

# Analyst Report: JPMorgan Chase & Co. (JPM)

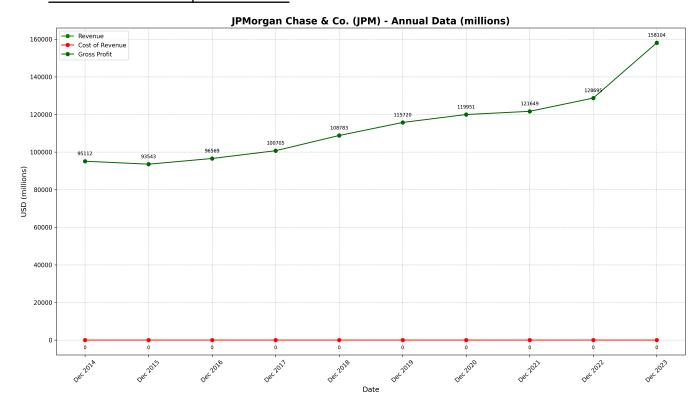
JPMorgan Chase & Co. is navigating a dynamic global financial landscape, leveraging a favorable economic environment and strategic acquisitions to drive growth, while facing challenges from technological competition and evolving regulations.

#### **SUMMARY DATA (ANNUAL)**

52-Week High	\$225.48				
52-Week Low	\$135.19				
Shares	2,938.60				
EPS	16.25				
Dividend	4.05				
Revenue	158,104				
Cost of Revenue	0				
Gross Profit	158,104				
EBIT	59,820				

#### **OUTLOOK**

JPMorgan Chase & Co. is expected to maintain its robust performance in the next two quarters, driven by the sustained high-interest rate environment, continued growth in its wholesale businesses, and successful integration of First Republic Bank. However, the firm will need to address challenges from intense competition for technological talent and navigate the evolving regulatory landscape to sustain its growth trajectory and meet investor expectations.





#### 1. ANALYSIS OF LATEST 10K FILING

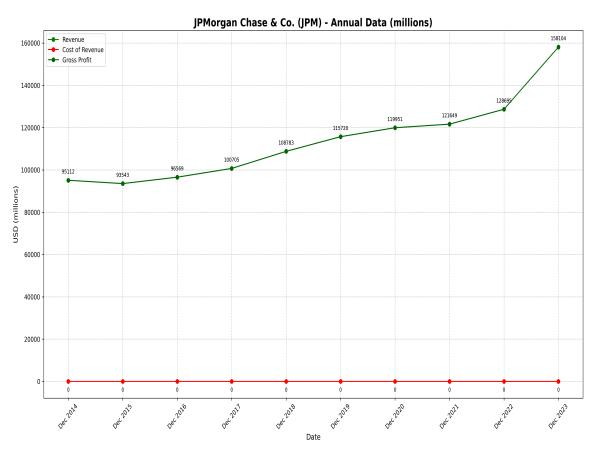
JPMorgan Chase & Co.'s latest 10K filing paints a detailed picture of the financial giant's performance and strategic positioning in the ever-evolving global financial landscape. The report underscores the firm's commitment to maintaining a robust capital position, navigating complex regulatory environments, and adapting to technological advancements, particularly in the realm of cybersecurity. The filing highlights the significant impact of the First Republic Bank acquisition, integrating a substantial portfolio of assets and liabilities into JPMorgan's operations. This acquisition has contributed to notable growth in CCB and CB segments, impacting loan and deposit balances, and necessitating the establishment of allowances for the acquired loans and lending-related commitments. The report delves into the intricacies of the Firm's risk management framework, encompassing strategic, credit, market, liquidity, operational, and reputational risks. It sheds light on the rigorous stress testing processes and capital planning strategies, aligning with Basel III requirements and responding to evolving regulatory proposals. JPMorgan Chase acknowledges the competitive pressures within the financial services industry, particularly from less regulated or non-traditional competitors like financial technology companies. The firm emphasizes its efforts to attract and retain a diverse and qualified workforce, investing in employee development and competitive compensation packages, while recognizing the challenges posed by a tight labor market. The filing underscores the importance of maintaining a strong reputation and addressing potential conflicts of interest, particularly in light of increased public scrutiny from social and environmental activists and public debates on ESG matters. It highlights the need to navigate diverse and sometimes unpredictable legal and regulatory frameworks in various jurisdictions, especially regarding data privacy and cybersecurity. Notably, the 10K report acknowledges the potential impacts of climate change on the firm's operations and those of its clients, prompting the development of a dedicated Climate Risk Management function to assess and manage these risks. It also sheds light on the ongoing IBOR transition, with the cessation of certain U.S. dollar LIBOR tenors and the successful conversion of associated contracts to SOFR. The filing offers insights into the Firm's strategic plans, outlining its commitment to expanding its branch network, enhancing digital offerings, and investing in technology to maintain its competitive edge and drive future growth. It acknowledges the impact of macroeconomic factors, such as inflation and interest rate fluctuations, on its consumer and wholesale businesses. The report concludes with a forward-looking statement, acknowledging the inherent uncertainties associated with economic forecasts, regulatory developments, and geopolitical events, while outlining management's expectations for net interest income, adjusted expenses, and credit card charge-off rates in the coming year. / The comprehensive 10K filing provides a valuable resource for stakeholders to understand JPMorgan Chase's complex financial position, risk management strategies, and strategic priorities, enabling them to assess the Firm's prospects amidst a dynamic global financial landscape. / It serves as a testament to the firm's commitment to transparency, accountability, and proactive engagement with the evolving challenges and opportunities facing the financial services industry.

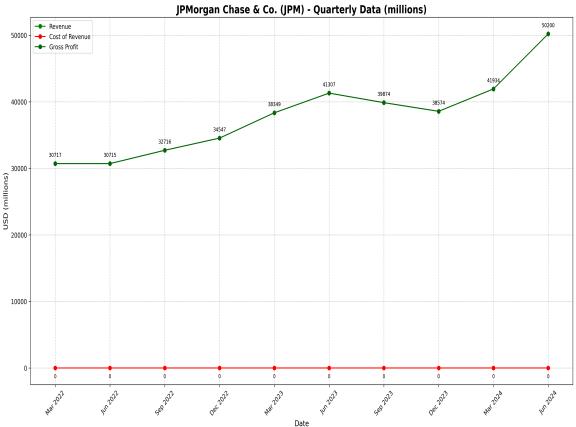


### 2. Financial Analysis

JPMorgan Chase & Co.'s financial data, spanning the past decade, reveals a consistent upward trajectory in total assets, demonstrating the company's position as a dominant player in the financial services industry. The firm's revenue has also exhibited an overall upward trend, driven by growth in both net interest income and non-interest revenue streams. The impact of the First Republic Bank acquisition in 2023 is evident in the substantial increase in loans, particularly in the Consumer & Community Banking and Commercial Banking segments. However, this growth is accompanied by a notable increase in the provision for credit losses, reflecting the inherent credit risk associated with the expanded loan portfolio. / Analyzing the income statements highlights the significant contribution of net interest income to the firm's revenue, particularly in recent years marked by a rising interest rate environment. Non-interest revenue, encompassing diverse sources like investment banking fees, principal transactions, and asset management fees, remains a crucial contributor to overall revenue. The trend in non-interest expense reveals consistent investments in the business, including technology, marketing, and human capital. The compensation expense, in particular, reflects a growing workforce, particularly in technology and front-office roles. / Examining the balance sheet reveals the firm's strong capital position, with a steady growth in common stockholders' equity and total stockholder's equity. The cash and due from banks, and deposits with banks, have experienced fluctuations, influenced by factors such as changes in interest rates, liquidity management strategies, and the impact of acquisitions. The shift from cash to securities in collateral held against derivatives, evident in the 'other assets' category, reflects a strategic move to optimize liquidity management. The increase in long-term debt highlights the firm's commitment to diversifying its funding sources and meeting regulatory requirements, such as TLAC. / Analyzing the cash flow statements reveals the firm's consistent ability to generate cash from operating activities, despite fluctuations in specific line items, like trading assets and accounts payable. The significant changes in net cash flows from investing activities, from net cash provided in 2023 to net cash used in 2022, reflect the dynamic nature of the firm's investments, including the impact of acquisitions and the repositioning of the investment securities portfolio. / The net cash flows from financing activities reveal consistent trends in activities like stock repurchases, dividend payments, and the issuance and repayment of debt securities. The significant cash used in financing activities for both 2023 and 2022 reflects the firm's focus on returning capital to shareholders and managing its long-term debt profile. / The comprehensive financial data paints a picture of a firm with a strong track record of financial performance and robust capital management. The trends reflect strategic responses to evolving market conditions, regulatory pressures, and growth opportunities, positioning JPMorgan Chase & Co. to navigate the complexities of the global financial landscape.









# SEC EDGAR (JPM), LAST 10 YEARS

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Total Assets	3,875,393	3,665,743	3,743,567	3,384,757	2,687,379	2,622,532	2,533,600	2,490,972	2,351,698	2,572,274
Total Debt	653,072	542,505	548,939	542,102	516,093	533,627	494,798	495,354	477,996	565,046
Shares	2,938.60	2,965.80	3,021.50	3,082.40	3,221.50	3,396.40	3,551.60	3,658.80	3,741.20	3,763.50
EPS	16.25	12.10	15.39	8.89	10.75	9.04	6.35	6.24	6.05	5.33
Dividend	4.05	4	3.70	3.60	3.30	2.48	2.04	1.84	1.68	1.56
Revenue	158,104	128,695	121,649	119,951	115,720	108,783	100,705	96,569	93,543	95,112
Cost of Revenue	0	0	0	0	0	0	0	0	0	0
Gross Profit	158,104	128,695	121,649	119,951	115,720	108,783	100,705	96,569	93,543	95,112
EBIT	59,820	44,382	57,731	34,094	43,077	38,999	34,026	32,637	28,911	29,031

<sup>(\*</sup> millions, except EPS and dividend)

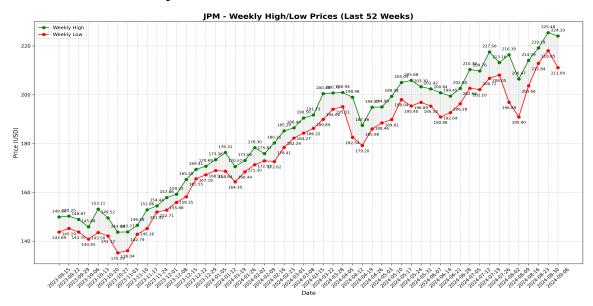
# SEC EDGAR (JPM), LAST 10 QUARTERS

	2024 Q2	2024 Q1	2023 Q4	2023 Q3	2023 Q2	2023 Q1	2022 Q4	2022 Q3	2022 Q2	2022 Q1
Total Assets	4,143,003	4,090,727	3,875,393	3,898,333	3,868,240	3,744,305	3,665,743	3,773,884	3,841,314	3,954,687
Total Debt	842,168	767,810	653,072	677,013	671,372	584,126	542,505	575,278	569,353	574,683
Shares	2,889.80	2,908.30	2,914.60	2,927.50	2,943.80	2,968.50	2,962.80	2,961.20	2,962.20	2,977
EPS	6.13	4.45	3.05	4.33	4.76	4.11	3.57	3.13	2.77	2.64
Dividend	1.15	1.05	1.05	1	1	1	1	1	1	1
Revenue	50,200	41,934	38,574	39,874	41,307	38,349	34,547	32,716	30,715	30,717
Cost of Revenue	0	0	0	0	0	0	0	0	0	0
Gross Profit	50,200	41,934	38,574	39,874	41,307	38,349	34,547	32,716	30,715	30,717
EBIT	23,004	16,816	10,890	16,267	17,125	15,538	12,826	11,519	10,411	9,626

<sup>(\*</sup> millions, except EPS and dividend)



# 3. Stock Technical Analysis



Over the past 52 weeks, JPMorgan Chase & Co.'s stock has demonstrated a generally upward trend, with periods of volatility interspersed with steady growth. Starting at around \$140 in September 2023, the stock gradually climbed, reaching a high of \$170 by the end of the year, reflecting a period of consistent growth. This upward momentum continued into the new year, with the stock reaching a high of \$191 in March 2024. However, the following month saw a significant pullback, with the stock dropping to a low of \$179, before recovering to hover around the \$190 mark for the remainder of the period. / Technically, the stock's 52-week performance suggests a strong underlying trend, with support levels holding well during periods of correction. The pullback in April 2024 could be attributed to various market factors, including concerns about economic growth, inflation, and the potential for interest rate hikes. However, the subsequent recovery indicates investor confidence in the Firm's long-term prospects and its ability to navigate a volatile economic environment. / The stock's consistent upward trend over the period indicates a positive sentiment among investors, likely driven by factors such as the Firm's strong financial performance, its dominant position in the financial services industry, and its ongoing efforts to adapt to technological advancements and meet evolving regulatory requirements. / While periods of volatility are expected in the stock market, the technical analysis suggests a strong upward bias in JPMorgan Chase & Co.'s stock over the past 52 weeks, reflecting positive investor sentiment and confidence in the Firm's ability to deliver sustainable growth in the long term.



### 4. Current Media Coverage & Stories

JPMorgan Chase & Co. has been prominently featured in recent news, with headlines reflecting its active involvement in various aspects of the financial services industry, its strategic maneuvers, and its leadership's perspectives on the global economic landscape. The bank's dealmaking prowess has been a recurring theme, with headlines announcing major acquisitions, strategic partnerships, and leadership appointments in key divisions, such as mergers and acquisitions, investment banking, and private banking. / The Firm's embrace of technological advancements, particularly artificial intelligence, has also generated significant media buzz. Headlines proclaim the launch of Al-powered tools and services for employees and clients, underscoring the bank's commitment to innovation and enhancing efficiency. However, this technological push hasn't been without its challenges, as reports surface about the departure of key AI experts to rival institutions, highlighting the competitive landscape for talent in this burgeoning field. / The bank's leadership, particularly CEO Jamie Dimon, has been a frequent voice in the media, offering insights on topics ranging from the U.S. economic outlook to the role of the private sector in government. Dimon's pronouncements, often reflecting a cautious yet optimistic tone, carry weight in the financial world, influencing investor sentiment and shaping narratives around the bank's future prospects. His advocacy for business representation in the U.S. cabinet, coupled with persistent rumors about a potential Treasury Secretary candidacy, has fueled speculation about his political aspirations. / The bank's international expansion strategy, particularly its growing presence in Germany and Dubai, has also garnered media attention, reflecting its ambition to tap into new markets and diversify its revenue streams. However, this global reach hasn't been without its hurdles, as the bank grapples with regulatory scrutiny over its handling of peer-to-peer payments and faces legal challenges in certain jurisdictions. / The media coverage surrounding JPMorgan Chase & Co. reflects its multifaceted role in the global financial system, highlighting its strategic initiatives, technological advancements, and the influence of its leadership. The headlines capture both the opportunities and challenges facing the bank as it navigates a dynamic economic landscape and adapts to the evolving demands of the financial services industry.

## 5. Financial vs. Stock vs. Media Coverage Situations

The media headlines surrounding JPMorgan Chase & Co. largely align with the firm's financial performance and the upward trajectory of its stock price over the past year. The bank's impressive earnings, driven by strong growth in net interest income and strategic acquisitions, have fueled a positive narrative in the media, portraying JPMorgan Chase as a dominant player in a thriving financial sector. / The headlines highlighting the bank's dealmaking prowess, technological advancements, and international expansion resonate with the stock's consistent upward momentum, reflecting investor confidence in the Firm's ability to deliver sustainable growth. Jamie Dimon's pronouncements, often striking a balance between cautious optimism and pragmatic assessment of risks, have further reinforced this positive narrative, instilling confidence among investors and shaping perceptions about the bank's long-term prospects. / However, certain media reports do introduce a counterpoint to this largely positive narrative. The departure of key AI experts to rival institutions, for example, raises questions about the bank's ability to retain top talent in a highly competitive field. / Similarly, regulatory scrutiny over the bank's involvement in peer-to-peer payments and legal challenges in certain jurisdictions highlight potential risks associated with its global expansion strategy. These reports, while not necessarily contradicting the overall positive trend, do introduce a note of caution, reminding investors of the inherent complexities and potential pitfalls associated with navigating a dynamic and rapidly evolving financial landscape. / Overall, the media coverage of JPMorgan Chase & Co. paints a picture of a successful and forward-looking institution, navigating a favorable economic environment while proactively addressing emerging challenges. The headlines generally align with the firm's financial performance and the upward trend in its stock price, reflecting investor confidence in its ability to deliver sustainable growth in the long term. However, occasional reports highlighting talent retention issues and regulatory scrutiny serve as reminders of the inherent complexities and potential risks associated with operating in a dynamic global financial system.



## 6. Industry Analysis

The banking industry, including JPMorgan Chase & Co. and its competitors, finds itself amidst a dynamic landscape shaped by technological innovation, evolving customer expectations, and heightened regulatory scrutiny. The industry is experiencing a wave of digital transformation, with traditional banks like JPMorgan Chase facing competition from fintech startups and established technology giants encroaching upon financial services. This shift necessitates substantial investments in digital platforms, personalized offerings, and enhanced cybersecurity measures to meet the evolving demands of tech-savvy customers. / The rising interest rate environment has presented both tailwinds and headwinds for the industry. While higher rates generally translate into increased net interest income for banks, they can also dampen loan demand, particularly in sectors like mortgage lending. The potential for a slowing economy and increased credit losses presents a significant risk, particularly for banks with large consumer and commercial loan portfolios. / Competition within the industry remains fierce, with banks vying for market share through innovative products, personalized services, and competitive pricing. The consolidation trend, exemplified by JPMorgan Chase's acquisition of First Republic Bank, underscores the strategic maneuvering to gain scale and expand customer reach. However, this consolidation also raises concerns about potential market concentration and its impact on competition. / Regulatory oversight of the banking industry continues to intensify, with regulators focused on ensuring financial stability, protecting consumers, and mitigating systemic risks. The ongoing implementation of Basel III requirements, along with evolving proposals for stricter capital and liquidity standards, presents a significant challenge for banks, necessitating careful capital planning and strategic adjustments to their operations. The scrutiny over the handling of peer-to-peer payments and the potential for stricter regulations on fees, such as overdraft and late payment fees, highlight the ongoing pressure from regulators to enhance consumer protection and address potential risks associated with emerging technologies. / The banking industry faces a future shaped by rapid technological advancements, evolving customer expectations, and a dynamic regulatory landscape. Banks like JPMorgan Chase must strategically adapt to these challenges while capitalizing on opportunities to enhance efficiency, expand market reach, and deliver innovative solutions to meet the evolving needs of their customers.

# 7. Drivers & Challenges

JPMorgan Chase & Co. currently faces a confluence of drivers and challenges that will shape its strategic direction and future prospects. The prevailing macroeconomic environment, characterized by rising interest rates, presents both opportunities and potential threats. While higher rates contribute to increased net interest income, a key driver for the bank's revenue, they can also dampen loan demand and potentially lead to higher credit losses if economic growth slows. / The firm's aggressive acquisition strategy, exemplified by the First Republic Bank acquisition, serves as a significant growth driver, expanding its customer base and bolstering its market share. However, integrating a large and complex institution like First Republic presents its own set of challenges, including potential cultural clashes, operational complexities, and the need to effectively manage the acquired loan portfolio's credit risk. / Technological innovation, particularly in artificial intelligence, presents a major opportunity for JPMorgan Chase to enhance efficiency, deliver personalized offerings, and tap into new revenue streams. However, the competitive landscape for talent in this field necessitates a strategic focus on attracting and retaining top AI experts, as evidenced by recent reports of departures to rival institutions. / The evolving regulatory landscape poses a significant challenge, with stricter capital and liquidity requirements, along with increased scrutiny over consumer protection and data privacy, demanding careful capital planning and strategic adjustments to the bank's operations. Navigating diverse and sometimes conflicting regulations across different jurisdictions adds further complexity to this challenge. / Public scrutiny over ESG matters, including climate change, diversity and inclusion, and business practices in sensitive industries, presents a reputational risk that requires proactive engagement and strategic responses to address stakeholder concerns. / The geopolitical landscape, marked by global tensions and potential disruptions, introduces a level of uncertainty that demands careful risk management and strategic agility to adapt to evolving circumstances. / JPMorgan Chase & Co.'s future success hinges on its ability to leverage the drivers of growth, such as the favorable interest rate environment and its acquisition strategy, while effectively addressing the challenges of technological competition, regulatory scrutiny, ESG concerns, and geopolitical uncertainties.



#### 8. Bull Case

In a positive, optimistic scenario for JPMorgan Chase & Co., the confluence of favorable macroeconomic conditions, strategic initiatives, and technological advancements positions the firm for continued growth and enhanced shareholder value. / The rising interest rate environment, while presenting potential risks, primarily serves as a tailwind, driving significant growth in net interest income, a key contributor to the bank's revenue. / The firm's aggressive acquisition strategy, exemplified by the First Republic Bank acquisition, proves to be a successful endeavor, not only expanding its customer base and market share but also generating significant synergies and efficiencies through successful integration. / JPMorgan Chase leverages its technological prowess, particularly in artificial intelligence, to enhance operational efficiency, deliver personalized offerings, and tap into new revenue streams, attracting and retaining top talent in this competitive field. / The bank successfully navigates the evolving regulatory landscape, proactively adapting to stricter capital and liquidity requirements, enhancing consumer protection measures, and solidifying its compliance with data privacy regulations across different jurisdictions. / The firm proactively engages with ESG concerns, demonstrating its commitment to sustainability, diversity and inclusion, and responsible business practices, enhancing its reputation among stakeholders and attracting socially conscious investors. / The geopolitical landscape, despite its inherent uncertainties, presents opportunities for JPMorgan Chase to leverage its global reach and expertise, providing essential financial services and solutions to clients navigating a dynamic world. / In this bullish scenario, JPMorgan Chase & Co.'s stock price experiences a sustained upward trajectory, driven by strong earnings growth, successful acquisitions, and investor confidence in the firm's ability to navigate a dynamic global financial landscape. The bank's commitment to innovation, strategic agility, and proactive engagement with stakeholder concerns positions it as a leader in the financial services industry, delivering sustainable growth and enhanced shareholder value in the long term.

#### 9. Bear Case

In a negative, pessimistic scenario for JPMorgan Chase & Co., the convergence of adverse economic conditions, regulatory headwinds, and technological challenges casts a shadow on the firm's future prospects and potentially weighs down its stock price. / The rising interest rate environment, while initially boosting net interest income, ultimately leads to a slowdown in economic growth, dampening loan demand and increasing credit losses across the bank's consumer and commercial loan portfolios. / The integration of First Republic Bank proves to be more complex and costly than anticipated, resulting in operational inefficiencies, cultural clashes, and potential write-downs on the acquired loan portfolio as credit quality deteriorates. / The competitive landscape for technological talent intensifies, with JPMorgan Chase struggling to attract and retain top AI experts, losing ground to rival institutions and lagging in innovation, particularly in developing and deploying cutting-edge Al-powered tools and services. / The evolving regulatory landscape, marked by increasingly stringent capital and liquidity requirements, coupled with heightened scrutiny over consumer protection and data privacy practices, weighs heavily on the bank's profitability. / Navigating diverse and sometimes conflicting regulations across different jurisdictions becomes increasingly burdensome, leading to higher compliance costs and potential fines or penalties for non-compliance. / Public scrutiny over ESG matters intensifies, with activists and investors criticizing the bank's business practices in sensitive industries and its perceived lack of commitment to sustainability, diversity and inclusion, eroding its reputation and potentially alienating certain segments of its client base. / The geopolitical landscape, characterized by heightened tensions and unexpected disruptions, adversely impacts the bank's global operations, disrupting its international expansion strategy and potentially leading to losses in certain regions. / In this bearish scenario, JPMorgan Chase & Co.'s stock price experiences a downward trend, weighed down by concerns about slowing earnings growth, integration challenges, regulatory headwinds, and reputational risks. Investor confidence in the firm's ability to navigate a challenging global financial landscape diminishes, leading to a potential decline in shareholder value.



#### 10. Forward Valuation

Arriving at a forward valuation for JPMorgan Chase & Co.'s stock requires a comprehensive analysis incorporating its financial performance, market positioning, and a range of valuation techniques to reflect both bullish and bearish perspectives. The following provides a brief overview of four valuation methods, each with a bullish and bearish estimate, to illustrate the potential range for the stock's intrinsic value. / 1. Discounted Cash Flow (DCF): This method estimates the present value of future cash flows, considering factors such as revenue growth, profitability, and the discount rate reflecting the risk associated with those cash flows. / Bullish Estimate: \$200 - Assuming strong revenue growth driven by sustained high-interest rates, successful acquisitions, and robust performance in its wholesale businesses, a discount rate of 8% reflecting a moderate risk profile, and a long-term growth rate of 3%. / Bearish Estimate: \$120 - Assuming a slowdown in economic growth, leading to lower revenue growth, increased credit losses, and a higher discount rate of 12% reflecting a heightened risk profile, and a long-term growth rate of 1%. / 2. Relative Valuation (Multiples-Based): This method compares JPMorgan Chase to its peers, using valuation multiples such as price-to-earnings (P/E), price-to-book (P/B), and price-to-tangible book value (P/TBV), considering factors such as growth prospects, profitability, and risk profile, / Bullish Estimate; \$180 - Using a P/E multiple of 15. reflecting strong earnings growth and a premium valuation compared to its peers, and an EPS of \$12. / Bearish Estimate: \$100 - Using a P/E multiple of 8, reflecting a discount valuation compared to its peers due to concerns about slowing growth and increased credit risk, and an EPS of \$12.50. / 3. Sum-of-the-Parts (SOTP): This method values each of the firm's business segments separately, using appropriate valuation techniques, and then aggregates those values to arrive at an overall firm value. / Bullish Estimate: \$220 - Assuming a strong performance across all segments, with a premium valuation for its leading franchises in investment banking, commercial banking, and asset and wealth management, reflecting strong growth prospects and a favorable competitive position. / Bearish Estimate: \$110 - Assuming a mixed performance across segments, with a discount valuation for segments facing increased competition, regulatory pressure, or potential credit losses, reflecting a heightened risk profile and potential for lower growth. / 4. Option Pricing Models: These models, typically used for valuing businesses with significant growth options or embedded optionality, such as expansion opportunities or strategic flexibility, can also be applied to banks. However, due to the complexity of banking operations and the difficulties in estimating the value of growth options, these models are often less reliable than other valuation methods for banks. / Bullish Estimate: \$250 - Assuming a high value for the bank's growth options, reflecting its strong brand, technological prowess, and potential for expansion into new markets and services. / Bearish Estimate: \$90 - Assuming a low value for the bank's growth options, reflecting concerns about increased competition, regulatory pressure, and limited opportunities for expansion in a mature market. / These estimates serve as illustrative examples, highlighting the potential range for JPMorgan Chase & Co.'s stock valuation. Arriving at a precise forward valuation requires a thorough analysis of the firm's financial data, market positioning, and a careful assessment of the risks and opportunities shaping its future prospects.

### 11. Executive Summary

JPMorgan Chase & Co. stands as a dominant force in the global financial services industry, capitalizing on the current favorable interest rate environment and pursuing a strategic acquisition strategy to bolster its market share and expand its customer base. / However, the firm faces challenges from intense competition for technological talent, particularly in artificial intelligence, demanding a strategic focus on attracting and retaining top experts to maintain its innovation edge. The evolving regulatory landscape, with stricter capital and liquidity requirements, poses another significant challenge, requiring careful capital planning and operational adjustments to navigate diverse and sometimes conflicting regulations across different jurisdictions. / Public scrutiny over ESG matters presents a reputational risk that necessitates proactive engagement with stakeholder concerns. / Successfully addressing these challenges, while leveraging its strengths in a favorable economic environment, will determine JPMorgan Chase & Co.'s ability to deliver sustainable growth and enhance shareholder value in the long term.