
Multinational Corporations Overview

Spain-US Chamber of Commerce - Overcoming 2020

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J.P.Morgan

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J.P. Morgan Chase deal team

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Our Strength and Commitment to Our Clients

JPMorgan Chase & Co. is one of the world's oldest, largest and best-known financial institutions. Since our founding in New York in **1799**, we have succeeded and grown by listening to our customers and meeting their needs. Today, JPMorgan Chase & Co. is a leading global financial services firm with operations in more than **60** countries and assets of **\$3.1** trillion.

Our Commitment to the Communities We Serve

JPMORGAN CHASE & CO. REMAINS COMMITTED TO LENDING AND STRENGTHENING THE COMMUNITIES WE SERVE BY

- Continuing to focus on creating innovative solutions to the unique problems our clients face
- Providing businesses of all sizes the capital and financial tools they need to drive growth
- Assisting governments on their most pressing strategic and liquidity needs
- Continuing our long-standing tradition of giving back to our communities

SUPPORTING CONSUMERS, BUSINESSES AND OUR COMMUNITIES

- Raised capital and provided credit of \$34 billion for non-profit and U.S. government entities during the first half of 2019, including states, municipalities, hospitals and universities
- Provided \$25 billion of credit for U.S. small businesses through 3Q2019
- Provided \$188 billion of credit to consumers through 3Q2019



Financial Strength | As of March 31, 2020

Capital base	JPMorgan Chase & Co.	
Total assets	\$3.1 trillion	
Total deposits	\$1.8 trillion	
Market capitalization ⁴	\$277 billion	
Capital metrics ^{1,2}	JPMorgan Chase & Co.	
Standardized transitional approach	JPMorgan Chase & Co.	
Common equity Tier 1 capital	\$184 billion	
Common equity Tier 1 capital ratio	11.5%	
Tier 1 capital	\$213 billion	
Tier 1 capital ratio	13.3%	
Income (1Q20)	JPMorgan Chase & Co.	Commercial Banking
Total revenue	\$29.1 billion	\$2.2 billion
Net income	\$2.9 billion	\$147 million

¹ Estimated ² As of March 31, 2020, the capital measures reflect the revised CECL capital transition provisions and the removal of assets purchased pursuant to a non-recourse loan provided under the MMLF, as provided by the U.S. banking agencies. Refer to page 29 for further information on the revised CECL capital transition provisions and Capital Risk Management on pages 85-92 of the Firm's 2019 Form 10-K for additional information on these capital measures. ³ Credit ratings are provided for information purposes only. Credit ratings are solely the opinions of the rating agencies. JPMorgan Chase does not endorse, and accepts no responsibility for, the credit ratings issued by the rating agencies. Credit ratings may be changed, superseded or withdrawn by the rating agencies at any time.

We're Built to Help You Grow

	Consumer & Community Banking	Commercial Banking	Corporate & Investment Bank
	Business Banking	Middle Market Banking	Corporate Client Banking
	CHASE 	J.P.Morgan	J.P.Morgan
Number of Relationships	■ ~570,000	■ ~21,000	■ ~2,400 corporate ■ ~4,500 financial institutions
Type of Clients	<ul style="list-style-type: none"> ■ US companies ■ Small, independent and privately owned businesses 	<ul style="list-style-type: none"> ■ US companies ■ Mostly privately held companies ■ Midsize public companies who may have capital markets needs 	<ul style="list-style-type: none"> ■ US, Canadian & European companies ■ Large private companies ■ Public companies active in capital markets
Client Size	■ Typically have annual revenues of \$0.5 million to \$20 million	■ Typically have annual revenues of \$20 million to \$500 million	■ Typically have annual revenues of ≥ \$500 million
			■ ~1,800 (~500 GCB-covered)
			<ul style="list-style-type: none"> ■ Large, multinational and domestic corporations with significant international presence ■ High-leverage LBOs ■ Serial capital market issuers
			■ Large, domestic and international corporations

“JPMorgan Chase is positioned to help individuals, businesses of all sizes, governments, nonprofits and other partners seize the opportunities and respond to the challenges of our times. We can do it because of the strong company we have built—global in reach, with outstanding people, expertise, capabilities, relationships and capital at the scale required to do big things.”

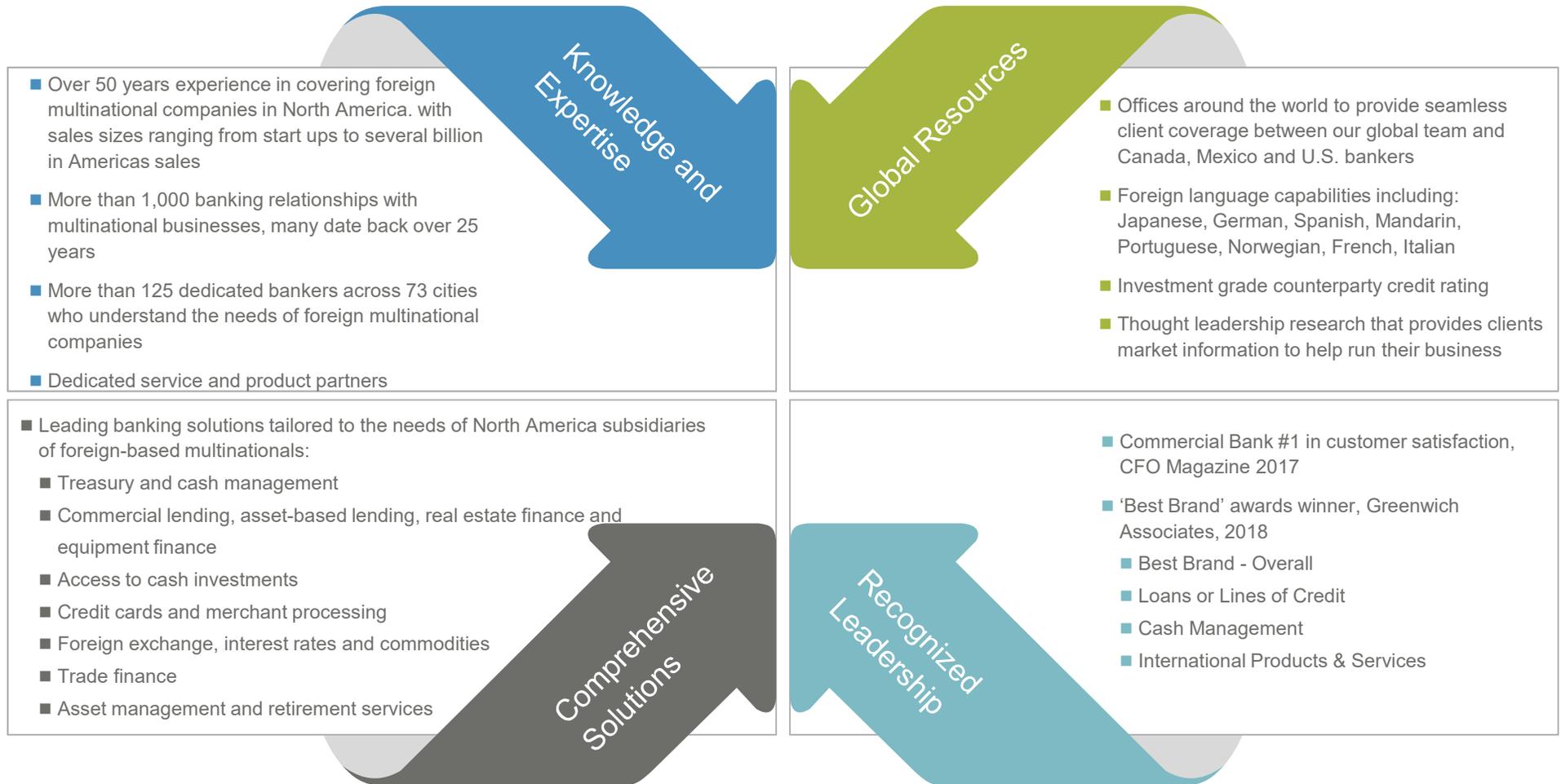
— **JAMIE DIMON**
Chairman and CEO



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Why Non-US Multinationals Choose J.P. Morgan in North America



Our firm's range of products and capabilities

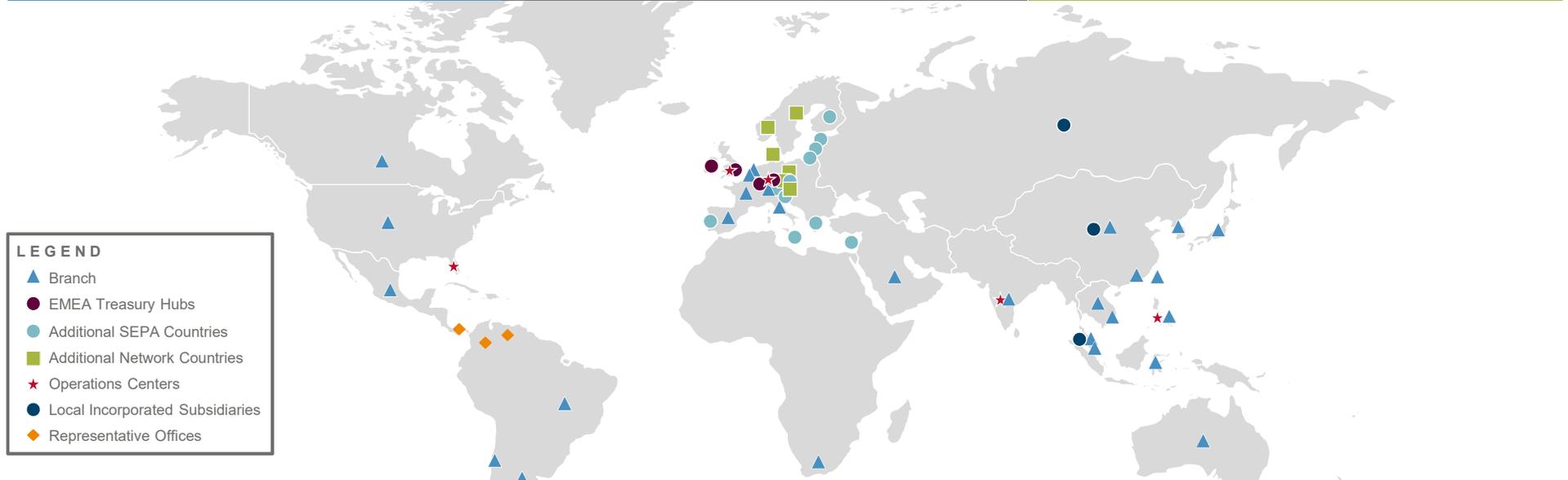


Note: J.P. Morgan Chase offers products and services in addition to those referenced here

¹ Solutions provided by J.P. Morgan Investment Banking and Asset Management partners

Extensive J.P. Morgan International Presence

The Americas Europe, Middle East and Africa Asia Pacific



LEGEND

- ▲ Branch
- EMEA Treasury Hubs
- Additional SEPA Countries
- Additional Network Countries
- ★ Operations Centers
- Local Incorporated Subsidiaries
- ◆ Representative Offices

North America

- ▲ United States
- ▲ Canada
- ★ Tampa

Latin America

- ▲ Argentina
- ▲ Brazil
- ▲ Chile
- ▲ Mexico
- ◆ Colombia*
- ◆ Panama
- ◆ Venezuela

* Financial Corporation

Europe

- Austria
- ▲ Belgium
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland

- ▲ France
- ★ Germany
- Greece
- Hungary
- Ireland
- ▲ Italy
- Latvia
- Lithuania
- Luxembourg
- Malta
- ▲ Netherlands
- Norway
- Poland
- Portugal
- Russia
- Slovakia
- Slovenia
- ▲ Spain
- Sweden
- ▲ Switzerland
- United Kingdom

Middle East / Africa

- ▲ Saudi Arabia
- ▲ South Africa

Asia Pacific

- ▲ Australia
- China
- ▲ Hong Kong
- ★ India
- ▲ Indonesia
- ▲ Japan
- Malaysia
- ▲ New Zealand
- ★ Philippines
- ▲ Singapore
- ▲ S. Korea
- ▲ Taiwan
- ▲ Thailand
- ▲ Vietnam

Scan the QR code with your smartphone or click image to take the tour of the **Tampa Corporate Center**.

Scan the QR code with your smartphone or click image to take the tour of the **Bournemouth Corporate Center**.

Scan the QR code with your smartphone or click image to take the tour of the **Changi Corporate Center**.

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J.P. Morgan in Europe

EMEA at a Glance

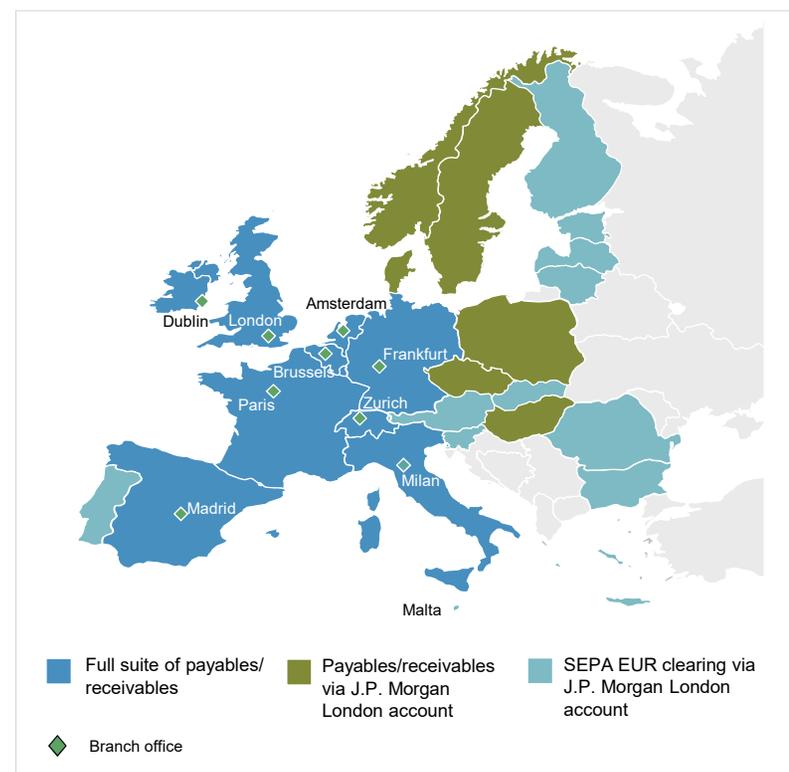
- J.P. Morgan's presence in Europe spans over 170 years
- J.P. Morgan is a direct clearer in EMEA with top positions in USD and the largest non-indigenous EUR Clearer by value
- J.P. Morgan offers in-country transactional capability for all major European currencies and countries; treasury hubs are located in London, Luxembourg, Frankfurt and (coming soon) Dublin
- Market leading SEPA platform allowing for seamless cross-border payments in Euros, comparable to interstate payments in the U.S.

Product Suite

- **Treasury Services** – J.P. Morgan has extensive country coverage providing market leading payables and receivables capabilities in 40+ markets. Multicurrency accounts available in 38 currencies
- **Trade Finance** – Import & Export letters of credit, structured trade, bank guarantee, supply chain finance
- **Foreign Exchange** – J.P. Morgan offers the ability to execute payments in 120+ currencies through our market leading FX platform
- **Credit** – USD & local currency revolving credit, multicurrency syndications, term loans and overdrafts
- **J.P. Morgan ACCESS** – Web-based Global eBanking Channel

What Makes J.P. Morgan Different?

- A top non-indigenous Euro provider by value and Euro clearing¹
- Firmatrix #1 Overall for Bank Relationship Share in Western Europe and EMEA for 2013-2015²
- Greenwich Quality Leader in European Cash Management for Large Corporates: 2013 - 2015³



Investment Focus

- **Treasury Services:** In recent years, J.P. Morgan has spent over \$4 billion on our International Treasury Services business which resulted in enhanced products and service capabilities, an expanding global footprint and investments in technology platforms
- **Technology:** A single global back-end (accounts and payments) & front-end (payments and liquidity) system for improved product linkages and standardizations. SEPA enhancements to provide access to 32 SEPA locations for Credit Transfers & Direct Debits

J.P. Morgan in Spain

J.P. Morgan's Presence & History



- J.P. Morgan has over 65 years of experience in Spain
- J.P. Morgan's presence in Spain began when J.S. Morgan & Co., the London-based firm, issued a €8 million loan to the Spanish government, its first government loan to a European nation
- In 1987, J.P. Morgan & Co. led the country's first two matador bond issues, foreign bonds issued in Spain by a non-Spanish company
- From our offices in Madrid, we offer our clients access to debt and capital markets, M&A and advisory, and private banking

Local Currency Payment & Collection

Payments

- Foreign currency payments in 120+ countries
- Bank drafts in EUR
- Check deposit and lockbox services in EUR
- "Pagares" – paper receivables only
- TARGET2 and EBA EURO1 for urgent EUR payments / receipts
- EBA STEP2: For non-urgent EUR payments / receipts within the SEPA zone:
 - SEPA Credit Transfers (SCT) and SEPA Direct Debits (SDD – core and business-to-business)
 - Tax (in-country account required) and payroll payments
- Bills of exchange: 'Billet a Ordre Releve' BOR – paper receivables only; 'Lettre de Change Releve' (LCR) – payables: paper only; receivables: Paper and J.P. Morgan Access Host-to-Host

Available Currencies

- EUR, GBP, USD

Liquidity and Account Services

On Balance Sheet Liquidity Management Solutions:

- Earnings Credit Rate (ECR) – enables expense reduction and value optimization via fee offset from earnings credit of local and global deposits
- Interest-bearing demand deposit accounts

Cash Concentration Solutions:

- In-country and cross-border sweeping solutions with intercompany reporting
- Multibank sweeping and intercompany reporting

Electronic Channels

J.P. Morgan Access SM

- Mobile
- Access Liquidity Solutions
- FX Center
- eServe

Access Reporting

- SWIFT Fin / FileAct portal
- Global standard ISO 20022 XML

Host-to-Host connectivity

Foreign Exchange

- AutoFX
- Spot
- FX Forwards
- FX Swaps
- FX Options

Booked via J.P. Morgan London

Trade & Credit

Trade Facilities (provided via J.P. Morgan London)

- Import & Export Letters of Credit
- Structured Trade
- Bank Guarantees
- Supply Chain Finance

Trade Channel Solution

- Global visibility into trade transaction status, outstanding balances, history, charges and more

Loans

- Revolving credit facilities in USD and local currencies (via J.P. Morgan London)
- Multi-currency syndications
- Term loans
- Overdraft facilities