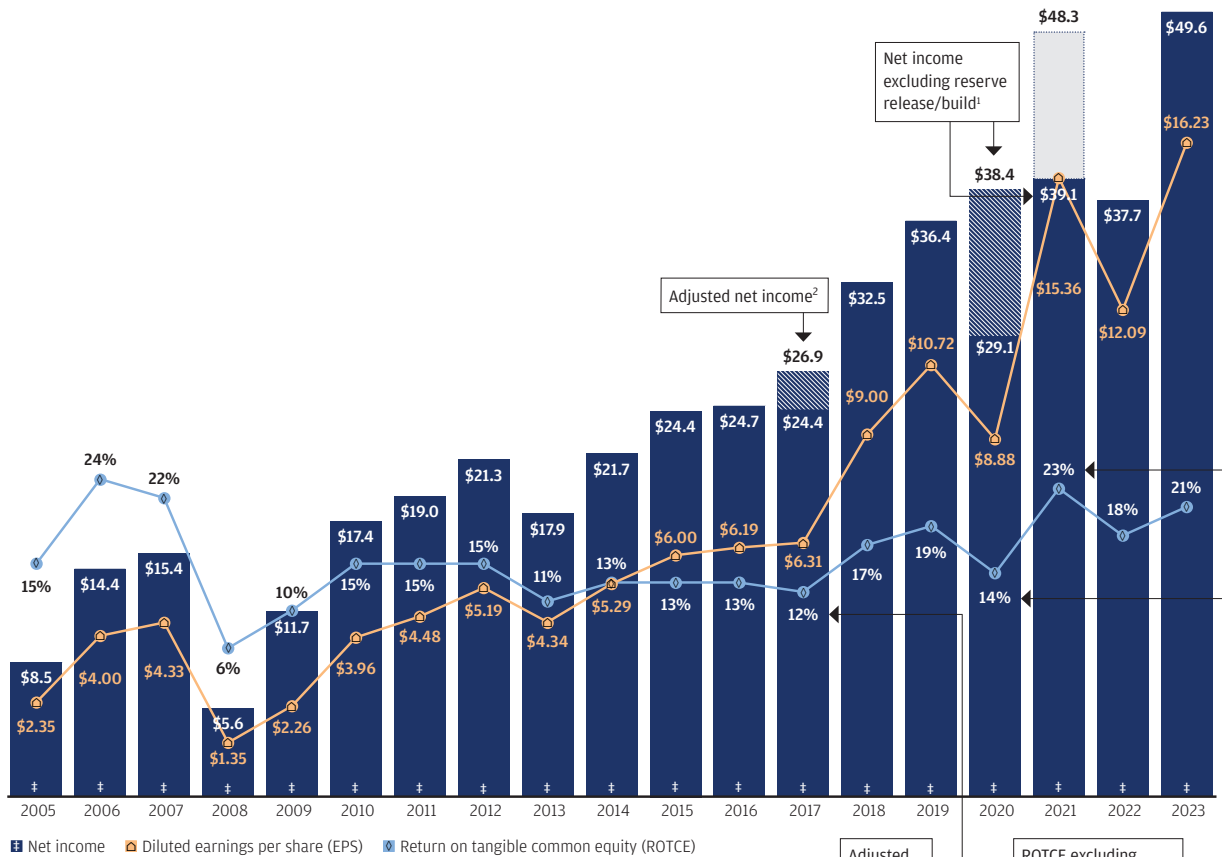


## Earnings, Diluted Earnings per Share and Return on Tangible Common Equity 2005-2023

(\$ in billions, except per share and ratio data)



■ Net income ■ Diluted earnings per share (EPS) ■ Return on tangible common equity (ROTCE)

1 Effective January 1, 2020, the Firm adopted the Financial Instruments - Credit Losses accounting guidance. Firmwide results excluding the net impact of reserve release/(build) of (\$9.3) billion and \$9.2 billion for the years ending December 31, 2020 and 2021, respectively, are non-GAAP financial measures.

2 Adjusted net income excludes \$2.4 billion from net income in 2017 as a result of the enactment of the Tax Cuts and Jobs Act. GAAP = Generally accepted accounting principles