions related to client-driven market-making activities in CIB.

**Trading assets-debt and equity instruments** increased predominantly as a result of client-driven market-making activities in CIB, primarily equity instruments in prime brokerage, and debt instruments in Fixed Income Markets, driven by higher client demand. For additional information, refer to Notes 2 and 4.

**Investment securities** decreased primarily reflecting net sales, paydowns and maturities of U.S. government agency mortgage-backed securities ("MBS"), commercial MBS, and obligations of U.S. states and municipalities. For additional information on Investment securities, refer to Corporate segment results on pages 40–41, Investment Portfolio Risk Management on page 72, and Notes 2 and 9.

#### **Loans** increased reflecting:

higher wholesale loans across all lines of business, predominantly driven by CIB, including loans to financial institution and commercial and industrial clients, and in AWM due to an increase in loans to Wealth Management clients globally, and

higher consumer loans driven by retention of high-quality prime mortgages in CCB and AWM, predominantly offset by lower home equity loans, run-off of PCI loans, lower auto loans, and mortgage loan sales.

The allowance for loan losses decreased driven by:

a \$250 million reduction in the CCB allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies, as well as a \$151 million reduction in the allowance for write-offs of PCI loans partially due to loan sales. These reductions were partially offset by a \$150 million addition in the credit card portfolio, due to loan growth and higher loss rates, as anticipated.

a reduction in the wholesale allowance primarily driven by loan sales related to a single name in the Oil & Gas portfolio in the first quarter of 2018 and other net portfolio activity.

For a detailed discussion of loans and the allowance for loan losses, refer to Credit Risk Management on pages 55-72, and Notes 2, 3, 11 and 12.

**Accrued interest and accounts receivable** increased primarily reflecting higher client receivables related to client-driven activities in CIB.

Other assets increased reflecting higher auto operating lease assets from growth in business volume in CCB.

For information on Goodwill and MSRs, refer to Note 14.

#### **Selected Consolidated balance sheets data (continued)**

(in millions)	Sep 30, 2018	Dec 31, 2017	Change	e
Liabilities				
Deposits	\$1,458,762	\$1,443,982	2 1	%
Federal funds purchased and securities loaned or sold under repurchase agreements	181,608	158,916	14	
Short-term borrowings	64,635	51,802	25	
Trading liabilities:				
Debt and equity instruments	109,457	85,886	27	
Derivative payables	41,693	37,777	10	
Accounts payable and other liabilities	209,707	189,383	11	
Beneficial interests issued by consolidated variable interest entities ("VIEs")	20,241	26,081	(22	)
Long-term debt	270,124	284,080	(5	)
Total liabilities	2,356,227	2,277,907	3	
Stockholders' equity	258,956	255,693	1	
Total liabilities and stockholders' equity	\$2,615,183	\$2,533,600	03	%

**Deposits** increased in CIB and CCB, largely offset by decreases in AWM and CB.

The increase in CIB was predominantly driven by growth in client activity in Treasury Services, and in CCB driven by the continuation of growth from new customers, partially offset by balance migration into investment-related products.

The decrease in AWM was driven by balance migration predominantly into the Firm's investment-related products, and in CB primarily driven by the impact of seasonality and migration of non-operating deposits into higher-yielding investment products.

For more information, refer to the Liquidity Risk Management discussion on pages 49–54; and Notes 2 and 15.

**Federal funds purchased and securities loaned or sold under repurchase agreements** increased reflecting higher secured financing of trading assets-debt and equity instruments and client-driven market-making activities in CIB. **Short-term borrowings** increased due to the net issuance of commercial paper and short-term advances from Federal Home Loan Banks ("FHLBs"). For additional information, refer to Liquidity Risk Management on pages 49–54.

**Trading liabilities—debt and equity instruments** increased predominantly as a result of client-driven market-making activities in CIB, primarily debt instruments in Fixed Income Markets, and equity instruments in prime brokerage. For additional information, refer to Note 2.

**Trading liabilities—derivative payables** increased predominantly as a result of client-driven market-making activities, which increased equity and commodity derivative payables. For additional information, refer to Derivative contracts on pages 67–68, and Notes 2 and 4.

**Accounts payable and other liabilities** increased partly as a result of higher client payables related to prime brokerage activities in CIB.

Beneficial interests issued by consolidated VIEs decreased due to net maturities of credit card securitizations. For further information on Firm-sponsored VIEs and loan securitization trusts, refer to Off-Balance Sheet Arrangements on page 15 and Notes 13 and 20.

**Long-term debt** decreased primarily driven by lower FHLB advances, partially offset by net issuance of structured notes in CIB. For additional information on the Firm's long-term debt activities, refer to Liquidity Risk Management on pages 49–54.

For information on changes in stockholders' equity, refer to page 89, and on the Firm's capital actions, refer to Capital actions on pages 47-48.

#### Consolidated cash flows analysis

The following is a discussion of cash flow activities during the nine months ended September 30, 2018 and 2017.

(in millions)	Nine months ended September 30,				
	<b>2018</b> 2017				
Net cash provided by/(used in)					
Operating activities	<b>\$13,765</b> \$(23,381)				
Investing activities	( <b>39,782</b> ) 47,706				
Financing activities	<b>16,319</b> 36,405				
Effect of exchange rate changes on cash	<b>(2,509</b> ) 7,272				
Net increase/(decrease) in cash and due from banks and deposits with banks	<b>\$(12,207)</b> \$68,002				

#### **Operating activities**

In 2018, cash provided primarily reflected net income, increased trading liabilities and accounts payable and other liabilities, partially offset by increases in trading assets and securities borrowed.

In 2017, cash used primarily reflected increases in trading assets, and decreases in trading liabilities, and accounts payable and other liabilities, partially offset by net income and a decrease in other assets.

#### **Investing activities**

In 2018, cash used reflected higher net loan originations and an increase in securities purchased under resale agreements, partially offset by lower investment securities.

In 2017, cash provided reflected a decrease in securities purchased under resale agreements and lower investment securities, partially offset by higher net loan originations.

#### **Financing activities**

In 2018, cash provided reflected higher securities loaned or sold under repurchase agreements, deposits and short-term borrowings, partially offset by a decrease in long-term borrowings.

In 2017, cash provided reflected higher deposits and short-term borrowings, partially offset by a decrease in long-term borrowings.

Additionally, for both periods, cash was used for repurchases of common stock and dividends on common and preferred stock.

For a further discussion of the activities affecting the Firm's cash flows, refer to Consolidated Balance Sheets Analysis on pages 12–14, Capital Risk Management on pages 44-48, and Liquidity Risk Management on pages 49–54 of this Form 10-Q, and pages 92–97 of JPMorgan Chase's 2017 Annual Report.

## OFF-BALANCE SHEET

#### **ARRANGEMENTS**

In the normal course of business, the Firm enters into various contractual obligations that may require future cash payments. Certain obligations are recognized on-balance sheet, while others are off-balance sheet under accounting principles generally accepted in the U.S. ("U.S. GAAP").

The Firm is involved with several types of off-balance sheet arrangements, including through nonconsolidated special-purpose entities ("SPEs"), which are a type of VIE, and through lending-related financial instruments (e.g., commitments and guarantees).

The Firm holds capital, as deemed appropriate, against all SPE-related transactions and related exposures, such as derivative transactions and lending-related commitments and guarantees.

The Firm has no commitments to issue its own stock to support any SPE transaction, and its policies require that transactions with SPEs be conducted at arm's length and reflect market pricing. Consistent with this policy, no JPMorgan Chase employee is permitted to invest in SPEs with which the Firm is involved where such investment would violate the Firm's Code of Conduct.

The table below provides an index of where in this Form 10-Q a discussion of the Firm's various off-balance sheet arrangements can be found. In addition, refer to Note 1 for information about the Firm's consolidation policies.

Type of off-balance sheet arrangement	Location of disclosure	Page references
Special-purpose entities: variable interests and other obligations, including contingent obligations, arising from variable interests in nonconsolidated VIEs	Refer to Note 13	148-153
Off-balance sheet lending-related financial instruments, guarantees, and other commitments	Refer to Note 20	162-165

# EXPLANATION AND RECONCILIATION OF THE FIRM'S USE OF NON-GAAP FINANCIAL MEASURES AND KEY PERFORMANCE MEASURES

#### **Non-GAAP** financial measures

Total noninterest revenue

Net interest income

Total net revenue

Pre-provision profit

42,215

40,705

82,920

35,246

1.337

473

1,810

1.810

The Firm prepares its Consolidated Financial Statements using U.S. GAAP; these financial statements appear on pages 86-90. That presentation, which is referred to as "reported" basis, provides the reader with an understanding of the Firm's results that can be tracked consistently from year-to-year and enables a comparison of 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 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 an 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.

Management also uses certain non-GAAP financial measures at the Firm and business-segment level, because these other non-GAAP financial measures provide information to investors about the underlying operational performance and trends of the Firm or of the particular business segment, as the case may be, and, therefore, facilitate a comparison of the Firm or the business segment with the performance of its relevant competitors. For additional information on these non-GAAP measures, refer to Business Segment Results on pages 19-41.

Non-GAAP financial measures used by the Firm may not be comparable to similarly named non-GAAP financial measures used by other companies.

The following summary tables provide a reconciliation from the Firm's reported U.S. GAAP results to managed basis.

	2018			2017					
(in millions, except ratios)	Reported results	Fully taxable-equivalent adjustments <sup>(a)(b)</sup>	Managed basis	Reported results	Fully taxable-equivalent adjustments <sup>(a)</sup>	Managed basis			
Other income	\$1,160	\$ 408	\$1,568	\$952	\$ 555	\$1,507			
Total noninterest revenue	13,352	408	13,760	12,780	555	13,335			
Net interest income	13,908	154	14,062	12,798	319	13,117			
Total net revenue	27,260	562	27,822	25,578	874	26,452			
Pre-provision profit	11,637	562	12,199	11,008	874	11,882			
Income before income tax expense	10,689	562	11,251	9,556	874	10,430			
Income tax expense	\$2,309	\$ 562	\$2,871	\$2,824	\$ 874	\$3,698			
Overhead ratio	57 %	NM	56 %	57 %	NM	55 %			
Nine months ended September 30, 2018 2017									
(in millions, except ratios)	Reported results	Fully taxable-equivalent adjustments <sup>(a)(b)</sup>	Managed basis	Reported results	Fully taxable-equivalent adjustments <sup>(a)</sup>	Managed basis			
Other income	\$4,041	\$ 1,337	\$5,378	\$3,197	\$ 1,733	\$4,930			

43,552

41,178

84,730

37,056

39.178

37,070

76,248

31.628

1.733

987

2,720

2,720

40,911

38,057

78,968

34,348

Income before income tax expense	31,923		1,810	33,733	3	27,646	)	2,720	30,366	5
Income tax expense	\$6,515		\$ 1,810	\$8,325	5	\$7,437	7	\$ 2,720	\$10,1	57
Overhead ratio	57	%	NM	56	%	59	%	NM	57	%

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

<sup>(</sup>a) Predominantly recognized in CIB and CB business segments and Corporate.

<sup>(</sup>b) The decrease in fully taxable-equivalent adjustments in the three and nine months ended September 30, 2018, reflects the impact of the TCJA.

#### Net interest income and net yield excluding CIB's Markets businesses

In addition to reviewing net interest income and the net interest yield on a managed basis, management also reviews these metrics excluding CIB's Markets businesses to assess the performance of the Firm's lending, investing (including asset-liability management) and deposit-raising activities. The resulting metrics are referred to as non-markets related net interest income and net yield. CIB's

Markets businesses are Fixed Income Markets and Equity Markets. Management believes that disclosure of non-

markets related net interest income and net yield provides investors and analysts with other measures by which to analyze the non-markets-related business trends of the Firm and provides a comparable measure to other financial institutions that are primarily focused on lending, investing and deposit-raising activities.

The data presented below are non-GAAP financial measures due to the exclusion of markets-related net interest income arising from CIB.

	Three month	ns ended Septem	iber 30,	Nine months ended September 30,				
(in millions, except rates)	2018	2017	Change	2018	2017	Change		
Net interest income – managed basi(s)(b)	\$14,062	\$13,117	7 9	\$41,178	\$38,057	8 %		
Less: CIB Markets net interest income(c)	704	1,070	(34)	2,488	3,509	(29)		
Net interest income excluding CIB Markets <sup>(a)</sup>	\$13,358	\$12,047	11	\$38,690	\$34,548	12		
Average interest-earning assets	\$2,220,258	\$2,194,174	1	\$2,215,377	\$2,177,520	2		
Less: Average CIB Markets interest-earning assets(c)	613,737	544,867	13	605,653	535,044	13		
Average interest-earning assets excluding CIB Markets	\$1,606,521	\$1,649,307	(3)	\$1,609,724	\$1,642,476	(2)%		
Net interest yield on average interest-earning assets - managed basis	2.51	% 2.37 %	)	2.49	% 2.34 %	,		
Net interest yield on average CIB Markets interest-earning assets(c)	0.46	0.78		0.55	0.88			
Net interest yield on average interest-earning assets excluding CIB Markets	3.30	% 2.90 %	)	3.21	% 2.81 %	,		

<sup>(</sup>a) Interest includes the effect of related hedges. Taxable-equivalent amounts are used where applicable.

The Firm also reviews adjusted expense, which is noninterest expense excluding Firmwide legal expense and is therefore a non-GAAP financial measure. Additionally, certain credit metrics and ratios disclosed by the Firm exclude PCI loans, and are therefore non-GAAP measures. Management believes these measures help investors

understand the effect of these items on reported results and provide an alternate presentation of the Firm's performance. For additional information on credit metrics and ratios excluding PCI loans, refer to Credit and Investment Risk Management on pages 55-72.

For a reconciliation of net interest income on a reported and managed basis, refer to reconciliation from the Firm's reported U.S. GAAP results to managed basis on page 16.

<sup>(</sup>c) For further information on CIB's Markets businesses, refer to page 30.

#### Tangible common equity, ROTCE and TBVPS

Tangible common equity ("TCE"), ROTCE and 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 MSRs), net of related deferred tax liabilities. 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. TCE, ROTCE, and TBVPS are utilized by the Firm, as well as investors and analysts, in assessing the Firm's use of equity.

The following summary table provides a reconciliation from the Firm's common stockholders' equity to TCE.

	Period-en	ıd	Average								
(in millions, except per share and ratio data)	Sep 30, 2018	Dec 31, 2017	Three mon September	30,	Nine montl September	30,					
	2010	2017	2018	2017	2018	2017					
Common stockholders' equity	\$231,192	\$229,625	\$230,439	\$231,861	\$228,995	\$229,937					
Less: Goodwill	47,483	47,507	47,490	47,309	47,496	47,297					
Less: Other intangible assets	781	855	795	818	820	836					
Add: Certain Deferred tax liabilities(a)(b)	2,239	2,204	2,233	3,262	2,221	3,243					
Tangible common equity	\$185,167	\$183,467	\$184,387	\$186,996	\$182,900	\$185,047					
Return on tangible common equity	NA	NA	17	% 13 %	18	% 14 %					
Tangible book value per share	\$55.68	\$53.56	NA	NA	NA	NA					

Represents deferred tax liabilities related to tax-deductible goodwill and to identifiable intangibles created in nontaxable transactions, which are netted against goodwill and other intangibles when calculating TCE.

#### **Key performance measures**

The Firm considers the following to be key regulatory capital measures:

Capital, risk-weighted assets ("RWA"), and capital and leverage ratios presented under Basel III Standardized and Advanced Fully Phased-In rules, and

**SLR** calculated under Basel III Advanced Fully Phased-In rules.

The Firm, as well as banking regulators, investors and analysts use these measures to assess the Firm's regulatory capital position and to compare the Firm's regulatory capital to that of other financial services companies. For additional information on these measures, refer to Capital Risk Management on pages 44-48.

Core loans are also considered a key performance measure. Core loans represent loans considered central to the Firm's ongoing businesses; and exclude loans classified as trading assets, runoff portfolios, discontinued portfolios and portfolios the Firm has an intent to exit. Core loans is a measure utilized by the Firm and its investors and analysts in assessing actual growth in the loan portfolio.

Amounts presented for December 31, 2017 and later periods include the effect from the revaluation of the Firm's net deferred tax liability as a result of the TCJA.

# BUSINESS SEGMENT RESULTS

The Firm is managed on a line of business basis. There are four major reportable business segments – Consumer & Community Banking, Corporate & Investment Bank, Commercial Banking and Asset & Wealth Management. In addition, there is a Corporate segment.

The business segments are determined based on the products and services provided, or the type of customer served, and they reflect the manner in which financial information is currently evaluated by management. Results of these lines of business are presented on a managed basis. For a definition of managed basis, refer to Explanation and Reconciliation of the Firm's use of Non-GAAP Financial Measures and Key Performance Measures on pages 16-18.

#### **Description of business segment reporting methodology**

Results of the business segments are intended to present each segment as if it were a stand-alone business. The management reporting process that derives business segment results includes the allocation of certain income and expense items. For further information about line of business capital, refer to Line of business equity on page 47. The Firm periodically assesses the assumptions, methodologies and reporting classifications used for segment reporting, and further refinements may be implemented in future periods.

Business segment capital allocation

The amount of capital assigned to each business is referred to as equity. On at least an annual basis, the Firm assesses the level of capital required for each line of business as well as the assumptions and methodologies used to allocate capital. For additional information on business segment capital allocation, refer to Line of business equity on pages 88-89 of JPMorgan Chase's 2017 Annual Report.

For a further discussion of those methodologies, refer to Business Segment Results – Description of business segment reporting methodology on pages 55–56 of JPMorgan Chase's 2017 Annual Report.

#### **Segment results – managed basis**

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

Net income in 2018 for the business segments reflects the favorable impact of the reduction in the U.S. federal statutory income tax rate as a result of the TCJA.

The following tables summarize the business segment results for the periods indicated.

Three months ended September 30.				_		st expens					fit/(loss	`
						-		•		•		
(in millions)	2018	2017	Change		2017	Chang		2018		2017	Chang	
Consumer & Community Banking	\$13,290				\$6,495		%	,		55,538		%
Corporate & Investment Bank	8,805	8,615		5,175	4,793	8		3,630		3,822	(5	)
Commercial Banking	2,271	2,146		853	800	7		1,418		,346	5	
Asset & Wealth Management	3,559	3,472	3	2,585	2,408	7		974	1	,064	(8	)
Corporate	(103	) 186	NM	28	74	(62	)	(131	) 1	112	NM	
Total	\$27,822	2 \$26,4	1525	\$15,62	<b>3</b> \$14,57	07		. ,		511,882	23	%
	Provisio	on for cr	edit losses	Net inc	ome/(los	ss)	Ret equ	urn on iity				
(in millions, except ratios)	<b>2018</b> 2	017	Change	2018	2017	Change	201	18 20	017			
Consumer & Community Banking	\$980 \$	1,517	(35)%	\$4,086	\$2,553	60	31	% 19	9 %	2		
Corporate & Investment Bank	(42 )(	26 )	(62)	2,626	2,546	3	14	13	3			
Commercial Banking	(15 )(	47 )	68	1,089	881	24	21	1′	7			
Asset & Wealth Management	<b>23</b> 8		188	724	674	7	31	29	9			
Corporate	2 -	_ :	NM	(145	)78	NM	NN	1 N	M			
Total	\$948 \$	1,452	(35)%	\$8,380			14	<b>%</b> 1	1 %	2		
	Total net	revenu	e	Total no expense	ninteres	t	Pre	e-provi	sion j	profit/(	loss)	
(in millions)	2018	2017	Change	2018	2017	Change	20	18	2017	Ch	ange	
Consumer & Community Banking	\$38,384	\$34,41	15 12	\$20,770	\$19,390	)7	\$1	7,614	\$15,	025 17		
Corporate & Investment Bank	29,211	27,139	8	16,237	14,854	9	12,	974	12,2	85 6		
Commercial Banking	6,753	6,252	8	2,541	2,415	5	4,2	12	3,83	7 10		
Asset & Wealth Management	10,637	10,197	4	7,732	7,606	2	2,9	05	2,59	1 12		
Corporate	(255	) 965	NM	394	355	11	(64	19 )	610	NN	1	
Total	\$84,730	\$78,96	687	\$47,674	\$44,620	)7	\$3	7,056	\$34,	3488		
	Provision	n for cre	edit losses	Net inc	come/(lo	oss)		Return equity				
(in millions, except ratios)	2018	2017	Change	2018	2017	Char		2018	201	7		
Consumer & Community Banking	\$3,405	\$4,341	(22 )9	6 <b>\$10,8</b> 2	<b>24</b> \$6,7	64 60		27 9	<b>%</b> 17	%		
Corporate & Investment Bank	(142 )	(175	) 19	9,798	8,49	7 15		18	15			
Commercial Banking	23	(214	)NM	3,201	2,582	2 24		20	16			
Asset & Wealth Management		30	33	2,249	1,683	3 34		32	24			
Corporate	(3)	_	NM	(664	)683	NM		NM	NM	I		
Total	\$3,323	\$3,982	(17 )9	6 \$25,40				14 9	% 11	%		
	. ,										14	

The following sections provide a comparative discussion of business segment results as of or for the three and nine months ended September 30, 2018 versus the corresponding period in the prior year, unless otherwise specified.

# CONSUMER & COMMUNITY BANKING

For a discussion of the business profile of CCB, refer to pages 57-61 of JPMorgan Chase's 2017 Annual Report and Line of Business Metrics on page 180.

#### Selected income statement data

(in millions, except ratios)	2018	2017	Chang	ge	2018	2017		ange		
Revenue										
Lending- and deposit-related fees	\$936	\$885	6	%	\$2,668	\$2,547	5	%		
Asset management, administration and commissions	626	543	15		1,792	1,644	9			
Mortgage fees and related income	260	428	(39	)	1,049	1,235	(15	)		
Card income	1,219	1,141	7		3,299	3,019	9			
All other income	1,135	901	26		3,255	2,454	33			
Noninterest revenue	4,176	3,898	7		12,063	10,899	11			
Net interest income	9,114	8,135	12		26,321	23,516	12			
Total net revenue	13,290	12,033	10		38,384	34,415	12			
Provision for credit losses	980	1,517	(35	)	3,405	4,341	(22	)		
Noninterest expense										
Compensation expense <sup>(a)</sup>	2,635	2,548	3		7,916	7,578	4			
Noncompensation expense(a)(b)	4,347	3,947	10		12,854	11,812	9			
Total noninterest expense	6,982	6,495	7		20,770	19,390	7			
Income before income tax expense	5,328	4,021	33		14,209	10,684	33			
Income tax expense	1,242	1,468	(15	)	3,385	3,920	(14	. )		
Net income	\$4,086	\$2,553	60		\$10,824	\$6,764	60			
Revenue by line of business										
Consumer & Business Banking	\$6,385	\$5,408	18		\$18,238	\$15,547	17			
Home Lending	1,306	1,558	(16	)	4,162	4,513	(8	)		
Card, Merchant Services & Auto	5,599	5,067	10		15,984	14,355	11			
Mortgage fees and related income details:										
Net production revenue	108	158	(32	)	296	451	(34	. )		
Net mortgage servicing revenue(c)	152	270	(44	)	753	784	(4	)		
Mortgage fees and related income	\$260	\$428	(39	)%	\$1,049	\$1,235	(15	)%		
Financial ratios										
Return on equity	31 %	19 %	ó		27	<b>%</b> 17	%			
Overhead ratio	53	54			54	56				

Note: In the discussion and the tables which follow, CCB presents certain financial measures which exclude the impact of PCI loans; these are non-GAAP financial measures.

(c)

Effective in the first quarter of 2018, certain operations staff were transferred from CCB to CB. The prior period amounts have been revised to conform with the current period presentation. For a further discussion of this transfer, refer to CB segment results on page 32.

<sup>(</sup>b) Included operating lease depreciation expense of \$862 million and \$688 million for the three months ended September 30, 2018 and 2017, respectively, and \$2.5 billion and \$1.9 billion for nine months ended September 30, 2018 and 2017, respectively.

Included MSR risk management results of \$(88) million and \$(23) million for the three months ended September 30, 2018 and 2017, respectively, and \$(94) million and \$(132) million for nine months ended September 30, 2018 and 2017, respectively.

### **Quarterly results**

Net income was \$4.1 billion, an increase of 60%.

Net revenue was \$13.3 billion, an increase of 10%.

Net interest income was \$9.1 billion, up 12%, driven by:

higher deposit margins and growth in deposit balances in CBB, as well as margin expansion and higher loan balances in Card,

partially offset by

loan spread compression from higher rates in Home Lending and Auto.

Noninterest revenue was \$4.2 billion, up 7%, driven by:

higher auto lease volume,

higher card income due to

lower new account origination costs, and

higher merchant processing fees on higher volumes

largely offset by

lower net interchange reflecting higher rewards costs and partner payments, largely offset by higher card sales volumes

higher asset management fees reflecting an increase in client investment assets,

partially offset by

lower net mortgage servicing revenue reflecting lower MSR risk management results and lower mortgage servicing revenue on a lower level of third-party loans serviced, as well as lower net production revenue reflecting lower mortgage production margins and volumes.

Refer to Note 14 for further information regarding changes in value of the MSR asset and related hedges, and mortgage fees and related income.

Noninterest expense was \$7.0 billion, up 7%, driven by:

investments in technology and marketing, and

higher auto lease depreciation.

The provision for credit losses was \$980 million, a decrease of 35% from the prior year, reflecting:

- a \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies,
- a \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$300 million addition in the prior year,

lower net charge-offs in the residential real estate portfolio, largely driven by a recovery of approximately \$80 million from a loan sale, and

lower net charge-offs in the auto portfolio as the prior year included \$49 million of incremental charge-offs recorded in accordance with regulatory guidance

partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated.

#### Year-to-date results

Net income was \$10.8 billion, an increase of 60%.

Net revenue was \$38.4 billion, an increase of 12%.

Net interest income was \$26.3 billion, up 12%, driven by:

higher deposit margins and growth in deposit balances in CBB, as well as margin expansion and higher loan balances in Card,

partially offset by

4oan spread compression from higher rates in Home Lending and Auto.

Noninterest revenue was \$12.1 billion, up 11%, driven by:

higher auto lease volume,

higher card income due to

lower new account origination costs, and

higher merchant processing fees on higher volumes

largely offset by

lower net interchange reflecting higher rewards costs and partner payments, largely offset by higher card sales volumes. The rewards costs included an adjustment to the credit card rewards liability of approximately \$330 million in the second quarter of 2018, driven by an increase in redemption rate assumptions

higher deposit-related fees, as well as higher asset management fees reflecting an increase in client investment assets, partially offset by

lower net production revenue reflecting lower mortgage production margins.

Noninterest expense was \$20.8 billion, up 7%, driven by:

investments in technology and marketing, and

higher auto lease depreciation.

The provision for credit losses was \$3.4 billion, a decrease of 22% from the prior year, reflecting:

a \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$650 million addition in the prior year,

lower net charge-offs in the residential real estate portfolio, largely driven by recoveries from loan sales, and a \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies, compared to a \$175 million reduction in the non credit-impaired portfolio in the prior year partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated the prior year included a \$218 million write-down recorded in connection with the sale of the student loan portfolio.

#### **Selected metrics**

Solococa montes										
(in millions, except headcount)	2018	tember 30, 2017	Change	a	ended Sep 2018	2017	Change	a .		
Selected balance sheet data (period-end)	2010	2017	Chang	C	2010	2017	Change	-		
Total assets	\$560.432	\$537,459	4	%	\$560.432	\$537,459	4	%		
Loans:	Ψεσσ, ιε 2	Ψ331,137	•	,0	Ψ200,102	Ψ331,137	•	70		
Consumer & Business Banking	26,451	25,275	5		26,451	25,275	5			
Home equity	37,461	44,542	(16	)	37,461	44,542	(16	)		
Residential mortgage	205,389	195,134	5		205,389	195,134	5			
Home Lending	242,850	239,676	1		242,850	239,676	1			
Card	147,881	141,313	5		147,881	141,313	5			
Auto	63,619	65,102	(2	)	63,619	65,102	(2	)		
Student	_	47	NM		_	47	NM			
Total loans	480,801	471,413	2		480,801	471,413	2			
Core loans	425,917	401,648	6		425,917	401,648	6			
Deposits	677,260	653,460	4		677,260	653,460	4			
Equity	51,000	51,000	_		51,000	51,000	_			
Selected balance sheet data (average)										
Total assets	\$551,080	\$531,959	4		\$544,931	\$530,884	3			
Loans:										
Consumer & Business Banking	26,351	25,166	5		26,104	24,753	5			
Home equity	38,211	45,424	(16	)	39,951	47,333	(16	)		
Residential mortgage	204,689	192,805	6		201,665	187,954	7			
Home Lending	242,900	238,229	2		241,616	235,287	3			
Card	146,272	141,172	4		143,986	138,852	4			
Auto	64,060	65,175	(2	)	65,096	65,321	_			
Student	_	58	NM		_	3,847	NM			
Total loans	479,583	469,800	2		476,802	468,060	2			
Core loans	422,582	398,319	6		415,662	389,103	7			
Deposits	674,211	645,732	4		669,244	636,257	5			
Equity	51,000	51,000	_		51,000	51,000	_			
Headcount <sup>(a)(b)</sup>	129,891	134,151	(3	)%	129,891	134,151	(3	)%		

Effective in the first quarter of 2018, certain operations staff were transferred from CCB to CB. The prior period amount has been revised to conform with the (a) current period presentation. For further discussion of this transfer, refer to CB segment results on page 32.

<sup>(</sup>b) During the third quarter of 2018, approximately 1,200 employees transferred from CCB to CIB as part of the reorganization of the Commercial Card business.

#### **Selected metrics**

Selected metrics													
(in millions, except ratio data)	2018		2017		Chang	ge	2018		2017		Chang	ge	
Credit data and quality statistics													
Nonaccrual loans(a)(b)	\$3,520	0	\$4,06	8	(13	)%	\$3,52	0	\$4,068		(13	)%	
Net charge-offs/(recoveries)(c)													
Consumer & Business Banking	68		71		(4	)	171		184		(7	)	
Home equity	(12	)	13		NM		(3	)	67		NM		
Residential mortgage	(105	)	(2	)	NM		(252	)	(3	)	NM		
Home Lending	(117	)	11		NM		(255	)	64		NM		
Card	1,073		1,019		5		3,407		3,049		12		
Auto	56		116		(52	)	182		245		(26	)	
Student	_		_		_		_		498	(h)	NM		
Total net charge-offs/(recoveries)	\$1,080	0	\$1,21	7 (g)	(11	)	\$3,50	5	\$4,040	(h)	(13	)	
Net charge-off/(recovery) rate(c)													
Consumer & Business Banking	1.02		1.12	%			0.88			%			
Home equity <sup>(d)</sup>	(0.17	)	0.15				(0.01	)	0.25				
Residential mortgage <sup>(d)</sup>	•	)	_				(0.18	)	_				
Home Lending <sup>(d)</sup>	(0.21	)	0.02				(0.16	)	0.04				
Card	2.91		2.87				3.16		2.94				
Auto	0.35		0.71				0.37		0.50				
Student	_		_				_		NM				
Total net charge-off/(recovery) rate <sup>(d)</sup>	0.95		1.10	(g)			1.05		1.25	(h)			
30+ day delinquency rate													
Home Lending(e)(f)	0.81	%	1.03	%			0.81	%	1.03	%			
Card	1.75		1.76				1.75		1.76				
Auto	0.82		0.93				0.82		0.93				
90+ day delinquency rate — Card	0.85		0.86				0.85		0.86				
Allowance for loan losses													
Consumer & Business Banking	<b>\$796</b>		\$796		_		<b>\$796</b>		\$796		_		
Home Lending, excluding PCI loans	1,003		1,153		(13	)	1,003		1,153		(13	)	
Home Lending — PCI loans	1,824		2,245		(19	)	1,824		2,245		(19	)	
Card	5,034		4,684		7		5,034		4,684		7		
Auto	464		499		(7	)	464		499		(7	)	
Total allowance for loan losses $(c)$	\$9,12	1	\$9,37	7	(3	)%	\$9,12	1	\$9,377		(3	)%	

<sup>(</sup>a) Excludes PCI loans. The Firm is recognizing interest income on each pool of PCI loans as each of the pools is performing.

<sup>(</sup>b) At September 30, 2018 and 2017, nonaccrual loans excluded mortgage loans 90 or more days past due and insured by U.S. government agencies of \$2.9 billion and \$4.0 billion, respectively. These amounts have been excluded based upon the government guarantee.

Net charge-offs/(recoveries) and the net charge-off/(recovery) rates for the three months ended September 30, 2018 and 2017, excluded \$58 million and \$20

<sup>(</sup>c) million, respectively, and for nine months ended September 30, 2018 and 2017, excluded \$151 million and \$66 million, respectively, of write-offs in the PCI portfolio. These write-offs decreased the allowance for loan losses for PCI loans. For further information on PCI write-offs, refer to Summary of changes in the allowance for credit losses on page 70.

<sup>(</sup>d) Excludes the impact of PCI loans. For the three months ended September 30, 2018 and 2017, the net charge-off/(recovery) rates including the impact of PCI loans were as follows: (1) home equity of (0.12)% and 0.11%, respectively; (2) residential mortgage of (0.20)% and -%, respectively; (3) Home Lending of

- (0.19)% and 0.02%, respectively; and (4) total CCB of 0.89% and 1.03%, respectively. For the nine months ended September 30, 2018 and 2017, the net charge-off/(recovery) rates including the impact of PCI loans were as follows: (1) home equity of (0.01)% and 0.19%, respectively; (2) residential mortgage of (0.17)% and -%, respectively; (3) Home Lending of (0.14)% and 0.04%, respectively; and (4) total CCB of 0.98% and 1.16%, respectively.
- (e) At September 30, 2018 and 2017, excluded mortgage loans insured by U.S. government agencies of \$4.5 billion and \$5.9 billion, respectively, that are 30 or more days past due. These amounts have been excluded based upon the government guarantee.
- (f) Excludes PCI loans. The 30+ day delinquency rate for PCI loans was 9.39% and 9.30% at September 30, 2018 and 2017, respectively. Net charge-offs and net charge-off rates for the three months ended September 30, 2017 included \$63 million of incremental charge-offs recorded in
- (g) accordance with regulatory guidance regarding the timing of loss recognition for certain auto and residential real estate loans in bankruptcy and auto loans where assets were acquired in loan satisfaction.
- (h) Excluding net charge-offs of \$467 million related to the student loan portfolio sale, the total net charge-off rate for the nine months ended September 30, 2017 would have been 1.10%.

### **Selected metrics**

Selected metrics							
					for the nine otember 30,		
(in billions, except ratios and where otherwise noted)	2018	2017	Change	2018	2017	Chang	ge
Business Metrics							
Number of branches	5,066	5,174	(2	% <b>5,066</b>	5,174	(2	)%
Active digital customers	48,664	46,349	5	48,664	46,349	5	
(in thousands) <sup>(a)</sup> Active mobile customers	22 520	20.272	11	22 520	20.272	11	
(in thousands) <sup>(b)</sup>	32,538	29,273	11	32,538	29,273	11	
Debit and credit card sales volume	\$259.0	\$231.1	12	\$746.4	\$671.8	11	
Consumer & Business Banking							
Average deposits	\$659.5	\$630.4	5	\$655.3	\$621.7	5	
Deposit margin	2.43 %	2.02 %		2.33 %	1.95 %	)	
Business banking origination volume	\$1.6	\$1.7	(2	\$5.2	\$5.6	(6	)
Client investment assets	298.4	262.5	14	298.4	262.5	14	
Home Lending							
Mortgage origination volume by channel	\$10.6	\$10.6		\$ 20.2	\$29.3		
Retail  Correspondent	\$10.0 11.9	16.3	(27	\$ 29.3 ) 32.9	\$ 29.3 43.9	(25	)
Total mortgage origination volume <sup>(c)</sup>	\$22.5	\$26.9	(16		\$73.2	(15	)
Total mortgage origination volume.	φ 22.3	φ 20.9	(10	) \$0 <b>2.2</b>	\$ 75.2	(13	,
Total loans serviced (period-end)	\$798.6	\$821.6	(3	\$798.6	\$821.6	(3	)
Third-party mortgage loans serviced (period-end)	526.5	556.9	(5	526.5	556.9	(5	)
MSR carrying value (period-end)	6.4	5.7	12	6.4	5.7	12	
Ratio of MSR carrying value (period-end) to third-party mortgage loans serviced (period-end	) 1.22 %	1.02 %		1.22 %	1.02 %	1	
MSR revenue multiple(d)	3.49 x	2.91 x		3.49 x	2.91 x		
Card, excluding Commercial Card							
Credit card sales volume	\$176.0	\$157.7	12	\$507.1	\$454.2	12	
New accounts opened (in millions)	1.9	1.9	_	5.8	6.5	(11	)
Card Services							
Net revenue rate	11.50 %	10.95 %		11.17 %	10.55 %	,	
Merchant Services							
	¢ 2/2 Q	¢201.6	14	\$990.9	¢ 970 2	14	
Merchant processing volume	\$343.8	\$301.6	14	<b>ずフソリ・ソ</b>	\$870.3	14	
Auto							
Loan and lease origination volume	\$8.1	\$8.8	(8	\$24.8	\$25.1	(1	)
Average auto operating lease assets	19.2	15.6	23	% 18.4	14.7	25	%
(a) Users of all web and/or mobile platforms who have logged in within the past 90 days.							

<sup>(</sup>a) Users of all web and/or mobile platforms who have logged in within the past 90 days.

<sup>(</sup>b) Users of all mobile platforms who have logged in within the past 90 days.

Firmwide mortgage origination volume was \$24.5 billion and \$29.2 billion for the three months ended September 30, 2018 and 2017, respectively, and \$68.2 billion and \$81.0 billion for the nine months ended September 30, 2018 and 2017, respectively.

<sup>(</sup>d) Represents the ratio of MSR carrying value (period-end) to third-party mortgage loans serviced (period-end) divided by the ratio of annualized loan servicing-related revenue to third-party mortgage loans serviced (average).

## **CORPORATE**

&

## **INVESTMENT**

## **BANK**

For a discussion of the business profile of CIB, refer to pages 62–66 of JPMorgan Chase's 2017 Annual Report and Line of Business Metrics on page 180.

Effective January 1, 2018, the Firm adopted several new accounting standards; the guidance which had the most significant impact on the CIB segment results was revenue recognition, and recognition and measurement of financial assets. The revenue recognition guidance was applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

#### Selected income statement data

(in millions, except ratios)	2018	2017	Change	2018	2017	Change
Revenue						
Investment banking fees	\$1,823	\$1,844	(1)%	\$5,658	\$5,558	2 %
Principal transactions	3,091	2,673	16	10,786	9,108	18
Lending- and deposit-related fees	373	374		1,136	1,149	(1)
Asset management, administration and commissions	1,130	1,041	9	3,416	3,161	8
All other income	88	187	(53)	958	622	54
Noninterest revenue	6,505	6,119	6	21,954	19,598	12
Net interest income	2,300	2,496	(8)	7,257	7,541	(4)
Total net revenue <sup>(a)</sup>	8,805	8,615	2	29,211	27,139	8
Provision for credit losses	(42 )	(26 )	(62)	(142 )	(175 )	19
Noninterest expense						
Compensation expense	2,402	2,284	5	8,158	7,534	8
Noncompensation expense	2,773	2,509	11	8,079	7,320	10
Total noninterest expense	5,175	4,793	8	16,237	14,854	9
Income before income tax expense	3,672	3,848	(5)	13,116	12,460	5
Income tax expense	1,046	1,302	(20)	3,318	3,963	(16)
Net income	\$2,626	\$2,546	3 %	\$9,798	\$8,497	15 %
Financial ratios						
Return on equity	14 %	13 %	)	18 %	15 %	)
Overhead ratio	59	56		56	55	
Compensation expense as percentage of total net revenue	27	27		28	28	

Included tax-equivalent adjustments, predominantly due to income tax credits related to alternative energy investments; income tax credits and amortization of (a) the cost of investments in affordable housing projects; and tax-exempt income from municipal bonds of \$354 million and \$505 million for the three months ended September 30, 2018 and 2017, respectively, and \$1.2 billion and \$1.6 billion for the nine months ended September 30, 2018 and 2017, respectively.

#### Selected income statement data

(in millions)	2018	2017	Change	2018	2017	Change				
Revenue by business										
Investment Banking	\$1,731	\$1,730	_	\$5,267	\$5,175	2 %				
Treasury Services	1,183	1,058	12	3,480	3,094	12				
Lending	331	331	_	954	1,093	(13)				
<b>Total Banking</b>	3,245	3,119	4	9,701	9,362	4				
Fixed Income Markets	2,844	3,164	(10)	10,850	10,595	2				

Equity Markets	1,595	1,363	17	5,571	4,555	22	
Securities Services	1,057	1,007	5	3,219	2,905	11	
Credit Adjustments & Other(a)	64	(38)	NM	(130 )	(278)	53	
<b>Total Markets &amp; Investor Services</b>	5,560	5,496	1	19,510	17,777	10	
<b>Total net revenue</b>	\$8,805	\$8,615	2 %	\$29,211	\$27,139	8	%

Consists primarily of credit valuation adjustments ("CVA") managed centrally within CIB and funding valuation adjustments ("FVA") on derivatives. Results are (a) primarily reported in principal transactions revenue. Results are presented net of associated hedging activities and net of CVA and FVA amounts allocated to Fixed Income Markets and Equity Markets.

## **Quarterly results**

Net income was \$2.6 billion, up 3%.

Net revenue was \$8.8 billion, up 2%.

Banking revenue was \$3.2 billion, up 4%. Investment Banking revenue was \$1.7 billion, flat compared to a strong prior year, driven by higher equity underwriting fees offset by lower debt underwriting and advisory fees. The Firm maintained its #1 ranking for Global Investment Banking fees with overall share gains, according to Dealogic. Equity underwriting fees were \$420 million, up 40%, driven by a higher share of fees including a strong performance in the IPO market. Advisory fees were \$581 million, down 6% compared to a strong prior year. Debt underwriting fees were \$822 million, down 11% compared to a strong prior year, driven by declines in industry-wide fee levels. Treasury Services revenue was \$1.2 billion, up 12%, predominantly driven by the impact of higher interest rates and growth in operating deposits.

Markets & Investor Services revenue was \$5.6 billion, up 1%. Fixed Income Markets revenue was \$2.8 billion, down 10%. Excluding the reduction of approximately \$140 million in tax-equivalent adjustments as a result of the TCJA, Fixed Income Markets revenue was down 6%. Fixed Income Markets reflected lower revenue in Rates, Fixed Income Financing, Credit and Securitized Products as a result of compressed margins and tighter spreads in competitive markets. This decline was partially offset by increased activity levels in Currencies & Emerging Markets, and higher Commodities revenue compared to a challenging prior year. Equity Markets revenue was \$1.6 billion, up 17%, driven by strength across derivatives, prime brokerage and Cash Equities, reflecting strong client activity. Securities Services revenue was \$1.1 billion, up 5%, driven by higher interest rates and operating deposit growth, as well as higher asset-based fees driven by net client inflows.

The provision for credit losses was a benefit of \$42 million, reflecting a net recovery related to a loan sale. The prior year was a benefit of \$26 million.

Noninterest expense was \$5.2 billion, up 8%, predominantly due to a combination of higher legal expense, higher compensation expense largely driven by investments in technology and bankers, and higher volume-related transaction costs.

#### Year-to-date results

Net income was \$9.8 billion, up 15%.

Net revenue was \$29.2 billion, up 8%.

Banking revenue was \$9.7 billion, up 4%. Investment Banking revenue was \$5.3 billion, up 2%, driven by higher equity underwriting and advisory fees, largely offset by lower debt underwriting fees. The Firm maintained its #1 ranking for Global Investment Banking fees with overall share gains, according to Dealogic. Equity underwriting fees were \$1.3 billion, up 21% driven by a higher share of fees, primarily due to strong performance in the IPO market. Advisory fees were \$1.8 billion, up 10%, driven by a higher number of large completed transactions. Debt underwriting fees were \$2.5 billion, down 10%, primarily driven by declines in industry-wide fee levels and a lower share in leveraged finance. Treasury Services revenue was \$3.5 billion, up 12%, predominantly driven by the impact of higher interest rates and growth in operating deposits. Lending revenue was \$954 million, down 13%, driven by lower net interest income primarily reflecting a change in the portfolio composition and overall spread tightening as well as higher gains in the prior year on securities received from restructurings.

Markets & Investor Services revenue was \$19.5 billion, up 10%. The results included approximately \$500 million of fair value gains related to the adoption in the first quarter of 2018 of the new recognition and measurement accounting guidance for certain equity investments previously held at cost, and a reduction of approximately \$450 million in tax-equivalent adjustments as a result of the TCJA. Fixed Income Markets revenue was \$10.9 billion, up 2%. Excluding the impact of these fair value gains and tax-equivalent adjustments, Fixed Income Markets revenue remained up 2%, with strong performance in Currencies & Emerging Markets, and higher Commodities revenue compared to a challenging prior year, largely offset by lower revenue in Rates and Credit. Equity Markets revenue was \$5.6 billion, up 22%, driven by strength across derivatives, prime brokerage and Cash Equities, reflecting strong client activity. Securities Services revenue was \$3.2 billion, up 11%, predominantly driven by the impact of higher

interest rates and operating deposit growth as well as higher asset-based fees driven by net client inflows and higher market levels.

The provision for credit losses was a benefit of \$142 million, primarily driven by loan sales and other activity related to a single name in the Oil & Gas portfolio, partially offset by other net portfolio activity. The prior year was a benefit of \$175 million primarily driven by a reduction in the allowance for credit losses in the Oil & Gas and Metals & Mining portfolios.

Noninterest expense was \$16.2 billion, up 9%, predominantly driven by higher compensation expense including performance-related compensation expense and investments in technology and bankers, as well as volume-related transaction costs and legal expense.

#### **Selected metrics**

C 311 (1 1 a)		tember 30,							
(in millions, except headcount)	2018	2017	Change	2018	2017	Chang	зe		
Selected balance sheet data (period-end)									
Assets	\$928,148	\$851,808	9 %	\$928,148	\$851,808	9 %	9		
Loans:									
Loans retained(a)	117,084	106,955	9	117,084	106,955	9			
Loans held-for-sale and loans at fair value	6,133	3,514	75	6,133	3,514	75			
Total loans	123,217	110,469	12	123,217	110,469	12			
Core loans	122,953	110,133	12	122,953	110,133	12			
Equity	70,000	70,000	_	70,000	70,000	_			
Selected balance sheet data (average)									
Assets	\$924,909	\$858,912	8	\$924,145	\$853,948	8			
Trading assets-debt and equity instruments	349,390	349,448	_	354,270	343,232	3			
Trading assets-derivative receivables	62,025	55,875	11	60,943	56,575	8			
Loans:									
Loans retained(a)	\$115,390	\$107,829	7	\$112,921	\$108,741	4			
Loans held-for-sale and loans at fair value	7,328	4,674	57	6,263	5,254	19			
Total loans	\$122,718	\$112,503	9	\$119,184	\$113,995	5			
Core loans	122,442	112,168	9	118,877	113,631	5			
Equity	70,000	70,000	_	70,000	70,000	_			
Headcount <sup>(b)</sup>	54,052	50,641	7 %	54,052	50,641	7 %	ģ		
			44.4			4			

 $<sup>(</sup>a) \\ \frac{\text{Loans retained includes credit portfolio loans, loans held by consolidated Firm-administered multi-seller conduits, trade finance loans, other held-for-investment loans and overdrafts.}$ 

#### **Selected metrics**

(in millions, except ratios)	2018	2017	Change		2017	Change
Credit data and quality statistics						
Net charge-offs/(recoveries)	<b>\$(40</b> )	\$20	NM	\$94	\$49	92 %
Nonperforming assets:						
Nonaccrual loans:						
Nonaccrual loans retained(a)	\$318	\$437	(27)%	\$318	\$437	(27)
Nonaccrual loans held-for-sale and loans at fair value	9	2	350	9	2	350
Total nonaccrual loans	327	439	(26)	327	439	(26)
Derivative receivables	90	164	(45)	90	164	(45)
Assets acquired in loan satisfactions	61	92	(34)	61	92	(34)
Total nonperforming assets	\$478	\$695	(31)	\$478	\$695	(31)
Allowance for credit losses:						
Allowance for loan losses	\$1,068	\$1,253	(15)	\$1,068	\$1,253	(15)
Allowance for lending-related commitments	802	745	8	802	745	8
Total allowance for credit losses	\$1,870	\$1,998	(6 )%	\$1,870	\$1,998	(6)%
Net charge-off/(recovery) rate <sup>(b)</sup>	(0.14)%	0.07 %		0.11 %	0.06 %	
Allowance for loan losses to period-end loans retained	0.91	1.17		0.91	1.17	
Allowance for loan losses to period-end loans retained, excluding trade finance and conduits(c)	1.27	1.79		1.27	1.79	
Allowance for loan losses to nonaccrual loans retained(a)	336	287		336	287	
Nonaccrual loans to total period-end loans	0.27 %	0.40 %		0.27 %	0.40 %	

<sup>(</sup>a) Allowance for loan losses of \$145 million and \$177 million were held against these nonaccrual loans at September 30, 2018 and 2017, respectively.

(c)

<sup>(</sup>b) During the third quarter of 2018 approximately 1,200 employees transferred from CCB to CIB as part of the reorganization of the Commercial Card business.

<sup>(</sup>b) Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate.

Management uses allowance for loan losses to period-end loans retained, excluding trade finance and conduits, a non-GAAP financial measure, to provide a more meaningful assessment of CIB's allowance coverage ratio.

## **Investment banking fees**

_									
(in millions)	2018	2017	Cha	ange	2018	2017	Cha	nge	
Advisory	\$581	\$620	(6	)%	\$1,782	\$1,624	10	%	
Equity underwriting	420	300	40		1,336	1,107	21		
Debt underwriting(a)	822	924	(11	)	2,540	2,827	(10	)	
Total investment banking fees	\$1,823	\$1,844	(1	)%	\$5,658	\$5,558	2	%	
(a) Includes loan syndications.									

## League table results - wallet share

Three months Full-year ended 2017 September 30, 2018 RankShare Rankshare Based on fees(a) Long-term debt(b) Global #1 7.4 #1 7.8 U.S. 11.2 2 11.1 Equity and equity-related(c) 7.1 Global 9.2 2 1 11.6 U.S. 12.5  $M&A^{(d)}$ Global 2 9.0 2 8.4 2 U.S. 9.4 2 9.1 Loan syndications Global 9.6 9.3 1 U.S. 12.2 1 10.9 Global investment banking fees(e) #1 8.7 #1 8.1

<sup>(</sup>a) Source: Dealogic as of Oct 1, 2018. Reflects the ranking of revenue wallet and market share.

Long-term debt rankings include investment-grade, high-yield, supranationals, sovereigns, agencies, covered bonds, asset-backed securities ("ABS") and mortgage-backed securities ("MBS"); and exclude money market, short-term debt, and U.S. municipal securities.

<sup>(</sup>c) Global equity and equity-related ranking includes rights offerings and Chinese A-Shares.

<sup>(</sup>d) Global M&A reflect the removal of any withdrawn transactions. U.S. M&A revenue wallet represents wallet from client parents based in the U.S.

<sup>(</sup>e) Global investment banking fees exclude money market, short-term debt and shelf deals.

#### Markets revenue

The following table summarizes select income statement data for the Markets businesses. Markets includes both Fixed Income Markets and Equity Markets. Markets revenue comprises principal transactions, fees, commissions and other income, as well as net interest income. The Firm assesses its Markets business performance on a total revenue basis, as offsets may occur across revenue line items. For example, securities that generate net interest income may be risk-managed by derivatives that are

recorded in principal transactions revenue. For a description of the composition of these income statement line items, refer to Notes 5 and 6. For further information, refer to Markets revenue on page 65 of JPMorgan Chase's 2017 Annual Report.

For the periods presented below, the predominant source of principal transactions revenue was the amount recognized upon executing new transactions.

		nonths ei iber 30,	nded	Three months ended September 30,				
	2018	,		2017				
(in millions)	Fixed Income Market	Equity Markets	Total Markets	Fixed Income Market	Markets	Total Markets		
Principal transactions	\$1,849	\$1,252	\$ 3,101	\$1,837	\$ 948	\$ 2,785		
Lending- and deposit-related fees	51	1	52	47	2	49		
Asset management, administration and commissions	96	446	542	93	397	490		
All other income	33	7	40	121	12	133		
Noninterest revenue	2,029	1,706	3,735	2,098	1,359	3,457		
Net interest income <sup>(a)</sup>	815	(111	704	1,066	4	1,070		
Total net revenue	\$2,844	\$ 1,595	\$ 4,439	\$3,164	\$ 1,363	\$ 4,527		
	2018			September 30, 2017				
(in millions)	Fixed Income Market	Market	Total s Markets	Fixed Incon Mark	ne Equity Marke	Total ets Markets		
Principal transactions	\$6,795	\$ 4,528	\$11,323	\$6,38	39 \$ 3,06	6 \$9,455		
Lending- and deposit-related fees	147	4	151	144	4	148		
Asset management, administration and commissions	313	1,364	1,677	300	1,230	1,530		
All other income	764	18	782	505	3	508		
Noninterest revenue	8,019	5,914	13,933	7,338	4,303	11,641		
Net interest income <sup>(a)</sup>	2,831	(343	) 2,488	3,257	252	3,509		
Total net revenue	\$10,85	0 \$ 5,571	\$ 16,421	\$10,5	595 \$ 4,55	5 \$15,150		
(a) Daglings in Markets not interest income were drive	on by bi	ahar fun	ling agets					

 $<sup>\</sup>label{eq:continuous} \mbox{(a) Declines in Markets net interest income were driven by higher funding costs.}$ 

#### **Selected metrics**

				As of or for the nine month ended September 30,			
(in millions, except where otherwise noted)	2018	2017	Change	2018	2017	Change	
Assets under custody ("AUC") by asset class (period-end) (in billions):							
Fixed Income	\$12,339	\$12,878	(4)%	\$12,339	\$12,878	(4)%	
Equity	9,174	7,439	23	9,174	7,439	23	
Other(a)	2,890	2,421	19	2,890	2,421	19	
Total AUC	\$24,403	\$22,738	7	\$24,403	\$22,738	7	
Client deposits and other third party liabilities (average)(b)	\$434,847	\$421,588	3 %	\$430,640	\$406,184	6 %	

 $<sup>(</sup>a) \ Consists \ of \ mutual \ funds, \ unit \ investment \ trusts, \ currencies, \ annuities, \ insurance \ contracts, \ options \ and \ other \ contracts.$ 

#### **International metrics**

international metrics								
(in millions, except where otherwise noted)	2018	2017		nge	2018	2017		ınge
Total net revenue <sup>(a)</sup>								
Europe/Middle East/Africa	\$2,766	\$2,751	1	%	\$9,842	\$8,974	10	%
Asia/Pacific	1,242	1,169	6		4,123	3,442	20	
Latin America/Caribbean	321	329	(2	)	1,064	914	16	
Total international net revenue	4,329	4,249	2		15,029	13,330	13	
North America	4,476	4,366	3		14,182	13,809	3	
Total net revenue	\$8,805	\$8,615	2		\$29,211	\$27,139	8	
Loans retained (period-end) <sup>(a)</sup>								
Europe/Middle East/Africa	\$25,941	\$25,677	1		\$25,941	\$25,677	1	
Asia/Pacific	16,812	13,398	25		16,812	13,398	25	
Latin America/Caribbean	4,896	6,737	(27	)	4,896	6,737	(27	)
Total international loans	47,649	45,812	4		47,649	45,812	4	
North America	69,435	61,143	14		69,435	61,143	14	
Total loans retained <sup>(a)</sup>	\$117,084	\$106,955	9		\$117,084	\$106,955	9	
Client deposits and other third-party liabilities (average) <sup>(a)(b)</sup>								
Europe/Middle East/Africa	\$162,060	\$160,778	1		\$162,102	\$154,259	5	
Asia/Pacific	81,771	78,334	4		82,272	75,284	9	
Latin America/Caribbean	26,196	25,236	4		26,477	25,126	5	
Total international		\$264,348			,	\$254,669		
North America	164,820		5		159,789	151,515	5	
Total client deposits and other third-party liabilities	,	\$421,588				\$406,184		
AUC (period-end) <sup>(a)</sup> (in billions)								
North America	\$15,148	\$13,574	12		\$15,148	\$13,574	12	
All other regions	9,255	9,164	1		9,255	9,164	1	
Total AUC	\$24,403	\$22,738	7	%	\$24,403	\$22,738	7	%

Total net revenue is based predominantly on the domicile of the client or location of the trading desk, as applicable. Loans outstanding (excluding loans held-for-sale and loans at fair value), client deposits and other third-party liabilities, and AUC are based predominantly on the domicile of the client. (b) Client deposits and other third party liabilities pertain to the Treasury Services and Securities Services businesses.

<sup>(</sup>b) Client deposits and other third party liabilities pertain to the Treasury Services and Securities Services businesses.

# COMMERCIAL BANKING

For a discussion of the business profile of CB, refer to pages 67–69 of JPMorgan Chase's 2017 Annual Report and Line of Business Metrics on page 181.

#### Selected income statement data

	Three m Septemb		ded	Nine months ended September 30,			
(in millions)	2018	2017	Change	e	2018	2017	Change
Revenue							
Lending- and deposit-related fees	\$216	\$223	(3	)%	\$666	\$690	(3)%
Asset management, administration and commissions	18	16	13		52	50	4
All other income <sup>(a)</sup>	342	353	(3	)	1,040	1,034	1
Noninterest revenue	576	592	(3	)	1,758	1,774	(1)
Net interest income	1,695	1,554	9		4,995	4,478	12
Total net revenue <sup>(b)</sup>	2,271	2,146	6		6,753	6,252	8
Provision for credit losses	(15 )	(47 )	68		23	(214 )	NM
Noninterest expense							
Compensation expense(c)	432	386	12		1,268	1,156	10
Noncompensation expense(c)	421	414	2		1,273	1,259	1
Total noninterest expense	853	800	7		2,541	2,415	5
Income before income tax expense	1,433	1,393	3		4,189	4,051	3
Income tax expense	344	512 (33 )		)	988	1,469	(33)
Net income	\$1,089	\$881	24	%	\$3,201	\$2,582	24 %

 $<sup>(</sup>a) Includes \ revenue \ from \ investment \ banking \ products \ and \ commercial \ card \ transactions.$ 

Total net revenue included tax-equivalent adjustments from income tax credits related to equity investments in designated community development entities that provide loans to qualified businesses in low-income communities, as well as tax-exempt income related to municipal financing activities of \$107 million and

September 30, 2018 and September 30, 2017, respectively. The decrease in taxable-equivalent adjustments reflects the impact of TCJA.

#### **Quarterly results**

Net income was \$1.1 billion, an increase of 24%.

Net revenue was \$2.3 billion, an increase of 6%. Net interest income was \$1.7 billion, an increase of 9%, driven by higher deposit margins, partially offset by lower deposit balances, largely due to non-operating deposits migrating to higher yielding investments. Noninterest revenue was \$576 million, 3% lower than the prior year.

Noninterest expense was \$853 million, an increase of 7%, predominantly driven by investments in banker coverage and technology.

The provision for credit losses was a benefit of \$15 million driven by net recoveries. The prior year was a benefit of \$47 million, driven by net reductions in the allowance for credit losses, largely in the Real Estate portfolio.

#### Year-to-date results

Net income was \$3.2 billion, an increase of 24%.

Net revenue was \$6.8 billion, an increase of 8%. Net interest income was \$5.0 billion, an increase of 12%, driven by higher deposit margins. Noninterest revenue was\$1.8 billion, flat compared with the prior year.

Noninterest expense was \$2.5 billion, an increase of 5%, driven by investments in banker coverage and technology. The provision for credit losses was an expense of \$23 million. The prior year was a benefit of \$214 million, driven by

<sup>(</sup>b) \$143 million for the three months ended September 30, 2018 and 2017 respectively, and \$316 million and \$395 million for the nine months ended

Effective in the first quarter of 2018, certain Operations and Compliance staff were transferred from CCB and Corporate, respectively, to CB. As a result, expense for this staff is now reflected in CB's compensation expense with a corresponding adjustment for expense allocations reflected in noncompensation expense. CB's, Corporate's and CCB's previously reported headcount, compensation expense and noncompensation expense have been revised to reflect this transfer.

net reductions in the allowance for credit losses, including in the Oil & Gas, Natural Gas Pipelines and Metals & Mining portfolios.

# **Selected income statement data (continued)**

	Three 1	Three months ended 30,				ber	Nine n Septer	ed					
(in millions, except ratios)	2018		2017		Chang	ge	2018		2017		Ch	ange	
Revenue by product													
Lending	\$1,027	,	\$1,030	)	_	%	\$3,052	2	\$3,04	5	_		
Treasury services	1,021		873		17		3,019		2,523		20		
Investment banking(a)	206		196		5		644		601		7		
Other	17		47		(64	)	38		83		(54	. )	
<b>Total Commercial Banking net revenue</b>	\$2,271		\$2,146	ó	6		\$6,753	3	\$6,25	2	8		
Investment banking revenue, gross(b)	\$581		\$578		1		\$1,889	)	\$1,77	7	6		
Revenue by client segment													
Middle Market Banking	\$935		\$848		10		\$2,749	9	\$2,47	1	11		
Corporate Client Banking	749		688		9		2,243		2,016		11		
Commercial Term Lending	339		367		(8	)	1,035		1,098		(6	)	
Real Estate Banking	175		157		11		509		438		16		
Other	73		86		(15	)	217		229		(5	)	
<b>Total Commercial Banking net revenue</b>	\$2,271		\$2,146	Ó	6	%	\$6,753	3	\$6,25	2	8	%	
Financial ratios													
Return on equity	21	%	17	%			20	%	16	%			
Overhead ratio	38		37				38		39				

<sup>(</sup>a) Includes total Firm revenue from investment banking products sold to CB clients, net of revenue sharing with the CIB.

<sup>(</sup>b) Represents total Firm revenue from investment banking products sold to CB clients. As a result of the adoption of the revenue recognition guidance, prior period amounts have been revised to conform with the current period presentation. For additional information, refer to Note 1.

# **Selected metrics**

Selected metrics								
		for the thr eptember 3		hs	months	for the nir		
(in millions, except headcount)	2018	2017	Change	e	2018	2017	Cha	ange
Selected balance sheet data (period-end)								
Total assets	\$217,19	4\$220,06	4(1	)%	\$217,194	4\$220,06	4(1	)%
Loans:								
Loans retained	205,177	201,463	2		205,177	201,463	2	
Loans held-for-sale and loans at fair value	405	764	(47	)	405	764	(47	)
<b>Total loans</b>	\$205,582	<b>2</b> \$ 202,22	72		\$205,582	<b>2</b> \$ 202,22°	72	
Core loans	205,418	201,999	2		205,418	201,999	2	
Equity	20,000	20,000	_		20,000	20,000	_	
Period-end loans by client segment								
Middle Market Banking	\$57,324	\$56,192	2		\$57,324	\$56,192	2	
Corporate Client Banking	46,890	47,682	(2	)	46,890	47,682	(2	)
Commercial Term Lending	76,201	74,349	2		76,201	74,349	2	
Real Estate Banking	18,013	17,127	5		18,013	17,127	5	
Other	7,154	6,877	4		7,154	6,877	4	
<b>Total Commercial Banking loans</b>	\$205,582	<b>2</b> \$ 202,22	72		\$205,582	<b>2</b> \$ 202,22°	72	
Selected balance sheet data (average)								
Total assets	\$219,232	<b>2</b> \$218,19	6—		\$218,270	0\$216,57	41	
Loans:								
Loans retained	205,603	199,487	3		203,950	195,604	4	
Loans held-for-sale and loans at fair value	1,617	675	140		1,139	931	22	
<b>Total loans</b>	\$207,220	0\$200,16	24		\$205,089	9\$196,53	54	
Core loans	207,052	199,920	4		204,902	196,254	4	
Average loans by client segment								
Middle Market Banking	\$57,258	\$55,782	3		\$57,121	\$55,239	3	
Corporate Client Banking	49,004	46,451	5		47,650	45,516	5	
Commercial Term Lending	75,919	74,136	2		75,393	73,041	3	
Real Estate Banking	17,861	16,936	5		17,774	16,205	10	
Other	7,178	6,857	5		7,151	6,534	9	
<b>Total Commercial Banking loans</b>	\$207,220	0\$200,16	24		\$205,089	9 \$ 196,53	54	
Client deposits and other third-party liabilities	\$ 168,169	9\$176,21	8(5	)	\$171,483	<b>3</b> \$ 175,402	2(2	)
Equity	20,000	20,000	_		20,000	20,000	_	
Headcount <sup>(a)</sup>	10,937	10,014	9	%	10,937	10,014	9	%

Effective in the first quarter of 2018, certain Operations and Compliance staff were transferred from CCB and Corporate, respectively, to CB. The prior period (a) amounts have been revised to conform with the current period presentation. For a further discussion of this transfer, refer to page 32, Selected income statement data, footnote (c).

# **Selected metrics (continued)**

(**************************************	As of or f ended Sep				As of or for the nine month ended September 30,				
(in millions, except ratios)	2018	2017	Change	2018	2017	Change			
Credit data and quality statistics									
Net charge-offs/(recoveries)	<b>\$</b> (18 )	\$19	NM	\$16	\$17	(6)%			
Nonperforming assets									
Nonaccrual loans:									
Nonaccrual loans retained(a)	\$452	\$744	(39)	\$452	\$744	(39)%			
Nonaccrual loans held-for-sale and loans at fair value	5	_	NM	5	_	NM			
Total nonaccrual loans	\$457	\$744	(39)	\$457	\$744	(39)			
Assets acquired in loan satisfactions	2	3	(33)	2	3	(33)			
Total nonperforming assets	\$459	\$747	(39)	\$459	\$747	(39)			
Allowance for credit losses:									
Allowance for loan losses	\$2,619	\$2,620	_	\$2,619	\$2,620	_			
Allowance for lending-related commitments	249	323	(23)	249	323	(23)			
Total allowance for credit losses	\$2,868	\$2,943	(3)9	\$2,868	\$2,943	(3)%			
Net charge-off/(recovery) rate(b)	(0.03)%	6 0.04	6	0.01 %	0.01 %				
Allowance for loan losses to period-end loans retained	1.28	1.30		1.28	1.30				
Allowance for loan losses to nonaccrual loans retained(a)	579	352		579	352				
Nonaccrual loans to period-end total loans	0.22	0.37		0.22	0.37				

<sup>(</sup>a) Allowance for loan losses of \$105 million and \$128 million was held against nonaccrual loans retained at September 30, 2018 and 2017, respectively.

<sup>(</sup>b) Loans held-for-sale and loans at fair value were excluded when calculating the net charge-off/(recovery) rate.

# ASSET & WEALTH

## **MANAGEMENT**

For a discussion of the business profile of AWM, refer to pages 70–72 of JPMorgan Chase's 2017 Annual Report and Line of Business Metrics on pages 181–182.

Effective January 1, 2018, the Firm adopted several new accounting standards; the guidance which had the most significant impact on the AWM segment results was revenue recognition. The revenue recognition guidance was applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

#### Selected income statement data

(in millions, except ratios)	Three me Septemb	onths ende er 30,	ed		Nine mon	Septemb	ptember		
•	2018	2018 2017 Change 2		2018	2017	Chang	ge		
Revenue									
Asset management, administration and commissions	\$2,563	\$2,466	4	%	\$7,623	\$7,205	6	%	
All other income	117	151	(23	)	374	472	(21	)	
Noninterest revenue	2,680	2,617	2		7,997	7,677	4		
Net interest income	879	855	3		2,640	2,520	5		
Total net revenue	3,559	3,472	3		10,637	10,197	4		
Provision for credit losses	23	8	188		40	30	33		
Noninterest expense									
Compensation expense	1,391	1,319	5		4,112	3,928	5		
Noncompensation expense	1,194	1,089	10		3,620	3,678	(2	)	
Total noninterest expense	2,585	2,408	7		7,732	7,606	2		
Income before income tax expense	951	1,056	(10	)	2,865	2,561	12		
Income tax expense	227	382	(41	)	616	878	(30	)	
Net income	\$724	\$674	7		\$2,249	\$1,683	34		
Revenue by line of business									
Asset Management	\$1,827	\$1,814	1		\$5,440	\$5,288	3		
Wealth Management	1,732	1,658	4		5,197	4,909	6		
Total net revenue	\$3,559	\$3,472	3	%	\$10,637	\$10,197	4	%	
Financial ratios									
Return on equity	31 9	% 29 9	%		32 %	6 24	%		
Overhead ratio	73	69			73	75			
Pre-tax margin ratio:									
Asset Management	27	29			27	19			
Wealth Management	26	32			27	31			
Asset & Wealth Management	27	30			27	25			

#### **Quarterly results**

Net income was \$724 million, an increase of 7%.

Net revenue was \$3.6 billion, an increase of 3%. Net interest income was \$879 million, up 3%, driven by deposit margin expansion and loan growth. Noninterest revenue was \$2.7 billion, up 2%, driven by higher management fees on higher market levels and net long-term product inflows, partially offset by fee compression and the impact of lower market valuation gains, including on seed capital investments.

Noninterest expense was \$2.6 billion, up 7%, largely driven by continued investments in advisors and technology, as well as higher external fees on revenue growth.

#### Year-to-date results

Net income was \$2.2 billion, an increase of 34%.

Net revenue was \$10.6 billion, an increase of 4%. Net interest income was \$2.6 billion, up 5%, driven by deposit margin expansion and loan growth. Noninterest revenue was \$8.0 billion, up 4%, driven by higher management fees on higher market levels and net long-term product inflows, partially offset by fee compression and the impact of lower market valuation gains, including on seed capital investments.

Noninterest expense was \$7.7 billion, an increase of 2%, driven by higher external fees on revenue growth and investments in advisors and technology, offset by higher legal expense in the prior year.

#### **Selected metrics**

(in millions, except ranking data, headcount and ratios)	2018	2017	Chang	;e	2018	2017	Chan	ge			
% of JPM mutual fund assets rated as 4- or 5-star <sup>(a)</sup>	64	<b>%</b> 65	%		64	% 65	%				
% of JPM mutual fund assets ranked in 1st or 2nd quartile:(b)											
1 year	65	61			65	61					
3 years	64	82			64	82					
5 years	83	81			83	81					
Selected balance sheet data (period-end)											
Total assets	\$166,716	\$149,170	12	%	\$166,716	\$149,170	12	%			
Loans	143,162	128,038	12		143,162	128,038	12				
Core loans	143,162	128,038	12		143,162	128,038	12				
Deposits	130,497	141,409	(8	)	130,497	141,409	(8	)			
Equity	9,000	9,000	_		9,000	9,000	_				
Selected balance sheet data (average)											
Total assets	\$161,982	\$146,388	11		\$158,218	\$142,541	11				
Loans	140,558	125,445	12		136,663	122,002	12				
Core loans	140,558	125,445	12		136,663	122,002	12				
Deposits	133,021	144,496	(8	)	138,885	151,311	(8	)			
Equity	9,000	9,000	_		9,000	9,000	_				
Headcount	23,747	22,685	5		23,747	22,685	5				
Number of Wealth Management client advisors	2,808	2,581	9		2,808	2,581	9				
Credit data and quality statistics											
Net charge-offs	\$11	\$5	120		<b>\$7</b>	\$10	(30	)			
Nonaccrual loans	285	337	(15	)	285	337	(15	)			
Allowance for credit losses:											
Allowance for loan losses	\$317	\$285	11		\$317	\$285	11				
Allowance for lending-related commitments	15	10	50		15	10	50				
Total allowance for credit losses	\$332	\$295	13	%	\$332	\$295	13	%			
Net charge-off rate	0.03	<b>%</b> 0.02	%		0.01	% 0.01	%				
Allowance for loan losses to period-end loans	0.22	0.22			0.22	0.22					
Allowance for loan losses to nonaccrual loans	111	85			111	85					
Nonaccrual loans to period-end loans	0.20	0.26			0.20	0.26					

Represents the "overall star rating" derived from Morningstar for the U.S., the U.K., Luxembourg, Hong Kong and Taiwan domiciled funds; and Nomura "star (a) rating" for Japan domiciled funds. Includes only Asset Management retail open-ended mutual funds that have a rating. Excludes money market funds, Undiscovered Managers Fund, and Brazil and India domiciled funds.

Quartile ranking sourced from: Lipper for the U.S. and Taiwan domiciled funds; Morningstar for the U.K., Luxembourg and Hong Kong domiciled funds; (b) Nomura for Japan domiciled funds and Fund Doctor for South Korea domiciled funds. Includes only Asset Management retail open-ended mutual funds that are ranked by the aforementioned sources. Excludes money market funds, Undiscovered Managers Fund, and Brazil and India domiciled funds.

#### **Client assets**

Client assets of \$2.9 trillion and assets under management of \$2.1 trillion were both up 7%, driven by net inflows into long-term and liquidity products, as well as higher market levels.

#### **Client assets**

	Conton	nh on 20	
		nber 30	
(in billions)	2018	2017	Change
Assets by asset class			
Liquidity	\$463	\$441	5 %
Fixed income	457	461	(1)
Equity	452	405	12
Multi-asset and alternatives	705	638	11
Total assets under management	2,077	1,945	7
Custody/brokerage/administration/deposit	s <b>790</b>	733	8
Total client assets	\$2,86	<b>7</b> \$2,678	87
Memo:			
Alternatives client assets (a)	\$172	\$161	7
Assets by client segment			
Private Banking	\$576	\$507	14
Institutional	945	921	3
Retail	556	517	8
Total assets under management	\$2,07	<b>7</b> \$ 1,945	57
Private Banking	\$1,33	9\$1,21	7 10
Institutional	967	941	3
Retail	561	520	8
Total client assets	\$2,86	<b>7</b> \$2,678	87 %

(a) Represents assets under management, as well as client balances in brokerage account

## **Client assets (continued)**

	Three	months	Nine months				
	ended		ended				
	Septer	nber 30,	September 3				
(in billions)	2018	2017	2018	2017			
A							

#### Assets under management rollforward

Beginning balance	\$2,02	<b>8</b> \$1,876	<b>\$2,034</b> \$1,771				
Net asset flows:							
Liquidity	14	5	10	(1	)		
Fixed income	3	17	(9	)24			
Equity	1	(5)	8	(12	)		
Multi-asset and alternatives	4	9	29	26			
Market/performance/other impacts	27	43	5	137			
Ending balance, September 30	\$2,07	<b>7</b> \$1,945	\$2,077	<b>7</b> \$1,94	5		

#### Client assets rollforward

Beginning balance	\$2,7	<b>99</b> \$ 2,598	\$2,789	\$2,453
Net asset flows	33	25	58	37
Market/performance/other impacts	35	55	20	188
Ending balance, September 30	\$2,8	<b>67</b> \$ 2,678	\$2,867	\$2,678

# **International metrics**

international metrics														
	As of month	or for th	e three											
		s Septem	ber 30,											
(in millions)	2018	2017	Chang	e	2018	2017		Cha	nge					
Total net revenue (a)														
Europe/Middle East/Africa	\$677	\$697	(3	)%	\$2,095	\$1,9	75 (	6	%					
Asia/Pacific	377	358	5		1,161	1,018	3	14						
Latin America/Caribbean	228	227	_		689	628		10						
Total international net revenue	1,282	1,282	_		3,945	3,621	1 9	9						
North America	2,277	2,190	4		6,692	6,576	5 2	2						
Total net revenue(a)	\$3,559	9\$3,472	23	%	\$10,63	<b>7</b> \$10,	197	4	%					
(a) Regional revenue is based on t	he dom	icile of												
			As of month		r the thre	ee		of c nths	or for th	ie nine				
					ember 30	),			Septem	ber 30	,			
(in billions)			2018	201	7 Char	nge	201	18	2017	Chan	ge			
Assets under management														
Europe/Middle East/Africa			\$375	\$35	57 5	%	\$37	75	\$357	5	%			
Asia/Pacific			164	144	14		164	1	144	14				
Latin America/Caribbean			65	59	10		65		59	10				
Total international assets under	mana	gement	604	560	8		604	1	560	8				
North America			1,473	1,38	35 6		1,4	73	1,385	6				
Total assets under management			\$2,07	<b>7</b> \$1,	9457		\$2,	,077	\$1,94	57				
Client assets														
Europe/Middle East/Africa			\$435	\$41	1 6		\$43	35	\$411	6				
Asia/Pacific			228	206	11		228	3	206	11				
Latin America/Caribbean			162	157	3		162	2	157	3				
Total international client assets			825	774	7		825	5	774	7				
North America			2,042	1,90	)4 7		2,0	42	1,904	7				
Total client assets			\$2,86	<b>7</b> \$2,	6787	%	\$2,	,867	\$2,67	37	%			
39														

#### **CORPORATE**

For a discussion of Corporate, refer to pages 73–74 of JPMorgan Chase's 2017 Annual Report.

#### Selected income statement and balance sheet data

						As of or ended Se	onths				
(in millions, except headcount)	2018	2017		Chang	e	2018		2017		Chang	e
Revenue											
Principal transactions	<b>\$(161</b>	)\$(2	)	NM		\$(222	)	\$161		NM	
Investment securities losses	(46	)—		NM		(371	)	(37	)	NM	
All other income/(loss)(a)	30	111		(73	)%	373		839		(56	)%
Noninterest revenue	(177	) 109		NM		(220	)	963		NM	
Net interest income	74	77		(4	)%	(35	)	2		NM	
Total net revenue <sup>(b)</sup>	(103	)186		NM		(255	)	965		NM	
Provision for credit losses	2	_		NM		(3	)	_		NM	
Noninterest expense(c)	28	74		(62	)%	394		355		11	%
Income/(loss) before income tax expense/(benefit)	(133	)112		NM		(646	)	610		NM	
Income tax expense/(benefit)	12	34		(65	)%	18		(73	)	NM	
Net income/(loss)	\$(145	)\$78		NM		\$(664	)	\$683		NM	
Total net revenue											
Treasury and CIO	\$186	\$265		(30	)%	\$235		\$344		(32	)%
Other Corporate	(289	)(79	)	(266	)	(490	)	621		NM	
Total net revenue	\$(103	)\$186		NM		\$(255	)	\$965		NM	
Net income/(loss)											
Treasury and CIO	\$96	\$75		28	%	\$(244	)	\$(6	)	NM	
Other Corporate	(241	)3		NM		(420	)	689		NM	
Total net income/(loss)	\$(145	)\$78		NM		\$(664	)	\$683		NM	
Total assets (period-end)	\$742,693	<b>3</b> \$804,573	,	(8	)	\$742,693	3	\$804,573		(8	)
Loans (period-end)	1,556	1,614		(4	)	1,556		1,614		(4	)
Core loans(d)	1,556	1,614		(4	)	1,556		1,614		(4	)
Headcount <sup>(e)</sup>	36,686	34,012		8	%	36,686		34,012		8	%

<sup>(</sup>a) Included revenue related to a legal settlement of \$645 million for the nine months ended September 30, 2017.

Included tax-equivalent adjustments, predominantly due to tax-exempt income from municipal bond investments of \$94 million and \$216 million for the three

#### **Quarterly results**

Net loss was \$145 million, compared with net income of \$78 million in the prior year.

Net revenue was a loss of \$103 million, largely driven by markdowns on certain legacy private equity investments of approximately \$220 million.

Noninterest expense was \$28 million, including a net legal benefit partially offset by higher real estate expense. Current period income tax expense reflects a net benefit of \$132 million resulting from changes in estimates under the TCJA related to the remeasurement of certain deferred taxes and the deemed repatriation tax on non-U.S. earnings, which were more than offset by changes to certain tax reserves as well as other tax adjustments.

<sup>(</sup>b) months ended September 30, 2018 and 2017, respectively, and \$287 million and \$681 million for nine months ended September 30, 2018 and 2017, respectively. The decrease in taxable-equivalent adjustments reflects the impact of the TCJA.

<sup>(</sup>c) Included legal expense/(benefit) of \$(175) million and \$(148) million for the three months ended September 30, 2018 and 2017, respectively, and \$(225) million and \$(360) million for nine months ended September 30, 2018 and 2017, respectively.

<sup>(</sup>d) Average core loans were \$1.6 billion and \$1.7 billion for the three months ended September 30, 2018 and 2017, respectively, and \$1.7 billion and \$1.6 billion for the nine months ended September 30, 2018 and 2017, respectively.

Effective in the first quarter of 2018, certain Compliance staff were transferred from Corporate to CB. The prior period amounts have been revised to conform (e) with the current period presentation. For a further discussion of this transfer, refer to CB segment results on page 32.

#### Year-to-date results

Net loss was \$664 million, compared with net income of \$683 million in the prior year.

Net revenue was a loss of \$255 million, compared with a gain of \$965 million in the prior-year. The current period includes investment securities losses related to the repositioning of the investment securities portfolio and losses largely driven by markdowns on certain legacy private equity investments. The prior year included a \$645 million benefit from a legal settlement.

Income tax expense reflects a net benefit of \$305 million resulting from changes in estimates under the TCJA related to the remeasurement of certain deferred taxes and the deemed repatriation tax on non-U.S. earnings, along with other tax adjustments, which were more than offset by changes to certain tax reserves.

# Treasury and CIO overview

At September 30, 2018, the average credit rating of the Treasury and CIO investment securities comprising the portfolio in the table below was AA+ (based upon external ratings where available and, where not available, based primarily upon internal ratings that correspond to ratings as defined by S&P and Moody's). Refer to Note 9 for further information on the Firm's investment securities portfolio.

For further information on liquidity and funding risk, refer to Liquidity Risk Management on pages 49–54. For information on interest rate, foreign exchange and other risks, refer to Market Risk Management on pages 73–77. **Selected income statement and balance sheet data** 

	As of or for ended Septe			As of or for the nine months ended September 30,					
(in millions)	2018	2017	Change	2018	2017	Change	e		
Investment securities losses	<b>\$(46</b> )	\$—	NM	\$(371)	\$(49)	NM			
Available-for-sale ("AFS") investment securities (average	e <b>\$ 197,230</b>	\$212,633	(7)	% \$200,569	\$224,094	(10	)%		
Held-to-maturity ("HTM") investment securities (average	2)31,232	47,034	(34)	31,842	48,201	(34	)		
Investment securities portfolio (average)	\$228,462	\$259,667	(12 )	\$232,411	\$272,295	(15	)		
AFS investment securities (period-end)	\$198,523	\$214,257	(7)	\$198,523	\$214,257	(7	)		
HTM investment securities (period-end)	31,368	47,079	(33)	31,368	47,079	(33	)		
Investment securities portfolio (period-end)	\$229,891	\$261,336	(12)	% \$229,891	\$261,336	(12	)%		

As permitted by the new hedge accounting guidance, the Firm elected to transfer certain investment securities from HTM to AFS in the first quarter of 2018. For additional information, refer to Notes 1 and 9.

# ENTERPRISE-WIDE RISK

## **MANAGEMENT**

Risk is an inherent part of JPMorgan Chase's business activities. When the Firm extends a consumer or wholesale loan, advises customers on their investment decisions, makes markets in securities, or offers other products or services, the Firm takes on some degree of risk. The Firm's overall objective is to manage its businesses, and the associated risks, in a manner that balances serving the interests of its clients, customers and investors and protects the safety and soundness of the Firm.

The Firm believes that effective risk management requires:

Acceptance of responsibility, including identification and escalation of risk issues, by all individuals within the Firm; Ownership of risk identification, assessment, data and management by each of the lines of business and corporate functions; and

Firmwide structures for risk governance.

The Firm strives for continual improvement through efforts to enhance controls, ongoing employee training and development, talent retention, and other measures. The Firm follows a disciplined and balanced compensation framework with strong internal governance and independent Board oversight. The impact of risk and control issues are carefully considered in the Firm's performance evaluation and incentive compensation processes.

Firmwide Risk Management is overseen and managed on an enterprise-wide basis. The Firm's approach to risk management involves understanding drivers of risks, risk types, and impacts of risks.

Drivers of risk include, but are not limited to, the economic environment, regulatory or government policy, competitor or market evolution, business decisions, process or judgment error, deliberate wrongdoing, dysfunctional markets, and natural disasters.

The Firm's risks are generally categorized in the following four risk types:

Strategic risk is the risk associated with the Firm's current and future business plans and objectives, including capital risk, liquidity risk, and the impact to the Firm's reputation.

Credit and investment risk is the risk associated with the default or change in credit profile of a client, counterparty or customer; or loss of principal or a reduction in expected returns on investments, including consumer credit risk, wholesale credit risk, and investment portfolio risk.

Market risk is the risk associated with the effect of changes in market factors, such as interest and foreign exchange rates, equity and commodity prices, credit spreads or implied volatilities, on the value of assets and liabilities held for both the short and long term.

• Operational risk is the risk associated with inadequate or failed internal processes, people and systems, or from external events and includes compliance risk, conduct risk, legal risk, and estimations and model risk.

There may be many consequences of risks manifesting, including quantitative impacts such as reduction in earnings and capital, liquidity outflows, and fines or penalties, or qualitative impacts, such as reputation damage, loss of clients, and regulatory and enforcement actions.

The Firm has established Firmwide risk management functions to manage different risk types. The scope of a particular risk management function may include multiple risk types. For example, the Firm's Country Risk Management function oversees country risk which may be a driver of risk or an aggregation of exposures that could give rise to multiple risk types such as credit or market risk. The following provides an index of where in this Form 10-Q and in JPMorgan Chase's 2017 Annual Report information about the Firm's management of its key risks can be found.

Risk disclosures	Form 10-Q page reference	<b>Annual Report page reference</b>
Enterprise-wide risk management	42–43	75–80
Strategic risk management		81
Capital risk management	44–48	82–91
Liquidity risk management	49–54	92–97
Reputation risk management		98
Consumer credit portfolio	57-61	102–107
Wholesale credit portfolio	62-68	108-116
Investment portfolio risk management	72	120
Market risk management	73–77	121–128
Country risk management	78	129–130
Operational risk management		131–133
Compliance risk management		134
Conduct risk management		135
Legal risk management		136
Estimations and Model risk management		137

# CAPITAL RISK MANAGEMENT

Capital risk is the risk the Firm has an insufficient level and composition of capital to support the Firm's business activities and associated risks during normal economic environments and under stressed conditions.

The Firm's capital risk management strategy focuses on maintaining long-term stability to enable it to build and invest in market-leading businesses, even in a highly stressed environment. Senior management considers the implications on the Firm's capital prior to making decisions that could impact future business activities. In addition to considering the Firm's earnings outlook, senior management evaluates all sources and uses of capital with a view to ensuring the Firm's capital strength.

The Firm's capital risk management objectives are achieved through the establishment of minimum capital targets and a strong capital governance framework. Capital risk management is intended to be flexible in order to react to a range of potential events. The Firm's minimum capital targets are based on the most binding of three pillars: an internal assessment of the Firm's capital needs; an estimate of required capital under the CCAR and Dodd-Frank Act stress testing requirements; and Basel III Fully Phased-In regulatory minimums. Where necessary, each pillar may include a management-established buffer.

For a further discussion of the Firm's Capital Risk Management, refer to pages 82–91 of JPMorgan Chase's 2017 Annual Report, Note 19 of this Form 10-Q, and the Firm's Pillar 3 Regulatory Capital Disclosures reports, which are available on the Firm's website

(https://jpmorganchaseco.gcs-web.com/financial-information/basel-pillar-3-us-lcr-disclosures).

The Firm and its insured depository institution ("IDI") subsidiaries are subject to Basel III capital rules which include minimum capital ratio requirements that are subject to phase-in periods ("transitional period") through the end of 2018. While the required capital remains subject to the transitional rules during 2018, the Firm's capital ratios as of September 30, 2018 were equivalent whether calculated on a transitional basis or on a fully phased-in basis. The capital adequacy of the Firm and its IDI subsidiaries, both during the transitional period and upon full phase-in, is evaluated against the lower of the two ratios as calculated under the Basel III approaches (Standardized or Advanced). The Basel III Standardized Fully Phased-In CET1 ratio is the Firm's current binding constraint, and the Firm expects that this will remain its binding constraint for the foreseeable future.

The Firm and its IDI subsidiaries, as appropriate, are subject to minimum capital ratios under Basel III rules and well-capitalized ratios under the regulations issued by the Federal Reserve and the Prompt Corrective Action ("PCA") requirements of the FDIC Improvement Act ("FDICIA"), respectively. For additional information, refer to Note 19.

The following tables present the Firm's Transitional and Fully Phased-In risk-based and leverage-based capital metrics under both the Basel III Standardized and Advanced Approaches. The Firm's Basel III ratios exceeded both the Transitional and Fully Phased-In regulatory minimums as of September 30, 2018 and December 31, 2017. For a further discussion of these capital metrics, including regulatory minimums, and the Standardized and Advanced Approaches, refer to Strategy and Governance on pages 84–88 of JPMorgan Chase's 2017 Annual Report.

	Transitional					Fully Phased-In							
	Transitional			Mini	mum	•				Minimum			
	Standardize	ed	Advanced		capit	al	Standardiz	ed	Advanced		cap	ital	
Risk-based capital metrics:													
CET1 capital	\$184,972		\$184,972				\$184,972		\$184,972				
Tier 1 capital	210,589		210,589				210,589		210,589				
Total capital	238,303		228,574				238,303		228,574				
Risk-weighted assets	1,545,326		1,438,529				1,545,326		1,438,529				
CET1 capital ratio	12.0	%	12.9	%	9.0	%	12.0	%	12.9	%	10.	5 4	<b>%</b>
Tier 1 capital ratio	13.6		14.6		10.5		13.6		14.6		12.0	0	
Total capital ratio	15.4		15.9		12.5		15.4		15.9		14.0	0	
Leverage-based capital metrics:	:												
Adjusted average assets(a)	\$2,552,612	2	\$2,552,612	2			\$2,552,612	2	\$2,552,61	2			
Tier 1 leverage ratio	8.2	%	8.2	%	4.0	%	8.2	%	8.2	%	4.0	•	<b>%</b>
Total leverage exposure	NA		NA				NA		\$3,235,51	8			
SLR <sup>(b)</sup>	NA		NA		NA		NA		6.5	%	5.0	•	% (b)
	Transitiona	ıl					Fully Phase	d-I	n				
	Transitiona Standardize		Advanced		Minir capita ratios	ıl	Fully Phase Standardize				Minis capita ratios	al	n
			Advanced		capita	ıl					capita	al	n
			Advanced \$183,300		capita	ıl					capita	al	n
(in millions, except ratios)  Risk-based capital metrics:	Standardize				capita	ıl	Standardize		Advanced		capita	al	n
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital	Standardize \$183,300		\$183,300		capita	ıl	Standardize \$183,244		Advanced \$183,244		capita	al	m
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital	\$183,300 208,644		\$183,300 208,644		capita	ıl	\$183,244 208,564		Advanced \$183,244 208,564		capita	al	m
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital  Total capital	\$183,300 208,644 238,395	ed	\$183,300 208,644 227,933	%	capita	ıl	\$183,244 208,564 237,960 1,509,762	ed	Advanced \$183,244 208,564 227,498	%	capita	al	
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital  Total capital  Risk-weighted assets	\$183,300 208,644 238,395 1,499,506	ed	\$183,300 208,644 227,933 1,435,825	%	capita ratios	ıl	\$183,244 208,564 237,960 1,509,762	ed	Advanced \$183,244 208,564 227,498 1,446,696	%	capita	al s	
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital  Total capital  Risk-weighted assets  CET1 capital ratio	\$183,300 208,644 238,395 1,499,506 12.2	ed	\$183,300 208,644 227,933 1,435,825 12.8	%	capita ratios	ıl	\$183,244 208,564 237,960 1,509,762 12.1	ed	Advanced \$183,244 208,564 227,498 1,446,696 12.7	%	capita ratios	al s	
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital  Total capital  Risk-weighted assets  CET1 capital ratio  Tier 1 capital ratio	\$183,300 208,644 238,395 1,499,506 12.2 13.9 15.9	ed	\$183,300 208,644 227,933 1,435,825 12.8 14.5	%	capita ratios 7.5 9.0	ıl	\$183,244 208,564 237,960 1,509,762 12.1 13.8	ed	\$183,244 208,564 227,498 1,446,696 12.7 14.4	%	ratios 10.5 12.0	al s	
(in millions, except ratios)  Risk-based capital metrics:  CET1 capital  Tier 1 capital  Total capital  Risk-weighted assets  CET1 capital ratio  Tier 1 capital ratio  Total capital ratio	\$183,300 208,644 238,395 1,499,506 12.2 13.9 15.9	%	\$183,300 208,644 227,933 1,435,825 12.8 14.5		capita ratios 7.5 9.0	ıl	\$183,244 208,564 237,960 1,509,762 12.1 13.8	% ord	\$183,244 208,564 227,498 1,446,696 12.7 14.4		ratios 10.5 12.0	al s	
Risk-based capital metrics: CET1 capital Tier 1 capital Total capital Risk-weighted assets CET1 capital ratio Tier 1 capital ratio Tier 1 capital ratio Leverage-based capital metrics:	\$183,300 208,644 238,395 1,499,506 12.2 13.9	% %	\$183,300 208,644 227,933 1,435,825 12.8 14.5 15.9	)	capita ratios 7.5 9.0	ıl	\$183,244 208,564 237,960 1,509,762 12.1 13.8 15.8 \$2,514,822	%	Advanced \$183,244 208,564 227,498 1,446,696 12.7 14.4 15.7	ļ.	ratios 10.5 12.0	al s	
Risk-based capital metrics: CET1 capital Tier 1 capital Total capital Risk-weighted assets CET1 capital ratio Tier 1 capital ratio Tier 1 capital ratio Total capital ratio Adjusted average assets(a)	\$183,300 208,644 238,395 1,499,506 12.2 13.9 15.9	% %	\$183,300 208,644 227,933 1,435,825 12.8 14.5 15.9 \$2,514,270	) %	7.5 9.0 11.0	%	\$183,244 208,564 237,960 1,509,762 12.1 13.8 15.8 \$2,514,822	%	Advanced \$183,244 208,564 227,498 1,446,696 12.7 14.4 15.7 \$2,514,822	%	10.5 12.0 14.0	al %	

<sup>(</sup>a) Adjusted average assets, for purposes of calculating the Tier 1 leverage ratio, includes total quarterly average assets adjusted for on-balance sheet assets that are subject to deduction from Tier 1 capital, predominantly goodwill and other intangible assets.

<sup>(</sup>b) Effective January 1, 2018, the SLR was fully phased-in under Basel III. The December 31, 2017 amounts were calculated under the Basel III Transitional rules.

## Capital components

The following table presents reconciliations of total stockholders' equity to Basel III Fully Phased-In CET1 capital, Tier 1 capital and Total capital as of September 30, 2018 and December 31, 2017.

(in millions)	September 30 2018	0,December 3 2017	31,
Total stockholders' equity	\$ 258,956	\$ 255,693	
Less: Preferred stock <sup>(a)</sup>	27,764	26,068	
Common stockholders' equity	231,192	229,625	
Less:			
Goodwill	47,483	47,507	
Other intangible assets	781	855	
Add:			
Deferred tax liabilities <sup>(b)</sup>	2,239	2,204	
Less: Other CET1 capital adjustments	195	223	
Standardized/Advanced Fully Phased-In CET1 capital	184,972	183,244	
Preferred stock <sup>(a)</sup>	27,764	26,068	
Less: Other Tier 1 adjustments(a)	2,147	748	
Standardized/Advanced Fully Phased-In Tier 1 capital	\$ 210,589	\$ 208,564	
Long-term debt and other instruments qualifying as Tier 2 capital	\$ 13,342	\$ 14,827	
Qualifying allowance for credit losses	14,225	14,672	
Other	147	(103	)
Standardized Fully Phased-In Tier 2 capital	\$ 27,714	\$ 29,396	
Standardized Fully Phased-In Total capital	\$ 238,303	\$ 237,960	
Adjustment in qualifying allowance for credit losses for Advanced Tier 2 capital	(9,729	) (10,462	)
Advanced Fully Phased-In Tier 2 capital	\$ 17,985	\$ 18,934	
Advanced Fully Phased-In Total capital	\$ 228,574	\$ 227,498	

As of September 30, 2018, Preferred stock includes the issuance of \$1.7 billion of Series DD preferred stock, and other Tier 1 adjustments includes \$1.7 billion (a) of Series I preferred stock called for redemption and subsequently redeemed on October 30, 2018. Tier 1 capital as of September 30, 2018 reflects both the issuance and the redemption.

## Capital rollforward

The following table presents the changes in Basel III Fully Phased-In CET1 capital, Tier 1 capital and Tier 2 capital for the nine months ended September 30, 2018.

Nine months ended September 30, (in millions)	2018
Standardized/Advanced CET1 capital at December 31, 2017	\$183,244
Net income applicable to common equity	24,241
Dividends declared on common stock Net purchase of treasury stock Changes in additional paid-in capital Changes related to AOCI Adjustment related to DVA <sup>(a)</sup> Changes related to other CET1 capital adjustments Change in Standardized/Advanced CET1 capital	(6,554 ) (12,385 ) (1,246 ) (1,995 ) (148 ) (185 )
Standardized/Advanced CET1 capital at September 30, 2018	\$184,972
Standardized/Advanced Tier 1 capital at December 31, 2017	\$208,564
Change in CET1 capital	1,728
Net issuance of noncumulative perpetual preferred $stock^{(b)}$	_

<sup>(</sup>b) Represents certain deferred tax liabilities related to tax-deductible goodwill and identifiable intangibles created in nontaxable transactions, which are netted against goodwill and other intangibles when calculating TCE.

Other	297
Change in Standardized/Advanced Tier 1 capital	2,025
Standardized/Advanced Tier 1 capital at September 30, 2018	\$210,589
Standardized Tier 2 capital at December 31, 2017	\$29,396
Change in long-term debt and other instruments qualifying as Tier 2 Change in qualifying allowance for credit losses Other	(1,485 ) (448 ) 251
Change in Standardized Tier 2 capital	(1,682)
Standardized Tier 2 capital at September 30, 2018	\$27,714
Standardized Total capital at September 30, 2018	\$238,303
Advanced Tier 2 capital at December 31, 2017	\$18,934
Change in long-term debt and other instruments qualifying as Tier 2	(1,485)
Change in qualifying allowance for credit losses	285
Other	251
Change in Advanced Tier 2 capital	(949 )
Advanced Tier 2 capital at September 30, 2018	\$17,985
Advanced Total capital at September 30, 2018	\$228,574

<sup>(</sup>a) Includes DVA related to structured notes recorded in AOCI

<sup>(</sup>b) Includes the net effect of \$1.7 billion of preferred stock that was issued on September 21, 2018 and \$1.7 billion of preferred stock that was called for redemption on September 27, 2018 and redeemed on October 30, 2018.

#### RWA rollforward

The following table presents changes in the components of RWA under Basel III Standardized and Advanced Fully Phased-In for the nine months ended September 30, 2018. The amounts in the rollforward categories are estimates, based on the predominant driver of the change.

	Standardiz	ed		Advanced				
	Credit risk RWA	Market risk RWA	Total RWA	Credit risk RWA	Market risk RWA	Operationa risk RWA	l Total RWA	
At December 31, 2017	\$1,386,060	\$123,702	\$1,509,762	\$922,905	\$123,791	\$400,000	\$1,446,696	
Model & data changes(a)	(5,282	)(3,550	(8,832)	4,446	(3,550	)—	896	
Portfolio runoff(b)	(7,073	)—	(7,073 )	(8,984	)—	_	(8,984	)
Movement in portfolio levels(c)	52,456	(987	51,469	9,534	(1,014	(8,599	(79	)
Changes in RWA	40,101	(4,537	35,564	4,996	(4,564	(8,599	(8,167	)
<b>September 30, 2018</b>	\$1,426,161	\$119,165	\$1,545,326	\$927,901	\$119,227	\$ 391,401	\$1,438,529	

Model & data changes refer to movements in levels of RWA as a result of revised methodologies and/or treatment per regulatory guidance (exclusive of rule changes).

## Supplementary leverage ratio

The SLR is defined as Tier 1 capital under Basel III divided by the Firm's total leverage exposure. For additional information, refer to Capital Risk Management on page 88 of JPMorgan Chase's 2017 Annual Report. The following table presents the components of the Firm's Fully Phased-In SLR as of September 30, 2018 and December 31, 2017.

(in millions, except ratio)	September 30, 2018		
Tier 1 capital	\$ 210,589	\$208,564	
Total average assets	2,599,621	2,562,155	
Less: Adjustments for deductions from Tier 1 capi	tal 47,009	47,333	
Total adjusted average assets <sup>(a)</sup>	2,552,612	2,514,822	
Off-balance sheet exposures(b)	682,906	690,193	
Total leverage exposure	\$ 3,235,518	\$3,205,015	
SLR	6.5	% 6.5	%

<sup>(</sup>a) Adjusted average assets, for purposes of calculating the SLR, includes total quarterly average assets adjusted for on-balance sheet assets that are subject to deduction from Tier 1 capital, predominantly goodwill and other intangible assets.

For JPMorgan Chase Bank, N.A.'s and Chase Bank USA, N.A.'s SLR ratios, refer to Note 19.

## Line of business equity

Each business segment is allocated capital by taking into consideration stand-alone peer comparisons and regulatory capital requirements. For additional information, refer to page 88 of JPMorgan Chase's 2017 Annual Report.

The following table represents the capital allocated to each business segment:

	September 30,	December 31,
(in billions)	2018	2017
Consumer & Community Banking	\$ 51.0	\$ 51.0
Corporate & Investment Bank	70.0	70.0
Commercial Banking	20.0	20.0
Asset & Wealth Management	9.0	9.0
Corporate	81.2	79.6
Total common stockholders' equity	\$ 231.2	\$ 229.6

<sup>(</sup>b) Portfolio runoff for credit risk RWA primarily reflects reduced risk from position rolloffs in legacy portfolios in Home Lending.

<sup>(</sup>c) Movement in portfolio levels (inclusive of rule changes) refers to: changes in book size, composition, credit quality, and market movements for credit risk RWA; changes in position and market movements for market risk RWA; and updates to cumulative losses for operational risk RWA.

<sup>(</sup>b) Off-balance sheet exposures are calculated as the average of the three month-end spot balances during the quarter.

#### Planning and stress testing

Comprehensive Capital Analysis and Review

The Federal Reserve requires large bank holding companies, including the Firm, to submit a capital plan on an annual basis. Through the CCAR process, the Federal Reserve evaluates each bank holding company's ("BHC") capital adequacy and internal capital adequacy assessment processes, as well as its plans to make capital distributions, such as dividend payments or stock repurchases.

On June 28, 2018, the Federal Reserve informed the Firm that it did not object, on either a quantitative or qualitative basis, to the Firm's 2018 capital plan.

#### **Capital actions**

Preferred stock

Preferred stock dividends declared were \$379 million and \$1.2 billion for the three and nine months ended September 30, 2018.

On September 21, 2018, the Firm issued \$1.7 billion of fixed rate 5.75% non-cumulative preferred stock, Series DD. On October 30, 2018, the Firm redeemed \$1.7 billion of its fixed-to-floating rate non-cumulative perpetual preferred stock, Series I. For additional information on the Firm's preferred stock, refer to Note 20 of JPMorgan Chase's 2017 Annual Report.

#### Common stock dividends

On September 18, 2018, the Firm announced that its Board of Directors had declared a quarterly common stock dividend of \$0.80 per share, effective with the dividend paid on October 31, 2018. The Firm's dividends are subject to the Board of Directors' approval on a quarterly basis.

#### Common equity

Effective as of June 28, 2018, the Firm's Board of Directors authorized the repurchase of up to \$20.7 billion of common equity (common stock and warrants) between July 1, 2018 and June 30, 2019, as part of its annual capital plan.

The following table sets forth the Firm's repurchases of common equity for the three and nine months ended September 30, 2018 and 2017. There were no repurchases of warrants during the three and nine months ended September 30, 2018 and 2017.

For additional information regarding repurchases of the Firm's equity securities, refer to Part II, Item 2: Unregistered Sales of Equity Securities and Use of Proceeds and Part II, Item 5: Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities on page 183 of this Form 10-Q and page 28 of JPMorgan Chase's 2017 Form 10-K, respectively.

There were 7.7 million and 15.0 million warrants outstanding at September 30, 2018 and December 31, 2017, respectively. All outstanding warrants that were not exercised on or before October 29, 2018 have expired.

## Other capital requirements

#### TLAC

The Federal Reserve's TLAC rule requires the top-tier U.S. GSIB holding companies, including the Firm, to maintain minimum levels of external TLAC and eligible LTD effective January 1, 2019.

As of September 30, 2018, the Firm was compliant with the requirements of the rule to which it will be subject on January 1, 2019. For additional information, refer to page 90 of JPMorgan Chase's 2017 Annual Report.

#### **Broker-dealer regulatory capital**

#### J.P. Morgan Securities

JPMorgan Chase's principal U.S. broker-dealer subsidiary is J.P. Morgan Securities. J.P. Morgan Securities is subject to Rule 15c3-1 under the Securities Exchange Act of 1934 (the "Net Capital Rule"). J.P. Morgan Securities is also registered as a futures commission merchant and subject to Rule 1.17 of the Commodity Futures Trading Commission ("CFTC").

J.P. Morgan Securities has elected to compute its minimum net capital requirements under the "Alternative Net Capital Requirements" of the Net Capital Rule.

Under the market and credit risk standards of Appendix E of the Net Capital Rule, J.P. Morgan Securities is eligible to use the alternative method of computing net capital if, in addition to meeting its minimum net capital requirement, it maintains tentative net capital of at least \$1.0 billion. J.P. Morgan Securities is required to notify the Securities and Exchange Commission ("SEC") in the event that tentative net capital is less than \$5.0 billion. As of September 30, 2018, J.P. Morgan Securities maintained tentative net capital in excess of the minimum and notification requirements.

The following table presents J.P. Morgan Securities' net capital information:

September 30, 2018 Net Capital
(in millions) Actual Minimum
J.P. Morgan Securities \$18,258\$ 2,903
J.P. Morgan Securities plc

J.P. Morgan Securities plc is a wholly-owned subsidiary of JPMorgan Chase Bank, N.A. and is the Firm's principal operating subsidiary in the U.K. It has authority to engage in banking, investment banking and broker-dealer activities. J.P. Morgan Securities plc is jointly regulated by the U.K. Prudential Regulatory Authority ("PRA") and the Financial Conduct Authority ("FCA"). J.P. Morgan Securities plc is subject to the European Union Capital Requirements Regulation and the U.K. PRA capital rules, each of which implemented Basel III and thereby subject J.P. Morgan Securities plc to its requirements.

The following table presents J.P. Morgan Securities plc's capital information:

September 30, 2018	Total capital	CET1 rati	io	Total cap	ital ratio
(in millions, except ratios)	Estimated	Estimated	Minimum	Estimated	Minimum
J.P. Morgan Securities plc	\$41,284	16.8%	4.5%	16.8%	8.0%

## LIQUIDITY RISK

#### **MANAGEMENT**

Liquidity risk is the risk that the Firm will be unable to meet its contractual and contingent financial obligations as they arise or that it does not have the appropriate amount, composition and tenor of funding and liquidity to support its assets and liabilities. For a further discussion of the Firm's Liquidity Risk Management, refer to pages 92–97 of JPMorgan Chase's 2017 Annual Report and the Firm's US LCR Disclosure reports, which are available on the Firm's website at: (https://jpmorganchaseco.gcs-web.com/financial-information/basel-pillar-3-us-lcr-disclosures).

#### LCR and HQLA

The LCR rule requires the Firm to maintain an amount of unencumbered HQLA that is sufficient to meet its estimated total net cash outflows over a prospective 30 calendar-day period of significant stress. HQLA is the amount of liquid assets that qualify for inclusion in the LCR. HQLA primarily consist of unencumbered cash and certain high quality liquid securities as defined in the LCR rule.

Under the LCR rule, the amount of HQLA held by JPMorgan Chase Bank N.A. and Chase Bank USA, N.A that are in excess of each entity's standalone 100% minimum LCR requirement, and that are not transferable to non-bank affiliates, must be excluded from the Firm's reported HQLA. The LCR is required to be a minimum of 100%. On August 22, 2018, the U.S. banking regulators published a final rule permitting investment-grade municipal obligations that meet certain criteria to qualify as HQLA for purposes of the U.S. LCR rule. The final rule went into effect on August 30, 2018, and did not have a material impact on the Firm's HQLA or LCR for the three months ended September 30, 2018.

The following table summarizes the Firm's average LCR for the three months ended September 30, 2018, June 30, 2018 and September 30, 2017 based on the Firm's current interpretation of the finalized LCR framework.

Three n	nonths e	ended		
Septem 30, 2018	30, 2018	September 30, 2017		
\$345	\$363	\$ 390		
190	166	179		
\$535	\$529	\$ 568		
\$467	\$458	\$ 475		
115 %	115 %	120 %		
\$68	\$71	\$ 93		
	Septem 30, 2018 \$345 190 \$535 \$467 115 %	\$345 \$363 190 166 \$535 \$529 \$467 \$458 115 % 115 %		

- (a) Represents cash on deposit at central banks, primarily Federal Reserve Banks.
- (b) Predominantly U.S. Treasuries, U.S. Agency MBS, and sovereign bonds net of applicable haircuts under the LCR rules.
- (c) HQLA eligible securities may be reported in securities borrowed or purchased under resale agreements, trading assets, or investment securities on the Firm's Consolidated balance sheets.
- (d) Excludes average excess HQLA at JPMorgan Chase Bank, N.A. and Chase Bank USA, N.A. that are not transferable to non-bank affiliates.

The Firm's average LCR was 115% for the three months ended September 30, 2018 and June 30, 2018.

The Firm's average LCR decreased during the three months ended September 30, 2018, compared with the prior year period due to a reduction in cash primarily driven by long-term debt maturities and CIB client-driven markets activities.

The Firm's average LCR may fluctuate from period to period, due to changes in its HQLA and estimated net cash outflows under the LCR as a result of ongoing business activity. The Firm's HQLA are expected to be available to meet its liquidity needs in a time of stress.

#### Other liquidity sources

As of September 30, 2018, in addition to assets reported in the Firm's HQLA under the LCR rule, the Firm had approximately \$225 billion of unencumbered marketable securities, such as equity securities and fixed income debt securities, available to raise liquidity, if required. This includes HQLA-eligible securities included as part of the excess liquidity at JPMorgan Chase Bank, N.A. that are not transferable to non-bank affiliates.

As of September 30, 2018, the Firm also had approximately \$298.9 billion of available borrowing capacity at various FHLBs, discount windows at Federal Reserve Banks and various other central banks as a result of collateral pledged by the Firm to such banks. This borrowing capacity excludes the benefit of securities reported in the Firm's HQLA or other unencumbered securities that are currently pledged at Federal Reserve Bank discount windows. Although available, the Firm does not view the borrowing capacity at the Federal Reserve Bank discount windows and the

## **Funding**

## **Sources of funds**

various other central banks as a primary source of liquidity.

Management believes that the Firm's unsecured and secured funding capacity is sufficient to meet its on- and off-balance sheet obligations.

The Firm funds its global balance sheet through diverse sources of funding including a stable deposit franchise as well as secured and unsecured funding in the capital markets. The Firm's loan portfolio is funded with a portion of the Firm's deposits, through securitizations and, with respect to a portion of the Firm's real estate-related loans, with secured borrowings from the FHLBs. Deposits in excess of the amount utilized to fund loans are primarily invested in the Firm's investment securities portfolio or deployed in cash or other short-term liquid investments based on their interest rate and liquidity risk characteristics. Securities borrowed or purchased under resale agreements and trading assets-debt and equity instruments are primarily funded by the Firm's securities loaned or sold under agreements to repurchase, trading liabilities-debt and equity instruments, and a portion of the Firm's long-term debt and stockholders' equity. In addition to funding securities borrowed or purchased under resale agreements and trading assets-debt and Refer to the discussion below for additional information relating to Deposits, Short-term funding, and Long-term funding and issuance. Refer to the discussion below for additional information relating to Deposits, Short-term funding, and Long-term funding and other financial and non-financial assets, or may be invested in the Firm's investment securities portfolio. Refer to the discussion below for additional information relating to Deposits, Short-term funding, and Long-term funding and issuance.

## **Deposits**

The table below summarizes, by line of business, the deposit balances as of September 30, 2018, and December 31, 2017, and the average deposit balances for the three and nine months ended September 30, 2018 and 2017, respectively.

					Nine month	ns ended	
	September 30	December 31,			September 30,		
Deposits	2018	2017	Average		Average		
(in millions)			2018	2017	2018	2017	
Consumer & Community Banking	\$ 677,260	\$ 659,885	\$674,211	\$645,732	\$669,244	\$636,257	
Corporate & Investment Bank	482,490	455,883	476,995	461,961	472,879	444,064	
Commercial Banking	168,112	181,512	168,102	176,095	171,403	175,265	
Asset & Wealth Management	130,497	146,407	133,021	144,496	138,885	151,311	
Corporate	403	295	533	2,739	736	4,152	
Total Firm	\$ 1,458,762	\$ 1,443,982	\$1,452,862	2\$1,431,023	\$1,453,147	\$1,411,049	

A key strength of the Firm is its diversified deposit franchise, through each of its lines of business, which provides a stable source of funding and limits reliance on the wholesale funding markets. A significant portion of the Firm's deposits are consumer and wholesale operating deposits, which are both considered to be stable sources of liquidity. Wholesale operating deposits are considered to be stable sources of liquidity because they are generated from customers that maintain operating service relationships with the Firm.

The table below shows the loan and deposit balances, the loans-to-deposits ratios, and deposits as a percentage of total liabilities, as of September 30, 2018 and December 31, 2017.

(in billions except ratios)	September 30,	December 31,		
(iii billions except ratios)	2018	2017		
Deposits	\$ 1,458.8	\$ 1,444.0		
Deposits as a % of total liabilities	62 %	63 %		
Loans	\$ 954.3	\$ 930.7		
Loans-to-deposits ratio	65 %	64 %		

The Firm believes that average deposit balances are generally more representative of deposit trends than period-end deposit balances.

Average deposits increased for the three months ended September 30, 2018 in CCB and CIB, partially offset by declines in AWM, CB and Corporate.

The increase in CCB reflects the continuation of growth from new customers, partially offset by balance migration into investment-related products, and in CIB reflects growth in operating deposits in Treasury Services driven by growth in client activity.

The decline in AWM was driven by balance migration predominantly into the Firm's investment-related products, and in CB was primarily driven by the migration of non-operating deposits into higher-yielding investment products. The decline in Corporate was predominantly due to maturities of wholesale non-operating deposits, consistent with the Firm's efforts to reduce such deposits.

Average deposits increased for the nine months ended September 30, 2018 in CCB and CIB, partially offset by declines in AWM, CB and Corporate.

The increase in CCB reflects the continuation of growth from new customers, partially offset by balance migration into investment-related products, and in CIB reflects growth in operating deposits in Treasury Services and Securities Services driven by growth in client activity.

The decline in AWM was driven by balance migration predominantly into the Firm's investment-related products, and in CB was primarily driven by the migration of non-operating deposits into higher-yielding investment products. The decline in Corporate was predominantly due to maturities of wholesale non-operating deposits, consistent with the Firm's efforts to reduce such deposits.

For further information on deposit and liability balance trends, refer to the discussion of the Firm's Business Segment Results and the Consolidated Balance Sheets Analysis on pages 19-41 and pages 12–14, respectively.

The following table summarizes short-term and long-term funding, excluding deposits, as of September 30, 2018, and December 31, 2017, and average balances for the three and nine months ended September 30, 2018 and 2017, respectively. For additional information, refer to the Consolidated Balance Sheets Analysis on pages 12–14 and Note 10.

	September 30 2018	December 31, 2017				
Sources of funds (excluding deposits)	2018	2017	Average		Average	
(in millions)			2018	2017	2018	2017
Commercial paper	\$ 29,313	\$ 24,186	\$28,702	\$23,022	\$27,289	\$18,653
Other borrowed funds <sup>(a)</sup>	10,857	10,727	11,172	10,469	11,716	10,484
$\textbf{Total short-term unsecured funding}^{(a)}$	\$ 40,170	\$ 34,913	\$39,874	\$33,491	\$39,005	\$29,137
Securities sold under agreements to repurchase <sup>(a)(b)</sup>	\$ 168,450	\$ 147,713	\$174,430	\$ 169,638	\$178,929	\$ 174,777
Securities loaned(a)(b)	12,357	9,211	9,131	10,946	10,900	13,370
Other borrowed funds <sup>(a)</sup>	24,465	16,889	21,169	19,467	21,336	15,136
Obligations of Firm-administered multi-seller conduits $(c)$	\$ 4,304	\$ 3,045	\$3,102	\$2,947	\$3,070	\$3,351
Total short-term secured funding <sup>(a)</sup>	\$ 209,576	\$ 176,858	\$207,838	<b>3</b> \$202,998	\$214,235	\$\$206,634
Senior notes	\$ 155,099	\$ 155,852	\$154,820	\$159,270	\$152,046	\$154,148
Trust preferred securities(d)	_	690	517	2,336	629	2,340
Subordinated debt(d)	16,426	16,553	16,079	18,399	16,106	20,029
Structured notes(e)	52,187	45,727	50,905	44,157	48,874	42,025
Total long-term unsecured funding	\$ 223,712	\$ 218,822	\$222,321	1\$224,162	\$217,655	\$\$218,542
Credit card securitization(c)	\$ 14,142	\$ 21,278	\$15,052	\$24,709	\$16,620	\$27,041
Other securitizations(c)(f)	_	_	_	_	_	837
Federal Home Loan Bank ("FHLB") advances	41,457	60,617	48,645	67,288	54,378	72,504
Other long-term secured funding(g)	4,955	4,641	5,013	3,176	4,832	3,202
Total long-term secured funding	\$ 60,554	\$ 86,536	\$68,710	\$95,173	\$75,830	\$103,584
Preferred stock <sup>(h)</sup>	\$ 27,764	\$ 26,068	\$26,252	\$26,068	\$26,130	\$26,068
Common stockholders' equityh)	\$ 231,192	\$ 229,625	\$230,439	\$231,861	\$228,995	\$\$229,937

<sup>(</sup>a) The prior period amounts have been revised to conform with the current period presentation.

#### **Short-term funding**

The Firm's sources of short-term secured funding primarily consist of securities loaned or sold under agreements to repurchase. These instruments are secured predominantly by high-quality securities collateral, including government-issued debt and agency MBS, and constitute a significant portion of the federal funds purchased and securities loaned or sold under repurchase agreements on the Consolidated balance sheets. The increase at September 30, 2018, from December 31, 2017, reflected higher secured financing of trading assets-debt and equity instruments and client-driven market-making activities in CIB.

<sup>(</sup>b) Primarily consists of short-term securities loaned or sold under agreements to repurchase.

<sup>(</sup>c) Included in beneficial interests issued by consolidated variable interest entities on the Firm's Consolidated balance sheets.

Subordinated debt includes \$1.6 billion and \$664 million of junior subordinated debentures distributed pro rata to the holders of trust preferred securities which

<sup>(</sup>d) were cancelled on December 18, 2017 and September 10, 2018, respectively. For further information refer to Note 19 of JPMorgan Chase's 2017 Annual Report.

<sup>(</sup>e) Includes certain TLAC-eligible long-term unsecured debt issued by the Parent Company.

Other securitizations include securitizations of student loans. The Firm deconsolidated the student loan securitization entities in the second quarter of 2017 as it (f) no longer had a controlling financial interest in these entities as a result of the sale of the student loan portfolio. The Firm's wholesale businesses also securitize loans for client-driven transactions, which are not considered to be a source of funding for the Firm and are not included in the table.

(g) Includes long-term structured notes which are secured.

<sup>(</sup>h) For additional information on preferred stock and common stockholders' equity refer to Capital Risk Management onpages 44-48, Consolidated statements of changes in stockholders' equity, and Note20 and Note 21 of JPMorgan Chase's2017 Annual Report.

The balances associated with securities loaned or sold under agreements to repurchase fluctuate over time due to customers' investment and financing activities; the Firm's demand for financing; the ongoing management of the mix of the Firm's liabilities, including its secured and unsecured financing (for both the investment securities and market-making portfolios); and other market and portfolio factors.

The Firm's sources of short-term unsecured funding primarily consist of issuance of wholesale commercial paper. The increase in commercial paper was due to higher net issuance.

#### Long-term funding and issuance

Long-term funding provides additional sources of stable funding and liquidity for the Firm. The Firm's long-term funding plan is driven primarily by expected client activity, liquidity considerations, and regulatory requirements, including TLAC. Long-term funding objectives include maintaining diversification, maximizing market access and optimizing funding costs. The Firm evaluates various funding markets, tenors and currencies in creating its optimal long-term funding plan.

The significant majority of the Firm's long-term unsecured funding is issued by the Parent Company to provide maximum flexibility in support of both bank and nonbank subsidiary funding needs. The Parent Company advances substantially all net funding proceeds to its subsidiary, the Intermediate Holding Company ("IHC"). The IHC does not issue debt to external counterparties. The presentation in the following table has been revised to provide the notional value of the long-term unsecured issuance and maturities or redemptions by the Parent Company and subsidiaries for the three and nine months ended September 30, 2018 and 2017. For additional information on the IHC and long-term debt, refer to Liquidity Risk Management and Note 19 of JPMorgan Chase's 2017 Annual Report.

## **Long-term unsecured funding**

J	J								
		2018	2017	2018	2017	2018	2017	2018	2017
(Notional in millions)		Parent	Compan	y <sup>(b)</sup>		Subsic	diaries <sup>(b)</sup>		
Issuance									
Senior notes issued in the U.S	. market	\$6,000	\$4,000	\$17,00	<b>0</b> \$18,750	\$1,25	0\$—	\$8,761	\$—
Senior notes issued in non-U.S	S. markets	_	_	1,175	2,220	_	_	_	_
<b>Total senior notes</b>		6,000	4,000	18,175	20,970	1,250	_	8,761	_
Subordinated debt		_	_	_	_	_	_	_	_
Structured notes(a)		387	337	2,047	2,046	5,934	6,250	20,159	21,135
Total long-term unsecured f	funding – issuance	\$6,38	<b>7</b> \$4,337	\$20,22	<b>2</b> \$ 23,016	\$7,18	<b>4</b> \$6,250	\$28,920	0\$21,135
Maturities/redemptions									
Senior notes		\$646	\$4,000	\$18,63	<b>3</b> \$ 16,826	\$1,50	<b>3</b> \$152	\$4,466	\$1,368
Subordinated debt		15	395	15	3,401	_	500	_	500
Structured notes		582	1,505	2,465	4,785	3,474	4,152	12,104	13,245

Total long-term unsecured funding – maturities/redemptions \$1,243 \$5,900 \$21,113 \$25,012 \$4,977 \$4,804 \$16,570 \$15,113

The Firm raises secured long-term funding through securitization of consumer credit card loans and advances from the FHLBs. The following table summarizes the securitization issuance and FHLB advances and their respective maturities or redemptions for the three and nine months ended September 30, 2018 and 2017, respectively.

## **Long-term secured funding**

	Issua	nce	Maturities/Redemptions		Issuance		Maturities/Redemptions		
(in millions)	2018	2017	2018	2017	2018	2017	2018	2017	
Credit card securitization	<b>\$</b> —	\$—	\$ 2,375	\$ 2,264	\$1,396	\$1,545	\$ 8,500	\$ 9,270	
Other securitizations(a)	_	_	_	_	_	_	_	55	
FHLB advances	_	_	10,704	4,694	4,000	_	23,157	15,748	
Other long-term secured funding $^{(b)(c)}$	117	189	139	516	312	726	161	640	
Total long-term secured funding	\$117	\$189	\$ 13,218	\$ 7,474	\$5,708	\$\$2,271	\$ 31,818	\$ 25,713	

Other securitizations includes securitizations of student loans. The Firm deconsolidated the student loan securitization entities in the second quarter of 2017 as (a) it no longer had a controlling financial interest in these entities as a result of the sale of the student loan portfolio.

The Firm's wholesale businesses also securitize loans for client-driven transactions; those client-driven loan securitizations are not considered to be a source of funding for the Firm and are not included in the table above. For

<sup>(</sup>a) Includes certain TLAC-eligible long-term unsecured debt issued by the Parent Company.

<sup>(</sup>b) The prior period amounts have been revised to conform with the current period presentation.

<sup>(</sup>b) Includes long-term structured notes which are secured.

<sup>(</sup>c) The prior period amounts have been revised to conform with the current period presentation.

further description of the client-driven loan securitizations, refer to Note 14 of JPMorgan Chase's 2017 Annual Report.

#### **Credit ratings**

The cost and availability of financing are influenced by credit ratings. Reductions in these ratings could have an adverse effect on the Firm's access to liquidity sources, increase the cost of funds, trigger additional collateral or funding requirements and decrease the number of investors and counterparties willing to lend to the Firm.

Additionally, the Firm's funding requirements for VIEs and other third-party commitments may be adversely affected by a decline in credit ratings. For additional information on the impact of a credit ratings downgrade on the funding requirements for VIEs, and on derivatives and collateral agreements, refer to SPEs on page 15, and Liquidity risk and credit-related contingent features in Note 4.

The credit ratings of the Parent Company and the Firm's principal bank and nonbank subsidiaries as of September 30, 2018, except as noted below, were as follows.

	JPMorgan Chase & Co.			JPMorgan Chase Chase Bank USA	· · · · · · · · · · · · · · · · · · ·	J.P. Morgan Securities LLC J.P. Morgan Securities plc			
	Long-term issuer	Short-term issuer	Outlook	Long-term issuer	Short-term issuer	Outlook	Long-term issuer	Short-term issuer	Outlook
Moody's Investors Service(a)	A2	P-1	Stable	Aa2	P-1	Stable	Aa3	P-1	Stable
Standard & Poor's	A-	A-2	Stable	A+	A-1	Stable	A+	A-1	Stable
Fitch Ratings	AA-	F1+	Stable	AA	F1+	Stable	AA	F1+	Stable
(a) Moody's ratings as of Oct	ober 25, 2018								

On October 25, 2018, Moody's upgraded the Parent Company's long-term issuer rating to A2 (previously A3) and short-term issuer rating to P-1 (previously P-2). The long-term issuer ratings were also upgraded for JPMorgan Chase Bank, N.A. and Chase Bank USA, N.A. to Aa2 (previously Aa3), and for J.P. Morgan Securities LLC and J.P. Morgan Securities plc to Aa3 (previously A1).

On June 21, 2018, Fitch upgraded the Parent Company's long-term issuer rating to AA- (previously A+) and short-term issuer rating to F1+ (previously F1). The long-term issuer ratings were also upgraded to AA for JPMorgan Chase Bank, N.A, Chase Bank USA, N.A., J.P. Morgan Securities LLC and J.P. Morgan Securities plc (all previously AA-).

Downgrades of the Firm's long-term ratings by one or two notches could result in an increase in its cost of funds, and access to certain funding markets could be reduced. The nature and magnitude of the impact of ratings downgrades depends on numerous contractual and behavioral factors which the Firm believes are incorporated in its liquidity risk and stress testing metrics. The Firm believes that it maintains sufficient liquidity to withstand a potential decrease in funding capacity due to ratings downgrades.

JPMorgan Chase's unsecured debt does not contain requirements that would call for an acceleration of payments, maturities or changes in the structure of the existing debt, provide any limitations on future borrowings or require additional collateral, based on unfavorable changes in the Firm's credit ratings, financial ratios, earnings, or stock price.

Critical factors in maintaining high credit ratings include a stable and diverse earnings stream, strong capital and liquidity ratios, strong credit quality and risk management controls, and diverse funding sources. Rating agencies continue to evaluate economic and geopolitical trends, regulatory developments, future profitability, risk management practices, and litigation matters, as well as their broader ratings methodologies. Changes in any of these factors could lead to changes in the Firm's credit ratings.

# CREDIT AND INVESTMENT RISK

## **MANAGEMENT**

Credit and investment risk is the risk associated with the default or change in credit profile of a client, counterparty or customer; or loss of principal or a reduction in expected returns on investments. For a further discussion of Credit Risk refer to pages 55-72. For a further discussion on Investment Portfolio Risk, refer to page 72. For a further discussion of the Firm's Credit and Investment Risk Management framework and organization, and the identification, monitoring and management, refer to Credit and Investment Risk Management on pages 99–120 of JPMorgan Chase's 2017 Annual Report.

## **CREDIT**

## **PORTFOLIO**

Credit risk is the risk associated with the default or change in credit profile of a client, counterparty or customer. In the following tables, reported loans include loans retained (i.e., held-for-investment); loans held-for-sale; and certain loans accounted for at fair value. The following tables do not include loans which the Firm accounts for at fair value and classifies as trading assets. For further information regarding these loans, refer to Notes 2 and 3. For additional information on the Firm's loans, lending-related commitments and derivative receivables, including the Firm's accounting policies, refer to Notes 11, 20, and 4, respectively.

For further information regarding the credit risk inherent in the Firm's cash placed with banks, refer to Wholesale credit exposure – industry exposures on pages 64–66; for information regarding the credit risk inherent in the Firm's investment securities portfolio, refer to Note 9 of this Form 10-Q, and Note 10 of JPMorgan Chase's 2017 Annual Report; and for information regarding the credit risk inherent in the securities financing portfolio, refer to Note 10 of this Form 10-Q, and Note 11 of JPMorgan Chase's 2017 Annual Report.

For a further discussion of the consumer credit environment and consumer loans, refer to Consumer Credit Portfolio on pages 102-107 of JPMorgan Chase's 2017 Annual Report and Note 11 of this Form 10-Q. For a further discussion of the wholesale credit environment and wholesale loans,

refer to Wholesale Credit Portfolio on pages 108–116 of JPMorgan Chase's 2017 Annual Report and Note 11 of this Form 10-Q.

Nonnarforming(d)(e)

#### Total credit portfolio

			C	redit expo	osure		Nonperfo	orming <sup>(d)(e)</sup>
(in millions)				ep 30, 018	Dec 31, 2017		Sep 30, 2018	Dec 31, 2017
Loans retained			\$	947,651	\$924,838		\$ 4,630	\$ 5,943
Loans held-for-sale			3	,680	3,351		14	_
Loans at fair value			2	,987	2,508		_	_
Total loans – reported			9	54,318	930,697		4,644	5,943
Derivative receivables			6	0,062	56,523		90	130
Receivables from customers and other(a)			2	6,137	26,272		_	_
Total credit-related assets			1	,040,517	1,013,492		4,734	6,073
Assets acquired in loan satisfactions								
Real estate owned			N	J <b>A</b>	NA		268	311
Other			N	J <b>A</b>	NA		32	42
Total assets acquired in loan satisfactions			N	J <b>A</b>	NA		300	353
Lending-related commitments			1	,048,674	991,482		252	731
Total credit portfolio			\$	2,089,191	\$2,004,974	4	\$ 5,286	\$ 7,157
Credit derivatives used in credit portfolio management activities(b)			\$	(14,206	)\$(17,609	)	<b>\$</b> —	\$ <i>—</i>
Liquid securities and other cash collateral held aga	inst deriva	tives(c)	(1	16,943	)(16,108	)	NA	NA
(in millions, except ratios)	Three months ended September 30,			Septembe				
	2018	2017		2018	2017			
Net charge-offs <sup>(f)</sup>	\$1,033	\$1,265		\$3,620	\$4,123			
Average retained loans								
Loans	942,583	903,892		931,766	894,170			
Loans – excluding residential real estate PCI loans	916,205	871,465	5	903,377	860,443			
Net charge-off rates <sup>(f)</sup>								
Loans			%		6 0.62 %			
Loans – excluding PCI	0.45	0.58		0.54	0.64			
(a) Receivables from customers and other primarily	y represent	s held-fo	r-i	nvestment	margin loan	s t	o brokera	ge customers.

<sup>(</sup>a) Receivables from customers and other primarily represents held-for-investment margin loans to brokerage customers

Represents the net notional amount of protection purchased and sold through credit derivatives used to manage both performing and nonperforming wholesale

- (b) credit exposures; these derivatives do not qualify for hedge accounting under U.S. GAAP. For additional information, refer to Credit derivatives on page 68 and Note 4.
- (c) Includes collateral related to derivative instruments where an appropriate legal opinion has not been either sought or obtained.
- (d) Excludes PCI loans. The Firm is recognizing interest income on each pool of PCI loans as each of the pools is performing.
  - At September 30, 2018, and December 31, 2017, nonperforming assets excluded mortgage loans 90 or more days past due and insured by U.S. government
- (e) agencies of \$2.9 billion and \$4.3 billion, respectively, and real estate owned ("REO") insured by U.S. government agencies (\$78 million and \$95 million, respectively. These amounts have been excluded based upon the government guarantee. In addition, the Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status as permitted by regulatory guidance issued by the Federal Financial Institutions Examination Council ("FFIEC").
- (f) For the nine months ended September 30, 2017, excluding net charge-offs of \$467 million related to the student loan portfolio transfer, the net charge-off rate for Loans would have been 0.55% and for Loans excluding PCI would have been 0.57%.

# CONSUMER CREDIT

## **PORTFOLIO**

The Firm's retained consumer portfolio consists primarily of residential real estate loans, credit card loans, auto loans, and business banking loans, as well as associated lending-related commitments. The Firm's focus is on serving primarily the prime segment of the consumer credit market. For further information on consumer loans, refer to Note 11 of this Form

10-Q and Consumer Credit Portfolio on pages 102-107 and Note 12 of JPMorgan Chase's 2017 Annual Report. For further information on lending-related commitments, refer to Note 20 of this Form 10-Q and Note 27 of JPMorgan Chase's 2017 Annual Report.

The following table presents consumer credit-related information with respect to the credit portfolio held by CCB, prime mortgage and home equity loans held by AWM, and prime mortgage loans held by Corporate. For further information about the Firm's nonaccrual and charge-off accounting policies, refer to Note 12 of JPMorgan Chase's 2017 Annual Report.

## **Consumer credit portfolio**

-																
	Cuadit ave	Average annual Nonaccrual Net net Net				Net net				Avera net	_					
(in millions, except ratios)	Credit exposure				charge-offs/(recov hnirgs) (b)ff/(recoveries) charge-offs/(recoveries) c										eries)	
	Sep 30, 2018	Dec 31, 2017	Sep 30 2018	Dec 31, 2017	2018	2017	2018		2017		2018	2017	2018		2017	
Consumer, excluding credit card Loans, excluding PCI loans and loans held-for-sale																
Residential mortgage	\$231,361	\$216,496	\$1,880	0\$2,175	\$(105	)\$3	(0.18	)%	0.01	%	\$(256	)\$3	(0.15	)%	_	%
Home equity	29,318	33,450	1,382	1,610	(12	)13	(0.16	)	0.15		(2	)71	(0.01	)	0.26	
Auto <sup>(a)(b)</sup>	63,619	66,242	137	141	56	116	0.35		0.71		182	245	0.37		0.50	
Consumer & Business Banking(b)(c)	26,451	25,789	237	283	68	71	1.02		1.12		171	184	0.88		0.99	
Student <sup>(d)</sup>	_	_	_	_	_	_	_		_		_	498	_		NM	
Total loans, excluding PCI loans and loans held-for-sale	350,749	341,977	3,636	4,209	7	203	0.01		0.24		95	1,001	0.04		0.40	
Loans – PCI																
Home equity	9,393	10,799	NA	NA	NA	NA	NA		NA		NA	NA	NA		NA	
Prime mortgage	4,931	6,479	NA	NA	NA	NA	NA		NA		NA	NA	NA		NA	
Subprime mortgage	2,072	2,609	NA	NA	NA	NA	NA		NA		NA	NA	NA		NA	
Option ARMs(e)	8,813	10,689	NA	NA	NA	NA	NA		NA		NA	NA	NA		NA	
Total loans – PCI	25,209	30,576	NA	NA	NA	NA	NA		NA		NA	NA	NA		NA	
Total loans – retained	375,958	372,553	3,636	4,209	7	203	0.01		0.22		95	1,001	0.03		0.37	
Loans held-for-sale	104	128	_	_	_	_	_		_		_	_	_		_	
Total consumer, excluding credit card loans	376,062	372,681	3,636	4,209	7	203	0.01		0.22		95	1,001	0.03		0.37	
Lending-related commitments(f)	50,630	48,553														
Receivables from customers(g)	155	133														
Total consumer exposure, excluding credit card	426,847	421,367														
Credit card																
Loans retained(h)	147,856	149,387	_	_	1,073	1,019	2.91		2.87		3,407	3,049	3.16		2.94	
Loans held-for-sale	25	124	_	_	_	_	_		_		_	_	_		_	
Total credit card loans	147,881	149,511	_	_	1,073	1,019	2.91		2.87		3,407	3,049	3.16		2.94	
Lending-related commitments(f)	600,728	572,831														
Total credit card exposure	748,609	722,342														

Total consumer credit portfolio Memo: Total consumer credit portfolio, excluding PCI \$1,175,456\$1,143,709 \$3,636\$4,209 \$1,080 \$1,222 0.82 % 0.95 % \$3,502 \$4,050 0.90 % 1.07 % \$1,150,247\$1,113,133 \$3,636\$4,209 \$1,080 \$1,222 0.86 % 1.02 % \$3,502 \$4,050 0.96 % 1.15 %

- At September 30, 2018, and December 31, 2017, excluded operating lease assets of \$19.6 billion and \$17.1 billion, respectively. These operating lease assets
- (a) are included in other assets on the Firm's Consolidated balance sheets. The risk of loss on these assets relates to the residual value of the leased vehicles, which is managed through projection of the lease residual value at lease origination, periodic review of residual values, and through arrangements with certain auto manufacturers that mitigates this risk.
- Includes certain business banking and auto dealer risk-rated loans that apply the wholesale methodology for determining the allowance for loan losses; these loans are managed by CCB, and therefore, for consistency in presentation, are included within the consumer portfolio.
- (c) Predominantly includes Business Banking loans.
  - For the nine months ended September 30, 2017, excluding net charge-offs of \$467 million related to the student loan portfolio sale, the net charge-off rate for
- (d) Total consumer, excluding credit card and PCI loans and loans held-for-sale would have been 0.22%; Total consumer retained excluding credit card loans would have been 0.20%; Total consumer credit portfolio would have been 0.95%; and Total consumer credit portfolio, excluding PCI loans would have been 1.02%.
- (e) At both September 30, 2018, and December 31, 2017, approximately 68% of the PCI option adjustable rate mortgage ("ARM") portfolio has been modified into fixed-rate, fully amortizing loans.

Credit card and home equity lending-related commitments represent the total available lines of credit for these products. The Firm has not experienced, and does not anticipate, that all available lines of credit would be used at the same time. For credit card commitments, and if certain conditions are met, home equity commitments, the Firm can reduce or cancel these lines of credit by providing the borrower notice or, in some cases as permitted by law, without notice. For further information, refer to Note 20.

- Receivables from customers represent held-for-investment margin loans to brokerage customers that are collateralized through assets maintained in the clients' brokerage accounts. These receivables are reported within accrued interest and accounts receivable on the Firm's Consolidated balance sheets.
- (h) Includes billed interest and fees net of an allowance for uncollectible interest and fees.
  - At September 30, 2018 and December 31, 2017, nonaccrual loans excluded mortgage loans 90 or more days past due and insured by U.S. government agencies
- (i) of \$2.9 billion and \$4.3 billion, respectively. These amounts have been excluded from nonaccrual loans based upon the government guarantee. In addition, the Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status, as permitted by regulatory guidance issued by the FFIEC.
- (j) Excludes PCI loans. The Firm is recognizing interest income on each pool of PCI loans as each of the pools is performing.
  - Net charge-offs and the net charge-off rates excluded write-offs in the PCI portfolio of \$58 million and \$20 million for the three months ended September 30,
- (k) 2018 and 2017, respectively, and \$151 million and \$66 million for the nine months ended September 30, 2018 and 2017, respectively. These write-offs decreased the allowance for loan losses for PCI loans. Refer to Allowance for Credit Losses on pages 69–71 for further information.
- Net charge-offs and net charge-off rates for the three months ended September 30, 2017 included \$63 million of incremental charge-offs recorded in accordance (1) with regulatory guidance regarding the timing of loss recognition for certain auto and residential real estate loans in bankruptcy and auto loans where assets were acquired in loan satisfaction.
  - Average consumer loans held-for-sale were \$196 million and \$339 million for the three months ended September 30, 2018 and 2017, respectively, and \$240
- (m) million and \$1.9 billion for the nine months ended September 30, 2018 and 2017, respectively. These amounts were excluded when calculating net charge-off rates.

## Consumer, excluding credit card

#### Portfolio analysis

Consumer loan balances increased from December 31, 2017 predominantly due to originations of high-quality prime mortgage loans that have been retained on the balance sheet, largely offset by paydowns and the charge-off or liquidation of delinquent loans.

PCI loans are excluded from the following discussions of individual loan products and are addressed separately below. For further information about the Firm's consumer portfolio, including information about delinquencies, loan modifications and other credit quality indicators, refer to Note 11 of this Form 10-Q.

Residential mortgage: The residential mortgage portfolio predominantly consists of high-quality prime mortgage loans, with approximately 1% consisting of subprime mortgage loans. These subprime mortgage loans continue to run off and are performing in line with expectations. The residential mortgage portfolio, including loans held-for-sale, increased from December 31, 2017 as the amount of retained originations of primarily high-quality prime mortgage loans exceeded paydowns. Residential mortgage 30+ day delinquencies decreased from December 31, 2017. Nonaccrual loans decreased from December 31, 2017 due to lower delinquencies. Net recoveries for the three and nine months ended September 30, 2018 improved when compared with the same period in the prior year reflecting loan sales as well as continued improvement in home prices and lower delinquencies.

At September 30, 2018, and December 31, 2017, the Firm's residential mortgage portfolio included \$21.3 billion and \$20.2 billion, respectively, of interest-only loans. These loans have an interest-only payment period generally followed by an adjustable-rate or fixed-rate fully amortizing payment period to maturity and are typically originated as higher-balance loans to higher-income borrowers. To date, losses on this portfolio generally have been consistent with the broader residential mortgage portfolio. The Firm continues to monitor the risks associated with these loans.

The following table provides a summary of the Firm's residential mortgage portfolio insured and/or guaranteed by U.S. government agencies, including loans held-for-sale. The Firm monitors its exposure to certain potential unrecoverable claim payments related to government-insured loans and considers this exposure in estimating the allowance for loan losses.

(in millions)	September 30	• <b>30,</b> December 31,			
(in millions)	2018	2017			
Current	\$ 2,741	\$ 2,401			
30-89 days past due	1,563	1,958			
90 or more days past due	2,896	4,264			
Total government guaranteed loans	\$ 7,200	\$ 8,623			

**Home equity:** The home equity portfolio declined from December 31, 2017 primarily reflecting loan paydowns. The amount of 30+ day delinquencies decreased from December 31, 2017. Nonaccrual loans decreased from December 31, 2017 due to lower delinquencies. Net recoveries for the three and nine months ended September 30, 2018 improved when compared with the same period in the prior year, as a result of continued improvement in home prices and lower delinquencies.

At September 30, 2018, approximately 90% of the Firm's home equity portfolio consisted of home equity lines of credit ("HELOCs") and the remainder consisted of home equity loans ("HELOANs"). The carrying value of HELOCs outstanding was \$26 billion at September 30, 2018. This amount included \$12 billion of HELOCs that have recast from interest-only to fully amortizing payments or have been modified and \$4 billion of interest-only balloon HELOCs, which primarily mature after 2030. The Firm manages the risk of HELOCs during their revolving period by closing or reducing the undrawn line to the extent permitted by law when borrowers are exhibiting a material deterioration in their credit risk profile.

The Firm monitors risks associated with junior lien loans where the borrower has a senior lien loan that is either delinquent or has been modified. These loans are considered "high-risk seconds" and are classified as nonaccrual as they are considered to pose a higher risk of default than other junior lien loans. The carrying value of high-risk seconds declined from December 31, 2017.

For further information on the Firm's home equity portfolio, refer to Note 11 of this Form 10-Q and Consumer Credit Portfolio on pages 102-107 of JPMorgan Chase's 2017 Annual Report.

**Auto:** The auto loan portfolio, which predominantly consists of prime-quality loans, declined when compared with December 31, 2017, as paydowns and the charge-off or liquidation of delinquent loans were predominantly offset by new originations. Nonaccrual loans decreased from December 31, 2017. Net charge-offs for the three and nine months ended September 30, 2018 declined when compared with the same period in the prior year primarily as a result of an incremental \$49 million recorded in the prior year in accordance with regulatory guidance regarding the timing of loss recognition for certain loans in bankruptcy and loans where assets were acquired in loan satisfaction.

Consumer & Business Banking: Consumer & Business Banking loans increased when compared with December 31, 2017 due to higher loan originations, predominantly offset by paydowns and charge-offs of delinquent loans. Nonaccrual loans decreased from December 31, 2017. Net charge-offs for the three and nine months ended September 30, 2018 decreased when compared with the same period in the prior year.

**Purchased credit-impaired loans:** PCI loans decreased from December 31, 2017 due to portfolio run off and loan sales. As of September 30, 2018, approximately 11% of the option ARM PCI loans were delinquent and approximately 68% of the portfolio had been modified into fixed-rate, fully amortizing loans. The borrowers for substantially all of the remaining loans are making amortizing payments, although such payments are not necessarily fully amortizing. This latter group of loans is subject to the risk of payment shock due to future payment recast. Default rates generally increase on option ARM loans when payment recast results in a payment increase. The expected increase in default rates is considered in the Firm's quarterly impairment assessment.

The following table provides a summary of lifetime principal loss estimates included in either the nonaccretable difference or the allowance for loan losses.

# **Summary of PCI loans lifetime principal loss estimates**

	Lifetin estima		Life-to-date liquidation losses <sup>(b)</sup>					
(in billions)	Sep 30 2018	Dec 31, 2017	Sep 30 2018	Dec 31, 2017				
Home equity	\$14.1	\$ 14.2	\$13.0	\$ 12.9				
Prime mortgage	4.0	4.0	3.8	3.8				
Subprime mortgage	3.3	3.3	3.1	3.1				
Option ARMs	10.2	10.0	9.9	9.7				
Total	\$31.6	\$ 31.5	\$29.8	\$ 29.5				

Includes the original nonaccretable difference established in purchase accounting of \$30.5 billion for principal losses plus additional principal losses recognized (a) subsequent to acquisition through the provision and allowance for loan losses. The remaining nonaccretable difference for principal losses was \$556 million and \$842 million at September 30, 2018, and December 31, 2017, respectively.

(b) Represents both realization of loss upon loan resolution and any principal forgiven upon modification.

#### Geographic composition of residential real estate loans

For information on the geographic composition of the Firm's residential real estate loans, refer to Note 11.

#### Current estimated loan-to-value ratio of residential real estate loans

Average current estimated loan-to-value ("LTV") ratios have declined consistent with recent improvements in home prices, customer paydowns, and charge-offs or liquidations of higher LTV loans. For further information on current estimated LTVs on residential real estate loans, refer to Note 11.

#### Loan modification activities for residential real estate loans

The performance of modified loans generally differs by product type due to differences in both the credit quality and the types of modifications provided. The performance of modifications to the residential real estate portfolios as

measured through cumulative redefault rates, were not materially different from December 31, 2017. For further information on the Firm's cumulative redefault rates refer to Consumer Credit Portfolio on pages 102-107 of JPMorgan Chase's 2017 Annual Report.

Certain loans that were modified under the U.S. Government's Home Affordable Modification Program ("HAMP") and the Firm's proprietary modification programs have interest rate reset provisions ("step-rate modifications"). Interest rates on these loans generally began to increase commencing in 2014 by 1% per year, and will continue to do so, until the rate reaches a specified cap. The cap on these loans is typically at a prevailing market interest rate for a fixed-rate mortgage loan as of the modification date. At September 30, 2018, the carrying value of non-PCI loans and the unpaid principal balance of PCI loans modified in step-rate modifications, which have not yet met their specified caps, were \$2 billion and \$4 billion, respectively. The Firm continues to monitor this risk exposure and the impact of these potential interest rate

increases is considered in the Firm's allowance for loan losses.

The following table presents information as of September 30, 2018, and December 31, 2017, relating to modified retained residential real estate loans for which concessions have been granted to borrowers experiencing financial difficulty. For further information on modifications for the three and nine months ended September 30, 2018 and 2017, refer to Note 11.

#### Modified residential real estate loans

	<b>September 30, 2018</b> December 31, 20						
(in millions)	Retaine loans	Non-accrual retained loans <sup>(d)</sup>	Retaine loans	Non-accrual retained loans <sup>(d)</sup>			
Modified residential real estate loans, excluding PCI loans(a)(b)							
Residential mortgage	\$4,722	\$ 1,536	\$5,620	\$ 1,743			
Home equity	2,056	993	2,118	1,032			
Total modified residential real estate loans, excluding PCI loans	\$6,778	\$ 2,529	\$7,738	\$ 2,775			
Modified PCI loans(c)							
Home equity	\$2,135	NA	\$2,277	NA			
Prime mortgage	3,296	NA	4,490	NA			
Subprime mortgage	2,162	NA	2,678	NA			
Option ARMs	6,660	NA	8,276	NA			
Total modified PCI loans	\$14,25	3 NA	\$17,721	l NA			
	1						

<sup>(</sup>a) Amounts represent the carrying value of modified residential real estate loans.

#### **Nonperforming assets**

The following table presents information as of September 30, 2018, and December 31, 2017, about consumer, excluding credit card, nonperforming assets.

#### Nonperforming assets(a)

- 10		
(in millions)	September 30, 2018	December 31, 2017
Nonaccrual loans(b)		
Residential real estate	\$ 3,262	\$ 3,785
Other consumer	374	424
Total nonaccrual loans	3,636	4,209
Assets acquired in loan satisfactions		
Real estate owned	205	225
Other	32	40
Total assets acquired in loan satisfactions	237	265
Total nonperforming assets	\$ 3,873	\$ 4,474

At September 30, 2018, and December 31, 2017, nonperforming assets excluded mortgage loans 90 or more days past due and insured by U.S. government

Nonaccrual loans in the residential real estate portfolio at September 30, 2018 decreased to \$3.3 billion from \$3.8

At September 30, 2018, and December 31, 2017, \$4.0 billion and \$3.8 billion, respectively, of loans modified subsequent to repurchase from Ginnie Mae in accordance with the standards of the appropriate government agency (i.e., Federal Housing Administration ("FHA"), U.S. Department of Veterans Affairs ("VA"),

<sup>(</sup>b) Rural Housing Service of the U.S. Department of Agriculture ("RHS")) are not included in the table above. When such loans perform subsequent to modification in accordance with Ginnie Mae guidelines, they are generally sold back into Ginnie Mae loan pools. Modified loans that do not re-perform become subject to foreclosure. For additional information about sales of loans in securitization transactions with Ginnie Mae, refer to Note 13.

<sup>(</sup>c) Amounts represent the unpaid principal balance of modified PCI loans.

At September 30, 2018, and December 31, 2017, nonaccrual loans included \$2.0 billion and \$2.2 billion, respectively, of troubled debt restructurings ("TDRs") (d) for which the borrowers were less than 90 days past due. For additional information about loans modified in a TDR that are on nonaccrual status, refer to Note 11

<sup>(</sup>a) agencies of \$2.9 billion and \$4.3 billion, respectively, and REO insured by U.S. government agencies of \$78 million and \$95 million, respectively. These amounts have been excluded based upon the government guarantee.

Excludes PCI loans, which are accounted for on a pool basis. Since each pool is accounted for as a single asset with a single composite interest rate and an (b) aggregate expectation of cash flows, the past-due status of the pools, or that of individual loans within the pools, is not meaningful. The Firm is recognizing interest income on each pool of loans as each of the pools is performing.

billion at December 31, 2017, of which 25% and 26% were greater than 150 days past due, respectively. In the aggregate, the unpaid principal balance of residential real estate loans greater than 150 days past due was charged down by approximately 33% and 40% to the estimated net realizable value of the collateral at September 30, 2018, and December 31, 2017, respectively.

**Nonaccrual loans:** The following table presents changes in consumer, excluding credit card, nonaccrual loans for the nine months ended September 30, 2018 and 2017.

## Nonaccrual loan activity

Tionacci dai todii accivity		
Nine months ended September 30, (in millions)	2018	2017
Beginning balance	\$4,209	\$4,820
Additions	2,174	2,553
Reductions:		
Principal payments and other(a)	1,119	1,245
Charge-offs	354	561
Returned to performing status	1,057	1,121
Foreclosures and other liquidations	217	285
<b>Total reductions</b>	2,747	3,212
Net changes	(573	)(659 )
<b>Ending balance</b>	\$3,636	\$4,161

(a) Other reductions includes loan sales.

**Active and suspended foreclosure:** For information on loans that were in the process of active or suspended foreclosure, refer to Note 11.

## **Credit card**

Total credit card loans decreased from December 31, 2017 due to seasonality. The September 30, 2018 30+ day delinquency rate seasonally decreased to 1.75% from 1.80% at December 31, 2017, and the September 30, 2018 90+ day delinquency rate decreased to 0.85% from 0.92% at December 31, 2017, in line with expectations. Net charge-offs increased for the three and nine months ended September 30, 2018 when compared with the same periods in the prior year, as expected, primarily due to the seasoning of more recent vintages with higher loss rates, as anticipated given underwriting standards at the time of origination.

Consistent with the Firm's policy, all credit card loans typically remain on accrual status until charged off. However, the Firm establishes an allowance, which is offset against loans and charged to interest income, for the estimated uncollectible portion of accrued and billed interest and fee income.

## Geographic and FICO composition of credit card loans

For information on the geographic and FICO composition of the Firm's credit card loans, refer to Note 11.

## Modifications of credit card loans

At September 30, 2018 and December 31, 2017, the Firm had \$1.3 billion and \$1.2 billion, respectively, of credit card loans outstanding that have been modified in TDRs. These balances included both credit card loans with modified payment terms and credit card loans that reverted back to their pre-modification payment terms because the cardholder did not comply with the modified payment terms.

For additional information about loan modification programs to borrowers, refer to Note 11.

# WHOLESALE CREDIT PORTFOLIO

In its wholesale businesses, the Firm is exposed to credit risk primarily through its underwriting, lending, market-making, and hedging activities with and for clients and counterparties, as well as through various operating services (such as cash management and clearing activities), securities financing activities and cash placed with banks. A portion of the loans originated or acquired by the Firm's wholesale businesses is generally retained on the balance sheet. The Firm distributes a significant percentage of the loans that it originates into the market as part of its syndicated loan business and to manage portfolio concentrations and credit risk.

The credit quality of the wholesale portfolio was stable for the nine months ended September 30, 2018, characterized by low levels of criticized exposure, nonaccrual loans and charge-offs. Refer to the industry discussion on pages 64–66 for further information. Retained loans increased across all wholesale lines of business, predominantly driven by CIB, including loans to financial institution and commercial and industrial clients, and in AWM due to an increase in loans to Wealth Management clients globally. The wholesale portfolio is actively managed, in part by conducting ongoing, in-depth reviews of client credit quality and transaction structure inclusive of collateral where applicable, and of industry, product and client concentrations.

In the following tables, the Firm's wholesale credit portfolio includes exposure held in CIB, CB, AWM and Corporate, and excludes all exposure managed by CCB.

## Wholesale credit portfolio

The state of the s				
	Credit exp	osure	Nonperf	orming(c)
(in millions)	Sep 30, 2018	Dec 31, 2017	Sep 30, 2018	Dec 31, 2017
Loans retained	\$423,837	\$402,898	\$ 994	\$ 1,734
Loans held-for-sale	3,551	3,099	14	_
Loans at fair value	2,987	2,508	_	_
Loans	430,375	408,505	1,008	1,734
Derivative receivables	60,062	56,523	90	130
Receivables from customers and other(a)	25,982	26,139	_	_
Total wholesale credit-related assets	516,419	491,167	1,098	1,864
Lending-related commitments	397,316	370,098	252	731
Total wholesale credit exposure	\$913,735	\$861,265	\$ 1,350	\$ 2,595
Credit derivatives used in credit portfolio management activities(b)	\$(14,206)	(17,609)	<b>\$</b> —	\$ —
Liquid securities and other cash collateral held against derivatives	(16,943	)(16,108 )	NA	NA

<sup>(</sup>a) Receivables from customers and other include \$26.0 billion of held-for-investment margin loans at both September 30, 2018, and December 31, 2017, to prime brokerage customers in CIB and AWM; these are classified in accrued interest and accounts receivable on the Consolidated balance sheets.

Represents the net notional amount of protection purchased and sold through credit derivatives used to manage both performing and nonperforming wholesale

<sup>(</sup>b) credit exposures; these derivatives do not qualify for hedge accounting under U.S. GAAP. For additional information, refer to Credit derivatives on page 68, and Note 4.

<sup>(</sup>c) Excludes assets acquired in loan satisfactions.

The following tables present the maturity and ratings profiles of the wholesale credit portfolio as of September 30, 2018, and December 31, 2017. The ratings scale is based on the Firm's internal risk ratings, which generally correspond to the ratings assigned by S&P and Moody's. For additional information on wholesale loan portfolio risk ratings, refer to Note 12 of JPMorgan Chase's 2017 Annual Report.

## Wholesale credit exposure - maturity and ratings profile

	Maturity p	orofile <sup>(d)</sup>			Ratings pro	file		
September 30, 2018 (in millions, except ratios)	Due in 1 year or less	Due after 1 year through 5 years	Due after 5 years	Total	Investment- AAA/Aaa to BBB-/Baa3	<b>Nadic</b> nvestment-gra BB+/Ba1 & below	de <b>Total</b>	Total % of IG
Loans retained	\$136,832	\$184,166	\$102,839	\$423,837	\$324,343	\$ 99,494	\$423,837	77 %
Derivative receivables				60,062			60,062	
Less: Liquid securities and other cash collateral held against derivatives				(16,943 )			(16,943	)
Total derivative receivables, net of all collateral	11,650	12,637	18,832	43,119	34,602	8,517	43,119	80
Lending-related commitments	92,332	291,650	13,334	397,316	297,286	100,030	397,316	75
Subtotal	240,814	488,453	135,005	864,272	656,231	208,041	864,272	<b>76</b>
Loans held-for-sale and loans at fair value(a)				6,538			6,538	
Receivables from customers and other				25,982			25,982	
Total exposure – net of liquid securities and other cash collate held against derivatives	ral			\$896,792			\$896,792	
Credit derivatives used in credit portfolio management activities(b)(c)	\$(1,586	\$(7,053)	\$(5,567)	\$(14,206)	\$(12,537)	\$ (1,669 )	\$(14,206	)88%
activities .	Maturity profile <sup>(d)</sup> Ratings profile							
	Maturity 1	profile(d)			Ratings pro	ofile		
		Due after				ofile - <b>grade</b> nvestment-gra	ıde	Total
December 31, 2017 (in millions, except ratios)	Maturity property Due in 1 year or less		Due after 5 years	Total		- <b>Nadė</b> nvestment-gra BB+/Ba1 & below	nde <b>Total</b>	Total % of IG
*	Due in 1 year or less	Due after 1 year through 5 years	5 years	<b>Total</b> \$402,898	Investment AAA/Aaa to	- <b>§rindie</b> nvestment-gra BB+/Ba1 & below		% of IG
(in millions, except ratios)	Due in 1 year or less	Due after 1 year through 5 years	5 years		Investment AAA/Aaa to BBB-/Baa3	- <b>§rindie</b> nvestment-gra BB+/Ba1 & below	Total	% of IG
(in millions, except ratios)  Loans retained	Due in 1 year or less	Due after 1 year through 5 years	5 years	\$402,898	Investment AAA/Aaa to BBB-/Baa3 \$311,681	- <b>§rindie</b> nvestment-gra BB+/Ba1 & below	<b>Total</b> \$402,898 56,523	% of IG
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against	Due in 1 year or less	Due after 1 year through 5 years	5 years	\$402,898 56,523	Investment AAA/Aaa to BBB-/Baa3 \$311,681	- <b>§rindie</b> nvestment-gra BB+/Ba1 & below	<b>Total</b> \$402,898 56,523	% of IG 77%
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against derivatives	Due in 1 year or less \$121,643	Due after 1 year through 5 years \$177,033	5 years \$104,222	\$402,898 56,523 (16,108 )	Investment AAA/Aaa to BBB-/Baa3 \$311,681	- <b>Nindic</b> nvestment-gra BB+/Ba1 & below 3 \$ 91,217	<b>Total</b> \$402,898 56,523 (16,108	% of IG 77%
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against derivatives  Total derivative receivables, net of all collateral	Due in 1 year or less \$ 121,643	Due after 1 year through 5 years \$177,033	5 years \$104,222 20,070	\$402,898 56,523 (16,108 ) 40,415	Investment AAA/Aaa to BBB-/Baa3 \$311,681	BB+/Ba1 & below 91,217	<b>Total</b> \$402,898 56,523 (16,108 40,415	% of IG 77% ) 80
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against derivatives  Total derivative receivables, net of all collateral  Lending-related commitments	Due in 1 year or less \$121,643	Due after 1 year through 5 years \$177,033 10,463 275,317	5 years \$104,222 20,070 14,508	\$402,898 56,523 (16,108 ) 40,415 370,098	Investment AAA/Aaa to BBB-/Baa <sup>3</sup> \$311,681 32,373 274,127	BB+/Ba1 & below \$ 91,217 8,042 95,971	**Total** \$402,898 56,523 (16,108 40,415 370,098	% of IG 77%  80 74
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against derivatives  Total derivative receivables, net of all collateral  Lending-related commitments  Subtotal	Due in 1 year or less \$121,643	Due after 1 year through 5 years \$177,033 10,463 275,317	5 years \$104,222 20,070 14,508	\$402,898 56,523 (16,108 ) 40,415 370,098 813,411	Investment AAA/Aaa to BBB-/Baa <sup>3</sup> \$311,681 32,373 274,127	BB+/Ba1 & below \$ 91,217 8,042 95,971	\$402,898 56,523 (16,108 40,415 370,098 813,411	% of IG 77%  80 74
(in millions, except ratios)  Loans retained  Derivative receivables  Less: Liquid securities and other cash collateral held against derivatives  Total derivative receivables, net of all collateral  Lending-related commitments  Subtotal  Loans held-for-sale and loans at fair value(a)	Due in 1 year or less \$121,643 9,882 80,273 211,798	Due after 1 year through 5 years \$177,033 10,463 275,317	5 years \$104,222 20,070 14,508	\$402,898 56,523 (16,108 ) 40,415 370,098 813,411 5,607	Investment AAA/Aaa to BBB-/Baa <sup>3</sup> \$311,681 32,373 274,127	BB+/Ba1 & below \$ 91,217 8,042 95,971	\$402,898 56,523 (16,108 40,415 370,098 813,411 5,607	% of IG 77% ) 80 74 76

<sup>(</sup>a) Represents loans held-for-sale, primarily related to syndicated loans and loans transferred from the retained portfolio, and loans at fair value.

<sup>(</sup>b) These derivatives do not qualify for hedge accounting under U.S. GAAP.

The notional amounts are presented on a net basis by underlying reference entity and the ratings profile shown is based on the ratings of the reference entity on (c) which protection has been purchased. Predominantly all of the credit derivatives entered into by the Firm where it has purchased protection used in credit portfolio management activities are executed with investment-grade counterparties.

The maturity profile of retained loans, lending-related commitments and derivative receivables is based on the remaining contractual maturity. Derivative

<sup>(</sup>d) contracts that are in a receivable position at September 30, 2018, may become payable prior to maturity based on their cash flow profile or changes in market conditions.

## Wholesale credit exposure – industry exposures

The Firm focuses on the management and diversification of its industry exposures, and pays particular attention to industries with actual or potential credit concerns. Exposures deemed criticized align with the U.S. banking regulators' definition of criticized exposures, which consist of the special mention, substandard and doubtful

categories. The total criticized component of the portfolio, excluding loans held-for-sale and loans at fair value, was \$11.2 billion at September 30, 2018, compared with \$15.6 billion at December 31, 2017. The decrease was largely driven by select names within Oil & Gas, including a loan sale.

Below are summaries of the Firm's exposures as of September 30, 2018, and December 31, 2017. The industry of risk category is generally based on the client or counterparty's primary business activity. For additional information on industry concentrations, refer to Note 4 of JPMorgan Chase's 2017 Annual Report.

Selected metrics

#### Wholesale credit exposure – industries

						Selected metrics						
As of or for the nine months ended			Noninvest	ment-grade		30 days o	or Net		Credit	Liquid securitie and othe cash		
September 30, 2018	a	_		a		past due				e collatera	al	
(in millions)	Credit exposure <sup>(e)</sup>	Investment- grade	Noncritici	Criticized zed performing	nonperforming	and.	`	es	) hedges <sup>(f)</sup>	held against derivativ receivab		
Real Estate	\$ 141,053	\$ 117,770	\$22,312	\$ 841	\$ 130	\$68	\$ (19	)	<b>\$</b> —	\$ (3	)	
Consumer & Retail	89,751	58,429	29,438	1,769	115	41	49		(252	)(4	)	
Technology, Media & Telecommunications	74,286	48,676	23,560	2,005	45	9	_		(723	)(17	)	
Industrials	57,810	38,374	18,202	1,052	182	118	_		(146	)(24	)	
Healthcare	53,952	37,912	15,223	788	29	22	(4	)	_	(134	)	
Banks & Finance Cos	52,194	37,491	14,376	323	4	27	_		(622	)(3,794	)	
Oil & Gas	45,205	24,985	18,236	1,641	343	_	33		(349	) (5	)	
Asset Managers	41,951	36,286	5,646	5	14	11	_		_	(5,752	)	
Utilities	28,944	24,312	4,321	158	153	_	38		(199	)(74	)	
State & Municipal Govt(b)	26,381	25,772	609	_	_	16	(1	)	(20	)(16	)	
Central Govt	18,935	18,778	104	53	_	3	_		(8,688	)(1,972	)	
Automotive	17,385	9,677	7,398	300	10	1	_		(226	)—		
Chemicals & Plastics	17,353	11,108	6,227	18	_	1	_		(25	)—		
Transportation	16,225	10,058	5,622	482	63	45	6		(32	)(51	)	
Metals & Mining	14,320	7,262	6,768	247	43	5	_		(278	)(3	)	
Insurance	13,704	10,323	3,342	_	39	_	_		(37	)(2,513	)	
Financial Markets Infrastructure	5,697	5,555	142	_	_	_	_		_	(26	)	
Securities Firms	4,599	3,129	1,470	_	_	_	_		(230	)(674	)	
All other(c)	161,470	144,967	16,124	213	166	1,111	17		(2,379	)(1,881	)	
Subtotal	\$ 881,215	\$ 670,864	\$199,120	\$ 9,895	\$ 1,336	\$1,47	8\$ 119		\$(14,200	6)\$(16,94	3)	
Loans held-for-sale and loans at fair value	6,538											
Receivables from customers and other	25,982											
Total <sup>(d)</sup>	\$ 913,735											

Selected metrics

30

901

8

\$1,524\$ 119

(2,817)

)(1,600

\$(17,609)\$(16,108)

Liquid

securities

As of or for the year ended December 31, 2017			Noninvest	ment-grade		days o more	r Net	Credit	and other	
(in millions)	Credit exposure <sup>(e)</sup>	Investment-grade	Noncritici	zed	Criticized nonperforming	due and accruit loans	(recoverie	fs/ derivative s) hedges <sup>(f)</sup>	e collateral held against derivative receivable	
Real Estate	\$ 139,409	\$ 115,401	\$23,012	\$ 859	\$ 137	\$254	\$ (4	) \$—	\$(2	)
Consumer & Retail	87,679	55,737	29,619	1,791	532	30	34	(275	)(9	)
Technology, Media & Telecommunications	59,274	36,510	20,453	2,258	53	14	(12	) (910	)(19	)
Industrials	55,272	37,198	16,770	1,159	145	150	(1	) (196	)(21	)
Healthcare	55,997	42,643	12,731	585	38	82	(1	) —	(207	)

Noninvestment-grade

13,283

Loans held-for-sale and loans at fair value Receivables from customers and other 26,139 Total(d) \$ 861,265

147,900

134,110

\$829,519 \$632,565

All other(c)

Subtotal

(continued from previous page)

260

\$181,349 \$ 13,010

247

\$ 2,595

Banks & Finance Cos 49,037 34,654 13,767 612 4 1 6 (1,216))(3,174)Oil & Gas 41,317 21,430 14,854 4,046 987 22 71 (747 )(128,029 4,484 4 Asset Managers 32,531 14 27 (5,290)Utilities 29,317 24,486 4,383 227 221 11 (160))(56 State & Municipal Govt(b) 28,633 27,977 656 12 5 (130))(524 ) Central Govt 19,182 18,741 376 65 4 (10,095))(2,520)) 221 Automotive 14,820 9,321 5,278 10 1 (284 )— Chemicals & Plastics 15,945 4 11,107 4,764 74 Transportation 15,797 9,870 5,302 527 98 14 (32 )(131) 3 Metals & Mining 14,171 6,989 6,822 321 39 (13)) (316 )(1) Insurance 14,089 11,028 2,981 80 (157 )(2,195)) Financial Markets Infrastructure 5,036 4,775 261 (23 Securities Firms 2,559 1 4,113 1,553 (274))(335

The industry rankings presented in the table as of December 31, 2017, are based on the industry rankings of the corresponding exposures at September 30, 2018, not actual rankings of such exposures at December 31, 2017.

In addition to the credit risk exposure to states and municipal governments (both U.S. and non-U.S.) at September 30, 2018, and December 31, 2017, noted

<sup>(</sup>b) above, the Firm held: \$9.5 billion and \$9.8 billion, respectively, of trading securities; \$38.1 billion and \$32.3 billion, respectively, of AFS securities; and \$4.8 billion and \$14.4 billion, respectively, of held-to-maturity ("HTM") securities, issued by U.S. state and municipal governments. For further information, refer to Note 2 and Note 9.

All other includes: individuals (predominantly Wealth Management clients within AWM), SPEs, and private education and civic organizations, representing approximately 59%, 38%, and 3%, respectively, at September 30, 2018, and 59%, 37%, and 4%, respectively, at December 31, 2017.

llion and \$421.0 billion, at September 30, 2018, and December 31, 2017, respectively, which is predominantly placed with various central banks, primarily Federal Reserve Banks.

<sup>(</sup>e) Credit exposure is net of risk participations and excludes the benefit of credit derivatives used in credit portfolio management activities held against derivative receivables or loans and liquid securities and other cash collateral held against derivative receivables.

Represents the net notional amounts of protection purchased and sold through credit derivatives used to manage the credit exposures; these derivatives do not qualify for hedge accounting under U.S. GAAP. The All other category includes purchased credit protection on certain credit indices.

#### **Real Estate**

Presented below is additional information on the Real Estate industry to which the Firm has significant exposure. Real Estate exposure increased \$1.6 billion to \$141.1 billion during the nine months ended September 30, 2018, while the investment-grade percentage of the portfolio remained flat at 83%. For further information on Real Estate loans, refer to Note 11.

	September 30, 2018									
(in millions, except ratios)	Loans and Derivative Credit % Lending-Relatedables exposure Investment-gr Commitments		ment-grade	% rade Drawn <sup>(c)</sup>						
Multifamily <sup>(a)</sup>	\$85,410	\$	14	\$ 85,424	89	%	93	%		
Other	55,527	102		55,629	75		65			
Total Real Estate Exposure(b)	140,937	116		141,053	83		82			
	Decembe	er 31,	2017							
(in millions, except ratios)	_	oans nd Derivative		Credit exposure	% Investment-grade		% Drawn <sup>(c)</sup>			
$Multifamily ^{(a)} \\$	\$84,635	\$	34	\$ 84,669	89	%	92	%		
Other	54,620	120		54,740	74		66			
Total Real Estate Exposure(b)	139,255	154		139,409	83		82			

<sup>(</sup>a) Multifamily exposure is largely in California.

#### Loans

In the normal course of its wholesale business, the Firm provides loans to a variety of clients, ranging from large corporate and institutional clients to high-net-worth individuals. For a further discussion on loans, including information on credit quality indicators and sales of loans, refer to Note 11.

The following table presents the change in the nonaccrual loan portfolio for the nine months ended September 30, 2018 and 2017.

#### Wholesale nonaccrual loan activity

Nine months ended September 30, (in millions)	2018	2017
Beginning balance	\$1,734	\$2,063
Additions	570	993
Reductions:		
Paydowns and other	541	997
Gross charge-offs	251	155
Returned to performing status	217	184
Sales	287	248
<b>Total reductions</b>	1,296	1,584
Net changes	(726	(591)
Ending balance	\$1,008	\$1,472

The following table presents net charge-offs/recoveries, which are defined as gross charge-offs less recoveries, for the three and nine months ended September 30, 2018 and 2017. The amounts in the table below do not include gains or losses from sales of nonaccrual loans.

## Wholesale net charge-offs/(recoveries)

(in millions, except ratios)	Three mont September 3		Nine months ended September 30,		
, , ,	2018	2017	2018	2017	
Loans - reported					
Average loans retained	\$420,597	\$395,420	\$413,537	\$390,062	

<sup>(</sup>b) Real Estate exposure is predominantly secured; unsecured exposure is predominantly investment-grade.

<sup>(</sup>c) Represents drawn exposure as a percentage of credit exposure.

Gross charge-offs	23		55		264		154		
Gross recoveries	(70	)	(12	)	(146	)	(81	)	
Net charge-offs/(recoveries)	(47	)	43		118		73		
Net charge-off/(recovery) rate	(0.04)	)%	0.04	%	0.04	%	0.03	%	'n

#### **Lending-related commitments**

The Firm uses lending-related financial instruments, such as commitments (including revolving credit facilities) and guarantees, to address the financing needs of its clients. The contractual amounts of these financial instruments represent the maximum possible credit risk should the clients draw down on these commitments or the Firm fulfills its obligations under these guarantees, and the clients subsequently fail to perform according to the terms of these contracts. Most of these commitments and guarantees are refinanced, extended, cancelled, or expire without being drawn upon or a default occurring. In the Firm's view, the total contractual amount of these wholesale lending-related commitments is not representative of the Firm's expected future credit exposure or funding requirements. For further information on wholesale lending-related commitments, refer to Note 20.

#### **Derivative contracts**

Derivatives enable clients and counterparties to manage risks including credit risk and risks arising from fluctuations in interest rates, foreign exchange, equities, and commodities. The Firm makes markets in derivatives in order to meet these needs and uses derivatives to manage certain risks associated with net open risk positions from its market-making activities, including the counterparty credit risk arising from derivative receivables. The Firm also uses derivative instruments to manage its own credit and other market risk exposure. For a further discussion of derivative contracts, refer to Note 4.

The following table summarizes the net derivative receivables for the periods presented.

#### **Derivative receivables**

(in millions)		Derivative receivables  September 31,			
	2018	2017			
Interest rate	\$23,397	\$ 24,673			
Credit derivatives	582	869			
Foreign exchange	17,043	16,151			
Equity	10,104	7,882			
Commodity	8,936	6,948			
Total, net of cash collateral	60,062	56,523			
Liquid securities and other cash collateral held against derivative receivables <sup>(a)</sup>	(16,943	)(16,108	)		
Total, net of collateral	\$43,119	\$ 40,415			

Includes collateral related to derivative instruments where appropriate legal opinions have not been either sought or obtained with respect to master netting agreements.

The fair value of derivative receivables reported on the Consolidated balance sheets were \$60.1 billion and \$56.5 billion at September 30, 2018, and December 31, 2017, respectively.

Derivative receivables represent the fair value of the derivative contracts after giving effect to legally enforceable master netting agreements and cash collateral held by the Firm. However, in management's view, the appropriate measure of current credit risk should also take into consideration additional liquid securities (primarily U.S. government and agency securities and other group of seven nations ("G7") government securities) and other cash collateral held by the Firm aggregating \$16.9 billion and \$16.1 billion at September 30, 2018, and December 31, 2017, respectively, that may be used as security when the fair value of the client's exposure is in the Firm's favor. In addition to the collateral described in the preceding paragraph, the Firm also holds additional collateral (primarily cash, G7 government securities, other liquid government-agency and guaranteed securities, and corporate debt and equity securities) delivered by clients at the initiation of transactions, as well as collateral related to contracts that have a non-daily call frequency and collateral that the Firm has agreed to return but has not yet settled as of the reporting date. Although this collateral does not reduce the balances and is not included in the table above, it is available as security against potential exposure that could arise should the fair value of the client's derivative transactions move in the Firm's favor.

The derivative receivables fair value, net of all collateral, also does not include other credit enhancements, such as letters of credit. For additional information on the Firm's use of collateral agreements, refer to Note 4.

The following table summarizes the ratings profile of the Firm's derivative receivables, including credit derivatives, net of all collateral, at the dates indicated. The ratings scale is based on the Firm's internal ratings, which generally correspond to the ratings as assigned by S&P and Moody's.

December 31

Santambar 30

## Ratings profile of derivative receivables

	September 50,	December 31,
	2018	2017
Rating equivalent (in millions, except ratios)	Exposure net of exposure collateral	Exposure net of exposure collateral
AAA/Aaa to AA-/Aa3	\$13,20831 %	\$11,52929 %
A+/A1 to A-/A3	7,568 17	6,919 17
BBB+/Baa1 to BBB-/Baa3	13,826 32	13,925 34
BB+/Ba1 to B-/B3	7,744 18	7,397 18
CCC+/Caa1 and below	773 2	645 2
Total	\$43,119100 %	\$40,415100 %

As previously noted, the Firm uses collateral agreements to mitigate counterparty credit risk. The percentage of the Firm's over-the-counter derivatives transactions subject to collateral agreements — excluding foreign exchange spot trades, which are not typically covered by collateral agreements due to their short maturity and centrally cleared trades that are settled daily — was approximately 90% at both September 30, 2018, and December 31, 2017.

#### **Credit derivatives**

The Firm uses credit derivatives for two primary purposes: first, in its capacity as a market-maker, and second, as an end-user, to manage the Firm's own credit risk associated with various exposures.

#### Credit portfolio management activities

Included in the Firm's end-user activities are credit derivatives used to mitigate the credit risk associated with traditional lending activities (loans and unfunded commitments) and derivatives counterparty exposure in the Firm's wholesale businesses (collectively, "credit portfolio management" activities). Information on credit portfolio management activities is provided in the table below.

#### Credit derivatives used in credit portfolio management activities

•	Notional amount of protection purchased and sold <sup>(a)</sup>	
(in millions)		2017
Credit derivatives used to manage:		
Loans and lending-related commitments	\$1,060	\$ 1,867
Derivative receivables	13,146	15,742
Credit derivatives used in credit portfolio management activities	\$14,206	\$ 17,609

(a) Amounts are presented net, considering the Firm's net protection purchased or sold with respect to each underlying reference entity or index. For further information on credit derivatives and derivatives used in credit portfolio management activities, refer to Credit derivatives in Note 4 of this Form 10-Q, and Note 5 of JPMorgan Chase's 2017 Annual Report.

## ALLOWANCE FOR CREDIT LOSSES

The Firm's allowance for credit losses covers the retained consumer and wholesale loan portfolios, as well as the Firm's wholesale and certain consumer lending-related commitments.

For further information on the components of the allowance for credit losses and related management judgments, refer to Critical Accounting Estimates Used by the Firm on pages 79–81 and Note 12 of this Form 10-Q, and Critical Accounting Estimates Used by the Firm on pages 138–140 and Note 13 of JPMorgan Chase's 2017 Annual Report. At least quarterly, the allowance for credit losses is reviewed by the CRO, the CFO and the Controller of the Firm. As of September 30, 2018, JPMorgan Chase deemed the allowance for credit losses to be appropriate and sufficient to absorb probable credit losses inherent in the portfolio.

The consumer allowance for credit losses decreased compared with December 31, 2017 reflecting: a \$250 million reduction in the CCB allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies, as well as a \$151 million reduction in the allowance for write-offs of PCI loans partially due to loan sales. These reductions were partially offset by a \$150 million addition in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, and a reduction in the wholesale allowance primarily driven by loan sales related to a single name in the Oil & Gas portfolio in the first quarter of 2018 and other net portfolio activity.

For additional information on the consumer and wholesale credit portfolios, refer to Consumer Credit Portfolio on pages 57–61 and Note 11, and Wholesale Credit Portfolio on pages 62–68.

#### Summary of changes in the allowance for credit losses

summary of enanges in the uno wance for	2018		5505					2017							
	Consume	er,						Consur							
(in millions, except ratios)	excluding credit car	_	Credit car	d	Wholesale		Total	excludi credit c	_		rd	Wholesal	e	Total	
Allowance for loan losses	creari cai	·u						crean c	uic						
Beginning balance at January 1,	\$4,579		\$4,884		\$4,141		\$13,604	\$5,198		\$4,034		\$4,544		\$13,776	
Gross charge-offs	776		3,777		264		4,817	1,479		3,344		154		4,977	
Gross recoveries	(681	)	(370	)	(146 )	)	(1,197 )	(478		(295	)	(81	)	(854	)
Net charge-offs <sup>(a)</sup>	95		3,407		118		3,620	1,001		3,049		73		4,123	
Write-offs of PCI loans(b)	151		_		_		151	66		_		_		66	
Provision for loan losses	(152	)	3,557		(111 )	)	3,294	653		3,699		(401	)	3,951	
Other	1		_		_		1	(2		) —		3		1	
Ending balance at September 30,	\$4,182		\$5,034		\$3,912		\$13,128	\$4,782		\$4,684		\$4,073		\$13,539	
Impairment methodology															
Asset-specific(c)	\$204		\$421		\$280		\$905	\$271		\$376		\$363		\$1,010	
Formula-based	2,154		4,613		3,632		10,399	2,266		4,308		3,710		10,284	
PCI	1,824		_		_		1,824	2,245		_		_		2,245	
Total allowance for loan losses	\$4,182		\$5,034		\$3,912		\$13,128	\$4,782		\$4,684		\$4,073		\$13,539	
Allowance for lending-related commitments															
Beginning balance at January 1,	\$33		<b>\$</b> —		\$1,035		\$1,068	\$26		\$—		\$1,052		\$1,078	
Provision for lending-related commitments	_		_		29		29	7		_		24		31	
Other	_		_		_		_	_		_		_		_	
Ending balance at September 30,	\$33		<b>\$</b> —		\$1,064		\$1,097	\$33		\$—		\$1,076		\$1,109	
Impairment methodology															
Asset-specific	<b>\$</b> —		<b>\$</b> —		<b>\$71</b>		\$71	\$—		<b>\$</b> —		\$220		\$220	
Formula-based	33		_		993		1,026	33		_		856		889	
$Total \ allowance \ for \ lending-related \ commitments^{(d)}$	\$33		<b>\$</b> —		\$1,064		\$1,097	\$33		<b>\$</b> —		\$1,076		\$1,109	
Total allowance for credit losses	\$4,215		\$5,034		\$4,976		\$14,225	\$4,815		\$4,684		\$5,149		\$14,648	
Memo:															
Retained loans, end of period	\$375,958	8	\$147,856		\$423,837		\$947,651	\$369,4	13	\$141,200	)	\$398,569	)	\$ 909,182	2
Retained loans, average	374,298		143,931		413,537		931,766	365,359	9	138,749		390,062		894,170	
PCI loans, end of period	25,209		_		3		25,212	31,821		_		3		31,824	
Credit ratios															
Allowance for loan losses to retained loans	1.11	%	6 3.40	%	0.92	%	1.39 %	1.29		% 3.32	%	1.02	%	1.49	%
Allowance for loan losses to retained nonaccrual loans(e)	115		NM		394		284	115		NM		277		241	
Allowance for loan losses to retained nonaccrual loans excluding credit card	115		NM		394		175	115		NM		277		157	
Net charge-off rates <sup>(a)</sup>	0.03		3.16		0.04		0.52	0.37		2.94		0.03		0.62	
Credit ratios, excluding residential real estate PCI loans															
Allowance for loan losses to retained loans	0.67		3.40		0.92		1.23	0.75		3.32		1.02		1.29	
Allowance for loan losses to retained nonaccrual loans(e)	65		NM		394		244	61		NM		277		201	
Allowance for loan losses to retained nonaccrual loans	65		NM		394		135	61		NM		277		117	
excluding credit card		_				_									
Net charge-off rates <sup>(a)</sup>	0.04	%	6 3.16	%	0.04	%	0.54 %	0.40		% 2.94	%	0.03	%	0.64	%

Note: In the table above, the financial measures which exclude the impact of PCI loans are non-GAAP financial measures.

For the nine months ended September 30, 2017, excluding net charge-offs of \$467 million related to the student loan portfolio transfer, the net charge-off rate (a) for Consumer, excluding credit card would have been 0.20%; total Firm would have been 0.55%; Consumer, excluding credit card and PCI loans would have been 0.22%; and total Firm, excluding PCI would have been 0.57%.

<sup>(</sup>b) Write-offs of PCI loans are recorded against the allowance for loan losses when actual losses for a pool exceed estimated losses that were recorded as purchase accounting adjustments at the time of acquisition. A write-off of a PCI loan is recognized when the underlying loan is removed from a pool.

<sup>(</sup>c) Includes risk-rated loans that have been placed on nonaccrual status and loans that have been modified in a TDR. The asset-specific credit card allowance for loan losses modified in a TDR is calculated based on the loans' original contractual interest rates and does not consider any incremental penalty rates.

<sup>(</sup>d) The allowance for lending-related commitments is reported in accounts payable and other liabilities on the Consolidated balance sheets.

(e) The Firm's policy is generally to exempt credit card loans from being placed on nonaccrual status as permitted by regulatory guidance.

#### **Provision for credit losses**

The following table presents the components of the Firm's provision for credit losses:

	Three	Three months ended September 30,					Nine months ended September 30,					
	Provis loan lo	sion for osses	lending-related		Total provision for credit losses		Provision for loan losses		Provision for lending-related commitments		Total provision for credit losses	
(in millions)	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Consumer, excluding credit card	\$(242	)\$205	<b>\$</b> —	\$ 1	\$(242)	\$206	\$(152	)\$653	<b>\$</b> —	\$ 7	\$(152	)\$660
Credit card	1,223	1,319	_	_	1,223	1,319	3,557	3,699	_	_	3,557	3,699
Total consumer	981	1,524	_	1	981	1,525	3,405	4,352	_	7	3,405	4,359
Wholesale	(13	)(64)	(20	) (9 )	(33)	(73)	(111	)(401 )	29	24	(82	)(377 )
Total	\$968	\$1,460	\$ (20	) \$ (8 )	\$948	\$1,452	\$3,294	\$3,951	\$ 29	\$ 31	\$3,323	\$3,982

#### **Quarterly discussion**

The **provision for credit losses** decreased as a result of:

- a decrease in the consumer provision in CCB due to
- a \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies,
- <u>a</u> \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$300 million addition in the prior year

lower net charge-offs in the residential real estate portfolio, largely driven by a recovery of approximately \$80 million from a loan sale, and

lower net charge-offs in the auto portfolio as the prior year included \$49 million of incremental charge-offs recorded in accordance with regulatory guidance partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated

• the decrease in the consumer provision was partially offset by a lower net benefit in the wholesale provision in the current period, which includes net recoveries predominantly related to a loan sale in CIB.

#### Year-to-date discussion

The provision for credit losses decreased as a result of:

- a decrease in the consumer provision in CCB due to
- <u>a</u> \$150 million addition to the allowance for loan losses in the credit card portfolio, due to loan growth and higher loss rates, as anticipated, compared to a \$650 million addition in the prior year,

lower net charge-offs in the residential real estate portfolio, largely driven by recoveries from loan sales, and a \$250 million reduction in the allowance for loan losses in the residential real estate PCI portfolio, reflecting continued improvement in home prices and lower delinquencies, compared to a \$175 million reduction in the non credit-impaired portfolio in the prior year

partially offset by

higher net charge-offs in the credit card portfolio due to seasoning of more recent vintages, as anticipated the prior year included a \$218 million write-down recorded in connection with the sale of the student loan portfolio the decrease in the consumer provision was partially offset by a lower net benefit in the wholesale provision with the current period net benefit primarily driven by loan sales and other activity related to a single name in the Oil & Gas portfolio, partially offset by other net portfolio activity. The prior year benefit was driven by a reduction in the allowance for credit losses in the Oil & Gas, Natural Gas Pipelines, and Metals and Mining portfolios.

## INVESTMENT PORTFOLIO RISK

#### **MANAGEMENT**

Investment portfolio risk is the risk associated with the loss of principal or a reduction in expected returns on investments arising from the investment securities portfolio held by Treasury and CIO in connection with the Firm's balance sheet or asset-liability management objectives or from principal investments managed in various LOBs in predominantly privately-held financial assets and instruments. Investments are typically intended to be held over extended periods and, accordingly, the Firm has no expectation for short-term realized gains with respect to these investments.

#### **Investment securities risk**

Investment securities risk includes the exposure associated with a default in the payment of principal and interest. This risk is minimized given that Treasury and CIO generally invest in high-quality securities. At September 30, 2018, the investment securities portfolio was \$229.9 billion, and the average credit rating of the securities comprising the portfolio was AA+ (based upon external ratings where available and where not available, based primarily upon internal ratings that correspond to ratings as defined by S&P and Moody's). For further information on the investment securities portfolio, refer to Corporate segment results on pages 40–41 and Note 9. For further information on the market risk inherent in the portfolio, refer to Market Risk Management on pages 73–77. For further information on related liquidity risk, refer to Liquidity Risk on pages 49–54.

#### Principal investment risk

Principal investments are typically private non-traded financial instruments representing ownership or other forms of junior capital. Principal investments cover multiple asset classes and are made either in stand-alone investing businesses or as part of a broader business platform. Increasingly, new principal investments are made to enhance or accelerate LOB strategic business initiatives. The Firm's principal investments are managed by the various LOBs and are reflected within the respective LOB financial results. Effective January 1, 2018, the Firm adopted new accounting guidance related to the recognition and measurement of financial assets, which requires fair value adjustments upon observable price changes to certain equity investments previously held at cost in the principal investment portfolios. For additional information, refer to Note 2.

As of September 30, 2018 and December 31, 2017, the aggregate carrying values of the principal investment portfolios were \$20.1 billion and \$19.5 billion, respectively, which included tax-oriented investments (e.g., affordable housing and alternative energy investments) of \$13.7 billion and \$14.0 billion, respectively, and private equity, various debt and equity instruments, and real assets of \$6.4 billion and \$5.5 billion, respectively.

For a discussion of the Firm's Investment Portfolio Risk Management governance and oversight, refer to page 120 of JPMorgan Chase's 2017 Annual Report.

## MARKET RISK MANAGEMENT

Market risk is the risk associated with the effect of changes in market factors such as interest and foreign exchange rates, equity and commodity prices, credit spreads or implied volatilities, on the value of assets and liabilities held for both the short and long term. For a discussion of the Firm's Market Risk Management organization, tools used to measure risk, risk monitoring and control and risk identification and classification, refer to Market Risk Management on pages 121-128 of JPMorgan Chase's 2017 Annual Report.

#### Value-at-risk

JPMorgan Chase utilizes value-at-risk ("VaR"), a statistical risk measure, to estimate the potential loss from adverse market moves in a normal market environment. The Firm has a single VaR framework used as a basis for calculating Risk Management VaR and Regulatory VaR.

As VaR is based on historical data, it is an imperfect measure of market risk exposure and potential future losses. In addition, based on their reliance on available historical data, limited time horizons, and other factors, VaR measures are inherently limited in their ability to measure certain risks and to predict losses, particularly those associated with market illiquidity and sudden or severe shifts in market conditions.

For certain products, specific risk parameters are not captured in VaR due to the lack of inherent liquidity and availability of appropriate historical data. The Firm uses proxies to estimate the VaR for these and other products when daily time series are not available. It is likely that using an actual price-based time series for these products, if available, would affect the VaR results presented. The Firm therefore considers other measures such as stress testing and nonstatistical measures, in addition to VaR, to capture and manage its market risk positions. For further information, refer to Other risk measures on pages 126-128 of JPMorgan Chase's 2017 Annual Report.

The Firm's VaR model calculations are periodically evaluated and enhanced in response to changes in the composition of the Firm's portfolios, changes in market conditions, improvements in the Firm's modeling techniques and measurements, and other factors. Such changes may affect historical comparisons of VaR results. For information regarding model reviews and approvals, refer to Estimations and Model Risk Management on page 137 of JPMorgan Chase's 2017 Annual Report.

The Firm's Risk Management VaR is calculated assuming a one-day holding period and an expected tail-loss methodology which approximates a 95% confidence level. For risk management purposes, the Firm believes this methodology provides a stable measure of VaR that closely aligns to the day-to-day risk management decisions made by the lines of business, and provides the necessary and appropriate information to respond to risk events on a daily basis. The Firm calculates separately a daily aggregated VaR in accordance with regulatory rules ("Regulatory VaR"), which is used to derive the Firm's regulatory VaR-based capital requirements under Basel III. For further information regarding the key differences between Risk Management VaR and Regulatory VaR, refer to page 123 of JPMorgan Chase's 2017 Annual Report. For additional information on Regulatory VaR and the other components of market risk regulatory capital for the Firm (e.g., VaR-based measure, stressed VaR-based measure and the respective backtesting), refer to JPMorgan Chase's Basel III Pillar 3 Regulatory Capital Disclosures reports, which are available on the Firm's website at:

(https://jpmorganchaseco.gcs-web.com/financial-information/basel-pillar-3-us-lcr-disclosures).

The table below shows the results of the Firm's Risk Management VaR measure using a 95% confidence level. **Total VaR** 

	Three months ended									
	September 30, 2018			June 30	, 2018		September 30, 2017			
(in millions)	Avg.	Min	Max	Avg.	Min	Max	Avg.	Min	Max	
CIB trading VaR by risk type										
Fixed income	\$30	\$25	\$37	\$31	\$26	\$36	\$28	\$24	\$ 31	
Foreign exchange	5	3	11	6	4	10	13	6	20	
Equities	16	13	19	15	13	18	12	11	14	
Commodities and other	9	7	11	7	5	9	6	4	8	
Diversification benefit to CIB trading VaR	(27 ) <sup>(a)</sup>	NM(b)	$NM^{(b)}$	(27 ) <sup>(a)</sup>	NM(b)	$NM^{\!(b)}$	(31 ) <sup>(a)</sup>	NM(b)	$NM^{(b)}$	
CIB trading VaR	33	<b>27</b> (b)	<b>41</b> (b)	32	26 (b)	42 (b)	28	24 (b)	32 (b)	
Credit portfolio VaR	3	3	4	4	3	4	5	5	6	
Diversification benefit to CIB VaR	(3)(a)	$NM^{(b)}$	$NM^{(b)}$	(3 ) <sup>(a)</sup>	NM <sup>(b)</sup>	$NM^{\!(b)}$	(3 ) <sup>(a)</sup>	$NM^{(b)}$	$NM^{\ (b)}$	
CIB VaR	33	<b>28</b> (b)	<b>42</b> (b)	33	26 (b)	42 (b)	30	25 (b)	33 (b)	
CCB VaR	1	1	2	1	1	3	2	1	3	
Corporate VaR	13	12	14	12	10	13	3	1	3	
Diversification benefit to other VaR	(1 ) <sup>(a)</sup>	$NM^{(b)}$	$NM^{(b)}$	(1 ) <sup>(a)</sup>	NM <sup>(b)</sup>	$NM^{\!(b)}$	(1 ) <sup>(a)</sup>	$NM^{(b)}$	$NM^{\ (b)}$	
Other VaR	13	12 (b)	14 (b)	12	10 (b)	14 <sup>(b)</sup>	4	3 (b)	5 (b)	
Diversification benefit to CIB and other VaR	(11 ) <sup>(a)</sup>	NM(b)	$NM^{(b)}$	(10)(a)	NM(b)	$NM^{\!(b)}$	(4 ) <sup>(a)</sup>	$NM^{(b)}$	$NM^{\ (b)}$	
Total VaR	\$35	\$30 (b)	\$43 (b)	\$35	\$28(b)	\$44 (b)	\$30	\$26(b)	\$ 34 (b)	

Average portfolio VaR is less than the sum of the VaR of the components described above, which is due to portfolio diversification. The diversification effect reflects that the risks are not perfectly correlated.

#### Quarter over quarter results

Average total VaR remained unchanged for the three months ended September 30, 2018 as compared with the prior quarter. There was a modest increase in Commodities, offset by reductions in Fixed Income exposure within CIB Trading VaR.

#### Year over year results

Average total VaR increased by \$5 million for the three months ended September 30, 2018, compared with the same period in the prior year. The increase in average total VaR is primarily due to the inclusion of a Corporate private equity position that became publicly traded in the fourth quarter of 2017 and certain investments in CIB VaR. VaR can vary significantly as positions change, market volatility fluctuates, and diversification benefits change.

Diversification benefit represents the difference between the total VaR and each reported level and the sum of its individual components. Diversification (b) benefit reflects the non-additive nature of VaR due to imperfect correlation across lines of business and risk types. The maximum and minimum VaR for each portfolio may have occurred on different trading days than the components and consequently diversification benefit is not meaningful.

#### VaR back-testing

The Firm evaluates the effectiveness of its VaR methodology by back-testing, which compares the daily Risk Management VaR results with the daily gains and losses actually recognized on market-risk related revenue. The Firm's definition of market risk-related gains and losses is consistent with the definition used by the banking regulators under Basel III. Under this definition market risk-related gains and losses are defined as: gains and losses on the positions included in the Firm's Risk Management VaR excluding fees, commissions, certain valuation adjustments (e.g., liquidity and FVA), net interest income, and gains and losses arising from intraday trading. The following chart compares actual daily market risk-related gains and losses with the Firm's Risk Management VaR for the nine months ended September 30, 2018. As the chart presents market risk-related gains and losses related to those positions included in the Firm's Risk Management VaR, the results in the table below differ from the results of back-testing disclosed in the Market Risk section of the Firm's Basel III Pillar 3 Regulatory Capital Disclosures reports, which are based on Regulatory VaR applied to covered positions. The chart shows that for the nine months ended September 30, 2018, the Firm observed five VaR back-testing exceptions and posted market risk-related gains on 113 of the 194 days. The Firm observed no VaR back-testing exceptions and posted market risk-related gains on 38 of the 65 days for the three months ended September 30, 2018.

Daily Market Risk-Related Gains and Losses vs. Risk Management VaR (1-day, 95% Confidence level) Nine months ended September 30, 2018

Market Risk-Related Gains and Losses

Risk Management VaR
Fir Second Third
Quarter Quarter
20 28018 2018

#### **Earnings-at-risk**

The VaR and sensitivity measures illustrate the economic sensitivity of the Firm's Consolidated balance sheets to changes in market variables. The effect of interest rate exposure on the Firm's reported net income is also important as interest rate risk represents one of the Firm's significant market risks. Interest rate risk arises not only from trading activities but also from the Firm's traditional banking activities, which include extension of loans and credit facilities, taking deposits and issuing debt. The Firm evaluates its structural interest rate risk exposure through earnings-at-risk, which measures the extent to which changes in interest rates will affect the Firm's net interest income and interest rate-sensitive fees. For a summary by line of business, identifying positions included in earnings-at-risk, refer to the table on page 122 of JPMorgan Chase's 2017 Annual Report.

The Firm generates a baseline for net interest income and certain interest rate-sensitive fees, and then conducts simulations of changes for interest rate-sensitive assets and liabilities denominated in U.S. dollars and other currencies ("non-U.S. dollar" currencies). This simulation primarily includes retained loans, deposits, deposits with banks, investment securities, long term debt and any related interest rate hedges, and excludes other positions in risk management VaR and other sensitivity-based measures as described on page 122 of JPMorgan Chase's 2017 Annual Report.

Earnings-at-risk scenarios estimate the potential change in this baseline, over the following 12 months utilizing multiple assumptions. These scenarios consider the impact on exposures as a result of changes in interest rates from baseline rates, as well as pricing sensitivities of deposits, optionality and changes in product mix. The scenarios include forecasted balance sheet changes, as well as modeled prepayment and reinvestment behavior, but do not include assumptions about actions that could be taken by the Firm in response to any such instantaneous rate changes. Mortgage prepayment assumptions are based on scenario interest rates compared with underlying contractual rates, the time since origination, and other factors which are updated periodically based on historical experience. The pricing sensitivity of deposits in the baseline and scenarios use assumed rates paid which may differ from actual rates paid due to timing lags and other factors. The Firm's earnings-at-risk scenarios are periodically evaluated and enhanced in response to changes in the composition of the Firm's balance sheet, changes in market conditions, improvements in the Firm's simulation and other factors.

The Firm's U.S. dollar sensitivities are presented in the table below.

#### JPMorgan Chase's 12-month earnings-at-risk sensitivity profiles

(a) Given the current market interest rate environment, these downward parallel earnings-at-risk scenarios are not considered to be reasonably possible in the near term.

The Firm's sensitivity to rates is largely a result of assets re-pricing at a faster pace than deposits.

The Firm's net U.S. dollar sensitivities to 200 and 100 basis points instantaneous rate increases decreased by approximately \$700 million and \$900 million, respectively, while the Firm's net U.S. dollar sensitivity to 100 basis points instantaneous decrease in rates decreased by \$1.7 billion when compared to December 31, 2017. The primary driver of these decreases was the updating of the Firm's baseline to reflect higher interest rates. As higher interest rates are reflected in the Firm's baselines, sensitivities to changes in rates are expected to be less significant.

The non-U.S. dollar sensitivities for an instantaneous increase in rates by 200 and 100 basis points results in a 12-month benefit to net interest income of approximately \$800 million and \$500 million, respectively, at both September 30, 2018 and December 31, 2017. The non-U.S. dollar sensitivities for an instantaneous decrease in rates by 200 and 100 basis points are not material to the Firm's earnings-at-risk at September 30, 2018 and December 31, 2017.

Separately, another U.S. dollar interest rate scenario used by the Firm — involving a steeper yield curve with long-term

rates rising by 100 basis points and short-term rates staying at current levels — results in a 12-month benefit to net interest income of approximately \$500 million and \$700 million at September 30, 2018 and December 31, 2017, respectively. The increase in net interest income under this scenario reflects the Firm reinvesting at the higher long-term rates, with funding costs remaining unchanged. The results of the comparable non-U.S. dollar scenarios are not material to the Firm at September 30, 2018 and December 31, 2017.

#### Other sensitivity-based measures

The Firm quantifies the market risk of certain investment and funding activities by assessing the potential impact on net revenue and OCI due to changes in relevant market variables. For additional information on the positions

captured in other sensitivity-based measures, please refer to the Risk identification and classification table on page 122 of JPMorgan Chase's 2017 Annual Report.

The table below represents the potential impact to net revenue or OCI for market risk-sensitive instruments that are not included in VaR or earnings-at-risk. Where appropriate, instruments used for hedging purposes are reported along with the positions being hedged. The sensitivities disclosed in the table below may not be representative of the actual gain or loss that would have been realized at September 30, 2018 and December 31, 2017, as the movement in market parameters across maturities may vary and are not intended to imply management's expectation of future deterioration in these sensitivities.

Gain/(loss) (in millions) Activity	Description	Sensitivity measure	Septemb 30, 2018		December 31, 2017	ber
Investment activities(a) Investment management activities	Consists of seed capital and related hedges; and fund co-investments  Consists of privately held equity and other investments held at	10% decline in market value	\$ (147	)	\$ (110	)
Other investments  Funding activities	fair value	10% decline in market value	(246	)	(338	)
Non-USD LTD cross-currency basis	Represents the basis risk on derivatives used to hedge the foreign exchange risk on the non-USD LTD <sup>(b)</sup>	1 basis point parallel tightening of cross currency basis	(9	)	(10	)
Non-USD LTD hedges foreign currency ("FX") exposure	Primarily represents the foreign exchange revaluation on the fair value of the derivative $hedges^{(b)}$	10% depreciation of currency	13		(13	)
Derivatives – funding spread risk	Impact of changes in the spread related to derivatives FVA	1 basis point parallel increase in spread	(4	)	(6	)
Fair value option elected liabilities – funding spread risk	Impact of changes in the spread related to fair value option elected liabilities DVA <sup>(b)</sup>	1 basis point parallel increase in spread	27		22	
Fair value option elected liabilities – interest rate sensitivity	Interest rate sensitivity on fair value option liabilities resulting from a change in the Firm's own credit spreach	1 basis point parallel increase in spread	(1	)	(1	)
Excludes equity securities without	readily determinable fair values that are measured under the measured	urement alternative. Refer to Note 2	for additi	ion	al	

<sup>(</sup>a) information.
(b) Impact recognized through OCI.

## COUNTRY RISK MANAGEMENT

The Firm has a country risk management framework for monitoring and assessing how financial, economic, political or other significant developments adversely affect the value of the Firm's exposures related to a particular country or set of countries. The Country Risk Management group actively monitors the various portfolios which may be impacted by these developments to ensure the Firm's country risk exposures are diversified and that exposure levels are appropriate given the Firm's strategy and risk tolerance relative to a country.

Country Risk Management periodically designs and runs tailored stress scenarios to test vulnerabilities to individual countries or groups of countries in response to specific or potential market events, sector performance concerns and geopolitical risks. These tailored stress results are used to inform potential risk reduction across the firm, as necessary. For a further discussion of the Firm's Country Risk Management organization; identification and measurement; stress testing; monitoring and control; and reporting, refer to pages 129–130 of JPMorgan Chase's 2017 Annual Report.

The following table presents the Firm's top 20 exposures by country (excluding the U.S.) as of September 30, 2018. The selection of countries represents the Firm's largest total exposures by country, based on the Firm's internal country risk management approach, and does not represent the Firm's view of any actual or potentially adverse credit conditions. Country exposures may fluctuate from period to period due to client activity and market flows.

## Top 20 country exposures (excluding the U.S.)<sup>(a)</sup>

		mber 30, 2018		
(in billions)	Lendi and depos	ing Trading and investing(c)(d) sits(b)	Other(e)	Total exposure
Germany	\$55.1		\$ 0.3	\$ 66.5
United Kingdom	28.8	9.4	11.8	50.0
Japan	32.9	7.1	0.3	40.3
China	9.8	7.7	1.8	19.3
Switzerland	14.0	0.5	4.0	18.5
France	11.3	5.6	0.6	17.5
Canada	11.8	3.0	0.1	14.9
Australia	6.9	4.4	_	11.3
India	6.0	3.7	1.4	11.1
Luxembourg	9.5	0.5	_	10.0
Brazil	4.9	3.0	_	7.9
Netherlands	6.3	0.6	0.7	7.6
Spain	4.6	1.5	0.3	6.4
Italy	2.4	3.9	0.1	6.4
South Korea	4.1	2.0	0.1	6.2
Hong Kong	3.0	1.0	2.1	6.1
Saudi Arabia	5.3	0.5	_	5.8
Singapore	3.4	1.2	1.1	5.7
Mexico	4.1	1.0	_	5.1
United Arab Emirates	2.7	0.5	_	3.2

<sup>(</sup>a) Country exposures presented in the table reflect 88% of total firmwide non-U.S. exposure.

Lending and deposits includes loans and accrued interest receivable (net of collateral and the allowance for loan losses), deposits with banks (including central (b) banks), acceptances, other monetary assets, issued letters of credit net of participations, and unused commitments to extend credit. Excludes intra-day and operating exposures, such as from settlement and clearing activities.

<sup>(</sup>c) Includes market-making inventory, AFS securities, counterparty exposure on derivative and securities financings net of collateral and hedging.

Includes single reference entity ("single-name"), index and other multiple reference entity transactions for which one or more of the underlying reference entities (d) is in a country listed in the above table.

<sup>(</sup>e) Includes capital invested in local entities and physical commodity inventory.

## CRITICAL ACCOUNTING ESTIMATES USED BY THE

**FIRM** 

JPMorgan Chase's accounting policies and use of estimates are integral to understanding its reported results. The Firm's most complex accounting estimates require management's judgment to ascertain the appropriate carrying value of assets and liabilities. The Firm has established policies and control procedures intended to ensure that estimation methods, including any judgments made as part of such methods, are well-controlled, independently reviewed and applied consistently from period to period. The methods used and judgments made reflect, among other factors, the nature of the assets or liabilities and the related business and risk management strategies, which may vary across the Firm's businesses and portfolios. In addition, the policies and procedures are intended to ensure that the process for changing methodologies occurs in an appropriate manner. The Firm believes its estimates for determining the carrying value of its assets and liabilities are appropriate. The following is a brief description of the Firm's critical accounting estimates involving significant judgments.

#### Allowance for credit losses

JPMorgan Chase's allowance for credit losses covers the retained consumer and wholesale loan portfolios, as well as the Firm's wholesale and certain consumer lending-related commitments. The allowance for loan losses is intended to adjust the carrying value of the Firm's loan assets to reflect probable credit losses inherent in the loan portfolio as of the balance sheet date. Similarly, the allowance for lending-related commitments is established to cover probable credit losses inherent in the lending-related commitments portfolio as of the balance sheet date.

The allowance for credit losses includes a formula-based component, an asset-specific component, and a component related to PCI loans. The determination of each of these components involves significant judgment on a number of matters. For further information on these components, areas of judgment and methodologies used in establishing the Firm's allowance for credit losses, refer to pages 117–119, page 138 and Note 13 of JPMorgan Chase's 2017 Annual Report; and refer to Allowance for credit losses on pages 69–71 and Note 12 of this Form 10-Q.

As noted in the discussion on page 138 of JPMorgan Chase's 2017 Annual Report, the Firm's allowance for credit losses is sensitive to numerous factors, which may differ depending on the portfolio. Changes in economic conditions or in the Firm's assumptions and estimates could affect its estimate of probable credit losses inherent in the portfolio at the balance sheet date. The Firm uses its best judgment to assess these economic conditions and loss data in estimating the allowance for credit losses and these estimates are subject to periodic refinement based on changes to underlying external or Firm-specific historical data. Refer to Note 12 of this Form 10-Q for further discussion.

To illustrate the potential magnitude of certain alternate judgments, the Firm estimates that changes in the following inputs would have the following effects on the Firm's

modeled credit loss estimates as of September 30, 2018, without consideration of any offsetting or correlated effects of other inputs in the Firm's allowance for loan losses:

A combined 5% decline in housing prices and a 100 basis point increase in unemployment rates from current levels could imply:

an increase to modeled credit loss estimates of approximately \$425 million for PCI loans.

an increase to modeled annual credit loss estimates of approximately \$75 million for residential real estate loans, excluding PCI loans.

For credit card loans, a 100 basis point increase in unemployment rates from current levels could imply an increase to modeled annual credit loss estimates of approximately \$775 million.

An increase in probability of default ("PD") factors consistent with a one-notch downgrade in the Firm's internal risk ratings for its entire wholesale loan portfolio could imply an increase in the Firm's modeled credit loss estimates of approximately \$1.6 billion.

• A 100 basis point increase in estimated loss given default ("LGD") for the Firm's entire wholesale loan portfolio

could imply an increase in the Firm's modeled credit loss estimates of approximately \$175 million. The purpose of these sensitivity analyses is to provide an indication of the isolated impacts of hypothetical alternative assumptions on modeled loss estimates. The changes in the inputs presented above are not intended to imply management's expectation of future deterioration of those risk factors. In addition, these analyses are not intended to estimate changes in the overall allowance for loan losses, which would also be influenced by the judgment management applies to the modeled loss estimates to reflect the uncertainty and imprecision of these modeled loss estimates based on then-current circumstances and conditions.

It is difficult to estimate how potential changes in specific factors might affect the overall allowance for credit losses because management considers a variety of factors and inputs in estimating the allowance for credit losses. Changes in these factors and inputs may not occur at the same rate and may not be consistent across all geographies or product types, and changes in factors may be directionally inconsistent, such that improvement in one factor may offset deterioration in other factors. In addition, it is difficult to predict how changes in specific economic conditions or assumptions could affect borrower behavior or other factors considered by management in estimating the allowance for credit losses. Given the process the Firm follows and the judgments made in evaluating the risk factors related to its loss estimates, management believes that its current estimate of the allowance for credit losses is appropriate.

#### Fair value of financial instruments, MSRs and commodities inventory

Assets measured at fair value

The following table includes the Firm's assets measured at fair value and the portion of such assets that are classified within level 3 of the valuation hierarchy. For further information, refer to Note 2.

September 30, 2018 (in billions, except ratios)	Total assets at fair value	Total level asset	3
Trading-debt and equity instruments	\$359.7	\$4.2	
Derivative receivables <sup>(a)</sup>	60.1	7.1	
Trading assets	419.8	11.3	
AFS securities	200.0	0.1	
Loans	3.0	0.1	
MSRs	6.4	6.4	
Other	28.5	1.1	
Total assets measured at fair value on a recurring basis	\$657.7	\$19.0	0
Total assets measured at fair value on a nonrecurring basis	1.8	1.1	
Total assets measured at fair value	\$659.5	\$20.	1
Total Firm assets	\$2,615.2		
Level 3 assets as a percentage of total Firm assets <sup>(a)</sup>		0.8	%
Level 3 assets as a percentage of total Firm assets at fair value(a)		3.0	%

For purposes of the table above, the derivative receivables total reflects the impact of netting adjustments; however, the \$7.1 billion of derivative receivables (a) classified as level 3 does not reflect the netting adjustment as such netting is not relevant to a presentation based on the transparency of inputs to the valuation of an asset. The level 3 balances would be reduced if netting were applied, including the netting benefit associated with cash collateral.

#### Valuation

Estimating fair value requires the application of judgment. The type and level of judgment required is largely dependent on the amount of observable market information available to the Firm. For instruments valued using internally developed valuation models and other valuation techniques that use significant unobservable inputs and are therefore classified within level 3 of the valuation hierarchy, judgments used to estimate fair value are more significant than those required when estimating the fair value of instruments classified within levels 1 and 2. In arriving at an estimate of fair value for an instrument within level 3, management must first determine the appropriate valuation technique to use. Second, the lack of observability of certain significant inputs requires management to assess all relevant empirical data in deriving valuation inputs including, for example, transaction details, yield curves, interest rates, prepayment rates, default rates, volatilities, correlations, equity or debt prices, valuations of comparable instruments, foreign exchange rates and credit curves. For a further discussion of the valuation of level 3 instruments, including unobservable inputs used, refer to Note 2.

For instruments classified in levels 2 and 3, management judgment must be applied to assess the appropriate level of valuation adjustments to reflect counterparty credit quality, the Firm's creditworthiness, market funding rates, liquidity considerations, unobservable parameters, and for portfolios that meet specified criteria, the size of the net open risk position. The judgments made are typically affected by the type of product and its specific contractual terms, and the level of liquidity for the product or within the market as a whole. For a further discussion of valuation adjustments applied by the Firm refer to Note 2.

Imprecision in estimating unobservable market inputs or other factors can affect the amount of gain or loss recorded for a particular position. Furthermore, while the Firm believes its valuation methods are appropriate and consistent with those of other market participants, the methods and assumptions used reflect management judgment and may vary across the Firm's businesses and portfolios.

The Firm uses various methodologies and assumptions in the determination of fair value. The use of methodologies or assumptions different than those used by the Firm could result in a different estimate of fair value at the reporting date. For a detailed discussion of the Firm's valuation process and hierarchy, and its determination of fair value for individual financial instruments, refer to Note 2.

#### **Goodwill impairment**

Management applies significant judgment when testing goodwill for impairment. The goodwill associated with each business combination is allocated to the related reporting units for goodwill impairment testing. For a description of the significant valuation judgments associated with goodwill impairment, refer to Goodwill impairment on pages 139–140 of JPMorgan Chase's 2017 Annual Report.

For the three months ended September 30, 2018, the Firm reviewed current economic conditions, business performance, estimated market cost of equity, and prior projections of business performance for all its businesses. Based upon such reviews, the Firm concluded that the goodwill allocated to its reporting units was not impaired as of September 30, 2018.

Declines in business performance, increases in credit losses, increases in equity capital requirements, as well as deterioration in economic or market conditions, adverse regulatory or legislative changes or increases in the estimated market cost of equity, could cause the estimated fair values of the Firm's reporting units or their associated goodwill to decline in the future, which could result in a material impairment charge to earnings in a future period related to some portion of the associated goodwill.

For additional information on goodwill, refer to Note 14.

#### Credit card rewards liability

JPMorgan Chase offers credit cards with various rewards programs which allow cardholders to earn rewards points based on their account activity and the terms and conditions of the rewards program. Generally, there are no limits on the points that an eligible cardholder can earn, nor do the points expire, and the points can be redeemed for a variety of rewards, including cash (predominantly in the form of account credits), gift cards and travel. The Firm maintains a rewards liability which represents the estimated cost of rewards points earned and expected to be redeemed by cardholders. The rewards liability is sensitive to various assumptions, including cost per point and redemption rates for each of the various rewards programs, which are evaluated periodically. The liability is accrued as the cardholder earns the benefit and is reduced when the cardholder redeems points. This liability was \$5.8 billion and \$4.9 billion at September 30, 2018 and December 31, 2017, respectively, and is recorded in accounts payable and other liabilities on the Consolidated balance sheets.

#### **Income taxes**

For a description of the significant assumptions, judgments and interpretations associated with the accounting for income taxes, refer to Note 1, and Income taxes on page 140 of JPMorgan Chase's 2017 Annual Report.

#### **Litigation reserves**

For a description of the significant estimates and judgments associated with establishing litigation reserves, refer to Note 22 of this Form 10-Q, and Note 29 of JPMorgan Chase's 2017 Annual Report.

## ACCOUNTING AND REPORTING DEVELOPMENTS

## Financial Accounting Standards Board ("FASB") Standards Adopted since January 1, 2018

Standard	Summary of guidance	Effects on financial statements
Revenue recognition – revenue from contracts with customers <i>Issued May 2014</i>	<ul> <li>Requires that revenue from contracts with customers be recognized upon transfer of control of a good or service in the amount of consideration expected to be received.</li> <li>Changes the accounting for certain contract costs, including whether they may be offset against revenue in the Consolidated statements of income, and requires additional disclosures about revenue and contract costs.</li> </ul>	Adonted January 1, 2018
Recognition and measurement of financial assets and financial liabilities <i>Issued January 2016</i>	Requires that certain equity instruments be measured at fair value, with changes in fair value recognized in earnings.     Provides a measurement alternative for equity securities without readily determinable fair values to be measured at cost less impairment (if any), plus or minus observable price changes from an identical or similar investment of the same issuer. Any such price changes are reflected in earnings beginning in the period of adoption.	<ul> <li>Adopted January 1, 2018.</li> <li>For further information, refer to Note 1.</li> </ul>
Classification of certain cash receipts and cash payments in the statement of cash flows Issued August 2016	• Provides targeted amendments to the classification of certain cash flows, including the treatment of settlement payments for zero coupon debt instruments and distributions received from equity method investments.	<ul> <li>Adopted January 1, 2018.</li> <li>The adoption of the guidance had no material impact as the Firm was either in compliance with the amendments or the amounts to which it was applied were immaterial.</li> </ul>
Treatment of restricted cash on the statement of cash flows Issued November 2016	<ul> <li>Requires restricted cash to be combined with unrestricted cash when reconciling the beginning and ending cash balances on the Consolidated statements of cash flows.</li> <li>Requires additional disclosures to supplement the Consolidated statements of cash flows.</li> </ul>	<ul> <li>Adopted January 1, 2018</li> <li>For further information, refer to Note 1.</li> </ul>
00		

## FASB Standards Adopted since January 1, 2018 (continued)

Standard	Summary of guidance	Effects on financial statements
Definition of a business Issued January 2017	<ul> <li>Narrows the definition of a business and clarifies that, to be considered a business, substantially all of the fair value of the gross assets acquired (or disposed of) may not be concentrated in a single identifiable asset or a group of similar assets.</li> <li>In addition, the definition now requires that a set of activities and assets must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create outputs.</li> </ul>	because it is being applied prospectively.  Subsequent to adoption, fewer transactions will be
Presentation of net periodic pension cost and net periodic postretirement benefit cost Issued March 2017	• Requires the service cost component of net periodic pension and postretirement benefit cost to be reported separately in the Consolidated statements of income from the other components (e.g., expected return on assets, interest costs, amortization of gains/losses and prior service costs).	<ul> <li>Adopted January 1, 2018.</li> <li>For further information, refer to Note 1.</li> </ul>
Premium amortization on purchased callable debt securities  Issued March 2017	<ul> <li>Requires amortization of premiums to the earliest call date on debt securities with call features that are explicit, noncontingent and callable at fixed prices and on preset dates.</li> <li>Does not impact debt securities held at a discount; the discount continues to be amortized to the contractual maturity date.</li> <li>Aligns the accounting with the economics of the risk management activities.</li> </ul>	<ul> <li>Adopted January 1, 2018.</li> <li>For further information, refer to Note 1.</li> </ul>
Hedge accounting Issued August 2017	<ul> <li>Expands the ability for certain hedges of interest rate risk to qualify for hedge accounting.</li> <li>Allows recognition of ineffectiveness in cash flow hedges and net investment hedges in OCI.</li> <li>Permits an election at adoption to transfer certain investment securities classified as held-to-maturity to available-for-sale.</li> </ul>	<ul> <li>Adopted January 1, 2018.</li> <li>For further information, refer to Note 1.</li> </ul>
Reclassification of certain tax effects from AOCI Issued February 2018	<ul> <li>Simplifies hedge documentation requirements.</li> <li>Permits reclassification of the income tax effects of the TCJA on items within AOCI to retained earnings so that the tax effects of items within AOCI reflect the appropriate tax rate.</li> </ul>	<ul> <li>Adopted January 1, 2018.</li> <li>For further information, refer to Note 1.</li> </ul>

#### FASB Standards Issued but not yet Adopted

#### Standard

Leases

Issued

2016

February

#### Summary of guidance

#### Effects on financial statements

- Requires lessees to recognize all leases longer than twelve months on the Consolidated balance sheets as a lease liability with a corresponding right-of-use asset.
- Requires lessees and lessors to classify most leases using principles similar to existing lease accounting, but eliminates the "bright line" classification tests.
- Permits the Firm to generally account for its existing leases consistent with current guidance, except for the incremental balance sheet recognition.
- Expands qualitative and quantitative leasing disclosures.
- May be adopted using a modified cumulative effect approach wherein the guidance is applied only to existing contracts as of the date of initial application, and to new contracts transacted after that date, or a cumulative-effect adjustment to retained earnings at the effective date without revising prior comparative periods.
- Replaces existing incurred loss impairment guidance and establishes a single allowance framework for financial assets carried at amortized cost, which will reflect management's estimate of credit losses over the full remaining expected life of the financial assets and will consider expected future changes in macroeconomic conditions.
- Elin

# Financial instruments – credit losses *Issued June* 2016

- Eliminates existing guidance for PCI loans, and requires recognition of the nonaccretable difference as an increase to the allowance for expected credit losses on financial assets purchased with more than insignificant credit deterioration since origination, which will be offset by an increase in the carrying value of the related loans.
- Amends existing impairment guidance for AFS securities to incorporate an allowance, which will allow for reversals of credit impairments in the event that the credit of an issuer improves.
- Requires a cumulative-effect adjustment to retained earnings as of the beginning of the reporting period of adoption.
- Requires an impairment loss to be recognized when the estimated fair value of a reporting unit falls below its carrying value.
- Goodwill Issued January 2017
- Eliminates the second condition in the current guidance that requires an impairment loss to be recognized only if the estimated implied fair value of the goodwill is below its carrying value.
- (a) Early adoption is permitted.

- Required effective date: January 1, 2019(a)
- The Firm is in the final stages of its implementation which includes implementing a new lease accounting software solution for its real estate leases, and updating processes and internal controls for its leasing activities. As a lessee, the Firm is finalizing its estimate of the right-of-use asset and lease liability, which is based on the present value of lease payments. The Firm expects to recognize a lease liability and a corresponding right-of-use asset (at their present value) related to predominantly all of the \$10 billion of future minimum payments required under operating leases as disclosed in Note 28 of JPMorgan Chase's 2017 Annual Report. However, the population of contracts subject to balance sheet recognition and their initial measurement remains under evaluation; final financial statement impacts will depend on the lease portfolio at the time of adoption. The Firm does not expect material changes to the recognition of operating lease expense in its Consolidated statements of income.
- The Firm plans to adopt the new lease guidance on January 1, 2019 through a cumulative-effect adjustment without revising prior comparative periods and elect the available practical expedients, which will not require it to reassess whether an existing contract contains a lease or whether classification or unamortized initial lease costs would be different under the new lease guidance.

- Required effective date: January 1, 2020(a)
- The Firm has established a Firmwide, cross-discipline governance structure, which provides implementation oversight. The Firm continues to identify key interpretive issues, and is in the process of developing and implementing current expected credit loss models that satisfy the requirements of the new standard.
- The Firm expects that the allowance related to the Firm's loans and commitments will increase as it will cover credit losses over the full remaining expected life of the portfolios, with the most significant impact expected from the Firm's credit card portfolio.
- The extent of the increase in the allowance is under evaluation, but will depend upon the nature and characteristics of the Firm's portfolio at the adoption date, and the macroeconomic conditions and forecasts at that date.
- The Firm plans to adopt the new guidance on January 1, 2020.
- Required effective date: January 1, 2020(a)
- Based on current impairment test results, the Firm does not expect a material effect on the Consolidated Financial Statements. However, the impact of the new accounting guidance will depend on the performance of the reporting units and the market conditions at the time of adoption.
- After adoption, the guidance may result in more frequent goodwill impairment losses due to the removal of the second condition.
- The Firm plans to adopt the new guidance on January 1, 2020.

## FORWARD-LOOKING

#### **STATEMENTS**

From time to time, the Firm has made and will make forward-looking statements. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipate," "target," "expect," "estimate," "intend," "plan," "goal," "believe," or other words of similar meaning. Forward-looking statements provide JPMorgan Chase's current expectations or forecasts of future events, circumstances, results or aspirations. JPMorgan Chase's disclosures in this Form 10-Q contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The Firm also may make forward-looking statements in its other documents filed or furnished with the SEC. In addition, the Firm's senior management may make forward-looking statements orally to investors, analysts, representatives of the media and others.

All forward-looking statements are, by their nature, subject to risks and uncertainties, many of which are beyond the Firm's control. JPMorgan Chase's actual future results may differ materially from those set forth in its forward-looking statements. While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ from those in the forward-looking statements:

Local, regional and global business, economic and political conditions and geopolitical events:

Changes in laws and regulatory requirements, including capital and liquidity requirements affecting the Firm's businesses, and the ability of the Firm to address those requirements;

Heightened regulatory and governmental oversight and scrutiny of JPMorgan Chase's business practices, including dealings with retail customers;

Changes in trade, monetary and fiscal policies and laws;

Changes in income tax laws and regulations;

Securities and capital markets behavior, including changes in market liquidity and volatility;

Changes in investor sentiment or consumer spending or savings behavior;

Ability of the Firm to manage effectively its capital and liquidity, including approval of its capital plans by banking regulators;

Changes in credit ratings assigned to the Firm or its subsidiaries;

Damage to the Firm's reputation;

Ability of the Firm to deal effectively with an economic slowdown or other economic or market disruption;

Technology changes instituted by the Firm, its counterparties or competitors;

The effectiveness of the Firm's control agenda;

Ability of the Firm to develop or discontinue products and services, and the extent to which products or services previously sold by the Firm (including but not limited to mortgages and asset-backed securities) require the Firm to incur liabilities or absorb losses not contemplated at their initiation or origination;

Acceptance of the Firm's new and existing products and services by the marketplace and the ability of the Firm to innovate and to increase market share;

Ability of the Firm to attract and retain qualified employees;

Ability of the Firm to control expenses;

Competitive pressures;

Changes in the credit quality of the Firm's customers and counterparties;

Adequacy of the Firm's risk management framework, disclosure controls and procedures and internal control over financial reporting;

Adverse judicial or regulatory proceedings;

Changes in applicable accounting policies, including the introduction of new accounting standards;

Ability of the Firm to determine accurate values of certain assets and liabilities;

Occurrence of natural or man-made disasters or calamities or conflicts and the Firm's ability to deal effectively with disruptions caused by the foregoing;

Ability of the Firm to maintain the security of its financial, accounting, technology, data processing and other operational systems and facilities;

Ability of the Firm to withstand disruptions that may be caused by any failure of its operational systems or those of third parties;

Ability of the Firm to effectively defend itself against cyberattacks and other attempts by unauthorized parties to access information of the Firm or its customers or to disrupt the Firm's systems; and

The other risks and uncertainties detailed in Part I,

Item 1A: Risk Factors in JPMorgan Chase's 2017 Annual Report on Form 10-K for the year ended December 31, 2017.

Any forward-looking statements made by or on behalf of the Firm speak only as of the date they are made, and JPMorgan Chase does not undertake to update any forward-looking statements. The reader should, however, consult any further disclosures of a forward-looking nature the Firm may make in any subsequent Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, or Current Reports on Form 8-K.

### JPMorgan Chase & Co. Consolidated statements of income (unaudited)

Consolitation statements of mediae (unaut	Three m ended Septemb		Nine mon Septembe	on this ended er 30,
(in millions, except per share data)	2018	2017	2018	2017
Revenue				
Investment banking fees	\$1,832	\$1,868	\$5,736	\$5,594
Principal transactions	2,964	2,721	10,698	9,440
Lending- and deposit-related fees	1,542	1,497	4,514	4,427
Asset management, administration and commissions	4,310	4,072	12,923	11,996
Investment securities losses	(46)	(1)	(371)	(38)
Mortgage fees and related income	262	429	1,051	1,239
Card income	1,328	1,242	3,623	3,323
Other income	1,160	952	4,041	3,197
Noninterest revenue	13,352	12,780	42,215	39,178
Interest income	19,840	16,687	56,404	47,379
Interest expense	5,932	3,889	15,699	10,309
Net interest income	13,908	12,798	40,705	37,070
Total net revenue	27,260	25,578	82,920	76,248
Provision for credit losses	948	1,452	3,323	3,982
Noninterest expense				
Compensation expense	8,108	7,697	25,308	23,710
Occupancy expense	1,014	930	2,883	2,803
Technology, communications and equipment expense	2,219	1,972	6,441	5,677
Professional and outside services	2,086	1,955	6,333	5,646
Marketing	<b>798</b>	710	2,396	2,179
Other expense	1,398	1,306	4,313	4,605
Total noninterest expense	15,623	14,570	47,674	44,620
Income before income tax expense	10,689	9,556	31,923	27,646
Income tax expense	2,309	2,824	6,515	7,437
Net income	\$8,380	\$6,732	\$25,408	\$20,209
Net income applicable to common stockholders	\$7,948	\$6,262	\$24,067	\$18,786
Net income per common share data				
Basic earnings per share	\$2.35	\$1.77	<b>\$7.04</b>	\$5.26
Diluted earnings per share	2.34	1.76	7.00	5.22
Weighted-average basic shares	3,376.1	3,534.7	3,416.5	3,570.9
Weighted-average diluted shares	3,394.3	3,559.6	3,436.2	3,597.0
Cash dividends declared per common share	\$0.80	\$0.56	\$1.92	\$1.56

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

The Notes to Consolidated Financial Statements (unaudited) are an integral part of these statements.

## JPMorgan Chase & Co.

## Consolidated statements of comprehensive income (unaudited)

	Three rended Septem		Nine mor September	on this ended er 30,
(in millions)	2018	2017	2018	2017
Net income	\$8,380	\$6,732	\$25,408	\$20,209
Other comprehensive income/(loss), after-tax				
Unrealized gains/(losses) on investment securities	(819	) 147	(2,280)	842
Translation adjustments, net of hedges	(31	) —	84	7
Fair value hedges	34	NA	(74	NA
Cash flow hedges	(88)	) 26	(327)	170
Defined benefit pension and OPEB plans	19	22	78	26
DVA on fair value option elected liabilities	(402	) (112	125	(179)
Total other comprehensive income/(loss), after-tax	(1,287	) 83	(2,394)	866
Comprehensive income	\$7,093	\$6,815	\$23,014	\$21,075

Effective January 1, 2018, the Firm adopted several new accounting standards. For additional information, refer to Note 1. The Notes to Consolidated Financial Statements (unaudited) are an integral part of these statements.

### JPMorgan Chase & Co.

Consolidated balance sheets (unaudited
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Consolidated balance sheets (unaddited)		
(in millions, except share data)	Sep 30, 2018	Dec 31, 2017
Assets	2010	2017
Cash and due from banks	\$23,225	\$25,898
Deposits with banks	395,872	405,406
Federal funds sold and securities purchased under resale agreements (included \$12,226 and \$14,732 at fair value)	217,632	198,422
Securities borrowed (included \$4,528 and \$3,049 at fair value)	122,434	105,112
Trading assets (included assets pledged of \$114,850 and \$109,887)	419,827	381,844
Investment securities (included \$200,030 and \$202,225 at fair value and assets pledged of \$10,534 and \$17,969)	231,398	249,958
Loans (included \$2,987 and \$2,508 at fair value)	954,318	930,697
Allowance for loan losses	(13,128	(13,604)
Loans, net of allowance for loan losses	941,190	917,093
Accrued interest and accounts receivable	78,792	67,729
Premises and equipment	14,180	14,159
Goodwill, MSRs and other intangible assets	54,697	54,392
Other assets (included \$12,479 and \$16,128 at fair value and assets pledged of \$5,334 and \$7,980)	115,936	113,587
Total assets <sup>(a)</sup>	\$2,615,183	\$2,533,600
Liabilities		
Deposits (included \$20,500 and \$21,321 at fair value)	\$1,458,762	\$1,443,982
Federal funds purchased and securities loaned or sold under repurchase agreements (included <b>\$1,059</b> and \$697 at fai value)	r 181,608	158,916
Short-term borrowings (included \$7,885 and \$9,191 at fair value)	64,635	51,802
Trading liabilities	151,150	123,663
Accounts payable and other liabilities (included \$5,159 and \$9,208 at fair value)	209,707	189,383
Beneficial interests issued by consolidated VIEs (included \$17 and \$45 at fair value)	20,241	26,081
Long-term debt (included \$54,112 and \$47,519 at fair value)	270,124	284,080
Total liabilities <sup>(a)</sup>	2,356,227	2,277,907
Commitments and contingencies (refer to Notes 20, 21 and 22)		
Stockholders' equity		
Preferred stock (\$1 par value; authorized 200,000,000 shares; issued 2,776,375 and 2,606,750 shares)	27,764	26,068
Common stock (\$1 par value; authorized 9,000,000,000 shares; issued <b>4,104,933,895</b> shares)	4,105	4,105
Additional paid-in capital	89,333	90,579
Retained earnings	195,180	177,676
Accumulated other comprehensive loss		) (119 )
Shares held in restricted stock units ("RSU") Trust, at cost (472,953 shares)		) (21 )
Treasury stock, at cost (779,523,170 and 679,635,064 shares)		) (42,595 )
Total stockholders' equity	258,956	255,693
Total liabilities and stockholders' equity	\$2,615,183	\$2,533,600

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

The following table presents information on assets and liabilities related to VIEs that are consolidated by the Firm at September 30, 2018, and December 31, 2017. The assets of the consolidated VIEs are used to settle the liabilities of those entities. The holders of the beneficial interests generally do not have recourse to the general credit of JPMorgan Chase. The assets and liabilities in the table below include third-party assets and liabilities of consolidated VIEs and exclude intercompany balances that eliminate in consolidation. For a further discussion, refer to Note 13.

 Sep 30, Dec 31,

 2018
 2017

 Assets

 Trading assets
 \$1,567
 \$1,449

 Loans
 57,114
 68,995

 All other assets
 2,407
 2,674

 Total assets
 \$61,088
 \$73,118

Liabilities

Beneficial interests issued by consolidated VIEs \$20,241 \$26,081 All other liabilities 330 349 Total liabilities \$20,571 \$26,430

The Notes to Consolidated Financial Statements (unaudited) are an integral part of these statements.

## JPMorgan Chase & Co.

## Consolidated statements of changes in stockholders' equity (unaudited)

(::	Septembe		
(in millions, except per share data)	2018	2017	
Preferred stock			
Balance at January 1	\$26,068	\$26,068	
Issuance	1,696	_	
Balance at September 30	\$27,764	\$26,068	
	Ψ=-,	Ψ20,000	
Common stock			
Balance at January 1 and September 30	4,105	4,105	
Additional paid-in capital			
Balance at January 1	90,579	91,627	
Shares issued and commitments to issue common stock for employee shared-based compensation awards, and related	(897	) (680	)
tax effects			ĺ
Other  Palence of Santonikas 20		) (250	)
Balance at September 30	89,333	90,697	
Retained earnings			
_	177 676	162 440	
Balance at January 1 Cumulative effect of changes in accounting principles	177,676 (183	162,440	
Net income	25,408	20,209	
Dividends declared:	25,400	20,209	
Preferred stock	(1.167	) (1,235	`
		) (5,587	)
Common stock (\$1.92 and \$1.56 per share)  Balance at September 30	195,180	175,827	,
Balance at September 50	175,100	175,627	
Accumulated other comprehensive income/(loss)			
Balance at January 1	(119	) (1,175	)
Cumulative effect of changes in accounting principles	88	_	
Other comprehensive income/(loss)	(2,394	) 866	
Balance at September 30		) (309	)
•			
Shares held in RSU Trust, at cost			
Balance at January 1 and September 30	(21	) (21	)
Treasury stock, at cost			
Balance at January 1	(42,595	) (28,854	)
Repurchase	(14,055	) (10,602	)
Reissuance	1,670	1,471	
Balance at September 30	(54,980	) (37,985	)
Total stockholders' equity	\$258,956	\$258,38	2

Effective January 1, 2018, the Firm adopted several new accounting standards. For additional information, refer to Note 1. The Notes to Consolidated Financial Statements (unaudited) are an integral part of these statements.

## JPMorgan Chase & Co. Consolidated statements of cash flows (unaudited)

` ,				
(in millions)	2018		2017	
Operating activities				
Net income	\$25,408		\$20,209	
Adjustments to reconcile net income to net cash used in operating activities:				
Provision for credit losses	3,323		3,982	
Depreciation and amortization	5,716		4,547	
Deferred tax (benefit)/expense	(323	)	(187	)
Other	2,179		1,655	
Originations and purchases of loans held-for-sale	(68,235	)	(75,907	)
Proceeds from sales, securitizations and paydowns of loans held-for-sale	68,214		75,255	
Net change in:				
Trading assets	(44,427	)	(31,189	)
Securities borrowed	(17,344	)	(5,191	)
Accrued interest and accounts receivable	(11,335	)	(9,795	)
Other assets	2,909		18,668	
Trading liabilities	21,580		(23,162	)
Accounts payable and other liabilities	26,677		(10,124	)
Other operating adjustments	(577	_	7,858	
Net cash provided by/(used in) operating activities	13,765		(23,381	)
Investing activities				
Net change in:	(10.050			
Federal funds sold and securities purchased under resale agreements	(19,259	)	44,463	
Held-to-maturity securities:	2.269		2.500	
Proceeds from paydowns and maturities Purchases	2,268 (8,613		3,508 (594	`
Available-for-sale securities:	(0,013	,	(334	)
Proceeds from paydowns and maturities	29,618		43,536	
Proceeds from sales	34,322		57,640	
Purchases	(46,530			)
Proceeds from sales and securitizations of loans held-for-investment	20,154		11,600	_
Other changes in loans, net	(49,755			)
All other investing activities, net	(1,987		655	_
Net cash provided by/(used in) investing activities	(39,782	)	47,706	
Financing activities				
Net change in:				
Deposits	15,274		51,352	
Federal funds purchased and securities loaned or sold under repurchase agreements	22,719		3,731	
Short-term borrowings	12,974		19,006	
Beneficial interests issued by consolidated VIEs	975		(1,312	)
Proceeds from long-term borrowings	54,842		46,311	
Payments of long-term borrowings	(69,636	)	(65,932	)
Proceeds from issuance of preferred stock	1,655		_	
Treasury stock repurchased	(14,055		(10,602	)
Dividends paid	(6,989		(6,478	)
All other financing activities, net	(1,440		329	
Net cash provided by financing activities	16,319		36,405	

Effect of exchange rate changes on cash and due from banks and deposits with banks	(2,509)	7,272
Net increase/(decrease) in cash and due from banks and deposits with banks	(12,207)	68,002
Cash and due from banks and deposits with banks at the beginning of the period	431,304	391,154
Cash and due from banks and deposits with banks at the end of the period	\$419,097	\$459,156
Cash interest paid	\$15,144	\$10,294
Cash income taxes paid, net	2,197	3,238

Effective January 1, 2018, the Firm adopted several new accounting standards. Certain of the new accounting standards were applied retrospectively and, accordingly, prior period amounts were revised. For additional information, refer to Note 1.

The Notes to Consolidated Financial Statements (unaudited) are an integral part of these statements.

Refer to the Glossary of Terms and Acronyms on pages 175–179 for definitions of terms and acronyms used throughout the Notes to Consolidated Financial Statements.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

### **Note 1 – Basis of presentation**

JPMorgan Chase & Co. ("JPMorgan Chase" or "the Firm"), a financial holding company incorporated under Delaware law in 1968, is a leading global financial services firm and one of the largest banking institutions in the U.S., with operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing and asset management. For a further discussion of the Firm's business segments, refer to Note 23.

The accounting and financial reporting policies of JPMorgan Chase and its subsidiaries conform to U.S. GAAP. Additionally, where applicable, the policies conform to the accounting and reporting guidelines prescribed by regulatory authorities.

The unaudited Consolidated Financial Statements prepared in conformity with U.S. GAAP require management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expense, and the disclosures of contingent assets and liabilities. Actual results could be different from these estimates. In the opinion of management, all normal, recurring adjustments have been included such that this interim financial information is fairly presented.

These unaudited Consolidated Financial Statements should be read in conjunction with the audited Consolidated Financial Statements, and related notes thereto, included in JPMorgan Chase's 2017 Annual Report.

Certain amounts reported in prior periods have been reclassified to conform with the current presentation.

#### Consolidation

The Consolidated Financial Statements include the accounts of JPMorgan Chase and other entities in which the Firm has a controlling financial interest. All material intercompany balances and transactions have been eliminated. Assets held for clients in an agency or fiduciary capacity by the Firm are not assets of JPMorgan Chase and are not included on the Consolidated balance sheets.

The Firm determines whether it has a controlling financial interest in an entity by first evaluating whether the entity is a voting interest entity or a variable interest entity.

For a further description of JPMorgan Chase's accounting policies regarding consolidation, refer to Notes 1 and 14 of JPMorgan Chase's 2017 Annual Report.

#### Offsetting assets and liabilities

U.S. GAAP permits entities to present derivative receivables and derivative payables with the same counterparty and the related cash collateral receivables and payables on a net basis on the Consolidated balance sheets when a legally enforceable master netting agreement exists. U.S. GAAP also permits securities financing activities to be presented on a net basis when specified conditions are met, including the existence of a legally enforceable master netting agreement. The Firm has elected to net such balances when the specified conditions are met. For further information on offsetting assets and liabilities, refer to Note 1 of JPMorgan Chase's 2017 Annual Report.

Application of U.S. GAAP related to the Tax Cuts and Jobs Act ("TCJA") SEC Staff Accounting Bulletin No. 118 On December 22, 2017, the TCJA was signed into law and the Firm recorded the estimated impact of the deemed repatriation of the Firm's unremitted non-U.S. earnings and the remeasurement of deferred taxes under the TCJA. These provisional amounts represent estimates under SEC guidance, which provides a one-year measurement period in which to refine the estimates based on new information or the issuance of interpretative guidance. Based on legislative guidance and adjustments to the 2017 federal tax return as filed, the Firm recorded a net tax benefit of \$132 million in the third quarter for changes in the estimates to both the remeasurement of certain deferred taxes and the deemed repatriation tax on non-U.S. earnings. The year-to-date benefit recorded for changes in estimates was \$305 million and the Firm may recognize additional adjustments during the fourth quarter as a result of the issuance of additional legislative and accounting guidance. The Firm considers any legislative or accounting guidance issued as of

the balance sheet date when evaluating potential refinements to these estimates.

#### Accounting standards adopted January 1, 2018

The following table identifies the standards adopted, and the note where further information on the impact of the new guidance can be found:

Revenue recognition – revenue from contracts with customers

Recognition and measurement of financial assets and financial liabilities

Notes 2 and 9

Treatment of restricted cash on the statement of cash flows

Presentation of net periodic pension cost and net periodic postretirement benefit cost

Premium amortization on purchased callable debt securities

Notes 9 and 17

Notes 4, 9 and 17

Reclassification of certain tax effects from AOCI Note 17

Certain of the new accounting standards were applied retrospectively and prior period amounts were revised accordingly. The most significant of the new standards was revenue recognition, which requires gross presentation of certain costs that were previously offset against revenue. This change resulted in noninterest revenue and noninterest expense each increasing by \$252 million and \$777 million for the three and nine months ended September 30, 2017, respectively, with no impact to net income.

Upon adoption of the restricted cash guidance, to align the Consolidated balance sheets with the Consolidated statements of cash flows, the Firm reclassified restricted cash into cash and due from banks or deposits with banks. In addition, for the Firm's Consolidated statements of cash flows, cash is defined as those amounts included in cash and due from banks and deposits with banks. This guidance was applied retrospectively and, accordingly, prior period amounts have been revised, resulting in cash and due from banks and deposits with banks increasing by \$71 million and \$1.1 billion, respectively, and other assets decreasing by \$1.2 billion at December 31, 2017.

#### **Business changes and developments**

On October 30, 2018, the Firm redeemed \$1.7 billion of its fixed-to-floating rate non-cumulative perpetual preferred stock, Series I. For additional information on the Firm's preferred stock, refer to Note 20 of JPMorgan Chase's 2017 Annual Report.

## Note 2 – Fair value measurement

For a discussion of the Firm's valuation methodologies for assets, liabilities and lending-related commitments measured at fair value and the fair value hierarchy, refer to Note 2 of JPMorgan Chase's 2017 Annual Report.

The following table presents the assets and liabilities reported at fair value as of September 30, 2018, and December 31, 2017, by major product category and fair value hierarchy. Assets and liabilities measured at fair value on a recurring

basis

Dasis	Fair valu	Fair value hierarchy			Derivative			
		Level 1 Level 2 L		netting				
	Level 1	Level 2	Level 3	adjustmen	ts Total fair value			
Federal funds sold and securities purchased under resale agreements	<b>\$</b> —	\$12,226	<b>\$</b> —	<b>\$</b> —	\$12,226			
Securities borrowed	_	4,528	_	_	4,528			
Trading assets:								
Debt instruments:								
Mortgage-backed securities:								
U.S. government agencies(a)	_	46,252	529	_	46,781			
Residential – nonagency	_	1,681	77	_	1,758			
Commercial – nonagency	_	1,420	13	_	1,433			
Total mortgage-backed securities	_	49,353	619	_	49,972			
U.S. Treasury and government agencies(a)	40,815	7,443	_	_	48,258			
Obligations of U.S. states and municipalities	_	8,785	699	_	9,484			
Certificates of deposit, bankers' acceptances and commercial paper	_	3,070	_	_	3,070			
Non-U.S. government debt securities	26,824	28,875	164	_	55,863			
Corporate debt securities	_	23,210	395	_	23,605			
Loans(b)	_	40,051	1,533	_	41,584			
Asset-backed securities	_	2,779	76	_	2,855			
Total debt instruments	67,639	163,566	3,486	_	234,691			
Equity securities	104,701	405	329	_	105,435			
Physical commodities(c)	3,727	1,256	_	_	4,983			
Other	_	14,188	413	_	14,601			
Total debt and equity instruments(d)	176,067	179,415	4,228	_	359,710			
Derivative receivables:								
Interest rate	715	258,744	2,000	(238,062	) 23,397			
Credit	_	22,553	952	(22,923	) 582			
Foreign exchange	734	187,377	773	(171,841	) 17,043			
Equity	_	43,791	3,141	(36,828	) 10,104			
Commodity	_	22,129	239	(13,432	) 8,936			
Total derivative receivables(e)	1,449	534,594	7,105	(483,086	) 60,062			
Total trading assets(f)	177,516	714,009	11,333	(483,086	) 419,772			
Available-for-sale securities:								
Mortgage-backed securities:								
U.S. government agencies(a)	_	63,110	_	_	63,110			
Residential – nonagency	_	9,216	1	_	9,217			
Commercial – nonagency	_	7,048	_	_	7,048			
Total mortgage-backed securities	_	79,374	1	_	79,375			
U.S. Treasury and government agencies	27,816	_	_	_	27,816			
Obligations of U.S. states and municipalities	_	38,121	_	_	38,121			
Certificates of deposit	_	75	_	_	75			
Non-U.S. government debt securities	16,544	8,130	_	_	24,674			
Corporate debt securities	_	2,056	_	_	2,056			
Asset-backed securities:								
Collateralized loan obligations	_	20,048	61	_	20,109			
Other	_	7,804	_	_	7,804			

Total available-for-sale securities	44,360	155,608	62	_	200,030
Loans	_	2,847	140	_	2,987
Mortgage servicing rights	_	_	6,433	_	6,433
Other assets(f)(g)	10,684	20	1,063	_	11,767
Total assets measured at fair value on a recurring basis	\$ 232,56	\$ 232,560 \$ 889,238		\$ (483,086	6)\$657,743
Deposits	<b>\$</b> —	\$16,060	\$4,440	<b>\$</b> —	\$ 20,500
Federal funds purchased and securities loaned or sold under repurchase agreements	_	1,059	_	_	1,059
Short-term borrowings	_	5,914	1,971	_	7,885
Trading liabilities:					
Debt and equity instruments(d)	84,958	24,403	96	_	109,457
Derivative payables:					
Interest rate	310	232,614	1,309	(227,142	7,091
Credit		22,435	925	(21,908	) 1,452
Foreign exchange	880	175,664	1,075	(165,217	) 12,402
Equity	_	45,937	5,418	(39,377	11,978
Commodity	_	22,075	764	(14,069	) 8,770
Total derivative payables(e)	1,190	498,725	9,491	(467,713	) 41,693
Total trading liabilities	86,148	523,128	9,587	(467,713	) 151,150
Accounts payable and other liabilities	5,127	20	12	_	5,159
Beneficial interests issued by consolidated VIEs	_	16	1	_	17
Long-term debt	_	34,074	20,038	_	54,112
Total liabilities measured at fair value on a recurring basis	\$91,275	\$ 580,271	\$ 36,049	\$ (467,713	3)\$239,882

	Fair value hierarchy			Derivative netting	
	Level 1	Level 2	Level 3	adjustments	Total fair value
Federal funds sold and securities purchased under resale agreements	\$	\$14,732	\$	<b>\$</b> —	\$14,732
Securities borrowed	_	3,049	_	_	3,049
Trading assets:					
Debt instruments:					
Mortgage-backed securities:					
U.S. government agencies(a)	_	41,515	307	_	41,822
Residential – nonagency	_	1,835	60	_	1,895
Commercial – nonagency	_	1,645	11	_	1,656
Total mortgage-backed securities	_	44,995	378	_	45,373
U.S. Treasury and government agencies(a)	30,758	6,475	1	_	37,234
Obligations of U.S. states and municipalities	_	9,067	744	_	9,811
Certificates of deposit, bankers' acceptances and commercial paper	_	226	_	_	226
Non-U.S. government debt securities	28,887	28,831	78	_	57,796
Corporate debt securities	_	24,146	312	_	24,458
Loans(b)	_	35,242	2,719	_	37,961
Asset-backed securities	_	3,284	153	_	3,437
Total debt instruments	59,645	152,266	4,385	_	216,296
Equity securities	87,346	197	295	_	87,838
Physical commodities(c)	4,924	1,322	_	_	6,246
Other	_	14,197	690	_	14,887
Total debt and equity instruments(d)	151,915	167,982	5,370	_	325,267
Derivative receivables:					
Interest rate	181	314,107	1,704	(291,319 )	24,673
Credit	_	21,995	1,209		869
Foreign exchange	841	158,834	557		16,151
Equity	_	37,722	2,318		7,882
Commodity	_	19,875	210		6,948
Total derivative receivables(e)	1,022	552,533	5,998		56,523
Total trading assets(f)		720,515	11,368		381,790
Available-for-sale securities:	,,,,,,,	,-	,	(,,	,,,,
Mortgage-backed securities:					
U.S. government agencies(a)	_	70,280	_	_	70,280
Residential – nonagency	_	11,366	1	_	11,367
Commercial – nonagency	_	5,025	_	_	5,025
Total mortgage-backed securities	_	86,671	1	_	86,672
U.S. Treasury and government agencies	22,745	00,071	•	_	22,745
Obligations of U.S. states and municipalities	22,743	32,338		_	32,338
Certificates of deposit		59		_	59
Non-U.S. government debt securities	18,140	9,154		_	27,294
Corporate debt securities	10,140	2,757	_	_	2,757
•	_	2,737	_	_	2,737
Asset-backed securities:		20.720	276		20.006
Collateralized loan obligations	_	20,720	276	_	20,996
Other		8,817	_	_	8,817
Equity securities(g)  Total available for sale securities	547	160 516	277	_	547
Total available-for-sale securities	41,432	160,516	277	_	202,225
Loans	_	2,232	276	_	2,508
Mortgage servicing rights	_	_	6,030	_	6,030

Other assets(f)(g)	13,795	343	1,265	_		15,403
Total assets measured at fair value on a recurring basis	\$ 208,16	4 \$ 901,387	\$ 19,216	\$ (503,030	1)	\$625,737
Deposits	\$—	\$17,179	\$4,142	<b>\$</b> —		\$21,321
Federal funds purchased and securities loaned or sold under repurchase agreements	_	697	_	_		697
Short-term borrowings	_	7,526	1,665	_		9,191
Trading liabilities:						
Debt and equity instruments(d)	64,664	21,183	39	_		85,886
Derivative payables:						
Interest rate	170	282,825	1,440	(277,306	)	7,129
Credit	_	22,009	1,244	(21,954	)	1,299
Foreign exchange	794	154,075	953	(143,349	)	12,473
Equity	_	39,668	5,727	(36,203	)	9,192
Commodity	_	21,017	884	(14,217	)	7,684
Total derivative payables(e)	964	519,594	10,248	(493,029	)	37,777
Total trading liabilities	65,628	540,777	10,287	(493,029	)	123,663
Accounts payable and other liabilities	9,074	121	13	_		9,208
Beneficial interests issued by consolidated VIEs	_	6	39	_		45
Long-term debt	_	31,394	16,125	_		47,519
Total liabilities measured at fair value on a recurring basis	\$74,702	\$597,700	\$32,271	\$ (493,029	)	\$211,644

<sup>(</sup>a) At September 30, 2018, and December 31, 2017, included total U.S. government-sponsored enterprise obligations of \$77.3 billion and \$78.0 billion, respectively, which were predominantly mortgage-related.

At September 30, 2018, and December 31, 2017, included within trading loans were \$13.8 billion and \$11.4 billion, respectively, of residential first-lien

<sup>(</sup>b) mortgages, and \$2.6 billion and \$4.2 billion, respectively, of commercial first-lien mortgages. Residential mortgage loans include conforming mortgage loans originated with the intent to sell to U.S. government agencies of \$9.2 billion and \$5.7 billion, respectively, and reverse mortgages of zero and \$836 million respectively.

Physical commodities inventories are generally accounted for at the lower of cost or net realizable value. "Net realizable value" is a term defined in U.S. GAAP as not exceeding fair value less costs to sell ("transaction costs"). Transaction costs for the Firm's physical commodities inventories are either not applicable or immaterial to the value of the inventory. Therefore, net realizable value approximates fair value for the Firm's physical commodities inventories. When fair value hedging has been applied (or when net realizable value is below cost), the carrying

value of physical commodities approximates fair value, because under fair value hedge accounting, the cost basis is adjusted for changes in fair value. For a further discussion of the Firm's hedge accounting relationships, refer to Note4. To provide consistent fair value disclosure information, all physical commodities inventories have been included in each period presented.

- (d) Balances reflect the reduction of securities owned (long positions) by the amount of identical securities sold but not yet purchased (short positions).

  As permitted under U.S. GAAP, the Firm has elected to net derivative receivables and derivative payables and the related cash collateral received and paid when a legally enforceable master netting agreement exists. For purposes of the tables above, the Firm does not reduce derivative receivables and derivative
- (e) payables balances for this netting adjustment, either within or across the levels of the fair value hierarchy, as such netting is not relevant to a presentation based on the transparency of inputs to the valuation of an asset or liability. The level 3 balances would be reduced if netting were applied, including the netting benefit associated with cash collateral.
  - Certain investments that are measured at fair value using the net asset value per share (or its equivalent) as a practical expedient are not required to be classified
- in the fair value hierarchy. At September 30, 2018, and December 31, 2017, the fair values of these investments, which include certain hedge funds, private (f) equity funds, real estate and other funds, were \$767 million and \$779 million, respectively. Included in these balances at September 30, 2018, and
  - December 31, 2017, were trading assets of \$55 million and \$54 million, respectively, and other assets of \$712 million and \$725 million, respectively.
- (g) Effective January 1, 2018, the Firm adopted the recognition and measurement guidance. Equity securities that were previously reported as AFS securities were reclassified to other assets upon adoption.

## Transfers between levels for instruments carried at fair value on a recurring basis

For both the three months ended September 30, 2018 and 2017 and the nine months ended September 30, 2017 there were no individually significant transfers.

For the nine months ended September 30, 2018, the only significant transfers were between levels 2 and 3. Significant transfers from level 3 to level 2 included the following:

- \$1.2 billion of total debt and equity instruments, the majority of which were trading loans, driven by an increase in observability.
- \$1.0 billion of gross equity derivative receivables and \$1.2 billion of gross equity derivative payables as a result of an increase in observability and a decrease in the significance of unobservable inputs.

Significant transfers from level 2 to level 3 included the following:

\$1.0 billion of gross equity derivative payables as a result of a decrease in observability and an increase in the significance of unobservable inputs.

All transfers are based on changes in the observability of the valuation inputs and are assumed to occur at the beginning of the quarterly reporting period in which they occur.

#### **Level 3 valuations**

For further information on the Firm's valuation process and a detailed discussion of the determination of fair value for individual financial instruments, refer to Note 2 of JPMorgan Chase's 2017 Annual Report.

The following table presents the Firm's primary level 3 financial instruments, the valuation techniques used to measure the fair value of those financial instruments, the significant unobservable inputs, the range of values for those inputs and, for certain instruments, the weighted averages of such inputs. While the determination to classify an instrument within level 3 is based on the significance of the unobservable inputs to the overall fair value measurement, level 3 financial instruments typically include observable components (that is, components that are actively quoted and can be validated to external sources) in addition to the unobservable components. The level 1 and/or level 2 inputs are not included in the table. In addition, the Firm manages the risk of the observable components of level 3 financial instruments using securities and derivative positions that are classified within levels 1 or 2 of the fair value hierarchy. The range of values presented in the table is representative of the highest and lowest level input used to value the significant groups of instruments within a product/instrument classification. Where provided, the weighted averages of the input values presented in the table are calculated based on the fair value of the instruments that the input is being used to value.

In the Firm's view, the input range and the weighted average value do not reflect the degree of input uncertainty or an assessment of the reasonableness of the Firm's estimates and assumptions. Rather, they reflect the characteristics of the various instruments held by the Firm and the relative distribution of instruments within the range of characteristics. For example, two option contracts may have similar levels of market risk exposure and valuation uncertainty, but may have significantly different implied volatility levels because the option contracts have different underlyings, tenors, or strike prices. The input range and weighted average values will therefore vary from period-to-period and parameter-to-parameter based on the characteristics of the instruments held by the Firm at each balance sheet date. For the Firm's derivatives and structured notes positions classified within level 3 at September 30, 2018, interest rate correlation inputs used in estimating fair value were concentrated towards the upper end of the range; equity correlation, equity-FX, and equity-IR correlation inputs were

concentrated in the middle of the range; commodity correlation inputs were concentrated in the middle of the range; credit correlation inputs were concentrated towards the lower end of the range; and the interest rate-foreign exchange ("IR-FX") correlation inputs were distributed across the range. In addition, the interest rate spread volatility inputs used in estimating fair value were distributed across the range; equity volatilities and commodity volatilities were concentrated towards the lower end of the range; and forward commodity prices used in estimating the fair value of commodity derivatives were concentrated towards the lower end of the range. Prepayment speed inputs used in estimating fair value of interest rate derivatives were concentrated towards the lower end of the range. Recovery rate, yield and prepayment speed inputs used in estimating fair value of credit derivatives were distributed across the range; credit spreads and conditional default rates were concentrated towards the lower end of the range; loss severity and price inputs were concentrated towards the upper end of the range.

## Level 3 inputs<sup>(a)</sup>

September 30, 2018

	Product/Instrument	Fair value (in millions)	Principal valuation technique	Unobservable inputs(g)	Range of input values				Weig avera		i
		\$ 823	Discounted cash flows	Yield	0	%	-28	%	(	6	%
	Residential mortgage-backed securities and loans <sup>(b)</sup>			Prepayment speed	0	%	-39	%	9	9	%
				Conditional default rate	0	%	-6	%		1	%
				Loss severity	0	%	-100	%		5	%
	Commercial mortgage-backed securities and loans(c)	439	Market comparables	Price	\$4		-\$101	l	9	\$ 93	
	Obligations of U.S. states and municipalities	699	Market comparables	Price	\$60	1	-\$100	)	9	\$ 97	
	Corporate debt securities	395	Market comparables	Price	\$3		-\$110	)	9	\$ 80	
	Loans(d)	1,031	Market comparables	Price	\$3		-\$102	2	9	\$ 79	
	Asset-backed securities	61	Discounted cash flows	Credit spread				bps	2	219	bps
				Prepayment speed	20			%	2	20	%
			Conditional default rate 2		2			%	2	2	%
				Loss severity 30 Price \$0				%	3	30	%
		76	Market comparables				-\$100	)	9	\$ 51	
	Net interest rate derivatives	528	Option pricing	Interest rate spread volatility	16	bps	s-38	1	bps		
				Interest rate correlation	(45	)%	<b>-97</b>	%			
				IR-FX correlation	55	%	-60	%			
		163	Discounted cash flows	Prepayment speed	0	%	-30	%			
	Net credit derivatives	26	Discounted cash flows	Credit correlation	35	%	-60	%			
				Credit spread	6	bps	s-1,543	3 bps			
				Recovery rate	20	%	-70	%			
				Yield	3	%	-52	%			
				Prepayment speed	5	%	-17	%			
				Conditional default rate	0	%	-100	%			
				Loss severity	0	%	-100	%			
		1									