## NATIONAL BANK OF CANADA

# ANALYST AND INVESTOR PRESENTATION Q3-2017 CONFERENCE CALL 

Wednesday, August 30, 2017 - 1:00 pm

## CAUTION REGARDING FORWARD-LOOKING STATEMENTS

From time to time, the Bank makes written and oral forward-looking statements, such as those contained in the Outlook for National Bank and the Major Economic Trends sections of the 2016 Annual Report, in other filings with Canadian securities regulators, and in other communications, for the purpose of describing the economic environment in which the Bank will operate during fiscal 2017 and the objectives it hopes to achieve for that period. These forwardlooking statements are made in accordance with current securities legislation in Canada and the United States. They include, among others, statements with respect to the economy-particularly the Canadian and U.S. economies-market changes, observations regarding the Bank's objectives and its strategies for achieving them, Bank-projected financial returns and certain risks faced by the Bank. These forward-looking statements are typically identified by future or conditional verbs or words such as "outlook," "believe," "anticipate," "estimate," "project," "expect," "intend," "plan," and similar terms and expressions.

By their very nature, such forward-looking statements require assumptions to be made and involve inherent risks and uncertainties, both general and specific. Assumptions about the performance of the Canadian and U.S. economies in 2017 and how that will affect the Bank's business are among the main factors considered in setting the Bank's strategic priorities and objectives and in determining its financial targets, including provisions for credit losses. In determining its expectations for economic growth, both broadly and in the financial services sector in particular, the Bank primarily considers historical economic data provided by the Canadian and U.S. governments and their agencies.

There is a strong possibility that express or implied projections contained in these forward-looking statements will not materialize or will not be accurate. The Bank recommends that readers not place undue reliance on these statements, as a number of factors, many of which are beyond the Bank's control, could cause actual future results, conditions, actions or events to differ significantly from the targets, expectations, estimates or intentions expressed in the forward-looking statements. These factors include credit risk, market risk, liquidity and funding risk, operational risk, regulatory compliance risk, reputation risk, strategic risk and environmental risk, all of which are described in more detail in the Risk Management section beginning on page 48 of the 2016 Annual Report, general economic environment and financial market conditions in Canada, the United States and certain other countries in which the Bank conducts business, including regulatory changes affecting the Bank's business, capital and liquidity; changes in the accounting policies the Bank uses to report its financial condition, including uncertainties associated with assumptions and critical accounting estimates; tax laws in the countries in which the Bank operates, primarily Canada and the United States (including the U.S. Foreign Account Tax Compliance Act (FATCA)); changes to capital and liquidity guidelines and to the manner in which they are to be presented and interpreted; changes to the credit ratings assigned to the Bank; and potential disruptions to the Bank's information technology systems, including evolving cyber attack risk.

The foregoing list of risk factors is not exhaustive. Additional information about these factors can be found in the Risk Management section of the 2016 Annual Report. Investors and others who rely on the Bank's forward-looking statements should carefully consider the above factors as well as the uncertainties they represent and the risk they entail. Except as required by law, the Bank does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time, by it or on its behalf.

The forward-looking information contained in this document is presented for the purpose of interpreting the information contained herein and may not be appropriate for other purposes.

## OVERVIEW

Louis Vachon<br>President \& Chief Executive Officer

## HIGHLIGHTS

(millions of dollars)

| ADJUSTED RESULTS ${ }^{(1)}$ | Q3 17 | Q2 17 | Q3 16 | QoQ | YoY |
| :--- | ---: | ---: | ---: | ---: | :---: |
| Revenues | 1,743 | 1,654 | 1,610 | $5 \%$ | $8 \%$ |
| Net Income ${ }^{(2)(3)}$ | 524 | 492 | 486 | $7 \%$ | $8 \%$ |
| Diluted EPS ${ }^{(3)}$ | $\$ 1.39$ | $\$ 1.30$ | $\$ 1.33$ | $7 \%$ | $5 \%$ |
| Provision for Credit Losses | 58 | 56 | 45 | $4 \%$ | $29 \%$ |
| Efficiency ratio | $55.4 \%$ | $56.6 \%$ | $57.9 \%$ |  |  |
| Return on Equity | $18.4 \%$ | $18.2 \%$ | $19.0 \%$ |  |  |
| Common Equity Tier 1 Ratio Under Basel III | $11.2 \%$ | $10.8 \%$ | $9.9 \%$ |  |  |
| Dividend Payout ${ }^{(4)}$ | $42.1 \%$ | $42.0 \%$ | $49.9 \%$ |  |  |

## HIGHLIGHTS

- Adjusted diluted EPS up 5\% YoYPositive operating leverage of 4.7\%
- Efficiency ratio improved by 250 bps
- ROE at $18.4 \%$
- Common Equity Tier 1 ratio at 11.2\%
(1) Excluding specified items (see Appendix 15), taxable equivalent basis
(2) Net income before non-controlling interests
(3) NA's reported Q3-16 net income included a $\$ 41$ million revaluation gain of $A B A$, or $\$ 0.12$ per share
(4) Trailing 4 quarters


## SEGMENT SNAPSHOT - Q3 2017

(millions of dollars)

| ADJUSTED NET INCOME | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| P\&C Banking | 240 | 233 | 199 | 3\% | 21\% |
| P\&C Banking excl. sectoral provision adj. ${ }^{(1)}$ | 240 | 204 | 199 | 18\% | 21\% |
| Wealth Management | 112 | 105 | 87 | 7\% | 29\% |
| Financial Markets | 168 | 175 | 156 | (4\%) | 8\% |
| US Specialty Finance \& International ${ }^{(2)}$ | 51 | 40 | 64 | 28\% | (20\%) |

(1) Reversal of sectoral provision of \$40M (\$29M after taxes) in Q2-17
(2) NA's reported Q3-16 net income included a \$41 million revaluation gain of ABA

## HIGHLIGHTS (YoY)

- P\&C BANKING
- Net income up 21\%
- Revenues up 6\% due to increase in loans, deposits, and other revenues
- NIM up 1 bp (YoY) and 3 bps (QoQ) to 2.27\%
- WEALTH MANAGEMENT
- $29 \%$ net income growth
- Revenues up 12\%
- AUA and AUM up $10 \%$ and $13 \%$, respectively
- FINANCIAL MARKETS
- Net income up 8\%
- Revenues up 6\%
- US SPECIALTY FINANCE \& INTERNATIONAL
- Credigy and ABA ahead of plan
- Expects USSF\&I contribution to be around $10 \%$ of overall results


## FINANCIAL REVIEW

Ghislain Parent<br>Chief Financial Officer and<br>Executive Vice-President, Finance and Treasury

## TRANSFORMATION DRIVING EFFICIENCIES

Excluding specified items
Taxable equivalent basis
(millions of dollars)

| Total Bank | Q3 17 | Q2 17 | Q3 16 | YoY |
| :--- | ---: | ---: | ---: | ---: |
| Revenues | 1,743 | 1,654 | 1,610 | $8.3 \%$ |
| Expenses | 966 | 936 | 932 | $3.6 \%$ |
| Operating Leverage |  |  |  | $4.7 \%$ |

## HIGHLIGHTS

- Positive operating leverage: +4.7\%
- P\&C: +8.4\%
- Wealth Management: $+7.7 \%$
- Financial Markets: +2.1\%
- US Specialty Finance \& International: +6.1\%
. Efficiency ratio improvement YTD: 190 bps
- On track to meet P\&C efficiency ratio targets
- F2017: $\approx 54 \%$
- F2018: $\approx 53 \%$
- Structural savings ahead of plan in F2017 with additional savings expected in F2018
- Positive operating leverage target in F2018


## STRONG CAPITAL POSITION

TOTAL RISK-WEIGHTED ASSETS
UNDER BASEL III


## HIGHLIGHTS

- Common Equity Tier 1 ratio at 11.2\%
- Total capital ratio at $15.5 \%$
- Leverage ratio at 4.0\%
- Liquidity coverage ratio at $134 \%$


## RISK MANAGEMENT

William Bonnell<br>Executive Vice-President, Risk Management

## RETAIL MORTGAGE AND HELOC PORTFOLIO

CANADIAN RETAIL MORTGAGE PORTFOLIO DISTRIBUTION


DISTRIBUTION BY CANADIAN PROVINCE
As at July 31, 2017

(1) Average LTV are updated using Teranet-National Bank sub-indices by area and property type.

## HIGHLIGHTS

- Insured mortgages represent 46\% of the total portfolio
- Outside Central Canada, greater than $60 \%$ of the portfolio is insured mortgages
- The average LTV ${ }^{(1)}$ on the uninsured mortgages and HELOC portfolio was approximately $58 \%$
- Uninsured mortgages and HELOC in GTA and GVA represent 8\% and 2\% of the total portfolio and have an average LTV $^{(1)}$ of $43 \%$ and $44 \%$ respectively


## IMPAIRED LOANS AND BA’S AND FORMATION

(millions of dollars)

IMPAIRED LOANS AND BA'S


IMPAIRED LOANS AND BA’S FORMATION ${ }^{(1)}$

| (millions of dollars) | Q3 17 | Q2 17 | Q1 17 | Q4 16 | Q3 16 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal | 13 | 18 | 23 | 17 | 11 |
| Commercial (excluding O\&G) | 1 | 22 | $(11)$ | 24 | $(23)$ |
| Oil \& Gas | 35 | $(8)$ | $(32)$ | 36 | 29 |
| Corporate Banking | - | - | - | - | - |
| Wealth Management | 1 | 1 | - | 2 | $(1)$ |
| Credigy | - | - | - | - | - |
| ABA Bank | 10 | 2 | 1 | 1 | 1 |
| Total | $\mathbf{6 0}$ | $\mathbf{3 5}$ | $\mathbf{( 1 9 )}$ | $\mathbf{8 0}$ | $\mathbf{1 7}$ |

(1) Formations include new accounts, disbursements, principal repayments, and exchange rate fluctuation and exclude write-offs.

## HIGHLIGHTS

- GIL ratio remains low at 34 bps due to strong performance in Canadian P\&C
- Increase in formations due to 1 legacy, well-collateralized account in ABA, and 2 accounts in O\&G


## PROVISION FOR CREDIT LOSSES

(millions of dollars)


* Excluding changes in the sectoral provision and the increase of the collective allowance.

| PCLs (in bps) | Q3 17 | Q2 17 | Q1 17 | Q4 16 | Q3 16 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Personal | 24 | 24 | 23 | 23 | 24 |
| Commercial | 8 | 11 | 20 | 23 | 10 |
| Wealth Management | 3 | - | 2 | 4 | 3 |
| Credigy | 81 | 80 | 69 | 38 | - |
| ABA Bank | 32 | 49 | 23 | 18 | - |
| Financial Markets | - | - | - | - | - |
| Total Specific Provisions | $\mathbf{1 8}$ | $\mathbf{1 8}$ | $\mathbf{1 9}$ | 19 | $\mathbf{1 5}$ |

## HIGHLIGHTS

- Specific provisions for credit losses are stable at 18bps
- $\$ 6$ million transferred from the sectoral allowance
- Performance of Credigy and ABA portfolios continue to meet expectations
- PCL target maintained at 15-25bps

OIL AND GAS SECTORAL ALLOWANCE
(millions of dollars)


## APPENDIX

## APPENDIX 1 |STRONG FUNDAMENTALS IN QUEBEC ECONOMY

RECORD LOW UNEMPLOYMENT RATE


Source: NBF Economics and Strategy (data via Statistics Canada) and Equifax Canada
PERSPECTIVES ON HOME PRICES


Source: NBF Economy and Strategy, data from Conference Board of Canada
Q3 2017 RESULTS CONFERENCE CALL - August 30, 201714

STRONG CONSUMER CONFIDENCE


Source: NBF Economy and Strategy, data from Conference Board of Canada
SHARE OF NEW INSURED MORTAGE LOANS WITH LOAN-TO-INCOME RATIO >450\%


## APPENDIX 2 | PERFORMANCE SNAPSHOT - YTD 2017

(millions of dollars)

| ADJUSTED ${ }^{(1)}$ | 9M 17 | 9M 16 | YoY |
| :--- | ---: | ---: | :---: |
| Revenues $^{(2)}$ | 5,104 | 4,647 | $10 \%$ |
| Expenses | 2,867 | 2,699 | $6 \%$ |
| Net Income | 1,518 | 1,150 | $32 \%$ |
| Diluted EPS | $\$ 4.05$ | $\$ 3.11$ | $30 \%$ |
| ROE | 1,518 | 1,333 | $14 \%$ |
| Net Income <br> excl. sectoral and general provisions | $\$ 4.05$ | $\$ 3.65$ | $11 \%$ |
| Diluted EPS <br> excl. sectoral and general provisions |  |  |  |


| REPORTED | 9 17 | 9 M 16 | YoY |
| :--- | ---: | ---: | ---: |
| Specified Items | (19) | $(201)$ |  |
| Net Income | 1,499 | 949 | $58 \%$ |
| Diluted EPS | $\$ 3.99$ | $\$ 2.51$ | $59 \%$ |
| ROE | $18.2 \%$ | $12.0 \%$ |  |

(1) Excluding specified items (see Appendix 15)
(2) Taxable equivalent basis

HIGHLIGHTS

- Adjusted diluted EPS of $\$ 4.05$, up $11 \%$ YoY excluding 2016 sectoral provision
- Adjusted revenues up $10 \%$ YoY
- Expenses up 6\%
- Adjusted net income of $\$ 1,518$ million, up $14 \%$ YoY excluding 2016 sectoral provision


## APPENDIX 3 | PERSONAL AND COMMERCIAL BANKING

| (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 785 | 734 | 739 | 7\% | 6\% |
| Personal Banking | 365 | 339 | 344 | 8\% | 6\% |
| Commercial excl. Oil \& Gas sector | 276 | 258 | 258 | 7\% | 7\% |
| Oil \& Gas sector | 11 | 14 | 15 | (21\%) | (27\%) |
| Credit Card | 100 | 91 | 92 | 10\% | 9\% |
| Insurance | 33 | 32 | 30 | 3\% | 10\% |
| Operating Expenses | 413 | 410 | 422 | 1\% | (2\%) |
| Pre-provisions / Pre-tax | 372 | 324 | 317 | 15\% | 17\% |
| Provisions for Credit Losses | 45 | 6 | 44 |  | 2\% |
| Net Income | 240 | 233 | 199 | 3\% | 21\% |
| Net Income excluding sectoral provision adj. ${ }^{(1)}$ | 240 | 204 | 199 | 18\% | 21\% |
| Key Metrics (billions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | YoY |
| Loans \& BAs - Personal (avg vol.) | 65.0 | 64.1 | 61.9 | 1\% | 5\% |
| Loans \& BAs - Commercial excluding Oil \& Gas sector (avg vol.) | 30.4 | 30.3 | 28.6 | - | 6\% |
| Loans \& BAs - Oil \& Gas sector (avg vol.) | 1.0 | 1.0 | 1.5 | - | (33\%) |
| Loans \& BAs - Total (avg vol.) | 96.4 | 95.4 | 92.0 | 1\% | 5\% |
| Deposits (avg vol.) | 55.3 | 53.6 | 49.3 | 3\% | 12\% |
| Efficiency Ratio (\%) | 52.6\% | 55.9\% | 57.1\% |  |  |

(1) Including the sectoral loss reversal of 40M (29M after taxes) in Q2-17
(2) NIM is on Earning Assets

Q3 2017 RESULTS CONFERENCE CALL - August 30, 2017 I 16

## HIGHLIGHTS YoY

- Net income up 21\% YoY due to strong revenue growth, and good cost control
- Revenues up 6\% YoY due to:
- Strong growth in loans, deposits, and other revenues
- Net interest margin up 1\% (YoY) and 3 bps (QoQ)
- Operating leverage at $\mathbf{8 \%}$
- Efficiency ratio improved by 450 bps

P\&C MARGINS EVOLUTION (2)


## APPENDIX $4 \mid$ WEALTH MANAGEMENT ${ }^{(1)}$

| (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 406 | 395 | 363 | 3\% | 12\% |
| Fee-based | 232 | 222 | 202 | 5\% | 15\% |
| Transaction \& Others | 66 | 71 | 67 | (7\%) | (1\%) |
| Net Interest Income | 108 | 102 | 94 | 6\% | 15\% |
| Operating Expenses | 254 | 253 | 244 | - | 4\% |
| Provision for Credit Losses | 1 | - | 1 | - | - |
| Net Income | 112 | 105 | 87 | 7\% | 29\% |
| Key Metrics (billions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | YoY |
| Loans \& BAs (avg vol.) | 10.1 | 9.7 | 9.4 | 4\% | 7\% |
| Deposits (avg vol.) | 31.0 | 32.0 | 28.7 | (3\%) | 8\% |
| Asset Under Administration | 366 | 364 | 332 | - | 10\% |
| Asset Under Management | 62 | 62 | 55 | - | 13\% |
| Efficiency Ratio (\%) | 62.6\% | 64.1\% | 67.2\% |  |  |

## HIGHLIGHTS YoY

- Very good momentum in all business lines
- Revenues up 12\% mainly due to:
- NII growth of $15 \%$ driven by deposit growth of $8 \%$ and improved margin
- Fee-based revenues grew by $15 \%$ due to good sales momentum in each of our businesses and favorable market conditions
- Expenses up 4\% mainly due to variable expenses growth, partly offset by efficiency initiatives
- AUA and AUM up $10 \%$ and $13 \%$ respectively


## ASSETS UNDER MANAGEMENT (\$M)



## APPENDIX 5 | FINANCIAL MARKETS

| (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 392 | 404 | 370 | (3\%) | 6\% |
| Trading | 207 | 215 | 181 | (4\%) | 14\% |
| Banking Services | 84 | 81 | 84 | 4\% | - |
| Financial Market Fees | 90 | 78 | 93 | 15\% | (3\%) |
| Gains on AFS Securities | 5 | 25 | 7 | (80\%) | (29\%) |
| Other | 6 | 5 | 5 | 20\% | 20\% |
| Operating Expenses | 162 | 165 | 156 | (2\%) | 4\% |
| Provision for Credit Losses | - | - | - |  |  |
| Net Income | 168 | 175 | 156 | (4\%) | 8\% |
| Other Metrics (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| Proprietary Trading | - | - | (1.0) | - | - |
| Loans \& BAs (avg vol.) Corporate banking | 13,236 | 12,546 | 13,234 | 5\% | - |
| Efficiency Ratio (\%) | 41.3\% | 40.8\% | 42.2\% |  |  |

## HIGHLIGHTS YoY

- Revenues up 6\% reflecting the strength and diversification of FM's business model
- Solid trading revenues driven by securities lending and equity derivatives
- Lower clients' hedging activities resulted in lower commodity and FX trading revenues
- Increased fees from Fixed Income and Equity Capital Markets were offset by lower Mergers and Acquisitions revenues resulting in lower Financial Market Fees

TRADING REVENUES (\$M)


## APPENDIX 6 | US SPECIALTY FINANCE \& INTERNATIONAL

| (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 147 | 122 | 125 | 20\% | 18\% |
| Credigy | 117 | 91 | 70 | 29\% | 67\% |
| ABA | 32 | 27 | 17 | 19\% | 88\% |
| Other | (2) | 4 | 38 | - | - |
| Operating Expenses | 58 | 55 | 52 | 5\% | 12\% |
| Credigy | 43 | 39 | 42 | 10\% | 2\% |
| ABA | 15 | 14 | 7 | 7\% | 114\% |
| Other | - | 2 | 3 | - | - |
| Provision for Credit Losses | 12 | 10 | - | 20\% |  |
| Net Income ${ }^{(1)}$ | 51 | 40 | 64 | 28\% | (20\%) |
| Other Metrics (millions of dollars) | Q3 17 | Q2 17 | Q3 16 | QoQ | Yoy |
| Loans \& Receivables and revenue bearing assets (avg vol.) Credigy | 5,727 | 4,689 | 4,115 | 22\% | 39\% |
| $\begin{aligned} & \hline \overline{\text { Loans (avg vol.) }} \\ & \text { ABA } \end{aligned}$ | 1,210 | 1,131 | 656 | 7\% | 84\% |
| Deposits (avg vol.) ABA | 1,294 | 1,225 | 843 | 6\% | 53\% |
| Efficiency Ratio (\%) | 39.5\% | 45.1\% | 41.6\% |  |  |

(1) Reported Q3-16 net income included a $\$ 41$ million revaluation gain of $A B A$

## HIGHLIGHTS

- Strong growth of USSF\&I, representing 9\% of overall net income
- Credigy continues to perform above expectations - NIBT of $\$ 120 \mathrm{M}$ YTD ahead of F2017 guidance of \$125M from Investor Day (after minority interest)
- ABA's performance trending above guidance of net income of ~ US $\$ 32$ million in 2017 from Investor Day
- Expects USSF\&I contribution to be around $10 \%$ of overall results
- Moratorium on significant investments in emerging markets

QUARTERLY REVENUES (\$M)


## APPENDIX 7 <br> LOAN PORTFOLIO OVERVIEW

## LOANS PORTFOLIO OVERVIEW

| (billions of dollars) | Q3 17 | \% of Total |
| :---: | :---: | :---: |
| Secured - Mortgage \& HELOC | 65.9 | 49\% |
| Secured - Other | 4.8 | 3\% |
| Unsecured | 9.4 | 7\% |
| Credit Cards | 2.0 | 2\% |
| Total Retail | 82.1 | 61\% |
| (billions of dollars) | Q3 17 | \% of Total |
| Real Estate | 8.9 | 7\% |
| Finance and Insurance | 5.3 | 4\% |
| Retail \& Wholesale Trade | 5.2 | 4\% |
| Agriculture | 4.8 | 4\% |
| Other services | 4.6 | 3\% |
| Oil \& Gas | 2.0 | 1\% |
| Other ${ }^{(1)}$ | 21.0 | 16\% |
| Total Wholesale | 51.8 | 39\% |
| Total Gross Loans and Acceptances | 133.9 | 100\% |

(1) Includes Mining, Manufacturing, Utilities, Transportation, Prof. Services, Construction, Communication, Government and Education \& Health Care

## HIGHLIGHTS

- Modest exposure to unsecured retail lending
- Secured retail loans accounts for 52\% of total loans
$\square$ Wholesale portfolio is well-diversified across industries
- O\&G Producers/Services account approximately $1 \%$ of total loans


## APPENDIX 8

As at July 31, 2017

|  | RETAIL |  |  | WHOLESALE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REGION | Secured Mortgages \& HELOC | Secured Others | Unsecured and Credit Card | Oil \& Gas <br> Sector | Commercial | Corporate <br> Banking and Other ${ }^{(1)}$ | TOTAL |
| Quebec | 28.3\% | 2.0\% | 5.4\% | 0.0\% | 18.1\% | 4.8\% | 58.6\% |
| Ontario | 12.9\% | 0.9\% | 1.1\% | 0.1\% | 3.3\% | 4.4\% | 22.7\% |
| Oil Regions (AL/SK/NL) | 5.0\% | 0.3\% | 0.4\% | 1.4\% | 0.9\% | 1.8\% | 9.8\% |
| BC / MB | 3.9\% | 0.5\% | 0.3\% | 0.0\% | 0.8\% | 0.5\% | 6.0\% |
| Maritimes (NB/NS/PE) and Territories | 1.2\% | 0.1\% | 0.5\% | 0.0\% | 0.6\% | 0.5\% | 2.9\% |

${ }^{(1)}$ Includes Corporate, Other FM and Government portfolios

## HIGHLIGHTS

- Loan portfolio concentrated in regions with stronger job growth
- Limited small commercial or unsecured retail lending in the oil regions


## APPENDIX 9 <br> BALANCE SHEET OVERVIEW (Banking Book \& Other)

(billions of dollars)

LENDING - LOANS AND BAs (month end balance)


FUNDING - DEPOSITS AND BAs (month end balance)


- YoY growth:

Personal and Wealth Management 6\%
Commercial, Financial Markets \& Other $3 \%$
Commercial O\&G -28\%
USSF\&I $125 \%$

- YoY growth:

Personal and Wealth Management 3\%
Commercial, Financial Markets \& Treasury 25\%
Securitization -6\%

## APPENDIX 10 | oll \& GAS SECTOR \& RELATED SEGMENTS

OUTSTANDING LOANS - Q3 17
1.9 \$B



## HIGHLIGHTS

- $61 \%$ of loans to producers and $52 \%$ to servicers rated investment grade
- Majority of loans in the other wholesale related segments have investment grade rating
- Modest unsecured retail exposure in the region

Note: IG refers to investment grade equivalent AIRB ratings

## APPENDIX 11

## PRODUCERS \& SERVICES

## HISTORICAL TREND IN EXPOSURES <br> AT DEFAULT (\$B)



## HIGHLIGHTS

- Small increase in Exposure at Default in the sector
- Sectoral provision for non-impaired loans represents 7\% of total drawn loans and 15\% of non-investment grade drawn loans in this portfolio
- Comfortable with the overall level of provisions for this portfolio


## APPENDIX 12 <br> DAILY TRADING and UNDERWRITING REVENUES vs VAR

Daily Trading and Underwriting Revenues vs Trading VaR - Q3 2017
(CAD millions)


## APPENDIX 13 | Vartrend

## Trading VaR Quarterly Average



## APPENDIX 14 | COMPARATIVE PERFORMANCE - Capital Ratios

CAPITAL RATIOS UNDER BASEL III

(1) Weighted average ratios of Royal Bank of Canada, Toronto-Dominion Bank, Bank of Nova Scotia, Bank of Montreal, and Canadian Imperial Bank of Commerce

## APPENDIX 15| DETAIL OF SPECIFIED ITEMS

| (millions of dollars) | Q3 16 | Q4 16 | Q1 17 | Q2 17 | Q3 17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Wealth Management acquisitions | (7) | (9) | (6) | (7) | (8) |
| Items related to TMX | (1) | (2) | - | (2) | - |
| MAV and Other Notes | (2) | (2) | - | - | - |
| Litigation provisions | - | (25) | - | - | - |
| Write-off of Intangible Assets | - | (44) | - | - | - |
| Restructuring charge | - | (131) | - | - | - |
| Income Before Income Taxes | (10) | (213) | (6) | (9) | (8) |
| Income Taxes | 2 | 57 | 1 | 1 | 2 |
| Net Income | (8) | (156) | (5) | (8) | (6) |
| EPS Impact | (0.02) | (0.46) | (0.01) | (0.02) | (0.02) |

## INVESTOR RELATIONS

Financial analysts and investors who want to obtain financial information on the Bank are asked to contact the Investor Relations Department.

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