

INVESTOR
DAY | 2024

ASSET & WEALTH MANAGEMENT

Opening Remarks

Firm Overview

▶ Asset & Wealth Management

Consumer & Community Banking

Commercial & Investment Bank

JPMORGAN CHASE & CO.

Asset & Wealth Management overview

FORTRESS FOUNDATION

- **Fiduciary engine of the Firm:** Dedicated to alpha generation for individuals and institutions with ~200-year legacy
- **Complement to other LOBs:** Manage assets of families, companies, sovereign wealth funds and central banks
- **On-the-ground research with personalized advice:** Global reach and robust controls to deliver best-in-class offerings

POSITIONED FOR GROWTH

- **Consistent, strong investment performance:** 80%+ of long-term fund 10Y AUM above peer median¹ for the past decade
- **Innovating & investing:** Workplace, international and enhanced solutions (Alternatives, Active ETFs, SMAs)
- **Inflows for the future:** \$490B in 2023 AWM flows (#1 of publicly listed peers) across all regions and channels

DIFFICULT TO REPLICATE

- **Flight-to-quality fortress risk manager:** “Step function” growth in every crisis and during market uncertainty
- **Predictable, attractive financial model:** 73% recurring revenue, healthy 25%+ margin and capital efficient with 25%+ ROE

For footnoted information, refer to slide 18

Asset & Wealth Management serves all types of clients through our solutions

WE SERVE A BREADTH OF CLIENTS...



First-time Investors



HNW



UHNW



Retirees



Endowments & Foundations



Family Offices



PE & VC



Broker-Dealer



RIAs



Government / Public Sector



Pensions

...AND OFFER A SPECTRUM OF SOLUTIONS...



Deposits / Cash Mgmt.



Lending



Traditional Assets



Multi-Asset Solutions



Trusts & Estates



Insurance



Workplace



Alternatives



Co-investment

ASSET & WEALTH MANAGEMENT

... SUPPORTED BY OUR KEY STRATEGIC PILLARS



Complete



Global

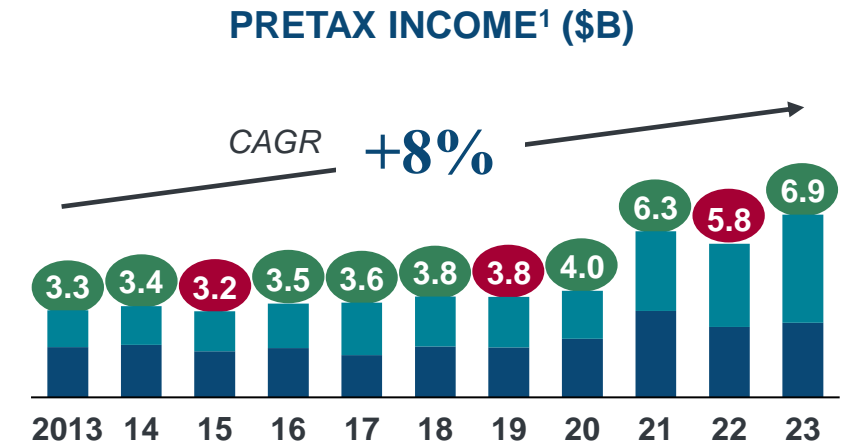
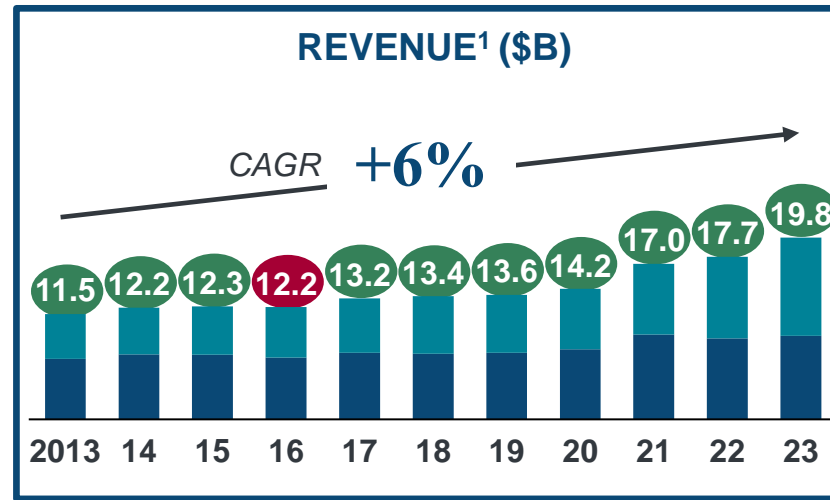
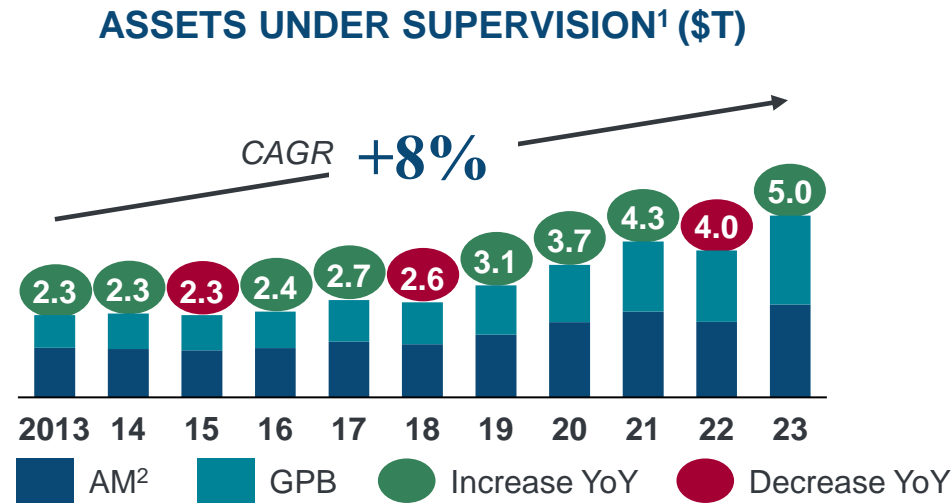


Diversified



At scale

AWM is a consistent growth franchise



AWM REVENUE¹ DRIVERS YOY % CHANGE

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Mortgage	Deposit	Mortgage	Mortgage	Deposit	Lending	Lending	Perf. fees	Mortgage	Deposit	Lending	
Perf. fees	Mgmt. fees	Lending	Deposit	Perf. fees	Deposit	Brokerage	Brokerage	Perf. fees	Mortgage	Deposit	
Mgmt. fees	Mortgage	Mgmt. fees	Lending	Brokerage	Mgmt. fees	Mgmt. fees	Lending	Lending	Lending	Brokerage	
Brokerage	Lending	Brokerage	Mgmt. fees	Mgmt. fees	Brokerage	Mortgage	Mortgage	Brokerage	Perf. fees	Mgmt. fees	
Deposit	Brokerage	Deposit	Brokerage	Lending	Mortgage	Perf. fees	Mgmt. fees	Mgmt. fees	Mgmt. fees	Mortgage	
Lending	Perf. fees	Perf. fees	Perf. fees	Mortgage	Perf. fees	Deposit	Deposit	Deposit	Brokerage	Perf. fees	

Legend: NII (Light Blue), NIR (Dark Blue)

Higher YoY % change (indicated by an upward arrow on the right side of the table)

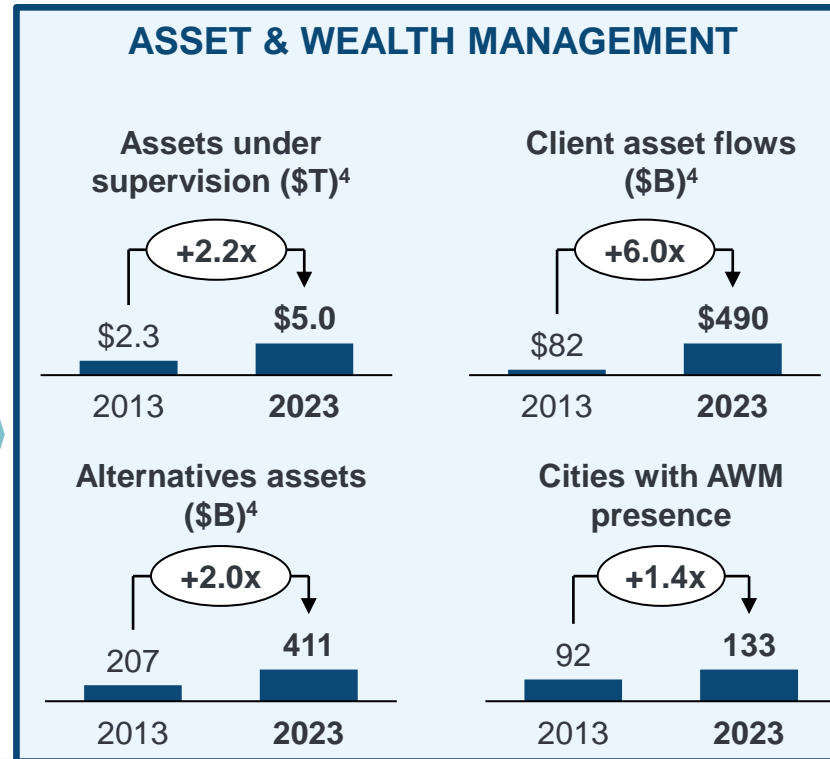
For footnoted information, refer to slide 18

Powered by two market-leading businesses

End of period (EOP), \$B

ASSET MANAGEMENT¹

	2013	2023	10Y Growth
• AM ranking by AUM ² (#)	#7	#5	+2
• AM ranking by active AUM ² (#)	#4	#3	+1
• U.S. AUM ³	\$840	\$1,712	2.0x
• International AUM ³	\$397	\$736	1.9x
• Global Funds AUM	\$460	\$960	2.1x
• Global Institutional AUM	\$777	\$1,488	1.9x
• AM client-facing (#)	614	749	1.2x



GLOBAL PRIVATE BANK³

	2013	2023	10Y Growth
• GPB ranking ⁵ (#)	#3	#1	+2
• GPB UHNW ranking ⁵ (#)	#1	#1	-
• U.S. AUM	\$275	\$823	3.0x
• International AUM	\$86	\$151	1.8x
• Clients with \$100mm+ (#)	1,519	3,719	2.4x
• Chase WM managed assets	\$16	\$224	14.1x
• GPB client advisors (#)	2,512	3,515	1.4x

10-YEAR AVERAGE

ROE⁶

27%

10Y range: 21%-33%

Net charge-off rate⁶

0.01%

10Y range: 0.02%-(0.01)%

Recurring revenue⁴

73%

10Y range: 71%-75%

Pretax margin⁴

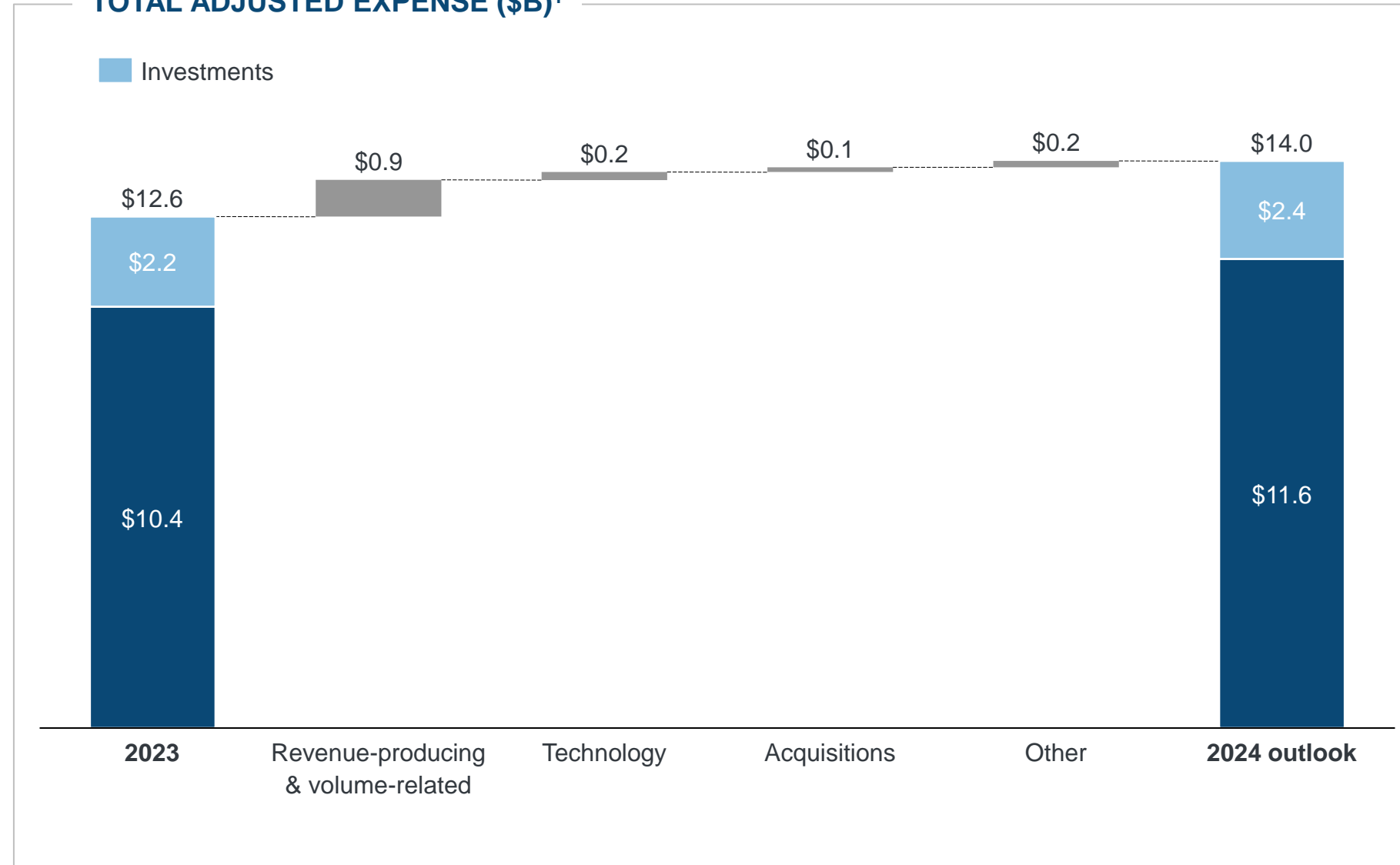
30%

10Y range: 26%-37%

For footnoted information, refer to slide 18

Expense discipline and focused investing

TOTAL ADJUSTED EXPENSE (\$B)¹



BREAKDOWN OF EXPENSE

Revenue-producing & volume-related

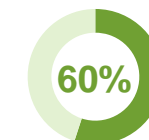
- **Front office hiring** – 3.5k GPB advisors in 2023 (record), grew at 12% CAGR since 2021 and will continue to grow at the same rate for the next three years
- **Performance-driven compensation** – driven by new advisor hiring and growing revenue
- **Fund distribution expense** – driven by higher management fees (revenue) on markets / flows

Technology

- **Prod. development** (e.g., automation, Artificial Intelligence)
- **Modernization**



Applications have been migrated to strategic data centers and the cloud
On track to migrate 99% by YE 2024



Applications processing largely in the public or private cloud

Acquisitions

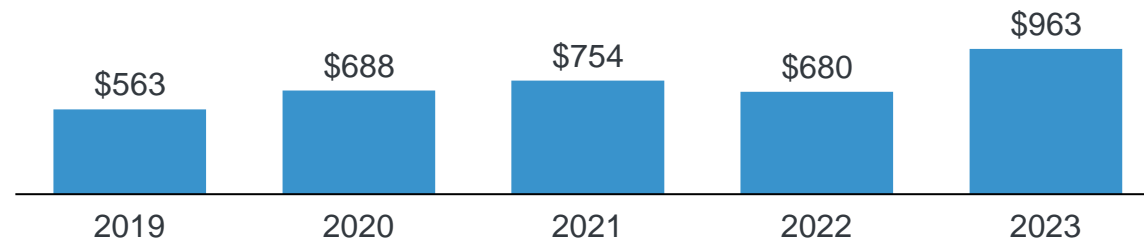
- 55ip, Campbell Global, OpenInvest, Global Shares, J.P. Morgan Asset Management China (formerly CIFM) and First Republic

For footnoted information, refer to slide 18

Fortress foundation built on money market funds, deposits and lending

End of period (EOP), \$B

MONEY MARKET FUNDS¹

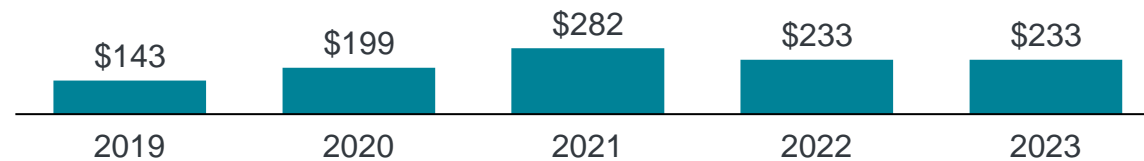


+3.1 p.p.
Institutional market share²,
to 16.5%

#1 in Institutional AUM²
#2 in Global AUM²

+216%
Morgan Money platform
AUM growth since 2019

DEPOSITS³

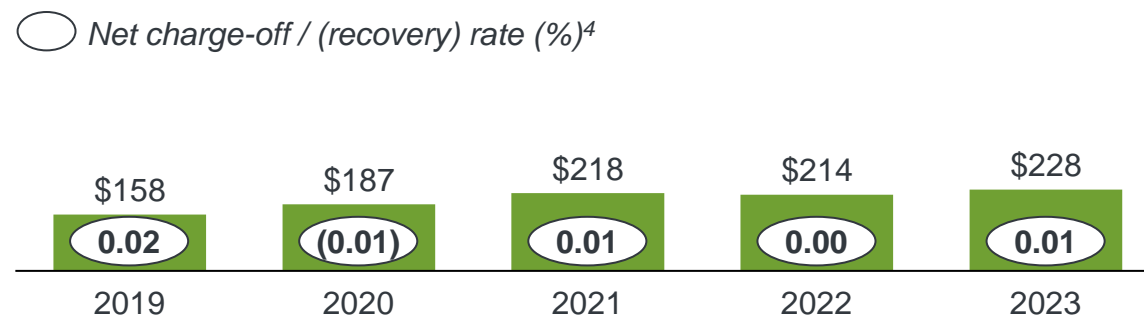


\$14B
deposits from
~20k FRC clients to AWM

Nearly all
net deposit migration stays
within the firm

+65%
assets & revenue when USPB
clients actively bank with us

LENDING³



#1
mortgage provider for US
households >\$10mm NW⁵

2%
credit-only clients

+11 p.p.
in GPB ROE vs. 2019

For footnoted information, refer to slide 19

Commitment to research and risk management drive strong investment performance

RESEARCH KEY PART OF INVESTMENT PROCESS

Asset class	Investment professionals	Research
Equities	450+	160+
GFICC	360+	70+
Alts & Solutions	920+	200+

\$460mm+
annual research spend

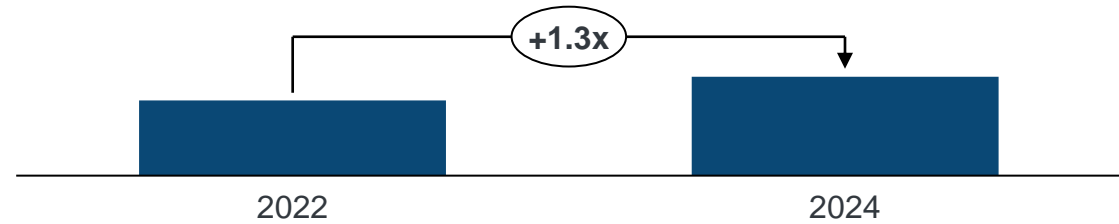
~4,600
companies covered

~10,100
company meetings annually



ROBUST RISK MANAGEMENT

Average # of positions analyzed daily



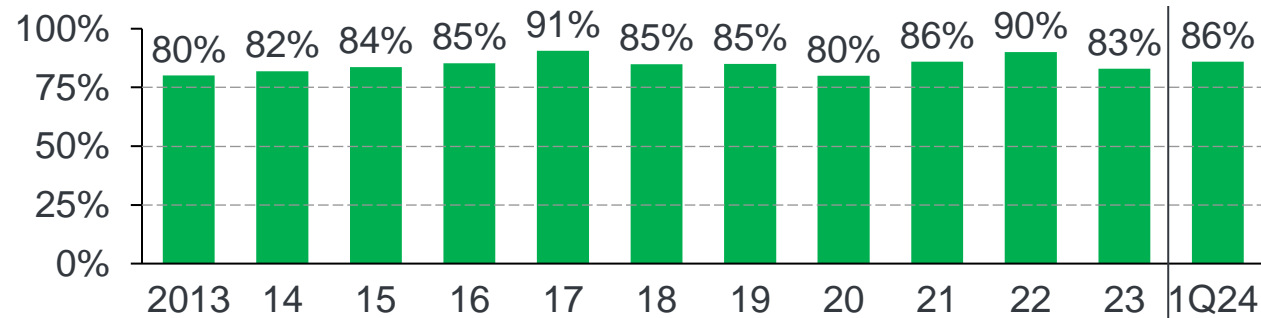
3,000+
portfolio reviews

Cross-asset
class governance for oversight

1B+
data points analyzed daily¹

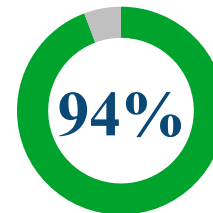
STRONG OVERALL INVESTMENT PERFORMANCE

% of 10Y JPMAM long-term funds AUM above peer median²

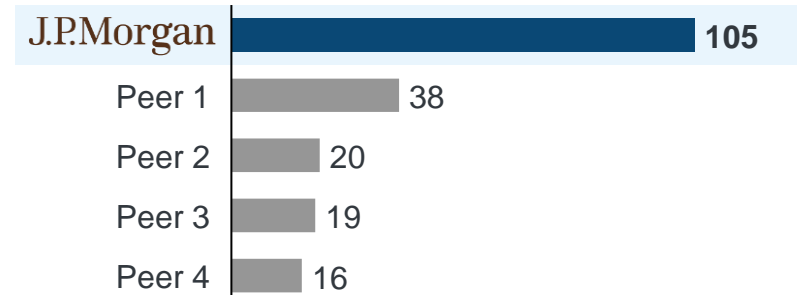


SUCCESS IN EQUITIES

1Q24 % of 10Y Equity funds AUM above peer median²

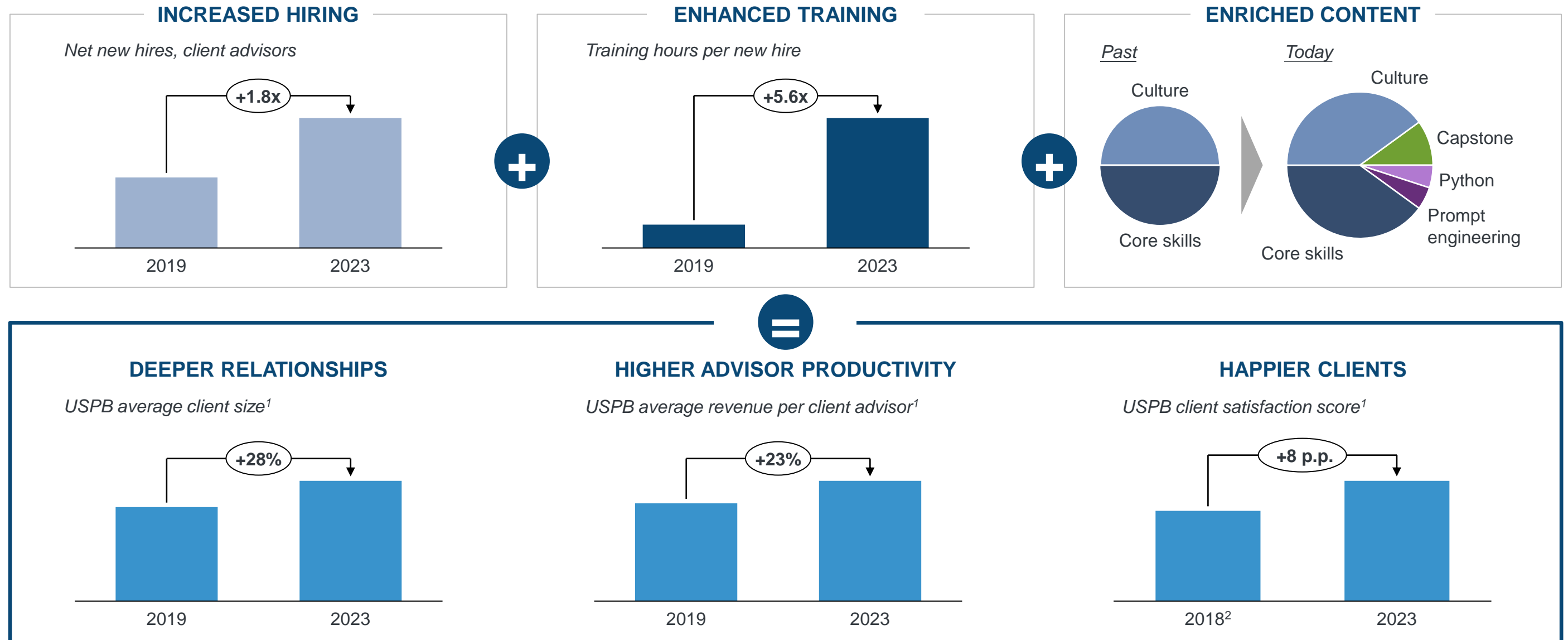


Largest 3,000 active Equity funds mgrs. by 3Y Flows³ (\$B)



For footnoted information, refer to slide 19

High-quality talent and world-class training to support higher contribution / productivity

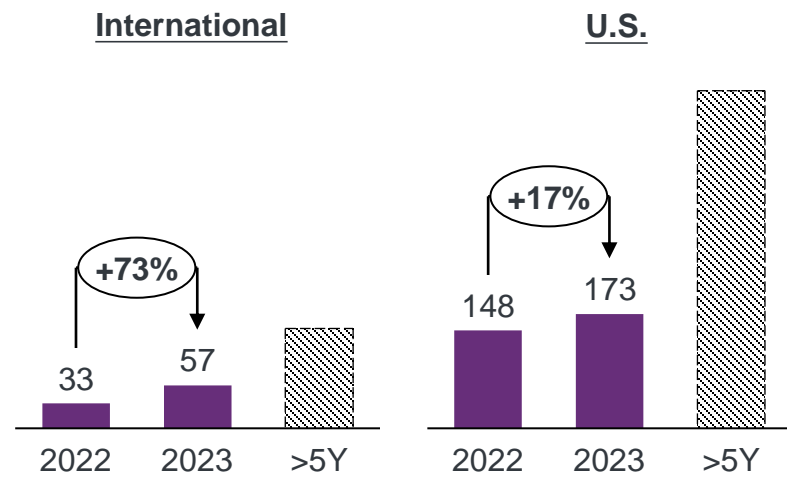


For footnoted information, refer to slide 19

Building Workplace through Global Shares

Global Shares a J.P.Morgan company

Assets Under Administration (\$B)



1.1mm
total participants¹

+62%
YoY in total clients¹

LEVERAGING J.P.Morgan



~4.9k
branch
network

~9k
JPMC Wealth
Mgmt. Advisors

160+
countries
reached

6mm
Small Business
clients

~2.9k
Commercial
Banking Bankers

>90%
Fortune 500
companies

J.P.Morgan WORKPLACE SOLUTIONS

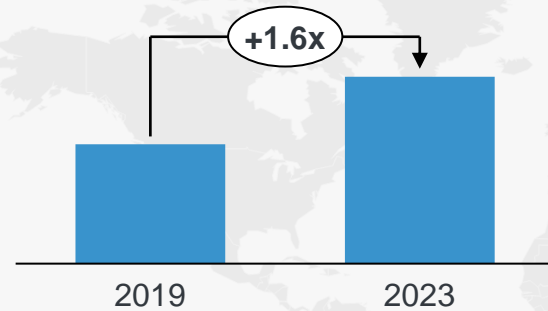
-  Equity Compensation
-  Cap Table Management
-  Executive Services
-  Financial Education
-  Wealth Management

For footnoted information, refer to slide 19

Continuing international expansion across AWM while some competitors retreat

INTERNATIONAL PRIVATE BANK

AUS growth (\$B)



#1 client assets by organic growth YoY¹

#1 client advisor growth¹

80+ countries with client coverage

+11 IPB city locations since 2013

APAC

Top 4 International Private Bank by AUS¹

EMEA

Top 5 International Private Bank by AUS¹

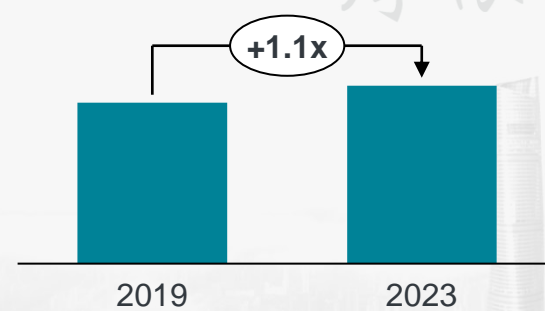
LATAM

Top 2 International Private Bank by AUS²



ASSET MANAGEMENT CHINA

AUM growth (\$B)



#1 foreign Asset Manager³

#1 AAA Money Market Fund⁴

64mm clients

800 companies covered

LEGACY

100Y+ of JPMC doing business in China

COMMITMENT

100% ownership⁵, celebrated with a rebrand

LEADERSHIP

Golden Bull
AM Company of the Year⁶ (Overseas Investment)

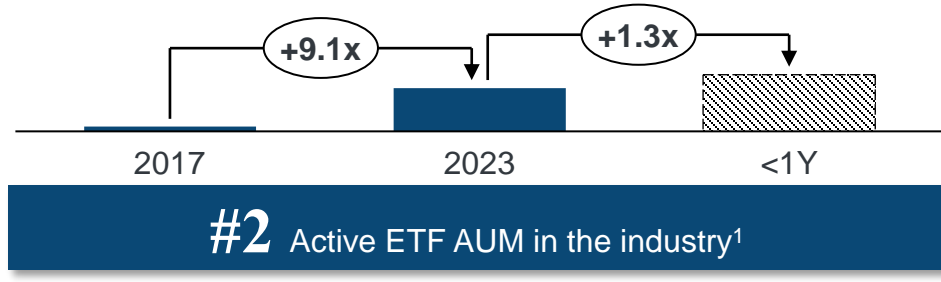


For footnoted information, refer to slide 20

Extending Active ETF momentum through innovation

GROWING OFFERING

JPMAM Active ETFs



DIVERSIFIED PRODUCTS

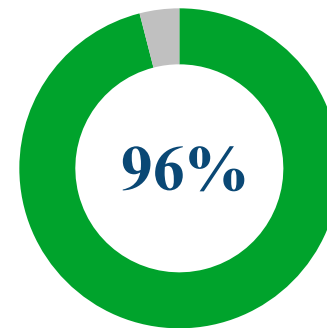
Top 10 long-term Morningstar categories by 12-month fund flows

Category	Market flows ² (\$B)	JPM Active ETFs
Large Blend	25 ✓	JPEF
Derivative Income	22 ✓	JEPI, JEPQ
Options Trading	14 ✓	HELO
Int. Core-Plus Bond	13 ✓	JCPB
Large Value	10 ✓	JAVA
Ultrashort Bond	9 ✓	JPST
Int. Core Bond	8 ✓	JBND
Foreign Large Blend	7 ✓	JIRE
Small Value	7 ✓	JPSV
Diversified EM	5 ✓	JEMA

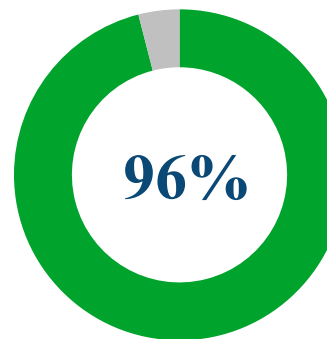
STRONG ETF PERFORMANCE

1Q24 % of 3Y JPMAM long-term Active ETFs AUM above peer median³

Equities



Fixed Income



#2 Active ETF provider by flows¹

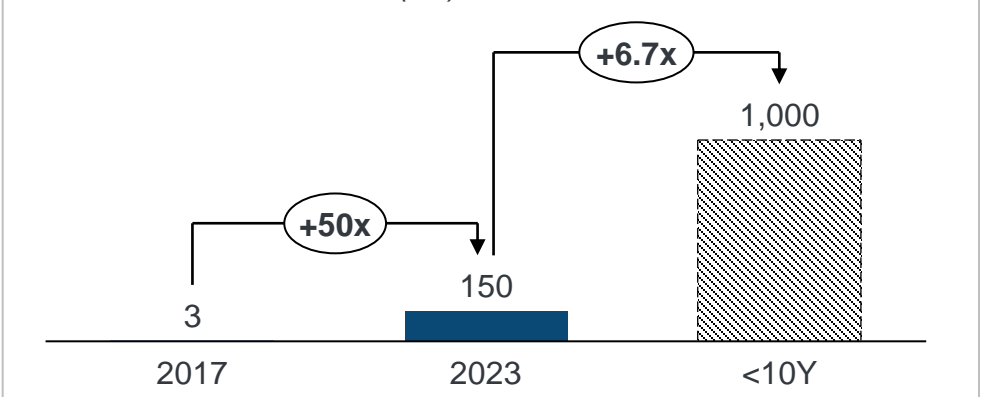
ACHIEVING SCALE

Largest Active ETFs by AUM, globally⁴

	AUM (\$B)	Inception
1 J.P. Morgan Equity Premium Income ETF JEPI	34	2020
2 Dimensional US Core Equity 2 ETF DFAC	27	2007
3 J.P. Morgan Ultra-Short Income ETF JPST	23	2017
4 J.P. Morgan Nasdaq Equity Premium Inc. ETF JEPQ	12	2022
5 PIMCO Enhanced Short Maturity Active ETF MINT	11	2009

READY TO GROW

JPMAM Active ETF AUM (\$B)



For footnoted information, refer to slide 20

Driving scale in Fixed Income through strong performance

STRONG FIXED INCOME PERFORMANCE

% of 5Y JPMAM Fixed Income funds AUM above peer median¹



of JPMAM 4/5-star rated funds²

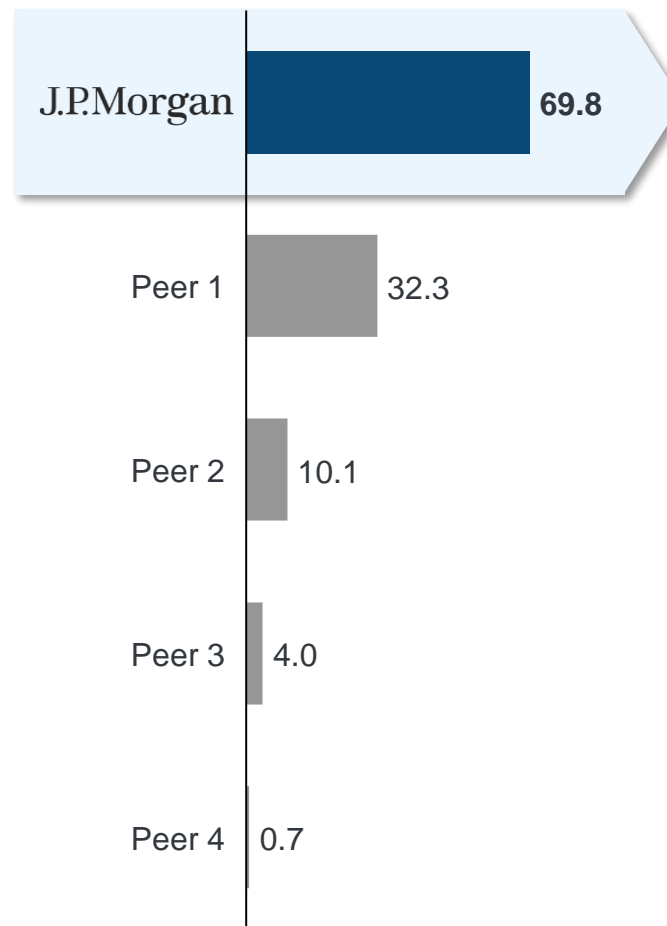


Global Bond Opportunities fund performance³
5Y Net Ann. Return

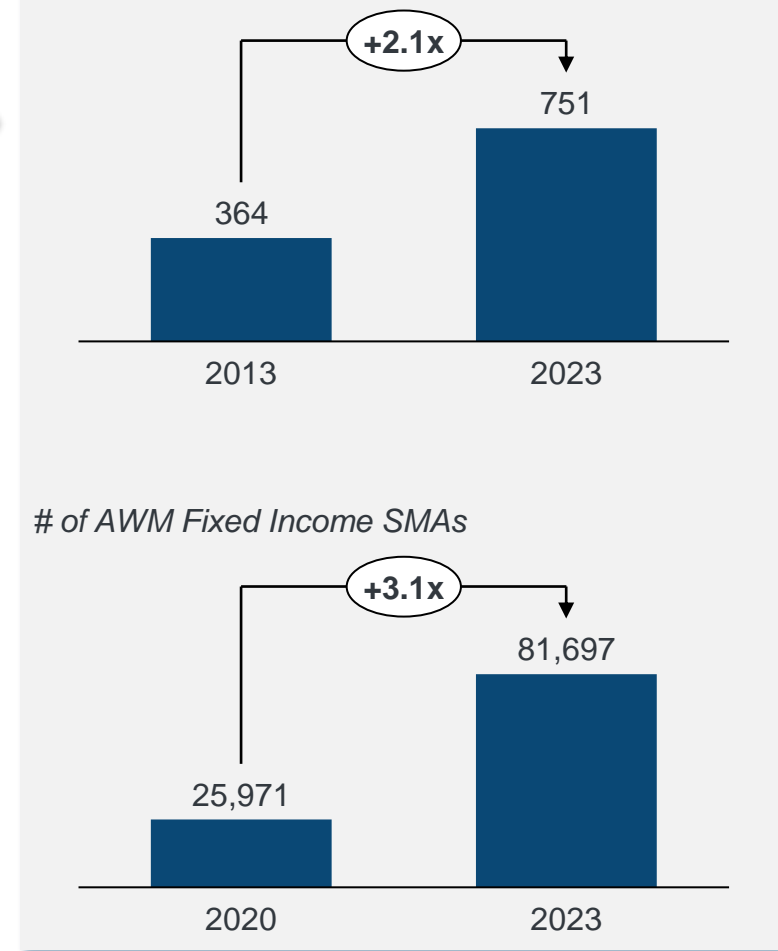


CAPTURING FLOWS AND DRIVING SCALE

Top peers by 2023 Active FI AUM flows⁴ (\$B)



JPM AWM Fixed Income AUM (\$B)



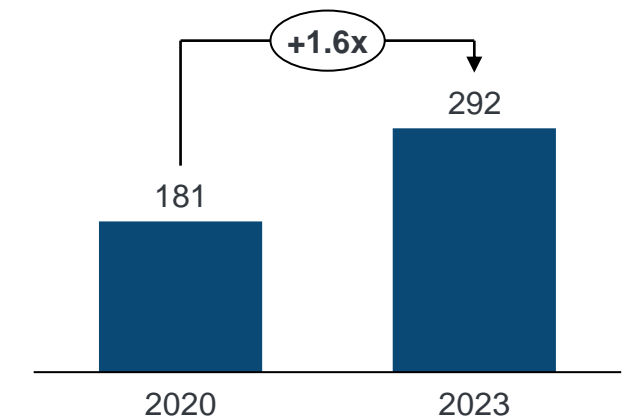
For footnoted information, refer to slide 21

Empowering clients and advisors for a personalized investment journey



TOTAL SMA PLATFORM

JPM + 55ip + OpenInvest AUM (\$B)

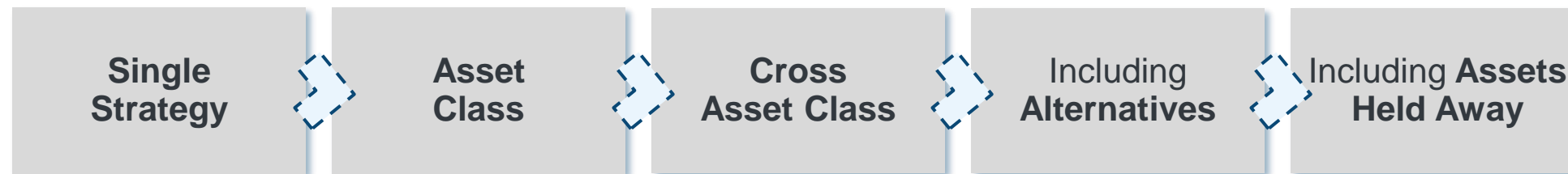


accelerating JPM SMA growth

Cerulli SMA ranking¹

- 1 **Goldman Sachs**
- 2 **Morgan Stanley**
- 3 **J.P.Morgan**
- 4 **BLACKROCK**
- 5 **UBS**

WORKING TOWARDS A FULLY INTEGRATED PLATFORM THAT ENABLES CLIENT PERSONALIZATION



✓ Tax optimization

✓ Choice / preferences

✓ Look-through


✓ Tax transition

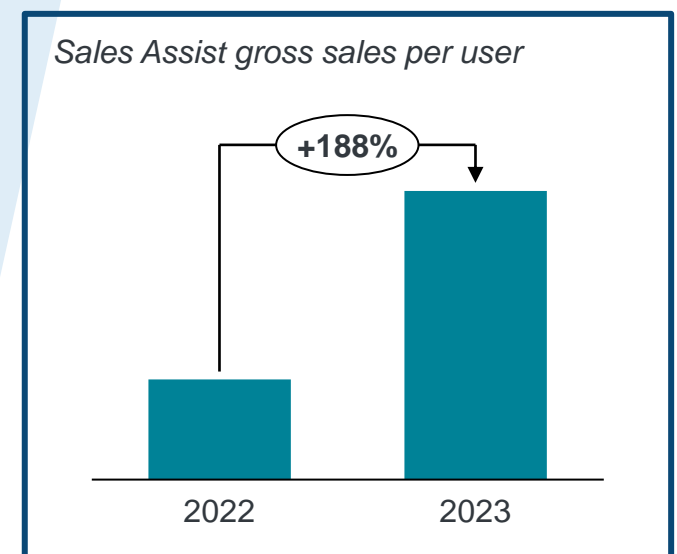
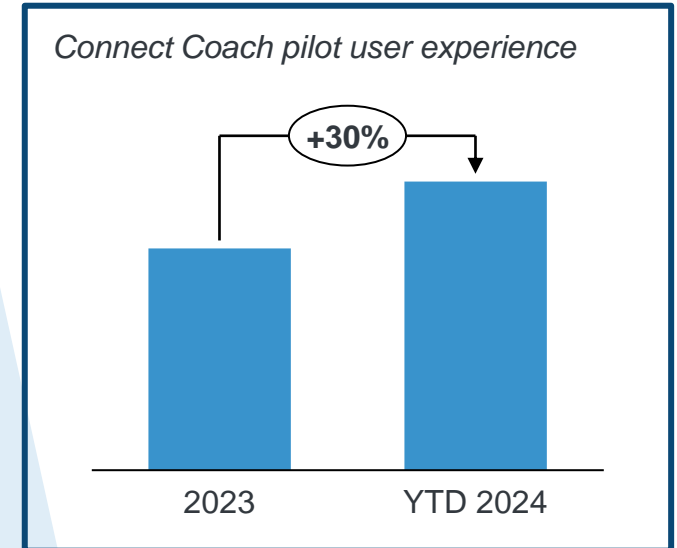
✓ Exclusion

✓ Voting

For footnoted information, refer to slide 21

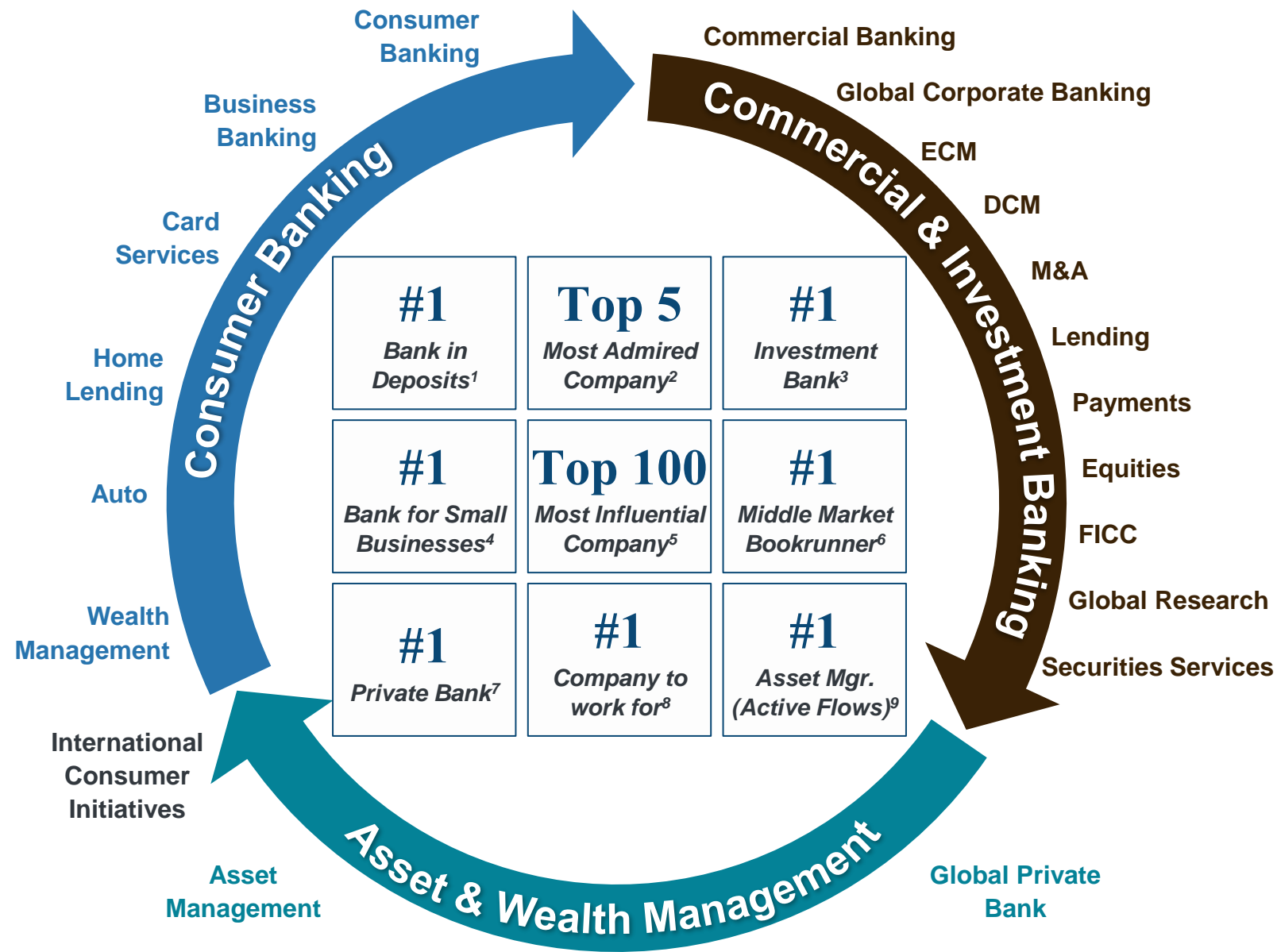
Utilizing Artificial Intelligence to enhance experience, manage risks and drive efficiencies

 <p>CASEY</p> <hr/> <p>Client Service</p> <hr/> <ul style="list-style-type: none"> • Client service “co-pilot” • Client sentiment & insights • Multi-layer fraud detection 	 <p>J.P. MORGAN SPECTRUM™</p> <hr/> <p>Research, Traders & Portfolio Managers</p> <hr/> <ul style="list-style-type: none"> • Decades of proprietary data • Investment insights • Trading strategies 	 <p>Connect Coach</p> <hr/> <p>Advisors</p> <hr/> <ul style="list-style-type: none"> • Meeting prep and summary • Real-time document retrieval • Next Best Action 	 <p>Sales Assist</p> <hr/> <p>Marketing</p> <hr/> <ul style="list-style-type: none"> • Relevant product content • Performance & market data • Personalized recommendations
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✓ Remove “no joy” work
✓ Drive productivity
✓ Increase revenue

Unlocking the power of JPMC through cross-LOB connectivity



DELIVERING UNMATCHED VALUE TO CLIENTS AND SHAREHOLDERS

\$459B Liquidity AUM managed for CIB and CCB clients¹⁰

~3k GPB referrals given to Chase WM in 2023

98% of top 50 AWM clients do business with other LOBs

80% of top Global IPOs have cross-LOB connectivity

For footnoted information, refer to slide 21

Maximizing our strengths to deliver value to clients and shareholders

JPMC TOTAL CLIENT ASSET FLOWS (\$B)¹

(Long-term AUM + Liquidity + AUS + U.S. WM AUS + CPC Deposits)

● ≥\$0 ● <\$0

		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	1Q24	
Asset Class / Product	Assets = AUM + AUS	Fixed Income	●	●	●	●	●	●	●	●	●	●	
		Equity	●	●	●	●	●	●	●	●	●	●	
		Multi-Asset	●	●	●	●	●	●	●	●	●	●	
		Alternatives	●	●	●	●	●	●	●	●	●	●	
	AUS	Liquidity	●	●	●	●	●	●	●	●	●	●	●
		Brokerage	●	●	●	●	●	●	●	●	●	●	●
		Custody	●	●	●	●	●	●	●	●	●	●	●
		Deposits	●	●	●	●	●	●	●	●	●	●	●
Channel	Assets	GPB + U.S. WM	●	●	●	●	●	●	●	●	●	●	
		Funds	●	●	●	●	●	●	●	●	●	●	
		Institutional	●	●	●	●	●	●	●	●	●	●	
Region	Assets	U.S.	●	●	●	●	●	●	●	●	●	●	
		LatAm	●	●	●	●	●	●	●	●	●	●	
		EMEA	●	●	●	●	●	●	●	●	●	●	
		Asia	●	●	●	●	●	●	●	●	●	●	
Overall		●	●	●	●	●	●	●	●	●	●	●	

80% of last 80 quarters have net new inflows

100% of last 20 years have net new inflows

\$1.9T+ of total client asset flows over the past decade

1Y TOTAL

(2023) Publicly traded peers only

		1Y Flows (\$T)	Rev YoY	PTI YoY
#1	JPMC ¹	\$0.4	11.7%	18.9%
#2	MS ²	\$0.3	6.2%	(0.2%)
#3	BLK ³	\$0.3	(0.1%)	13.8%
#4	SCHW ⁴	\$0.2	(7.5%)	(26.5%)
#5	UBS ⁵	\$0.1	10.6%	(40.7%)

5Y TOTAL

(2019 - 2023) Publicly traded peers only

		5Y Flows (\$T)	5Y Rev CAGR	5Y PTI CAGR
#1	BLK ³	\$2.0	4.7%	5.9%
#2	JPMC ¹	\$1.5	8.1%	12.6%
#3	MS ²	\$1.4	9.6%	8.1%
#4	SCHW ⁴	\$0.8	14.5%	10.3%
#5	GS ⁶	\$0.7	(0.2%)	(23.2%)

For footnoted information, refer to slide 22

Exceeding expectations and achieving targets

	LONG-TERM AUM FLOWS				REVENUE GROWTH				PRETAX MARGIN				ROE			
3- to 5-year targets (+/-), as of 2020	4%				5%				25%+				25%+			
Results range ¹	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
	5%	8%	2%	7%	5%	19%	5%	12%	28%	37%	33%	35%	28%	33%	25%	31%
Meeting targets	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

For footnoted information, refer to slide 22

Notes on slides 1-5

Slide 1 – Asset & Wealth Management overview

1. Percentage of active mutual fund and active ETF assets under management in funds ranked in the 1st or 2nd quartile: All quartile rankings, the assigned peer categories and the asset values used to derive these rankings are sourced from the fund rating providers. Quartile rankings are based on the net-of-fee absolute return of each fund. Where applicable, the fund rating providers redenominate asset values into U.S. dollars. The percentage of AUM is based on fund performance and associated peer rankings at the share class level for U.S.-domiciled funds, at a “primary share class” level to represent the quartile ranking for U.K., Luxembourg and Hong Kong SAR funds and at the fund level for all other funds. The performance data may have been different if all share classes had been included. Past performance is not indicative of future results. “Primary share class” means the C share class for European funds and Acc share class for Hong Kong SAR and Taiwan funds. If these share classes are not available, the oldest share class is used as the primary share class. Due to a methodology change effective September 30, 2023, prior results include all long-term mutual fund assets and exclude active ETF assets

Slide 3 – AWM is a consistent growth franchise

1. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation. Historical revenue revised as a result of the adoption of the new accounting guidance for revenue recognition, effective January 1, 2018
2. Asset Management represents Global Funds and Global Institutional

Slide 4 – Powered by two market-leading businesses

1. Asset Management represents Global Funds and Global Institutional
2. Source: Public filings, company websites and press releases
3. Global Funds and Global Institutional AUM
4. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation. Historical revenue revised as a result of the adoption of the new accounting guidance for revenue recognition, effective January 1, 2018
5. Source: Euromoney
6. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Before 2018, amounts have not been revised to conform with the current presentation

Slide 5 – Expense discipline and focused investing

1. Adjusted expense is a non-GAAP financial measure, which represents noninterest expense excluding legal expense of \$144mm and \$56mm for the full-year 2023 and for the three months ended in March 31, 2024, respectively

Notes on slides 6-9

Slide 6 – Fortress foundation built on money market funds, deposits and lending

1. Includes assets managed on behalf of other product teams
2. Source: iMoneyNet
3. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation
4. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Before 2018, amounts have not been revised to conform with the current presentation
5. Source: KYC, Suitability, Lending, Wealthx, Factset, Pitchbook, Corelogic, and others, March 2024, U.S. only

Slide 7 – Commitment to research and risk management drive strong investment performance

1. Through Spectrum for Risk Management
2. Percentage of active mutual fund and active ETF assets under management in funds ranked in the 1st or 2nd quartile: All quartile rankings, the assigned peer categories and the asset values used to derive these rankings are sourced from the fund rating providers. Quartile rankings are based on the net-of-fee absolute return of each fund. Where applicable, the fund rating providers redenominate asset values into U.S. dollars. The percentage of AUM is based on fund performance and associated peer rankings at the share class level for U.S.-domiciled funds, at a “primary share class” level to represent the quartile ranking for U.K., Luxembourg and Hong Kong SAR funds and at the fund level for all other funds. The performance data may have been different if all share classes had been included. Past performance is not indicative of future results. “Primary share class” means the C share class for European funds and Acc share class for Hong Kong SAR and Taiwan funds. If these share classes are not available, the oldest share class is used as the primary share class. Due to a methodology change effective September 30, 2023, prior results include all long-term mutual fund assets and exclude active ETF assets
3. Source: Morningstar

Slide 8 – High-quality talent and world-class training to support higher contribution / productivity

1. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation
2. Measured by the overall satisfaction score (OSAT); as of 2018 due to lack of comparable data for 2019

Slide 9 – Building Workplace through Global Shares

1. As of April 30, 2024

Notes on slides 10-11

Slide 10 – Continuing international expansion across AWM while some competitors retreat

1. Source: Company filings and internal JPMorgan Chase analysis
2. Source: Bloomberg – as of April 3, 2023
3. Source: WIND, mutual funds including MMF, passive, ETFs and cross-border
4. Source: WIND
5. 100% ownership approved by Chinese Securities Regulatory Commission (CSRC) in January 2023 and registered in March 2023
6. Awarded by China Securities Journal

Slide 11 – Extending Active ETF momentum through innovation

1. Source: Morningstar and Bloomberg – AUM as of March 31, 2024. Flows are rolling 12 months as of March 31, 2024
2. Source: Morningstar as of March 31, 2024; excludes categories with only one fund
3. Percentage of active mutual fund and active ETF assets under management in funds ranked in the 1st or 2nd quartile: All quartile rankings, the assigned peer categories and the asset values used to derive these rankings are sourced from the fund rating providers. Quartile rankings are based on the net-of-fee absolute return of each fund. Where applicable, the fund rating providers redenominate asset values into U.S. dollars. The percentage of AUM is based on fund performance and associated peer rankings at the share class level for U.S.-domiciled funds, at a “primary share class” level to represent the quartile ranking for U.K., Luxembourg and Hong Kong SAR funds and at the fund level for all other funds. The performance data may have been different if all share classes had been included. Past performance is not indicative of future results. “Primary share class” means the C share class for European funds and Acc share class for Hong Kong SAR and Taiwan funds. If these share classes are not available, the oldest share class is used as the primary share class. Due to a methodology change effective September 30, 2023, prior results include all long-term mutual fund assets and exclude active ETF assets
4. Source: Morningstar as of March 31, 2024

Notes on slides 12-15

Slide 12 – Driving scale in Fixed Income through strong performance

1. Percentage of active mutual fund and active ETF assets under management in funds ranked in the 1st or 2nd quartile: All quartile rankings, the assigned peer categories and the asset values used to derive these rankings are sourced from the fund rating providers. Quartile rankings are based on the net-of-fee absolute return of each fund. Where applicable, the fund rating providers redenominate asset values into U.S. dollars. The percentage of AUM is based on fund performance and associated peer rankings at the share class level for U.S.-domiciled funds, at a “primary share class” level to represent the quartile ranking for U.K., Luxembourg and Hong Kong SAR funds and at the fund level for all other funds. The performance data may have been different if all share classes had been included. Past performance is not indicative of future results. “Primary share class” means the C share class for European funds and Acc share class for Hong Kong SAR and Taiwan funds. If these share classes are not available, the oldest share class is used as the primary share class. Due to a methodology change effective September 30, 2023, prior results include all long-term mutual fund assets and exclude active ETF assets
2. Source: Morningstar
3. Source: Morningstar. JPM 5Y net annualized return (net of fees) is for Institutional share class as of March 31, 2024. Other share classes may have higher expenses, which would lower returns. JPM performance compared to category average (Multisector Bond) and fund benchmark (Bloomberg Multiverse TR USD)
4. Source: Company filings

Slide 13 – Empowering clients and advisors for a personalized investment journey

1. Source: Cerulli U.S. Managed Accounts 2023 report

Slide 15 – Unlocking the power of JPMC through cross-LOB connectivity

1. Source: Federal Deposit Insurance Corporation (FDIC) Summary of Deposits survey per S&P Global Market Intelligence applies a \$1 billion deposit cap to Chase and industry branches for market share. While many of our branches have more than \$1 billion in retail deposits, applying a cap consistently to ourselves and the industry is critical to the integrity of this measurement. Includes all commercial banks, savings banks and savings institutions as defined by the FDIC
2. Source: Fortune
3. Source: Dealogic Global Rank as of April 1, 2024
4. Source: Primary bank market share sourced from Barlow Research Associates as of 4Q22. Rolling 8 quarter average of small businesses with sales size between \$100k-\$25mm
5. Source: Time
6. Source: LSEG
7. Source: Euromoney
8. Source: LinkedIn
9. Source: Public filings, company websites, and press releases. #1 ranking in 2023 among publicly traded peers
10. As of March 31, 2024

Notes on slides 16-17

Slide 16 – Maximizing our strengths to deliver value to clients and shareholders

1. Includes Asset & Wealth Management client assets, U.S. Wealth Management investments and Chase Private Client deposits. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation
2. Flows include Investment Management total net flows, Wealth Management net new assets. Excludes impact from acquisitions E*Trade, Eaton Vance, Hymas Group, and Cook Street. Revenue and PTI for Wealth Management and Investment Management businesses
3. Total AUM net flows
4. Revenue, PTI and Net new assets for Investor Services business. Net new assets excludes impact from acquisitions of TD Ameritrade and asset acquisition from USAA's Investment Management Company
5. Flows include Asset management net new money, Global Wealth Management net new money (2019-2021) and net new assets (2022-2023). Excludes impact from CS acquisition. Revenue and PTI for Global Wealth Management and Asset Management businesses
6. Firmwide total AUS net flows. Excludes impacts from acquisitions including NNIP, S&P Investment Advisory Services, United Capital, and RocaTon. 5Y Revenue and PTI based on comparison between combined results for GS AM and Consumer & Wealth Management businesses for 2018 and GS AWM results for 2023

Slide 17 – Exceeding expectations and achieving targets

1. In the fourth quarter of 2020, the Firm realigned certain Wealth Management clients from Asset & Wealth Management to Consumer & Community Banking. Prior-period amounts have been revised to conform with the current presentation