

In late 2010, there were some encouraging signs that augur well for JPMorgan Chase in 2011. There were indications of improving loan demand among midsized companies. JPMorgan's assets under management and assets under custody grew. New branches aided deposit growth. Credit card delinquencies continued to trend lower, prompting the company to release \$2 billion from the credit card loan loss reserve in the December quarter (and another \$1.2 billion from other core banking reserves, offsetting a \$2.1 billion addition to reserves for credit-

impaired Washington Mutual loans). We expect the loan loss provision to decline further this year, but not as sharply as in 2010. Reserve releases likely will be smaller in 2011 than last year.

Earnings should get some help from lower operating expenses, especially if some of last year's unusually high litigation and foreclosure costs moderate.

But revenue pressures are a concern for JPMorgan, as they are for the rest of the bank sector, in spite of the company's strong positions in a number of its businesses and the aforementioned recent

favorable trends. Noninterest income in 2011 will more fully reflect the effect of financial reform on banking fees. Very low interest rates and securities portfolio repositioning probably will depress net interest income. And increased competition may hurt investment banking revenues. Too, the costs of repurchasing mortgage loans from investors (deducted from mortgage production revenue) will likely remain high. In all, JPMorgan's earnings comeback may proceed at a healthy, but somewhat slower, pace this year.

Over the next few years, the company has room to raise the profitability of the Washington Mutual operations acquired in 2008. Results also should benefit as credit, litigation, and mortgage expenses fall to more-normal levels.

The timely stock has above-average total return potential to 2013-2015. Once bank regulators clarify guidelines regarding how much equity capital banks need to maintain, JPMorgan may be one of the first banks to get permission to raise the dividend on the common stock (not yet reflected in our presentation).

Theresa Brophy February 18, 2011

(A) Chase Manhattan only prior to '00. Diluted earnings. Quarterly earnings per share in '07. '08, &'09 do not sum due to change in shares. Excludes unusual expenses: '04, \$1.31; '05,

.38

.05

.05

Loan Loss Resrv.

ANNUAL RATES

Mar.31

1.34

.68

.40

<u>Mar.31</u>

.38

.38

.05

of change (per sh)

Loans

endar

2007

2008 2009

2010

2011

Cal-

endar

2007

2008

2009

2010

Cal-

endar

2007

2008

2009

2010

2011

Earnings

Dividends

Book Value

23164

10 Yrs. 2.0% -2.5% 1.0%

8.0%

LOANS (\$ mill.)

442465 457404 478207 510140

525310 524783 742329 721734

675613 663647 656370 660661

657000 654000 651000 650000

EARNINGS PER SHARE A

Mar.31 Jun.30 Sep.30 Dec.31

QUARTERLY DIVIDENDS PAID B.

97

.80

d.06

1.01

1.15

Jun.30 Sep.30 Dec.31

.38

.38

.05

.05

680862 651529 622511

.54

.28

1.09

1.10

Jun.30 Sep.30 Dec.31

31602

Past 5 Yrs. 9.0% 1.5% -4.5%

9.0% 7.5%

601856

.86

.74

d.28

1.12

1.25

.38

.38

.05

.05

342266

Est'd '07-'09

to '13-'15 2.5%

16.0% 2.0%

8.5%

Full

Year

4.38

2.24

3.96

Full

Year

1.44

1.52

.53

.20

.84

mid-Apr. (B) Dividends historically paid late for stock splits.

\$0.57. Excludes income from discontinued operations: '06, \$0.17. Excl. extraordinary gain: available. (C) Incl. intangibles: on 12/31/10, '08, \$0.53; '09, \$0.02. Next earnings report \$66.5 bill., \$17.02/sh. (D) In millions, adjusted

Company's Financial Strength Stock's Price Stability 50 Price Growth Persistence 45 **Earnings Predictability** 35