# SUPPLEMENTARY FINANCIAL INFORMATION 

FOURTH QUARTER 2018

## (unaudited)

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This document is available via the Bank's web site: www.nbc.ca

## Notes to users

1) The quantitative information in this document has been prepared in accordance with International Financial Reporting Standards (IFRS) and should be read in conjunction with the Report to Shareholders for all quarters of 2018. This supplementary financial information (SFI) is unaudited and should be read in conjunction with the 2018 Annual Report (including audited consolidated financial statements and accompanying management's discussion and analysis). Additional financial information is also available through our quarterly investor presentations as well as the quarterly conference call webcast. All amounts are in millions of Canadians dollars, unless otherwise stated.
2) Information related to regulatory capital as well as Pillar 3 and risk disclosures required by the Enhanced Disclosure Task Force (EDTF) is provided in the document entitled Supplementary Regulatory Capital and Pillar 3 Disclosure, which is available on the Bank's website at nbc.ca.
3) The Bank uses a number of financial measures when assessing its results and measuring its overall performance. Some of these financial measures are not calculated in accordance with GAAP, which are based on IFRS. Presenting non-GAAP financial measures helps readers to better understand how management analyzes results, shows the impacts of specified items on the results of the reported periods, and allows readers to assess results without the specified items if they consider such items not to be reflective of the underlying performance of the Bank's operations. Securities regulators require companies to caution readers that non-GAAP measures do not have a standardized meaning under GAAP and therefore may not be comparable to similar measures used by other companies.
4) The Bank uses the taxable equivalent basis to calculate net interest income, non-interest income and income taxes. This calculation method consists of grossing up certain tax-exempt income (particularly dividends) by the income tax that would have been otherwise payable. An equivalent amount is added to income taxes.
5) As stated in Note 1 to its audited annual consolidated financial statements for the year ended October 31, 2018, the Bank early adopted IFRS 9 on November 1 , 2017. As permitted by IFRS 9 , the Bank did not restate comparative consolidated financial statements. Note 3 to the audited annual consolidated financial statements for the year ended October 31, 2018 presents the impact of IFRS 9 adoption on the Bank's consolidated balance sheet as at November 1, 2017. Under IFRS 9, the Bank accounts for provisions for credit losses within the business segments. In the previous periods, only provisions for credit losses on impaired loans had been recognized in the business segments, whereas provisions for credit losses on non-impaired loans had been recognized in the Other heading (except the sectoral provision on non-impaired loans established collectively for the oil and gas producer and service company loan portfolio, which was recognized in the Personal and Commercial segment).
6) For the comparative figures, certain amounts have been revised from those previously reported in order to be consistent with the presentation adopted by the Bank for the fiscal year beginning November 1, 2017.

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Highlights

| (unaudited) |  | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| (millions of Canadian dollars, except per share amounts) |  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Net income |  | 566 | 569 | 547 | 550 | 525 | 518 | 484 | 497 | 307 | 478 | 210 | 261 | 2,232 | 2,024 | 1,256 |
| Earnings per share | - basic | 1.53 | 1.54 | 1.46 | 1.48 | 1.40 | 1.39 | 1.30 | 1.35 | 0.79 | 1.32 | 0.52 | 0.68 | 6.01 | 5.44 | 3.31 |
|  | - diluted | 1.52 | 1.52 | 1.44 | 1.46 | 1.39 | 1.37 | 1.28 | 1.34 | 0.78 | 1.31 | 0.52 | 0.67 | 5.94 | 5.38 | 3.29 |
| Return on common | areholders' equity | 17.8\% | 18.4\% | 18.6\% | 18.7\% | 17.8\% | 18.2\% | 17.9\% | 18.4\% | 11.0\% | 18.7\% | 7.7\% | 9.5\% | 18.4\% | 18.1\% | 11.7\% |


| Excluding specified items |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | 569 | 573 | 551 | 556 | 531 | 524 | 492 | 502 | 463 | 486 | 237 | 427 | 2,249 | 2,049 | 1,613 |
| Earnings per share - basic | 1.54 | 1.55 | 1.47 | 1.50 | 1.42 | 1.41 | 1.32 | 1.37 | 1.25 | 1.35 | 0.61 | 1.18 | 6.06 | 5.52 | 4.38 |
| - diluted | 1.53 | 1.53 | 1.45 | 1.48 | 1.40 | 1.39 | 1.30 | 1.35 | 1.24 | 1.33 | 0.60 | 1.17 | 5.99 | 5.45 | 4.35 |
| Return on common shareholders' equity | 17.9\% | 18.5\% | 18.7\% | 18.9\% | 18.0\% | 18.4\% | 18.2\% | 18.6\% | 17.4\% | 19.0\% | 8.9\% | 16.6\% | 18.5\% | 18.3\% | 15.5\% |
| Efficiency ratio (taxable equivalent basis) | 55.1\% | 54.4\% | 54.3\% | 54.6\% | 55.2\% | 55.4\% | 56.6\% | 56.5\% | 58.5\% | 57.9\% | 57.8\% | 58.6\% | 54.6\% | 55.9\% | 58.2\% |
| Effective tax rate (taxable equivalent basis) | 26.0\% | 25.7\% | 25.5\% | 26.9\% | 26.1\% | 27.1\% | 25.7\% | 26.4\% | 25.2\% | 23.2\% | 25.7\% | 25.2\% | 26.0\% | 26.3\% | 24.7\% |
| Total assets | 262,471 | 257,637 | 256,259 | 251,065 | 245,827 | 240,072 | 239,020 | 234,119 | 232,206 | 229,896 | 220,734 | 219,301 | 262,471 | 245,827 | 232,206 |
| Average loans and BA's | 143,986 | 140,920 | 138,365 | 136,229 | 134,601 | 131,976 | 128,883 | 127,997 | 126,797 | 123,741 | 120,831 | 118,828 | 139,887 | 130,882 | 122,559 |
| Average assets | 267,682 | 265,387 | 267,864 | 262,180 | 251,302 | 245,096 | 251,033 | 246,060 | 243,284 | 237,447 | 230,593 | 232,213 | 265,762 | 248,351 | 235,913 |
| Average common shareholders' equity | 11,518 | 11,255 | 10,939 | 10,746 | 10,660 | 10,377 | 10,155 | 9,886 | 9,631 | 9,484 | 9,379 | 9,533 | 11,115 | 10,268 | 9,524 |
| Number of common shares outstanding (thousands) | 335,071 | 337,441 | 339,348 | 340,390 | 339,592 | 341,580 | 341,524 | 340,810 | 338,053 | 336,826 | 337,418 | 337,535 | 335,071 | 339,592 | 338,053 |
| Weighted average number of common shares outstanding (thousands) | 337,508 | 339,160 | 339,885 | 340,950 | 341,108 | 341,555 | 341,107 | 339,476 | 337,882 | 337,553 | 337,329 | 337,074 | 339,372 | 340,809 | 337,460 |
| Weighted average diluted number of common shares outstanding (thousands) | 341,395 | 343,280 | 343,900 | 345,458 | 345,507 | 345,353 | 345,416 | 343,270 | 341,018 | 340,196 | 339,530 | 339,265 | 343,240 | 344,771 | 339,895 |
| Gross impaired loans ${ }^{(1)}$ | 630 | 630 | 586 | 582 | 380 | 460 | 422 | 442 | 492 | 452 | 521 | 434 | 630 | 380 | 492 |
| Gross impaired loans ${ }^{(1)}$ as a \% of total loans and BA's | 0.43\% | 0.44\% | 0.42\% | 0.42\% | 0.28\% | 0.34\% | 0.32\% | 0.34\% | 0.38\% | 0.36\% | 0.42\% | 0.36\% | 0.43\% | 0.28\% | 0.38\% |
| Provisions for credit losses on impaired loans ${ }^{(1)}$ as a \% of average loans and BA's | 0.23\% | 0.25\% | 0.23\% | 0.21\% | 0.21\% | 0.17\% | 0.18\% | 0.19\% | 0.19\% | 0.14\% | 0.23\% | 0.21\% | 0.23\% | 0.19\% | 0.19\% |
| Provisions for credit losses as a \% of average loans and BA's | 0.20\% | 0.21\% | 0.27\% | 0.25\% | 0.21\% | 0.17\% | 0.18\% | 0.19\% | 0.19\% | 0.14\% | 1.07\% | 0.21\% | 0.23\% | 0.19\% | 0.74\% |
| Net charge-off as a \% of average loans and BA's | 0.20\% | 0.22\% | 0.22\% | 0.28\% | 0.35\% | 0.16\% | 0.25\% | 0.17\% | 0.19\% | 0.33\% | 0.15\% | 0.21\% | 0.23\% | 0.23\% | 0.22\% |
| Dividends declared per common share | 0.62 | 0.62 | 0.60 | 0.60 | 0.58 | 0.58 | 0.56 | 0.56 | 0.55 | 0.55 | 0.54 | 0.54 | 2.44 | 2.28 | 2.18 |
| Dividend payout (trailing 4 quarters) excl. specified items | 40.3\% | 40.4\% | 40.7\% | 41.1\% | 41.3\% | 42.1\% | 42.0\% | 48.0\% | 49.7\% | 49.9\% | 50.1\% | 43.5\% | 40.3\% | 41.3\% | 49.7\% |
| Book value per common share | 34.40 | 33.91 | 32.64 | 31.75 | 31.51 | 30.84 | 29.97 | 29.51 | 28.52 | 28.39 | 27.75 | 27.77 | 34.40 | 31.51 | 28.52 |
| Share price - High | 65.63 | 64.29 | 64.08 | 65.35 | 62.74 | 56.44 | 58.75 | 56.60 | 47.88 | 46.65 | 45.56 | 44.11 | 65.63 | 62.74 | 47.88 |
| Share price - Low | 58.93 | 61.26 | 58.69 | 62.33 | 55.29 | 51.77 | 52.94 | 46.83 | 44.14 | 40.98 | 35.95 | 35.83 | 58.69 | 46.83 | 35.83 |
| Share price - Close | 59.76 | 63.77 | 60.98 | 63.84 | 62.61 | 56.15 | 53.05 | 56.17 | 47.88 | 44.71 | 44.84 | 39.97 | 59.76 | 62.61 | 47.88 |
| Number of registered shareholders | 21,325 | 21,391 | 21,470 | 21,564 | 21,542 | 21,608 | 21,683 | 21,776 | 21,966 | 22,019 | 22,110 | 22,120 | 21,325 | 21,542 | 21,966 |
| Capital ratios under Basel $111{ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 (CET1) | 11.7\% | 11.6\% | 11.3\% | 11.2\% | 11.2\% | 11.2\% | 10.8\% | 10.6\% | 10.1\% | 9.9\% | 9.8\% | 9.7\% | 11.7\% | 11.2\% | 10.1\% |
| Tier $1^{(3)}$ | 15.5\% | 15.4\% | 15.3\% | 15.3\% | 14.9\% | 15.2\% | 14.2\% | 14.1\% | 13.5\% | 13.3\% | 12.9\% | 12.8\% | 15.5\% | 14.9\% | 13.5\% |
| Total ${ }^{(3)}$ | 16.8\% | 16.7\% | 16.6\% | 15.5\% | 15.1\% | 15.5\% | 14.5\% | 15.9\% | 15.3\% | 15.1\% | 14.8\% | 14.2\% | 16.8\% | 15.1\% | 15.3\% |
| Leverage ratio under Basel $111{ }^{(2)}$ | 4.0\% | 4.0\% | 4.0\% | 4.0\% | 4.0\% | 4.0\% | 3.8\% | 3.8\% | 3.7\% | 3.7\% | 3.7\% | 3.8\% | 4.0\% | 4.0\% | 3.7\% |
| Liquidity coverage ratio (LCR) | 147\% | 147\% | 137\% | 135\% | 132\% | 134\% | 139\% | 139\% | 134\% | 137\% | 135\% | 135\% | 147\% | 132\% | 134\% |

(1) Given the adoption of IFRS 9 , all loans classified in Stage 3 in the expected credit loss model are impaired loans and do not take into account purchased or originated credit-impaired loans.
(1) Given the adoption of IFRS 9 , all loans classified in Stage 3 in the expected cr
Under IAS 39, loans were considered impaired according to different criteria.
(2) The ratios are calculated using the "all-in" methodology.
(3) The ratios as at October 31, 2017 include the redemption of the Series 28 preferred shares on November 15, 2017

## Shareholders' Information

| (unaudited) | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit Rating - Long-term senior debt | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Moody's ${ }^{(1)}$ | Aa3 | Aa3 | A1 | A1 | A1 | A1 | Aa3 | Aa3 | Aa3 | Aa3 | Aa3 | Aa3 |
| Standard \& Poor's | A | A | A | A | A | A | A | A | A | A | A | A |
| DBRS ${ }^{(2)}$ | AA (Low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) | AA (low) |
| Fitch | A+ | A+ | A+ | A+ | A+ | A+ | A+ | A+ | A+ | A+ | A+ | A+ |

 subordinated debt (Baa2).
(2) On April 19, 2018, DBRS credit rating agency changed its outlook from "negative" to "stable" for long-term deposits, long-term senior debt and non-NVCC subordinated debt.

| Valuation |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Market Capitalization (in millions of Canadian dollars) | 20,024 | 21,519 | 20,693 | 21,730 | 21,262 | 19,180 | 18,118 | 19,143 | 16,186 | 15,059 | 15,130 | 13,491 |
| P/E Ratio (trailing 4 Quarters) | 10.06 | 10.98 | 10.77 | 11.61 | 11.64 | 11.77 | 11.26 | 14.22 | 14.60 | 12.96 | 13.11 | 9.92 |
| Share price/Book value | 1.74 | 1.88 | 1.87 | 2.01 | 1.99 | 1.82 | 1.77 | 1.90 | 1.68 | 1.57 | 1.62 | 1.44 |
| Dividend yield (annualized) | 4.15\% | 3.89\% | 3.94\% | 3.76\% | 3.71\% | 4.13\% | 4.22\% | 3.99\% | 4.59\% | 4.92\% | 4.82\% | 5.40\% |
| Other Information |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 19,103 | 19,275 | 19,105 | 18,949 | 18,967 | 19,074 | 19,023 | 19,265 | 19,790 | 19,860 | 19,597 | 19,582 |
| Outside of Canada | 4,347 | 3,754 | 3,254 | 2,919 | 2,668 | 2,452 | 2,267 | 2,030 | 1,980 | 1,871 | 508 | 532 |
| Total | 23,450 | 23,029 | 22,359 | 21,868 | 21,635 | 21,526 | 21,290 | 21,295 | 21,770 | 21,731 | 20,105 | 20,114 |
| Number of employees (full-time equivalent) |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 18,079 | 18,272 | 18,086 | 17,897 | 17,916 | 18,068 | 17,979 | 18,140 | 18,620 | 18,731 | 18,471 | 18,425 |
| Outside of Canada | 4,347 | 3,754 | 3,254 | 2,919 | 2,668 | 2,452 | 2,267 | 2,030 | 1,980 | 1,871 | 508 | 532 |
| Total | 22,426 | 22,026 | 21,340 | 20,816 | 20,584 | 20,520 | 20,246 | 20,170 | 20,600 | 20,602 | 18,979 | 18,957 |
| Number of branches in Canada | 428 | 428 | 428 | 429 | 429 | 443 | 445 | 448 | 450 | 453 | 453 | 453 |
| Number of ATM'S in Canada | 937 | 934 | 933 | 932 | 931 | 932 | 944 | 941 | 938 | 937 | 935 | 932 |


|  | Ticker Symbol ${ }^{(1)}$ |
| :---: | :---: |
| Common Shares | NA |
| First Preferred Shares |  |
| Series 30 | NA.PR.S |
| Series 32 | NA.PR.W |
| Series 34 | NA.PR.X |
| Series 36 | NA.PR.A |
| Series 38 | NA.PR.C |
| Series 40 | NA.PR.E |
| Series 42 | NA.PR.G |

(1) Listed on the TSX.

Detailed Information on Income

| (unaudited) (millions of Canadian dollars) (taxable equivalent basis) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Net interest income | 861 | 872 | 921 | 872 | 921 | 942 | 861 | 921 | 880 | 871 | 838 | 847 | 3,526 | 3,645 | 3,436 |
| Non-interest income | 1,013 | 982 | 897 | 993 | 837 | 798 | 789 | 784 | 744 | 734 | 664 | 497 | 3,885 | 3,208 | 2,639 |
| Total revenues | 1,874 | 1,854 | 1,818 | 1,865 | 1,758 | 1,740 | 1,650 | 1,705 | 1,624 | 1,605 | 1,502 | 1,344 | 7,411 | 6,853 | 6,075 |
| Non-interest expenses | 1,036 | 1,011 | 992 | 1,024 | 976 | 971 | 941 | 969 | 1,159 | 937 | 876 | 903 | 4,063 | 3,857 | 3,875 |
| Provisions for credit losses | 73 | 76 | 91 | 87 | 70 | 58 | 56 | 60 | 59 | 45 | 317 | 63 | 327 | 244 | 484 |
| Income before income taxes | 765 | 767 | 735 | 754 | 712 | 711 | 653 | 676 | 406 | 623 | 309 | 378 | 3,021 | 2,752 | 1,716 |
| Income taxes | 199 | 198 | 188 | 204 | 187 | 193 | 169 | 179 | 99 | 145 | 99 | 117 | 789 | 728 | 460 |
| Net income | 566 | 569 | 547 | 550 | 525 | 518 | 484 | 497 | 307 | 478 | 210 | 261 | 2,232 | 2,024 | 1,256 |
| Non-controlling interests | 16 | 23 | 25 | 23 | 19 | 24 | 22 | 19 | 18 | 18 | 17 | 22 | 87 | 84 | 75 |
| Net income attributable to the Bank's shareholders | 550 | 546 | 522 | 527 | 506 | 494 | 462 | 478 | 289 | 460 | 193 | 239 | 2,145 | 1,940 | 1,181 |
| Effective tax rate | 26.0\% | 25.8\% | 25.6\% | 27.1\% | 26.3\% | 27.1\% | 25.9\% | 26.5\% | 24.4\% | 23.3\% | 32.0\% | 31.0\% | 26.1\% | 26.5\% | 26.8\% |
| Dividends on preferred shares | 32 | 25 | 26 | 22 | 27 | 19 | 20 | 19 | 23 | 14 | 16 | 8 | 105 | 85 | 61 |
| Dividends on common shares | 209 | 211 | 204 | 205 | 198 | 198 | 191 | 191 | 186 | 186 | 182 | 182 | 829 | 778 | 736 |
| Number of common shares (avg.) (thousands) | 337,508 | 339,160 | 339,885 | 340,950 | 341,108 | 341,555 | 341,107 | 339,476 | 337,882 | 337,553 | 337,329 | 337,074 | 339,372 | 340,809 | 337,463 |

(unaudited) (millions of Canadian dollars)
(taxable equivalent basis)

| Excluding specified items |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 861 | 872 | 921 | 872 | 921 | 942 | 861 | 921 | 882 | 873 | 841 | 849 | 3,526 | 3,645 | 3,445 |
| Non-interest income | 1,015 | 984 | 899 | 996 | 839 | 801 | 793 | 786 | 750 | 737 | 666 | 681 | 3,894 | 3,219 | 2,834 |
| Total revenues | 1,876 | 1,856 | 1,820 | 1,868 | 1,760 | 1,743 | 1,654 | 1,707 | 1,632 | 1,610 | 1,507 | 1,530 | 7,420 | 6,864 | 6,279 |
| Non-interest expenses | 1,034 | 1,009 | 989 | 1,020 | 971 | 966 | 936 | 965 | 954 | 932 | 871 | 896 | 4,052 | 3,838 | 3,653 |
| Provisions for credit losses | 73 | 76 | 91 | 87 | 70 | 58 | 56 | 60 | 59 | 45 | 317 | 63 | 327 | 244 | 484 |
| Income before income taxes | 769 | 771 | 740 | 761 | 719 | 719 | 662 | 682 | 619 | 633 | 319 | 571 | 3,041 | 2,782 | 2,142 |
| Income taxes | 200 | 198 | 189 | 205 | 188 | 195 | 170 | 180 | 156 | 147 | 82 | 144 | 792 | 733 | 529 |
| Net income | 569 | 573 | 551 | 556 | 531 | 524 | 492 | 502 | 463 | 486 | 237 | 427 | 2,249 | 2,049 | 1,613 |
| Non-controlling interests | 16 | 23 | 25 | 23 | 19 | 24 | 22 | 19 | 18 | 18 | 17 | 22 | 87 | 84 | 75 |
| Net income attributable to the Bank's shareholders | 553 | 550 | 526 | 533 | 512 | 500 | 470 | 483 | 445 | 468 | 220 | 405 | 2,162 | 1,965 | 1,538 |
| Effective tax rate | 26.0\% | 25.7\% | 25.5\% | 26.9\% | 26.1\% | 27.1\% | 25.7\% | 26.4\% | 25.2\% | 23.2\% | 25.7\% | 25.2\% | 26.0\% | 26.3\% | 24.7\% |
| Dividends on preferred shares | 32 | 25 | 26 | 22 | 27 | 19 | 20 | 19 | 23 | 14 | 16 | 8 | 105 | 85 | 61 |
| Dividends on common shares | 209 | 211 | 204 | 205 | 198 | 198 | 191 | 191 | 186 | 186 | 182 | 182 | 829 | 778 | 736 |
| Number of common shares (avg.) (thousands) | 337,508 | 339,160 | 339,885 | 340,950 | 341,108 | 341,555 | 341,107 | 339,476 | 337,882 | 337,553 | 337,329 | 337,074 | 339,372 | 340,809 | 337,463 |


| Net interest income | 35 | 35 | 36 | 38 | 40 | 55 | 46 | 68 | 53 | 48 | 75 | 55 | 144 | 209 | 231 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest income | 25 | 27 | 28 | 21 | 14 | 10 | 7 | 4 | 2 | - | 2 | - | 101 | 35 | 4 |
| Income taxes | 60 | 62 | 64 | 59 | 54 | 65 | 53 | 72 | 55 | 48 | 77 | 55 | 245 | 244 | 235 |


| Net income by segment <br> Excluding specified items |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal and Commercial | 257 | 248 | 213 | 230 | 234 | 235 | 226 | 208 | 191 | 199 | (13) | 180 | 948 | 903 | 557 |
| Wealth Management | 127 | 130 | 123 | 126 | 115 | 109 | 103 | 104 | 92 | 87 | 84 | 84 | 506 | 431 | 347 |
| Financial Markets | 192 | 178 | 190 | 204 | 183 | 165 | 171 | 179 | 175 | 155 | 149 | 149 | 764 | 698 | 628 |
| U.S. Specialty Finance and International (USSF\&I) | 55 | 54 | 63 | 50 | 55 | 51 | 40 | 38 | 21 | 64 | 22 | 40 | 222 | 184 | 147 |
| Other | (62) | (37) | (38) | (54) | (56) | (36) | (48) | (27) | (16) | (19) | (5) | (26) | (191) | (167) | (66) |

## Results of Operations as a \% of Average Assets; Selected B/S items; AUA \& AUM

| (unaudited) (taxable equivalent basis) (Excluding specified items) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Total revenues | 2.78 | 2.81 | 2.82 | 2.83 | 2.78 | 2.82 | 2.70 | 2.75 | 2.67 | 2.70 | 2.66 | 2.62 | 2.81 | 2.76 | 2.66 |
| Non-interest expenses | 1.53 | 1.53 | 1.53 | 1.54 | 1.53 | 1.56 | 1.53 | 1.56 | 1.56 | 1.56 | 1.54 | 1.54 | 1.53 | 1.55 | 1.55 |
| Provisions for credit losses | 0.11 | 0.12 | 0.14 | 0.13 | 0.11 | 0.09 | 0.09 | 0.10 | 0.10 | 0.08 | 0.56 | 0.11 | 0.12 | 0.10 | 0.21 |
| Income taxes | 0.30 | 0.30 | 0.29 | 0.31 | 0.30 | 0.32 | 0.28 | 0.29 | 0.26 | 0.25 | 0.14 | 0.25 | 0.30 | 0.30 | 0.22 |
| Non-controlling interests | 0.02 | 0.03 | 0.04 | 0.03 | 0.03 | 0.04 | 0.04 | 0.03 | 0.03 | 0.03 | 0.03 | 0.04 | 0.04 | 0.04 | 0.03 |
| Net income attributable to the Bank's shareholders | 0.82 | 0.83 | 0.82 | 0.81 | 0.81 | 0.81 | 0.77 | 0.78 | 0.73 | 0.78 | 0.39 | 0.69 | 0.82 | 0.79 | 0.65 |
| Prime rate | 3.72\% | 3.50\% | 3.45\% | 3.24\% | 3.10\% | 2.75\% | 2.70\% | 2.70\% | 2.70\% | 2.70\% | 2.70\% | 2.70\% | 3.48\% | 2.81\% | 2.70\% |
| CDOR | 1.87\% | 1.69\% | 1.60\% | 1.40\% | 1.29\% | 0.95\% | 0.91\% | 0.91\% | 0.88\% | 0.89\% | 0.88\% | 0.85\% | 1.64\% | 1.01\% | 0.88\% |
| Spread | 1.85\% | 1.81\% | 1.85\% | 1.84\% | 1.81\% | 1.81\% | 1.79\% | 1.79\% | 1.82\% | 1.81\% | 1.82\% | 1.85\% | 1.84\% | 1.80\% | 1.82\% |

Selected average Consolidated balance sheet items (millions of Canadian dollars)

| Average Securities | 78,339 | 79,738 | 81,495 | 75,076 | 64,252 | 63,147 | 70,075 | 69,005 | 66,675 | 61,035 | 57,686 | 57,675 | 78,640 | 66,591 | 60,784 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Securities purchased under reverse repurchase agreements and securities borrowed | 16,699 | 13,834 | 17,137 | 21,811 | 21,735 | 20,735 | 18,754 | 18,251 | 18,360 | 18,964 | 19,086 | 19,743 | 17,372 | 19,878 | 19,038 |
| Average loans and BA's | 143,986 | 140,920 | 138,365 | 136,229 | 134,601 | 131,976 | 128,883 | 127,997 | 126,797 | 123,741 | 120,831 | 118,828 | 139,887 | 130,882 | 122,559 |
| Average interest-bearing assets | 247,448 | 244,976 | 246,231 | 243,691 | 231,893 | 225,294 | 228,078 | 222,882 | 216,781 | 208,086 | 202,625 | 200,122 | 245,582 | 227,028 | 206,927 |
| Average assets | 267,682 | 265,387 | 267,864 | 262,180 | 251,302 | 245,096 | 251,033 | 246,060 | 243,284 | 237,447 | 230,593 | 232,213 | 265,762 | 248,351 | 235,913 |
| Average deposits | 170,598 | 167,588 | 166,201 | 164,286 | 158,007 | 155,421 | 153,220 | 150,336 | 147,741 | 142,243 | 139,166 | 142,178 | 167,176 | 154,254 | 142,852 |
| Common shares (Balance) | 2,822 | 2,825 | 2,868 | 2,861 | 2,768 | 2,816 | 2,793 | 2,763 | 2,645 | 2,592 | 2,620 | 2,623 | 2,822 | 2,768 | 2,645 |
| Average Common shareholders' equity | 11,518 | 11,255 | 10,939 | 10,746 | 10,660 | 10,377 | 10,155 | 9,886 | 9,631 | 9,484 | 9,379 | 9,533 | 11,115 | 10,268 | 9,524 |


| Assets under administration | 416,199 | 425,299 | 427,407 | 428,377 | 411,817 | 365,586 | 364,077 | 352,926 | 341,047 | 332,231 | 316,262 | 302,832 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual | 37,007 | 37,056 | 35,104 | 34,487 | 33,349 | 31,168 | 30,831 | 28,879 | 27,589 | 26,728 | 24,687 | 23,946 |
| Mutual funds | 31,874 | 33,741 | 32,911 | 32,838 | 32,192 | 30,909 | 30,939 | 29,431 | 28,706 | 28,068 | 26,707 | 25,515 |
|  | 68,881 | 70,797 | 68,015 | 67,325 | 65,541 | 62,077 | 61,770 | 58,310 | 56,295 | 54,796 | 51,394 | 49,461 |
| Assets under administration and under management | 485,080 | 496,096 | 495,422 | 495,702 | 477,358 | 427,663 | 425,847 | 411,236 | 397,342 | 387,027 | 367,656 | 352,293 |

Segment Disclosures (excluding specified items)

| (unaudited) (millions of Canadian dollars)(taxable equivalent basis) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Personal and Commercial | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Net interest income Non-interest income | $\begin{aligned} & 572 \\ & 259 \end{aligned}$ | $\begin{aligned} & 564 \\ & 268 \end{aligned}$ | 532 245 | 544 255 | 537 249 | 526 258 | 496 236 | 510 245 | 502 237 | 497 242 | 471 227 | 485 239 | 2,212 1,027 | 2,069 988 | 1,955 945 |
| Total revenues Non-interest expenses Provisions for credit losses ${ }^{(1)}$ | $\begin{array}{r} 831 \\ 431 \\ 50 \\ \hline \end{array}$ | $\begin{array}{r} 832 \\ 432 \\ 61 \\ \hline \end{array}$ | $\begin{array}{r}777 \\ 429 \\ 58 \\ \hline\end{array}$ | $\begin{array}{r}799 \\ 428 \\ 57 \\ \hline\end{array}$ | $\begin{array}{r} 786 \\ 417 \\ 50 \\ \hline \end{array}$ | 784 419 45 | $\begin{array}{r} 732 \\ 417 \\ 6 \\ \hline \end{array}$ | 755 419 52 | $\begin{array}{r}739 \\ 423 \\ 54 \\ \hline\end{array}$ | $\begin{array}{r}739 \\ 422 \\ 44 \\ \hline\end{array}$ | $\begin{aligned} & \hline 698 \\ & 401 \\ & 315 \\ & \hline \end{aligned}$ | 724 416 62 | $\begin{array}{r} \hline 3,239 \\ 1,720 \\ 226 \end{array}$ | $\begin{array}{r} 3,057 \\ 1,672 \\ 153 \\ \hline \end{array}$ | $\begin{array}{r}2,900 \\ 1,662 \\ 475 \\ \hline\end{array}$ |
| Income before income taxes Income taxes | $\begin{array}{r\|} \hline 350 \\ 93 \\ \hline \end{array}$ | $\begin{array}{r} 339 \\ 91 \\ \hline \end{array}$ | $\begin{array}{r} 290 \\ 77 \\ \hline \end{array}$ | $\begin{array}{r} 314 \\ 84 \\ \hline \end{array}$ | $\begin{array}{r} 319 \\ 85 \\ \hline \end{array}$ | $\begin{array}{r} 320 \\ 85 \\ \hline \end{array}$ | $\begin{array}{r} \hline 309 \\ 83 \\ \hline \end{array}$ | $\begin{array}{r}284 \\ 76 \\ \hline\end{array}$ | $\begin{array}{r\|} \hline 262 \\ 71 \\ \hline \end{array}$ | $\begin{array}{r} 273 \\ 74 \\ \hline \end{array}$ | (18) $(5)$ | $\begin{array}{r} 246 \\ 66 \\ \hline \end{array}$ | $\begin{array}{r}1,293 \\ 345 \\ \hline\end{array}$ | 1,232 329 | 763 <br> 206 |
| Net income <br> Non-controlling interests | 257 | 248 | 213 | 230 | 234 | 235 | 226 | 208 | 191 | 199 | (13) | 180 | 948 | 903 | 557 |
| Net income attributable to the Bank's shareholders | 257 | 248 | 213 | 230 | 234 | 235 | 226 | 208 | 191 | 199 | (13) | 180 | 948 | 903 | 557 |
| Net interest margin ${ }^{(2)}$ | 2.33\% | 2.33\% | 2.31\% | 2.30\% | 2.30\% | 2.27\% | 2.23\% | 2.24\% | 2.24\% | 2.26\% | 2.21\% | 2.25\% | 2.32\% | 2.26\% | 2.24\% |
| Efficiency ratio | 51.9\% | 51.9\% | 55.2\% | 53.6\% | 53.1\% | 53.4\% | 57.0\% | 55.5\% | 57.2\% | 57.1\% | 57.4\% | 57.5\% | 53.1\% | 54.7\% | 57.3\% |
| Gross average loans and BA's - Personal | 67,936 | 67,119 | 66,327 | 66,165 | 65,644 | 64,981 | 64,094 | 63,973 | 62,940 | 61,850 | 60,884 | 60,417 | 66,892 | 64,678 | 61,526 |
| Mortgages loans | 57,249 | 56,582 | 55,920 | 55,789 | 55,354 | 54,765 | 54,156 | 54,114 | 53,209 | 52,351 | 51,652 | 51,205 | 56,389 | 54,601 | 52,106 |
| Personal loans | 8,359 | 8,222 | 8,172 | 8,083 | 8,047 | 7,990 | 7,788 | 7,650 | 7,568 | 7,346 | 7,163 | 7,085 | 8,209 | 7,870 | 7,291 |
| Credit Card | 2,328 | 2,315 | 2,235 | 2,293 | 2,243 | 2,226 | 2,150 | 2,209 | 2,163 | 2,153 | 2,069 | 2,127 | 2,294 | 2,207 | 2,128 |
| Gross average loans and BA's - Commercial | 34,903 | 34,146 | 33,356 | 32,305 | 31,839 | 31,508 | 31,471 | 30,713 | 30,565 | 30,345 | 30,616 | 30,353 | 33,680 | 31,382 | 30,469 |
| Commercial (excluding Oil \& Gas) | 33,285 | 32,598 | 31,949 | 31,006 | 30,632 | 30,387 | 30,269 | 29,423 | 29,177 | 28,621 | 28,553 | 28,036 | 32,212 | 30,177 | 28,597 |
| Oil \& Gas | 1,618 | 1,548 | 1,407 | 1,299 | 1,207 | 1,121 | 1,202 | 1,290 | 1,388 | 1,724 | 2,063 | 2,317 | 1,468 | 1,205 | 1,872 |
| Average assets | 103,102 | 101,407 | 99,807 | 98,132 | 97,805 | 96,911 | 95,956 | 95,044 | 93,851 | 92,532 | 91,844 | 91,147 | 100,619 | 96,433 | 92,347 |
| Average interest-bearing assets | 97,276 | 95,873 | 94,566 | 93,636 | 92,777 | 92,109 | 91,269 | 90,366 | 89,054 | 87,534 | 86,683 | 85,779 | 95,344 | 91,633 | 87,266 |
| Average deposits - Personal | 28,913 | 28,724 | 28,330 | 28,052 | 27,619 | 27,508 | 27,182 | 27,022 | 26,696 | 26,529 | 26,125 | 25,564 | 28,506 | 27,334 | 26,229 |
| Average deposits - Commercial | 31,803 | 30,180 | 28,003 | 28,142 | 28,987 | 27,745 | 26,398 | 24,723 | 23,863 | 22,789 | 21,299 | 20,857 | 29,545 | 26,968 | 22,207 |
| Number of employees | 9,437 | 9,549 | 9,471 | 9,385 | 9,354 |  |  |  |  |  |  |  | 9,437 | 9,354 |  |


| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 131 | 130 | 125 | 124 | 118 | 107 | 102 | 104 | 98 | 94 | 91 | 89 | 510 | 431 | 372 |
| Non-interest income | 316 | 314 | 308 | 320 | 296 | 298 | 293 | 295 | 277 | 269 | 264 | 269 | 1,258 | 1,182 | 1,079 |
| Total revenues | 447 | 444 | 433 | 444 | 414 | 405 | 395 | 399 | 375 | 363 | 355 | 358 | 1,768 | 1,613 | 1,451 |
| Non-interest expenses | 274 | 268 | 266 | 273 | 258 | 256 | 256 | 257 | 250 | 244 | 239 | 244 | 1,081 | 1,027 | 977 |
| Provisions for credit losses ${ }^{(1)}$ | 2 | - | - | 1 | 1 | 1 | - | 1 | 1 | 1 | 2 | 1 | 3 | 3 | 5 |
| Income before income taxes | 171 | 176 | 167 | 170 | 155 | 148 | 139 | 141 | 124 | 118 | 114 | 113 | 684 | 583 | 469 |
| Income taxes | 44 | 46 | 44 | 44 | 40 | 39 | 36 | 37 | 32 | 31 | 30 | 29 | 178 | 152 | 122 |
| Net income | 127 | 130 | 123 | 126 | 115 | 109 | 103 | 104 | 92 | 87 | 84 | 84 | 506 | 431 | 347 |
| Non-controlling interests | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net income attributable to the Bank's shareholders | 127 | 130 | 123 | 126 | 115 | 109 | 103 | 104 | 92 | 87 | 84 | 84 | 506 | 431 | 347 |
| Efficiency ratio | 61.3\% | 60.4\% | 61.4\% | 61.5\% | 62.3\% | 63.2\% | 64.8\% | 64.4\% | 66.7\% | 67.2\% | 67.3\% | 68.2\% | 61.1\% | 63.7\% | 67.3\% |
| Average loans and BA's | 11,704 | 11,248 | 10,887 | 10,570 | 10,353 | 10,093 | 9,687 | 9,557 | 9,448 | 9,413 | 9,391 | 9,266 | 11,104 | 9,924 | 9,379 |
| Average assets | 13,134 | 12,651 | 12,312 | 12,099 | 12,115 | 11,804 | 11,382 | 11,299 | 11,053 | 11,007 | 11,022 | 10,944 | 12,551 | 11,652 | 11,006 |
| Average deposits | 32,185 | 31,401 | 31,448 | 31,331 | 30,087 | 30,990 | 31,984 | 31,734 | 30,096 | 28,743 | 27,857 | 26,671 | 31,592 | 31,192 | 28,344 |
| Number of employees | 2,806 | 2,819 | 2,797 | 2,793 | 2,812 |  |  |  |  |  |  |  | 2,806 | 2,812 |  |


loans had been recognized in the Other heading (except the sectoral provision on performing loans established collectively for the oil and gas producer and service company loan portfolio, which was recognized in the Personal and Commercial segment).
(2) Net interest margin is calculated by dividing interest income by average interest bearing assets.

Segment Disclosures (excluding specified items) (continued)

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Financial Markets | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Net interest income | 71 | 93 | 146 | 99 | 165 | 184 | 194 | 229 | 225 | 231 | 254 | 228 | 409 | 772 | 938 |
| Non-interest income | 365 | 323 | 291 | 355 | 248 | 205 | 206 | 187 | 175 | 138 | 104 | 119 | 1,334 | 846 | 536 |
| Total revenues | 436 | 416 | 437 | 454 | 413 | 389 | 400 | 416 | 400 | 369 | 358 | 347 | 1,743 | 1,618 | 1,474 |
| Non-interest expenses | 174 | 171 | 176 | 176 | 163 | 164 | 166 | 172 | 160 | 156 | 155 | 143 | 697 | 665 | 614 |
| Provisions for credit losses ${ }^{(1)}$ | - | 2 | 2 | - | - | - | - | - | - | - | - | - | 4 | - | - |
| Income before income taxes | 262 | 243 | 259 | 278 | 250 | 225 | 234 | 244 | 240 | 213 | 203 | 204 | 1,042 | 953 | 860 |
| Income taxes | 70 | 65 | 69 | 74 | 67 | 60 | 63 | 65 | 65 | 58 | 54 | 55 | 278 | 255 | 232 |
| Net income | 192 | 178 | 190 | 204 | 183 | 165 | 171 | 179 | 175 | 155 | 149 | 149 | 764 | 698 | 628 |
| Non-controlling interests | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net income attributable to the Bank's shareholders | 192 | 178 | 190 | 204 | 183 | 165 | 171 | 179 | 175 | 155 | 149 | 149 | 764 | 698 | 628 |
| Efficiency ratio | 39.9\% | 41.1\% | 40.3\% | 38.8\% | 39.5\% | 42.2\% | 41.5\% | 41.3\% | 40.0\% | 42.3\% | 43.3\% | 41.2\% | 40.0\% | 41.1\% | 41.7\% |
| Average loans and BA's (Corporate Banking only) | 16,005 | 15,667 | 14,756 | 14,025 | 13,931 | 13,236 | 12,547 | 12,739 | 13,364 | 13,234 | 11,863 | 11,732 | 15,116 | 13,118 | 12,552 |
| Average assets | 97,976 | 99,067 | 104,131 | 101,816 | 93,030 | 92,046 | 98,189 | 96,781 | 93,987 | 88,433 | 81,834 | 85,587 | 100,721 | 94,991 | 87,491 |
| Average deposits | 25,234 | 23,525 | 22,827 | 22,430 | 21,660 | 20,914 | 20,266 | 20,843 | 16,668 | 14,677 | 13,813 | 15,617 | 23,510 | 20,926 | 15,201 |
| Number of employees | 706 | 722 | 679 | 687 | 701 |  |  |  |  |  |  |  | 706 | 701 |  |


| U.S. Specialty Finance and International (USSF\&I) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 147 | 140 | 150 | 147 | 139 | 129 | 101 | 97 | 78 | 68 | 55 | 83 | 584 | 466 | 284 |
| Non-interest income | 11 | 6 | 24 | 14 | 15 | 18 | 21 | 21 | 24 | 57 | 21 | 25 | 55 | 75 | 127 |
| Total revenues | 158 | 146 | 174 | 161 | 154 | 147 | 122 | 118 | 102 | 125 | 76 | 108 | 639 | 541 | 411 |
| Non-interest expenses | 65 | 64 | 62 | 60 | 56 | 58 | 55 | 56 | 66 | 52 | 41 | 48 | 251 | 225 | 207 |
| Provisions for credit losses ${ }^{(1)}$ | 22 | 12 | 31 | 29 | 19 | 12 | 10 | 7 | 4 | - | - | - | 94 | 48 | 4 |
| Income before income taxes | 71 | 70 | 81 | 72 | 79 | 77 | 57 | 55 | 32 | 73 | 35 | 60 | 294 | 268 | 200 |
| Income taxes | 16 | 16 | 18 | 22 | 24 | 26 | 17 | 17 | 11 | 9 | 13 | 20 | 72 | 84 | 53 |
| Net income | 55 | 54 | 63 | 50 | 55 | 51 | 40 | 38 | 21 | 64 | 22 | 40 | 222 | 184 | 147 |
| Non-controlling interests | 8 | 10 | 11 | 9 | 6 | 9 | 8 | 6 | 4 | 4 | 4 | 8 | 38 | 29 | 20 |
| Net income attributable to the Bank's shareholders | 47 | 44 | 52 | 41 | 49 | 42 | 32 | 32 | 17 | 60 | 18 | 32 | 184 | 155 | 127 |
| Efficiency ratio | 41.1\% | 43.8\% | 35.6\% | 37.3\% | 36.4\% | 39.5\% | 45.1\% | 47.5\% | 64.7\% | 41.6\% | 53.9\% | 44.4\% | 39.3\% | 41.6\% | 50.4\% |
| Average loans and BA's | 8,218 | 7,637 | 7,856 | 7,702 | 7,565 | 6,657 | 5,269 | 4,733 | 4,363 | 3,739 | 3,370 | 2,522 | 7,853 | 6,062 | 3,499 |
| Average revenue-bearing other assets | 1 | 2 | 10 | 46 | 113 | 308 | 578 | 801 | 927 | 1,064 | 1,235 | 1,424 | 15 | 449 | 1,162 |
| Average assets | 9,957 | 9,233 | 9,104 | 8,777 | 8,658 | 7,940 | 6,799 | 6,655 | 6,312 | 5,586 | 5,010 | 4,360 | 9,270 | 7,519 | 5,319 |
| Average deposits | 2,289 | 2,007 | 1,795 | 1,532 | 1,418 | 1,294 | 1,225 | 1,122 | 1,095 | 843 |  |  | 1,907 | 1,265 | 487 |
| Number of employees | 4,202 | 3,612 | 3,125 | 2,794 | 2,543 |  |  |  |  |  |  |  | 4,202 | 2,543 |  |

 loans had been recognized in the Other heading (except the sectoral provision on performing loans established collectively for the oil and gas producer and service company loan portfolio, which was recognized in the Personal and Commercial segment).

Segment Disclosures (excluding specified items) (continued)


| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 826 | 837 | 885 | 834 | 881 | 887 | 815 | 853 | 829 | 825 | 766 | 794 | 3,382 | 3,436 | 3,214 |
| Non-interest income | 990 | 957 | 871 | 975 | 825 | 791 | 786 | 782 | 748 | 737 | 664 | 681 | 3,793 | 3,184 | 2,830 |
| Total revenues | 1,816 | 1,794 | 1,756 | 1,809 | 1,706 | 1,678 | 1,601 | 1,635 | 1,577 | 1,562 | 1,430 | 1,475 | 7,175 | 6,620 | 6,044 |
| Non-interest expenses | 1,034 | 1,009 | 989 | 1,020 | 971 | 966 | 936 | 965 | 954 | 932 | 871 | 896 | 4,052 | 3,838 | 3,653 |
| Provisions for credit losses ${ }^{(1)}$ | 73 | 76 | 91 | 87 | 70 | 58 | 56 | 60 | 59 | 45 | 317 | 63 | 327 | 244 | 484 |
| Income before income taxes | 709 | 709 | 676 | 702 | 665 | 654 | 609 | 610 | 564 | 585 | 242 | 516 | 2,796 | 2,538 | 1,907 |
| Income taxes | 140 | 136 | 125 | 146 | 134 | 130 | 117 | 108 | 101 | 99 | 5 | 89 | 547 | 489 | 294 |
| Net income | 569 | 573 | 551 | 556 | 531 | 524 | 492 | 502 | 463 | 486 | 237 | 427 | 2,249 | 2,049 | 1,613 |
| Non-controlling interests | 16 | 23 | 25 | 23 | 19 | 24 | 22 | 19 | 18 | 18 | 17 | 22 | 87 | 84 | 75 |
| Net income attributable to the Bank's shareholders | 553 | 550 | 526 | 533 | 512 | 500 | 470 | 483 | 445 | 468 | 220 | 405 | 2,162 | 1,965 | 1,538 |
| Efficiency ratio (taxable equivalent basis) | 55.1\% | 54.4\% | 54.3\% | 54.6\% | 55.2\% | 55.4\% | 56.6\% | 56.5\% | 58.5\% | 57.9\% | 57.8\% | 58.6\% | 54.6\% | 55.9\% | 58.2\% |
| Average loans and BA's | 143,986 | 140,920 | 138,365 | 136,229 | 134,601 | 131,976 | 128,883 | 127,997 | 126,797 | 123,741 | 120,831 | 118,828 | 139,887 | 130,882 | 122,559 |
| Average assets | 267,682 | 265,387 | 267,864 | 262,180 | 251,302 | 245,096 | 251,033 | 246,060 | 243,284 | 237,447 | 230,593 | 232,213 | 265,762 | 248,351 | 235,913 |
| Average deposits | 170,598 | 167,588 | 166,201 | 164,286 | 158,007 | 155,421 | 153,220 | 150,336 | 147,741 | 142,243 | 139,166 | 142,178 | 167,176 | 154,254 | 142,852 |
| Number of employees | 23,450 | 23,029 | 22,359 | 21,868 | 21,635 |  |  |  |  |  |  |  | 23,450 | 21,635 |  |


loans had been recognized in the Other heading (except the sectoral provision on performing loans established collectively for the oil and gas producer and service company loan portfolio, which was recognized in the Personal and Commercial segment).
U.S. Specialty Finance and International - Detailed Information

| (unaudited) (millions of Canadian dollars) |  |  |  |  |  |  |  |  |  | IFRS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Full Year |  |  |  |
| U.S. Specialty Finance and International (USSF\&I) | Q4 |  |  |  | Q3 |  |  |  | Q2 |  |  |  | Q1 |  |  |  | 2018 |  |  |  |
|  | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA bank | Other ${ }^{(1)}$ | Total |
| Net interest income Non-interest income | $\begin{array}{r}100 \\ - \\ \hline\end{array}$ | $\begin{gathered} 49 \\ 89 \end{gathered}$ | $\begin{aligned} & \hline(2) \\ & 3 \end{aligned}$ | $\begin{array}{r} \hline 147 \\ 11 \\ \hline \end{array}$ | $\begin{array}{r}97 \\ 3 \\ \hline\end{array}$ | 44 3 | $\stackrel{(1)}{-}$ | 140 6 | 113 16 | 38 <br> 7 | $(1)$ <br> 1 | $\begin{array}{r}150 \\ 24 \\ \hline\end{array}$ | 114 3 | 34 9 | $(1)$ <br> 2 | 147 14 | $\begin{array}{r}424 \\ 22 \\ \hline\end{array}$ | $\begin{array}{r}165 \\ 27 \\ \hline\end{array}$ | $(5)$ <br> 6 | $\begin{array}{r}584 \\ 55 \\ \hline\end{array}$ |
| Total revenues Non-interest expenses Provisions for credit losses | $\begin{array}{r} 100 \\ 38 \\ 18 \end{array}$ | $\begin{array}{r} 57 \\ 27 \\ 4 \end{array}$ | 1 | $\begin{array}{r} 158 \\ 65 \\ 22 \end{array}$ | $\begin{array}{r} 100 \\ 40 \\ 9 \\ \hline \end{array}$ | $\begin{gathered} 47 \\ 24 \\ 3 \\ \hline \end{gathered}$ | $\stackrel{(1)}{-}$ | 146 64 12 | $\begin{array}{r} 129 \\ 39 \\ 28 \end{array}$ | $\begin{array}{r} 45 \\ 22 \\ 3 \end{array}$ | $\overline{1}$ | 174 62 31 | 117 39 26 | $\begin{array}{r} 43 \\ 20 \\ 3 \\ \hline \end{array}$ | 1 1 | 161 60 29 | $\begin{array}{r} 446 \\ 156 \\ 81 \end{array}$ | 192 93 13 | 1 2 | $\begin{array}{r} 639 \\ 251 \\ 94 \end{array}$ |
| Income before income taxes Income taxes | $\begin{aligned} & 44 \\ & 10 \end{aligned}$ | 26 6 | 1 | 71 16 | 51 13 | 20 3 3 | (1) | 70 16 | 62 14 | 20 4 | $\stackrel{(1)}{-}$ | 81 18 | 52 18 | 20 4 | - | 72 22 | $\begin{array}{r}209 \\ 55 \\ \hline\end{array}$ | 86 17 | (1) | $\begin{array}{r}294 \\ 72 \\ \hline\end{array}$ |
| Net income <br> Non-controlling interests | $\begin{array}{r} 34 \\ 6 \\ \hline \end{array}$ | $\begin{array}{r}20 \\ 2 \\ \hline\end{array}$ | 1 | $\begin{array}{r}55 \\ 8 \\ \hline\end{array}$ | $\begin{array}{r}38 \\ 7 \\ \hline\end{array}$ | 17 3 | (1) | 54 <br> 10 | 48 9 | 16 2 | $\begin{array}{r}\text { (1) } \\ - \\ \hline\end{array}$ | 63 11 | 34 7 7 | 16 2 | - | 50 9 | $\begin{array}{r}154 \\ 29 \\ \hline\end{array}$ | 69 9 | (1) | $\begin{array}{r}222 \\ 38 \\ \hline\end{array}$ |
| Net income attributable to the Bank's shareholders | 28 | 18 | 1 | 47 | 31 | 14 | (1) | 44 | 39 | 14 | (1) | 52 | 27 | 14 | - | 41 | 125 | 60 | (1) | 184 |
| Efficiency ratio Average loans and receivables Average revenue-bearing other assets | $\begin{array}{r} 38.0 \% \\ 6,145 \\ 1 \end{array}$ | $47.4 \%$ 2,073 | - | $\begin{array}{r} 41.1 \% \\ 8,218 \\ 1 \end{array}$ | $40.0 \%$ 5,744 2 6 | $51.1 \%$ 1,893 | - | $43.8 \%$ 7,637 2 | $\begin{array}{r} 30.2 \% \\ 6,150 \\ 10 \end{array}$ | $48.9 \%$ 1,706 | - | $\begin{array}{r} 35.6 \% \\ 7,856 \\ 10 \end{array}$ | $\begin{array}{r} 33.3 \% \\ 6,197 \\ 46 \end{array}$ | 46.5\% 1,487 | 18 | $\begin{gathered} 37.3 \% \\ 7,702 \\ 46 \end{gathered}$ | $\begin{gathered} 35.0 \% \\ 6,058 \\ 15 \end{gathered}$ | $48.4 \%$ 1,790 | 5 | $\begin{array}{r} 39.3 \% \\ 7,853 \\ 15 \end{array}$ |
| Average assets Average deposits | 6,355 | $\begin{aligned} & 3,235 \\ & 2,289 \end{aligned}$ | $\begin{array}{r}367 \\ - \\ \hline\end{array}$ | $\begin{array}{r} 9,957 \\ 2,289 \end{array}$ | 6,316 | 2,549 2,007 | $\begin{array}{r}368 \\ - \\ \hline\end{array}$ | 9,233 2,007 | $\begin{array}{r}6,449 \\ - \\ \hline\end{array}$ | $\begin{aligned} & 2,284 \\ & 1,795 \end{aligned}$ | 371 - | 9,104 1,795 | 6,406 | $\begin{array}{r} 1,991 \\ 1,532 \\ \hline \end{array}$ | 380 | $\begin{aligned} & 8,777 \\ & 1,532 \\ & \hline \end{aligned}$ | 6,381 | 2,517 1,907 | $\begin{array}{r}372 \\ - \\ \hline\end{array}$ | 9,270 1,907 |
| (unaudited) (millions of Canadian dollars) | IAS 39 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2017 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Full Year |  |  |  |
| U.S. Specialty Finance and International (USSF\& ${ }^{1}$ ) | Q4 |  |  |  | Q3 |  |  |  | Q2 |  |  |  | Q1 |  |  |  | 2017 |  |  |  |
|  | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total |
| Net interest income Non-interest income | $\begin{array}{r} 109 \\ 2 \end{array}$ | $\begin{array}{r} 31 \\ 7 \end{array}$ | $\begin{gathered} \hline(1) \\ 6 \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 139 \\ 15 \\ \hline \end{array}$ | $\begin{array}{r} \hline 104 \\ 13 \\ \hline \end{array}$ | $\begin{array}{r} 26 \\ 6 \\ \hline \end{array}$ | $\begin{aligned} & \hline \text { (1) } \\ & \text { (1) } \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline 129 \\ 18 \\ \hline \end{array}$ | $\begin{aligned} & 77 \\ & 14 \\ & \hline \end{aligned}$ | 24 <br> 3 | - | $\begin{array}{r} \hline 101 \\ 21 \\ \hline \end{array}$ | $\begin{aligned} & 76 \\ & 14 \\ & \hline \end{aligned}$ | 22 6 | $\begin{array}{r}\text { (1) } \\ 1 \\ \hline\end{array}$ | 97 <br> 21 | $\begin{array}{r} 366 \\ 43 \\ \hline \end{array}$ | $\begin{array}{r} \hline 103 \\ 22 \\ \hline \end{array}$ | (3) 10 | $\begin{array}{r}466 \\ 75 \\ \hline\end{array}$ |
| Total revenues Non-interest expenses Provisions for credit losses ${ }^{(2)}$ | $\begin{array}{r} 111 \\ 38 \\ 18 \end{array}$ | $\begin{array}{r} 38 \\ 17 \\ 1 \end{array}$ | $\begin{array}{r}5 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 154 \\ 56 \\ 19 \\ \hline \end{array}$ | $\begin{array}{r} 117 \\ 43 \\ 11 \\ \hline \end{array}$ | 32 15 1 | (2) | 147 58 12 | $\begin{array}{r} 91 \\ 39 \\ 9 \end{array}$ | 27 <br> 14 <br> 1 | 4 <br> 2 | 122 55 10 | 90 43 6 | 28 13 1 | - <br> - <br> - | 118 56 7 | $\begin{array}{r} 409 \\ 163 \\ 44 \end{array}$ | 125 59 4 | 7 3 | $\begin{array}{r}541 \\ 225 \\ 48 \\ \hline\end{array}$ |
| Income before income taxes Income taxes | $\begin{aligned} & 55 \\ & 19 \end{aligned}$ | 20 4 | 4 <br> 1 | 79 <br> 24 | 63 23 | 16 3 | (2) | 77 26 | 43 15 | 12 | 2 | 57 17 | 41 14 | 14 3 | - | 55 17 | 202 71 | 62 12 | 4 1 | $\begin{array}{r}268 \\ 84 \\ \hline\end{array}$ |
| Net income <br> Non-controlling interests | $\begin{array}{r} 36 \\ 46 \end{array}$ | 16 2 | 3 | 55 6 | $\begin{array}{r}40 \\ 8 \\ \hline\end{array}$ | 13 <br> 1 | (2) | 51 9 | 28 6 | 10 2 | 2 | 40 8 8 | 27 5 | 11 <br> 1 | - | $\begin{array}{r}38 \\ 6 \\ \hline\end{array}$ | $\begin{array}{r}131 \\ 23 \\ \hline\end{array}$ | 50 6 | 3 | $\begin{array}{r}184 \\ 29 \\ \hline\end{array}$ |
| Net income attributable to the Bank's shareholders | 32 | 14 | 3 | 49 | 32 | 12 | (2) | 42 | 22 | 8 | 2 | 32 | 22 | 10 | - | 32 | 108 | 44 | 3 | 155 |
| Efficiency ratio | 34.2\% | 44.7\% |  | 36.4\% | 36.8\% | 46.9\% |  | 39.5\% | 42.9\% | 51.9\% |  | 45.1\% | 47.8\% | 46.4\% |  | 47.5\% | 39.9\% | 47.2\% |  | 41.6\% |
| Average loans and BA's | 6,202 | 1,335 | 28 | 7,565 | 5,419 | 1,210 | 28 | 6,657 | 4,111 | 1,131 | 27 | 5,269 | 3,697 | 1,010 | 26 | 4,733 | 4,863 | 1,172 | 27 | 6,062 |
| Average revenue-bearing other assets | 113 |  |  | 113 | 308 |  |  | 308 | 578 |  |  | 578 | 801 |  |  | 801 | 449 |  |  | 449 |
| Average assets | 6,549 | 1,843 | 266 | 8,658 | 5,983 | 1,662 | 295 | 7,940 | 4,923 | 1,580 | 296 | 6,799 | 4,942 | 1,433 | 280 | 6,655 | 5,605 | 1,630 | 284 | 7,519 |
| Average deposits |  | 1,418 | - | 1,418 |  | 1,294 | - | 1,294 | - | 1,225 | - | 1,225 | - | 1,122 |  | 1,122 | - | 1,265 | - | 1,265 |
| (unaudited) (millions of Canadian dollars) | IAS 39 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Full Year |  |  |  |
| U.S. Specialty Finance and International (USSF\&I) | Q4 |  |  |  | Q3 ${ }^{(3)}$ |  |  |  | Q2 |  |  |  | Q1 |  |  |  |  |  |  |  |
|  | Credigy | ABA Bank | Other ${ }^{(1)}$ | Total | Credigy | ABA Bank | Other ${ }^{(1)(4)}$ | Total | Credigy |  | Other ${ }^{(1)}$ | Total | Credigy |  | Other ${ }^{(1)}$ | Total | Credigy ${ }^{\text {a }}$ ABA Bank ${ }^{201}$ |  | Other ${ }^{(1)}$ | Total |
| Net interest income Non-interest income | $\begin{aligned} & 59 \\ & 21 \\ & \hline \end{aligned}$ | $\begin{array}{r} 20 \\ 4 \end{array}$ | (1) | $\begin{aligned} & 78 \\ & 24 \\ & \hline \end{aligned}$ | $\begin{aligned} & 56 \\ & 14 \\ & \hline \end{aligned}$ | $\begin{array}{r} 14 \\ 3 \end{array}$ | $\begin{aligned} & \hline(2) \\ & 40 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 68 \\ & 57 \\ & \hline \end{aligned}$ | $\begin{aligned} & 56 \\ & 15 \\ & \hline \end{aligned}$ |  | $(1)$ <br> 6 | 55 21 | 84 19 |  | (1) <br> 6 | 83 25 | $\begin{array}{r} 255 \\ 69 \\ \hline \end{array}$ | 34 <br> 7 | (5) 51 | 284 <br> 127 |
| Total revenues Non-interest expenses Provisions for credit losses ${ }^{(2)}$ | $\begin{array}{r} 80 \\ 53 \\ 4 \\ \hline \end{array}$ | 24 10 | $(2)$ 3 | 102 66 4 | 70 42 | 17 7 | 38 3 | 125 52 | 71 40 |  | 5 | 76 41 | 103 47 |  | 5 | 108 48 | 324 182 4 | 41 <br> 17 | $\begin{array}{r}46 \\ 8 \\ \hline\end{array}$ | 411 207 4 |
| Income before income taxes Income taxes (recovery) | $\begin{array}{r} 23 \\ 8 \\ \hline \end{array}$ | $\begin{array}{r} 14 \\ 3 \end{array}$ | (5) | $\begin{aligned} & 32 \\ & 11 \end{aligned}$ | 28 10 | 10 2 | $\begin{aligned} & 35 \\ & (3) \end{aligned}$ | 73 9 | 31 11 |  | 4 2 | 35 13 | 56 20 |  | 4 | 60 20 | $\begin{array}{r}138 \\ 49 \\ \hline\end{array}$ | 24 5 | 38 (1) | $\begin{array}{r}200 \\ 53 \\ \hline\end{array}$ |
| Net income <br> Non-controlling interests | $\begin{array}{r} 15 \\ 3 \\ \hline \end{array}$ | $\begin{array}{r} 11 \\ 1 \\ \hline \end{array}$ | (5) <br> - | $\begin{array}{r}21 \\ 4 \\ \hline\end{array}$ | $\begin{array}{r}18 \\ 3 \\ \hline\end{array}$ | 8 <br> 1 | 38 | 64 4 60 | $\begin{array}{r}20 \\ 4 \\ \hline\end{array}$ |  | 2 | $\begin{array}{r}22 \\ 4 \\ \hline\end{array}$ | $\begin{array}{r}36 \\ 8 \\ \hline\end{array}$ |  | 4 | $\begin{array}{r}40 \\ 8 \\ \hline\end{array}$ | $\begin{array}{r}89 \\ 18 \\ \hline\end{array}$ | 19 <br> 2 | 39 | $\begin{array}{r}147 \\ 20 \\ \hline\end{array}$ |
| Net income attributable to the Bank's shareholders | 12 | 10 | (5) | 17 | 15 | 7 | 38 | 60 | 16 |  | 2 | 18 | 28 |  | 4 | 32 | 71 | 17 | 39 | 127 |
| Efficiency ratio | 66.3\% | 41.7\% |  | 64.7\% | 60.0\% | 41.2\% |  | 41.6\% | 56.3\% |  |  | 53.9\% | 45.6\% |  |  | 44.4\% | 56.2\% | 41.5\% |  | 50.4\% |
| Average loans and BA's | 3,410 | 924 | 29 | 4,363 | 3,051 | 656 | 32 | 3,739 | 3,330 |  | 40 | 3,370 | 2,511 |  | 11 | 2,522 | 3,074 | 397 | 28 | 3,499 |
| Average revenue-bearing other assets | 927 |  |  | 927 | 1,064 |  |  | 1,064 | 1,235 |  |  | 1,235 | 1,424 |  |  | 1,424 | 1,162 |  |  | 1,162 |
| Average assets | 4,681 | 1,362 | 269 | 6,312 | 4,247 | 1,032 | 307 | 5,586 | 4,685 |  | 325 | 5,010 | 4,086 |  | 274 | 4,360 | 4,424 | 601 | 294 | 5,319 |
| Average deposits |  | 1,095 | - | 1,095 |  | 843 |  | 843 |  |  |  |  |  |  | - |  | - | 487 | - | 487 |

(1) Includes other international investments, including Advanced Bank of Asia Limited (ABA Bank) before its acquisition during the third quarter of 2016.

(except the sectoral allowance on performing loans established collectively for the oil and gas producer and service company loan portfolio, which was recognized in the Personal and Commercial segment).
(3) The Bank completed the acquisition of ABA Bank during the third quarter of 2016. Before the acquisition, our share in the net income of ABA Bank was recognized in the Non-interest income of other international investments.
(4) During the third quarter of 2016 , the Bank recognized, in the non-interest income a $\$ 41$ million non-taxable gain on the revaluation of its previously held equity interest in ABA Bank.

Specified Items

(1) For the first quarter of 2016, the specified items included a premium of $\$ 3$ million, or $0.01 \$$ per share on redemption of preferred shares, Series 20 , for cancellation.

## Consolidated Results

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 | IAS 39 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Total | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Net interest income | 826 | 837 | 885 | 834 | 881 | 887 | 815 | 853 | 827 | 823 | 763 | 792 | 3,382 | 3,436 | 3,205 |
| Non-interest income | 988 | 955 | 869 | 972 | 823 | 788 | 782 | 780 | 742 | 734 | 662 | 497 | 3,784 | 3,173 | 2,635 |
| Total revenues | 1,814 | 1,792 | 1,754 | 1,806 | 1,704 | 1,675 | 1,597 | 1,633 | 1,569 | 1,557 | 1,425 | 1,289 | 7,166 | 6,609 | 5,840 |
| Non-interest expenses | 1,036 | 1,011 | 992 | 1,024 | 976 | 971 | 941 | 969 | 1,159 | 937 | 876 | 903 | 4,063 | 3,857 | 3,875 |
| Provisions for credit losses | 73 | 76 | 91 | 87 | 70 | 58 | 56 | 60 | 59 | 45 | 317 | 63 | 327 | 244 | 484 |
| Income before income taxes | 705 | 705 | 671 | 695 | 658 | 646 | 600 | 604 | 351 | 575 | 232 | 323 | 2,776 | 2,508 | 1,481 |
| Income taxes | 139 | 136 | 124 | 145 | 133 | 128 | 116 | 107 | 44 | 97 | 22 | 62 | 544 | 484 | 225 |
| Net income | 566 | 569 | 547 | 550 | 525 | 518 | 484 | 497 | 307 | 478 | 210 | 261 | 2,232 | 2,024 | 1,256 |
| Non-controlling interests | 16 | 23 | 25 | 23 | 19 | 24 | 22 | 19 | 18 | 18 | 17 | 22 | 87 | 84 | 75 |
| Net income attributable to the Bank's shareholders | 550 | 546 | 522 | 527 | 506 | 494 | 462 | 478 | 289 | 460 | 193 | 239 | 2,145 | 1,940 | 1,181 |
| Average loans and BA's | 143,986 | 140,920 | 138,365 | 136,229 | 134,601 | 131,976 | 128,883 | 127,997 | 126,797 | 123,741 | 120,831 | 118,828 | 139,887 | 130,882 | 122,559 |
| Average assets | 267,682 | 265,387 | 267,864 | 262,180 | 251,302 | 245,096 | 251,033 | 246,060 | 243,284 | 237,447 | 230,593 | 232,213 | 265,762 | 248,351 | 235,913 |
| Average deposits | 170,598 | 167,588 | 166,201 | 164,286 | 158,007 | 155,421 | 153,220 | 150,336 | 147,741 | 142,243 | 139,166 | 142,178 | 167,176 | 154,254 | 142,852 |

Total Revenues (excluding specified items)

| (unaudited) (millions of Canadian dollars) (taxable equivalent basis) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 |  | IAS 39 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Net Interest Income | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Interest Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | 1,506 | 1,438 | 1,364 | 1,324 | 1,286 | 1,196 | 1,117 | 1,116 | 1,072 | 1,044 | 970 | 999 | 5,632 | 4,715 | 4,085 |
| Securities | 280 | 282 | 307 | 228 | 223 | 237 | 245 | 250 | 241 | 240 | 239 | 246 | 1,097 | 955 | 966 |
| Deposits with financial institutions | 55 | 58 | 47 | 46 | 39 | 31 | 26 | 18 | 15 | 18 | 18 | 14 | 206 | 114 | 65 |
| Total interest income | 1,841 | 1,778 | 1,718 | 1,598 | 1,548 | 1,464 | 1,388 | 1,384 | 1,328 | 1,302 | 1,227 | 1,259 | 6,935 | 5,784 | 5,116 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 748 | 670 | 595 | 549 | 502 | 447 | 431 | 400 | 395 | 358 | 345 | 337 | 2,562 | 1,780 | 1,435 |
| Liabilities related to transferred receivables | 110 | 105 | 100 | 99 | 107 | 99 | 100 | 97 | 100 | 100 | 102 | 102 | 414 | 403 | 404 |
| Subordinated debt | 6 | 6 | 6 | - | 1 | - | 7 | 8 | 8 | 9 | 8 | 8 | 18 | 16 | 33 |
| Other | 151 | 160 | 132 | 116 | 57 | 31 | 35 | 26 | (4) | 10 | 6 | 18 | 559 | 149 | 30 |
| Total interest expense | 1,015 | 941 | 833 | 764 | 667 | 577 | 573 | 531 | 499 | 477 | 461 | 465 | 3,553 | 2,348 | 1,902 |
| Tax equivalent adjustment | 35 | 35 | 36 | 38 | 40 | 55 | 46 | 68 | 53 | 48 | 75 | 55 | 144 | 209 | 231 |
| Net interest income | 861 | 872 | 921 | 872 | 921 | 942 | 861 | 921 | 882 | 873 | 841 | 849 | 3,526 | 3,645 | 3,445 |


| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Underwriting and advisory fees | 104 | 106 | 75 | 103 | 71 | 100 | 90 | 88 | 91 | 116 | 94 | 75 | 388 | 349 | 376 |
| Securities brokerage commissions | 48 | 46 | 47 | 54 | 50 | 51 | 57 | 58 | 57 | 58 | 61 | 59 | 195 | 216 | 235 |
| Mutual fund revenues | 110 | 111 | 106 | 111 | 105 | 105 | 101 | 101 | 98 | 94 | 87 | 85 | 438 | 412 | 364 |
| Trust service revenues | 150 | 146 | 146 | 145 | 136 | 133 | 126 | 123 | 117 | 113 | 109 | 114 | 587 | 518 | 453 |
| Credit fees | 104 | 105 | 97 | 97 | 95 | 99 | 84 | 83 | 87 | 90 | 85 | 84 | 403 | 361 | 346 |
| Card revenues | 39 | 44 | 36 | 40 | 33 | 37 | 29 | 33 | 30 | 32 | 28 | 29 | 159 | 132 | 119 |
| Deposits and payment service charges | 73 | 71 | 68 | 68 | 76 | 71 | 64 | 68 | 68 | 67 | 61 | 62 | 280 | 279 | 258 |
| Trading revenues (losses) | 248 | 200 | 164 | 228 | 134 | 70 | 76 | 94 | 83 | 12 | 8 | 47 | 840 | 374 | 150 |
| Gains (losses) on available-for-sale securities, net |  |  |  |  | 39 | 26 | 49 | 26 | 12 | 18 | 29 | 11 |  | 140 | 70 |
| Gains (losses) on non-trading securities, net | 9 | 21 | 19 | 28 |  |  |  |  |  |  |  |  | 77 |  |  |
| Insurance revenues, net | 29 | 32 | 29 | 31 | 25 | 31 | 30 | 31 | 29 | 31 | 28 | 26 | 121 | 117 | 114 |
| Foreign exchange revenues, other than trading | 23 | 26 | 24 | 22 | 19 | 21 | 23 | 18 | 19 | 19 | 19 | 24 | 95 | 81 | 81 |
| Share in the net income of associates and joint ventures | 11 | 9 | 7 | 10 | 13 | 10 | 13 | 10 | 8 | 9 | 13 | 16 | 37 | 46 | 46 |
| Other | 42 | 40 | 53 | 38 | 29 | 37 | 44 | 49 | 49 | 78 | 42 | 49 | 173 | 159 | 218 |
| Total non-interest income | 990 | 957 | 871 | 975 | 825 | 791 | 786 | 782 | 748 | 737 | 664 | 681 | 3,793 | 3,184 | 2,830 |
| Tax equivalent adjustment | 25 | 27 | 28 | 21 | 14 | 10 | 7 | 4 | 2 | - | 2 | - | 101 | 35 | 4 |
| Non-interest income | 1,015 | 984 | 899 | 996 | 839 | 801 | 793 | 786 | 750 | 737 | 666 | 681 | 3,894 | 3,219 | 2,834 |
| As a \% of total revenues | 54.1\% | 53.0\% | 49.4\% | 53.3\% | 47.7\% | 46.0\% | 47.9\% | 46.0\% | 49.0\% | 48.3\% | 47.4\% | 49.5\% | 52.5\% | 46.9\% | 45.1\% |


| Trading revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 7 | 40 | 91 | 52 | 112 | 140 | 145 | 184 | 168 | 188 | 207 | 180 | 190 | 581 | 743 |
| Non-interest income | 273 | 227 | 192 | 249 | 148 | 80 | 83 | 98 | 85 | 12 | 10 | 47 | 941 | 409 | 154 |
| Total | 280 | 267 | 283 | 301 | 260 | 220 | 228 | 282 | 253 | 200 | 217 | 227 | 1,131 | 990 | 897 |


| Trading Revenues by Product |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Markets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | 138 | 132 | 159 | 135 | 131 | 118 | 113 | 134 | 118 | 85 | 128 | 107 | 564 | 496 | 438 |
| Fixed income | 65 | 52 | 66 | 82 | 76 | 70 | 72 | 76 | 80 | 75 | 43 | 65 | 265 | 294 | 263 |
| Commodity and foreign exchange | 28 | 27 | 35 | 36 | 20 | 19 | 23 | 41 | 24 | 21 | 27 | 44 | 126 | 103 | 116 |
| Trading revenues - Financial Markets | 231 | 211 | 260 | 253 | 227 | 207 | 208 | 251 | 222 | 181 | 198 | 216 | 955 | 893 | 817 |
| Other | 49 | 56 | 23 | 48 | 33 | 13 | 20 | 31 | 31 | 19 | 19 | 11 | 176 | 97 | 80 |
| Total trading revenues | 280 | 267 | 283 | 301 | 260 | 220 | 228 | 282 | 253 | 200 | 217 | 227 | 1,131 | 990 | 897 |

Non-interest expenses (excluding specified items)

| (unaudited) (millions of Canadian dollars) | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest expenses | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Compensation and employee benefits <br> Salaries <br> Variable compensation <br> Pension plans and other post-employment benefits | $\begin{array}{r} 302 \\ 231 \\ 82 \end{array}$ | $\begin{array}{r} 295 \\ 234 \\ 89 \\ \hline \end{array}$ | $\begin{array}{r} 276 \\ 234 \\ 91 \\ \hline \end{array}$ | 280 242 107 | $\begin{array}{r} 276 \\ 236 \\ 87 \end{array}$ | $\begin{array}{r} 272 \\ 233 \\ 87 \end{array}$ | $\begin{array}{r} 257 \\ 223 \\ 91 \\ \hline \end{array}$ | $\begin{array}{r}265 \\ 223 \\ 98 \\ \hline\end{array}$ | $\begin{array}{r} 275 \\ 214 \\ 65 \end{array}$ | $\begin{array}{r} 276 \\ 201 \\ 76 \end{array}$ | $\begin{array}{r} 255 \\ 171 \\ 78 \end{array}$ | $\begin{array}{r}260 \\ 195 \\ 85 \\ \hline\end{array}$ | 1,153 941 369 | 1,070 915 363 | $\begin{array}{r}1,066 \\ 781 \\ 304 \\ \hline\end{array}$ |
|  | 615 | 618 | 601 | 629 | 599 | 592 | 571 | 586 | 554 | 553 | 504 | 540 | 2,463 | 2,348 | 2,151 |
| Occupancy and technology Rent <br> Taxes \& insurance <br> Maintenance, lighting, heating <br> Technology <br> Depreciation | 38 4 7 94 74 | $\begin{array}{r}37 \\ 3 \\ 7 \\ 85 \\ 75 \\ \hline\end{array}$ | 39 3 7 93 71 | $\begin{array}{r}37 \\ 3 \\ 8 \\ 103 \\ 68 \\ \hline\end{array}$ | 39 1 8 95 64 | 38 4 7 90 63 | $\begin{array}{r}38 \\ 3 \\ 8 \\ 89 \\ 61 \\ \hline\end{array}$ | 36 3 10 90 57 | $\begin{array}{r}37 \\ 3 \\ 9 \\ 93 \\ 55 \\ \hline\end{array}$ | $\begin{array}{r}38 \\ 4 \\ 9 \\ 94 \\ 52 \\ \hline\end{array}$ | 38 3 8 89 53 | $\begin{array}{r}35 \\ 3 \\ 8 \\ 91 \\ 54 \\ \hline\end{array}$ | $\begin{array}{r}151 \\ 13 \\ 29 \\ 375 \\ 288 \\ \hline 8\end{array}$ | $\begin{array}{r}151 \\ 11 \\ 33 \\ 364 \\ 245 \\ \hline\end{array}$ | $\begin{array}{r}148 \\ 13 \\ 34 \\ 367 \\ 214 \\ \hline\end{array}$ |
|  | 217 | 207 | 213 | 219 | 207 | 202 | 199 | 196 | 197 | 197 | 191 | 191 | 856 | 804 | 776 |
| Other expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Communications | 15 | 15 | 17 | 16 | 14 | 16 | 15 | 16 | 16 | 16 | 18 | 17 | 63 | 61 | 67 |
| Professional fees | 65 | 63 | 56 | 60 | 64 | 64 | 60 | 66 | 83 | 66 | 66 | 59 | 244 | 254 | 274 |
| Taxes on capital \& salaries | 19 | 20 | 20 | 20 | 19 | 20 | 18 | 16 | 18 | 17 | 17 | 19 | 79 | 73 | 71 |
| Travel \& business development | 43 | 30 | 27 | 28 | 35 | 29 | 26 | 32 | 32 | 30 | 28 | 30 | 128 | 122 | 120 |
| Other | 60 | 56 | 55 | 48 | 33 | 43 | 47 | 53 | 54 | 53 | 47 | 40 | 219 | 176 | 194 |
|  | 202 | 184 | 175 | 172 | 165 | 172 | 166 | 183 | 203 | 182 | 176 | 165 | 733 | 686 | 726 |
| Total Non-interest expenses | 1,034 | 1,009 | 989 | 1,020 | 971 | 966 | 936 | 965 | 954 | 932 | 871 | 896 | 4,052 | 3,838 | 3,653 |

Consolidated Balance Sheets

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with financial institutions | 12,756 | 11,037 | 10,948 | 11,205 | 8,802 | 10,462 | 9,770 | 8,616 | 8,183 | 8,824 | 7,452 | 6,589 |
| Securities | 69,783 | 73,369 | 73,442 | 72,217 | 65,343 | 62,521 | 65,093 | 65,667 | 64,541 | 62,441 | 58,088 | 56,436 |
| Securities purchased under reverse repurchase agreements and securities borrowed | 18,159 | 16,253 | 17,636 | 16,520 | 20,789 | 16,600 | 17,481 | 14,779 | 13,948 | 14,880 | 13,760 | 15,628 |
| Loans and acceptances |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage - insured | 29,911 | 29,997 | 30,025 | 30,386 | 30,763 | 31,450 | 31,709 | 32,226 | 32,018 | 30,952 | 29,279 | 28,442 |
| - uninsured | 23,740 | 22,734 | 21,849 | 21,163 | 20,871 | 19,978 | 19,297 | 18,637 | 18,291 | 17,661 | 16,680 | 16,956 |
| Personal | 37,357 | 36,459 | 36,155 | 35,556 | 35,590 | 34,724 | 33,614 | 32,752 | 32,192 | 31,753 | 31,317 | 30,823 |
| Credit card | 2,325 | 2,285 | 2,245 | 2,206 | 2,247 | 2,205 | 2,190 | 2,120 | 2,177 | 2,140 | 2,080 | 2,028 |
| Business and government | 46,606 | 45,358 | 43,604 | 41,117 | 41,690 | 41,241 | 39,481 | 37,149 | 37,686 | 37,650 | 34,956 | 33,411 |
| Customers' liability under acceptances | 6,801 | 6,661 | 6,652 | 6,587 | 5,991 | 5,982 | 5,932 | 6,493 | 6,441 | 6,959 | 8,966 | 8,942 |
| Allowances for credit losses | (658) | (658) | (666) | (663) | (695) | (735) | (735) | (769) | (769) | (773) | (828) | (553) |
|  | 146,082 | 142,836 | 139,864 | 136,352 | 136,457 | 134,845 | 131,488 | 128,608 | 128,036 | 126,342 | 122,450 | 120,049 |
| Other | 15,691 | 14,142 | 14,369 | 14,771 | 14,436 | 15,644 | 15,188 | 16,449 | 17,498 | 17,409 | 18,984 | 20,599 |
| Total assets | 262,471 | 257,637 | 256,259 | 251,065 | 245,827 | 240,072 | 239,020 | 234,119 | 232,206 | 229,896 | 220,734 | 219,301 |
| Liabilities and equity Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 55,688 | 54,277 | 53,969 | 53,329 | 52,175 | 51,301 | 52,409 | 52,407 | 51,163 | 50,553 | 49,156 | 48,492 |
| Business and government | 110,321 | 107,135 | 104,496 | 97,492 | 99,115 | 95,937 | 93,644 | 86,626 | 85,263 | 85,570 | 76,812 | 78,200 |
| Deposit-taking institutions | 4,821 | 5,183 | 6,309 | 5,958 | 5,381 | 5,072 | 5,107 | 5,696 | 5,640 | 4,914 | 6,270 | 6,314 |
|  | 170,830 | 166,595 | 164,774 | 156,779 | 156,671 | 152,310 | 151,160 | 144,729 | 142,066 | 141,037 | 132,238 | 133,006 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Acceptances | 6,801 | 6,661 | 6,652 | 6,587 | 5,991 | 5,982 | 5,932 | 6,493 | 6,441 | 6,959 | 8,966 | 8,942 |
| Obligations related to securities sold short | 17,780 | 15,033 | 12,827 | 15,800 | 15,363 | 13,816 | 12,177 | 14,544 | 14,207 | 12,748 | 14,839 | 15,573 |
| Obligations related to securities sold under |  |  |  |  |  |  |  |  |  |  |  |  |
| repurchase agreements and securities loaned | 19,998 | 23,883 | 26,645 | 26,772 | 21,767 | 21,812 | 25,118 | 23,933 | 22,636 | 23,548 | 18,295 | 15,371 |
| Liabilities related to transferred receivables | 20,100 | 19,190 | 19,620 | 19,048 | 20,098 | 19,558 | 20,156 | 19,516 | 20,131 | 19,560 | 19,773 | 19,255 |
| Other liabilities | 11,860 | 11,268 | 10,978 | 12,363 | 12,370 | 13,213 | 11,784 | 11,388 | 13,611 | 13,013 | 14,198 | 14,719 |
| Subordinated debt | 747 | 753 | 755 | 8 | 9 | 9 | 10 | 1,009 | 1,012 | 1,014 | 1,015 | 1,021 |
| Total other liabilities | 77,286 | 76,788 | 77,477 | 80,578 | 75,598 | 74,390 | 75,177 | 76,883 | 78,038 | 76,842 | 77,086 | 74,881 |
| Equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity attributable to the Bank's shareholders |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 2,450 | 2,450 | 2,150 | 2,150 | 2,050 | 2,050 | 1,650 | 1,650 | 1,650 | 1,650 | 1,250 | 1,250 |
| Common shares | 2,822 | 2,825 | 2,868 | 2,861 | 2,768 | 2,816 | 2,793 | 2,763 | 2,645 | 2,592 | 2,620 | 2,623 |
| Contributed surplus | 57 | 53 | 52 | 52 | 58 | 58 | 57 | 57 | 73 | 71 | 69 | 68 |
| Retained earnings | 8,472 | 8,404 | 8,018 | 7,785 | 7,706 | 7,540 | 7,164 | 7,065 | 6,706 | 6,683 | 6,530 | 6,593 |
| Accumulated other comprehensive income | 175 | 159 | 139 | 110 | 168 | 122 | 221 | 173 | 218 | 217 | 145 | 91 |
| Non-controlling interests | 379 | 363 | 781 | 750 | 808 | 786 | 798 | 799 | 810 | 804 | 796 | 789 |
|  | 14,355 | 14,254 | 14,008 | 13,708 | 13,558 | 13,372 | 12,683 | 12,507 | 12,102 | 12,017 | 11,410 | 11,414 |
| Total liabilities \& equity | 262,471 | 257,637 | 256,259 | 251,065 | 245,827 | 240,072 | 239,020 | 234,119 | 232,206 | 229,896 | 220,734 | 219,301 |
| Mortgage loan securitization (includes HELOC) | 20,075 | 19,060 | 19,297 | 18,424 | 19,063 | 18,799 | 19,366 | 18,738 | 19,070 | 17,123 | 17,903 | 16,535 |
| Credit card securitization | 1,810 | 1,806 | 1,757 | 1,740 | 1,771 | 1,747 | 1,619 | 1,584 | 1,641 | 1,637 | 1,623 | 1,594 |
| Covered bonds | 8,285 | 8,461 | 7,482 | 7,160 | 7,010 | 6,724 | 6,875 | 6,497 | 6,668 | 7,968 | 7,759 | 8,408 |
| Mutual funds | 31,874 | 33,741 | 32,911 | 32,838 | 32,192 | 30,909 | 30,939 | 29,431 | 28,706 | 28,068 | 26,707 | 25,515 |
| Securities - excess of market value over book value | (60) | (43) | (28) | (9) | 47 | 18 | 195 | 107 | 406 | 520 | 327 | 355 |
| Equity securities - excess of market value over book value | (5) | - | (2) | 2 | 39 | 65 | 80 | 89 | 56 | 38 | 41 | (3) |
| Number of common shares outstanding (thousands) | 335,071 | 337,441 | 339,348 | 340,390 | 339,592 | 341,580 | 341,524 | 340,810 | 338,053 | 336,826 | 337,418 | 337,535 |

## Consolidated Statements of Changes in Equity



Consolidated Statements of Comprehensive Income


Distribution of Gross Loans and Acceptances, Gross Impaired Loans and Allowances for Credit Losses by Borrower Category

(1) Given the adoption of IfRS 9 , all loans classified in Stage 3 in the expected credit loss model are impaired loans and do not take into account purchased or originated crediti-impaired loans. During the second quarter of 2018 , upon refinement of the impaired loans identification process
(2) Alor
(3) Includes Retari residid tential mores basases of of ore on o foum ununts.
(4) Includes consumer loans and other personal loans but excludes SME retail which are in cuded in Non-Retail Pootfolio
(56) Includes some public private partriership and projec
(7) Since $11-$-217), the accuired loans for securitization purposes by the Financial Markets segment are presented in the Residential Mortgage category,
(8) Include other financial assets at amortized cost and onf-balance-sheet

Residential Mortgage Portfolio Information


Residential Mortgage Portfolio Information (continued)


(1) Geographic information based on borrower address (country).
(3) Given the adoption of IFRS 9, all loans classified in Stage 3 in the expected credit loss model are impaired loans and do not take into account purchased ond

November 1, 2017 and as at January 31,2018 , were reclassified in Stage 3 . Under IAS 39 , loans were considered impaired according to different criteria.
(4) Allowances for credit losses are based on drawn amounts.
(5) Includes Retail residential mortgages comprising one to four units (Basel definition) and HELOC.
(6) Includes consumer loans, and other personal loans but excludes SME retail included in Non-retail portfolios

National Bank of Canada - Supplementary Financial Information

Impaired Loans by Business Segment ${ }^{(1)}$

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  |
| Gross Impaired Loans ${ }^{(2)}$ | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Personal and Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 248 | 241 | 239 | 245 | 123 | 127 | 133 | 136 | 131 | 134 | 141 | 140 |
| Commercial | 322 | 336 | 298 | 276 | 242 | 305 | 271 | 290 | 343 | 302 | 362 | 278 |
| Wealth Management | 23 | 19 | 20 | 19 | 7 | 7 | 7 | 7 | 10 | 9 | 12 | 10 |
| Financial Markets | 1 | 1 | 1 | 1 | 1 | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| U.S. Specialty Finance and International |  |  |  |  |  |  |  |  |  |  |  |  |
| Credigy | 18 | 17 | 16 | 29 | - | - | - | - | - | - | - | - |
| ABA Bank ${ }^{(3)}$ | 18 | 16 | 12 | 12 | 7 | 15 | 5 | 3 | 2 | 1 |  |  |
| Other | - | - | - | - | - | - | - | - | - | - | - | - |
|  | 630 | 630 | 586 | 582 | 380 | 460 | 422 | 442 | 492 | 452 | 521 | 434 |
| As a \% of total loans and BA's | 0.4\% | 0.4\% | 0.4\% | 0.4\% | 0.3\% | 0.3\% | 0.3\% | 0.4\% | 0.4\% | 0.4\% | 0.4\% | 0.4\% |


|  | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  |
| Net Impaired Loans ${ }^{(2)(4)}$ | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Personal and Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 185 | 178 | 179 | 189 | 78 | 81 | 88 | 89 | 85 | 88 | 96 | 93 |
| Commercial | 187 | 207 | 176 | 156 | 121 | 144 | 119 | 131 | 190 | 157 | 197 | 134 |
| Wealth Management | 17 | 14 | 15 | 13 | 4 | 4 | 4 | 4 | 5 | 5 | 7 | 7 |
| Financial Markets | - | - | - | - | - | - | - | - | - | - | - | - |
| U.S. Specialty Finance and International |  |  |  |  |  |  |  |  |  |  |  |  |
| Credigy | 6 | 6 | 6 | 6 | - | - | - | - | - | - | - | - |
| ABA Bank ${ }^{(3)}$ | 9 | 8 | 6 | 7 | 3 | 11 | 2 | 2 | 1 | 1 |  |  |
| Other | - | - | - | - | - | - | - | - | - | - | - | - |
|  | 404 | 413 | 382 | 371 | 206 | 240 | 213 | 226 | 281 | 251 | 300 | 234 |
| As a \% of total loans and BA's | 0.3\% | 0.3\% | 0.3\% | 0.3\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% |
| Allowances for credit losses on performing loans - Stages 1 and 2 | (553) | (546) | (549) | (532) |  |  |  |  |  |  |  |  |
| Allowances for credit losses on impaired loans - Off balance sheet items - Stage 3 | (1) | (1) | (1) | (1) |  |  |  |  |  |  |  |  |
| Allowances for credit losses on purchased or originated credit-impaired loans (POCI) | 66 | 44 | 34 | 28 |  |  |  |  |  |  |  |  |
| Sectoral allowance on performing loans - Oil \& Gas ${ }^{(5)}$ |  |  |  |  | (139) | (141) | (147) | (204) | (204) | (213) | (250) |  |
| Collective allowance on performing loans ${ }^{(6)}$ |  |  |  |  | (406) | (406) | (406) | (366) | (366) | (366) | (366) | (366) |


identification process, certain loans classified in Stage 1 and 2 as at November 1, 2017 and as at January 31, 2018, were reclassified in Stage 3. Under IAS 39, loans were considered impaired according to different criteria.
(2) Including acceptances and excluding POCI loans.
(3) The Bank completed the acquisition of Advanced Bank of Asia Limited (ABA Bank) during the third quarter of 2016.
(4) Net impaired loans are presented net of allowances for credit losses on Stage 3 loans amount drawn.
(5) During the second quarter of 2017, the Bank reversed the sectoral provision on non-impaired loans for the oil and gas producer and service company loan portfolio by $\$ 40$ million. The sectoral provision on non-impaired loans of $\$ 250$ million was recorded during the second quarter of 2016.
(6) During the second quarter of 2017, the Bank increased the collective allowance on non-impaired loans for credit risk by $\$ 40$ million related to growth in the Bank's overall credit portfolio

Formation of Gross Impaired Loans ${ }^{(1)}$

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 $\quad$ IAS 39 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Formation of Gross Impaired Loans ${ }^{(2)}$ (by sector) | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Balance at beginning | 630 | 586 | 582 | 599 | 460 | 422 | 442 | 492 | 452 | 521 | 434 | 457 | 599 | 492 | 457 |
| Write-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal and Commercial Retail | (22) | (17) | (17) | (18) | (21) | (19) | (21) | (18) | (20) | (18) | (20) | (23) | (74) | (79) | (81) |
| Credit card | (24) | (24) | (25) | (25) |  |  |  |  |  |  |  |  | (98) |  |  |
| Commercial | (10) | (10) | (8) | (37) | (58) | (2) | (33) | (10) | (19) | (66) | (5) | (20) | (65) | (103) | (110) |
| Wealth Management | (1) | (2) | (1) | (1) | (2) | (1) | (1) | (3) | (1) | (2) | (1) | (2) | (5) | (7) | (6) |
| Financial Markets | - | - | - | - | (5) | - | - | - | - | - | - | - | - | (5) | - |
| U.S. Specialty Finance and International |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credigy | (32) | (35) | (33) | (25) | - | - | - | - | - | - | - | - | (125) | - | - |
| ABA Bank ${ }^{(3)}$ | - | - | - | - | - | - | - | - | - | - |  |  | - | - | - |
| Other | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total write-offs | (89) | (88) | (84) | (106) | (86) | (22) | (55) | (31) | (40) | (86) | (26) | (45) | (367) | (194) | (197) |
| Formation |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal and Commercial |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 29 | 19 | 11 | 23 | 17 | 13 | 18 | 23 | 17 | 11 | 21 | 23 | 82 | 71 | 72 |
| Credit card | 24 | 24 | 25 | 25 |  |  |  |  |  |  |  |  | 98 |  |  |
| Commercial | (4) | 48 | 30 | 8 | (5) | 36 | 14 | (43) | 60 | 6 | 89 | (5) | 82 | 2 | 150 |
| Wealth Management | 5 | 1 | 2 | 2 | 2 | 1 | 1 | - | 2 | (1) | 3 | 4 | 10 | 4 | 8 |
| Financial Markets | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| U.S. Specialty Finance and International |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credigy | 33 | 36 | 20 | 27 | - | - | - | - | - | - | - | - | 116 | - | - |
| ABA Bank ${ }^{(3)}$ | 2 | 4 | - | 4 | (8) | 10 | 2 | 1 | 1 | 1 |  |  | 10 | 5 | 2 |
| Other | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total formation | 89 | 132 | 88 | 89 | 6 | 60 | 35 | (19) | 80 | 17 | 113 | 22 | 398 | 82 | 232 |
| Balance at end | 630 | 630 | 586 | 582 | 380 | 460 | 422 | 442 | 492 | 452 | 521 | 434 | 630 | 380 | 492 |
|  | IFRS 9 |  |  |  | IAS 39 |  |  |  |  |  |  |  | IFRS 9 $\quad$ IAS 39 |  |  |
|  | 2018 |  |  |  | 2017 |  |  |  | 2016 |  |  |  | YTD |  |  |
| Formation of Gross Impaired Loans ${ }^{(2)}$ (by activity) | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2018 | 2017 | 2016 |
| Balance at beginning | 630 | 586 | 582 | 599 | 460 | 422 | 442 | 492 | 452 | 521 | 434 | 457 | 599 | 492 | 457 |
| Classified as credit-impaired during the period | 251 | 246 | 231 | 227 | 132 | 159 | 192 | 79 | 190 | 204 | 211 | 145 | 955 | 562 | 750 |
| Transferred to performing loans during the period | (54) | (45) | (27) | (25) | (4) | (4) | (5) | (5) | (4) | (6) | (6) | (3) | (151) | (18) | (19) |
| Net repayments | (108) | (70) | (103) | (105) | (86) | (60) | (121) | (60) | (80) | (158) | (66) | (91) | (386) | (327) | (395) |
| Disposals of loans | - | - | (15) | - | - | - | - | - | - | - | - | - | (15) | - | - |
| Write-offs | (89) | (88) | (84) | (106) | (126) | (57) | (87) | (61) | (66) | (110) | (50) | (68) | (367) | (331) | (294) |
| Recoveries of loans previously written off | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Exchange and other movements | - | 1 | 2 | (8) | 4 | - | 1 | (3) | - | 1 | (2) | (6) | (5) | 2 | (7) |
| Balance at end | 630 | 630 | 586 | 582 | 380 | 460 | 422 | 442 | 492 | 452 | 521 | 434 | 630 | 380 | 492 |

(1) Given the adoption of IFRS 9 , all loans classified in Stage 3 in the expected credit loss model are impaired loans and do not take into account purchased or originated credit-impaired loans. During the second quarter of 2018, upon refinement of the impaired
loans identification process, certain loans classified in Stage 1 and 2 as at November 1, 2017 and as at January 31, 2018, were reclassified in Stage 3. Under IAS 39, loans were considered impaired according to different criteria.
(2) Including acceptances and excluding POC loans.
(3) The Bank completed the acquisition of Advanced Bank of Asia Limited (ABA Bank) during the third quarter of 2016.

## Reconciliation of Allowances for Credit Losses

| (unaudited) (millions of Canadian dollars) | IFRS 9 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  |  |  |  |  |  |  |
|  | Allowances for credit losses <br> on performing loans  Allowances for credit losses <br> on impaired loans  <br> Stage 1 Stage 2 Stage 3 Purchased <br> or originated |  |  |  |  | Q3 | Q2 | Q1 |
|  |  |  |  |  |  | Total |  |  |
|  |  |  |  |  |  |  |  |  |
| Allowances at beginning | 212 | 334 | 218 | (44) | 720 | 720 | 716 | 735 |
| Provisions for credit losses New loans originated or purchased | 28 | - | - | - | 28 | 23 | 23 | 28 |
| Transfers ${ }^{(2)}$ : |  |  |  |  | - |  | - |  |
| To stage 1 | 54 | (51) | (3) | - |  | - |  | - |
| To stage 2 | (12) | 14 | (2) | - | - |  | - |  |
| To stage 3 | (2) | (47) | 49 | - | - | - | - | - |
| Net remeasurement of loss allowance ${ }^{(3)}$ | (62) | 109 | 42 | (15) | 74 | 87 | 93 | 81 |
| Derecognition (excluding write-offs) ${ }^{(4)}$ | (6) | (16) | (3) | - | (25)(4) | (29) | (25) | $(22)$ <br> - |
| Changes to models | 1 | (5) | - | - |  | (5) | - |  |
|  | 1 | 4 | 83 | (15) | 73 | 76 | 91 | 87 |
| Write-offs | - | - | (89) | - | (89) | (88) | (84) | (106) |
| Disposals | - | - | - | (6) | (6) | - | (18) | - |
| Recoveries | - | - | 15 | - | 15 | 11 | 10 | 9 |
| Foreign exchange variations and other | 1 | 1 | - | (1) | 1 | 1 | 5 | (9) |
| Allowances at end | 214 | 339 | 227 | (66) | 714 | 720 | 720 | 716 |
|  |  |  |  |  |  |  |  |  |
| Total allowances for credit losses ${ }^{\text {Loans and acceptances at amortized cost }}$ |  |  |  |  |  |  |  |  |
| Drawn amounts | 174 | 324 | 226 | (66) | 658 | 658 | 666 | 663 |
| Undrawn commitments ${ }^{(5)}$ | 34 | 14 | 1 | - | 49 | 54 | 47 | 47 |
| Other ${ }^{(6)}$ | 6 | 1 | - | - | 7 | 8 | 7 | 6 |
|  | 214 | 339 | 227 | (66) | 714 | 720 | 720 | 716 |


|  | IAS 39 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  | 2016 |  |  |  | Full Year |  |
| Allowances for Credit Losses | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | 2017 | 2016 |
| Allowances at beginning | 735 | 735 | 769 | 769 | 773 | 828 | 553 | 555 | 769 | 555 |
| Write-offs | (126) | (57) | (87) | (61) | (66) | (110) | (50) | (68) | (331) | (294) |
| Recoveries of amounts written off in previous years | 6 | 5 | 7 | 6 | 7 | 8 | 5 | 5 | 24 | 25 |
| Charge to income statement (provisions for credit losses) ${ }^{(7)}$ | 70 | 58 | 56 | 60 | 59 | 45 | 317 | 63 | 244 | 484 |
| Disposal of loans | - | - | - | - | - | - | - | - | - | - |
| Exchange and other movements ${ }^{(8)}$ | 10 | (6) | (10) | (5) | (4) | 2 | 3 | (2) | (11) | (1) |
| Allowances at end | 695 | 735 | 735 | 769 | 769 | 773 | 828 | 553 | 695 | 769 |

(1) The total amount of undiscounted expected credit losses at initial recognition on financial assets recognized during the six-month period ended April 30.2018 is $\$ 103$ million.
(2) epresent the stage transers which are deemed to have taken place at the beginning of the quarter in which the transfer occurred.
(3) Includes the net remeasurement of loss allowances (after transfers) attributable mainly to changes in volumes and in the credit quality of existing loans as well as to changes in risk parameters.
(4) Represent the decrease in loss allowances from full loan repayments (excluding write-offs and disposals).
(5) The allowances for credit losses on undrawn commitments are reported in the Other liabilities item of the Consolidated Balance Sheet.
(6) Includes other financial assets at amortized cost and off-balance sheet items other than undrawn commitments
(7) During the second quarter of 2017, the Bank reversed the sectoral provision on performing loans for oil and gas producer and service company loan portfolio by $\$ 40$ million. The sectoral provision on performing loans of
$\$ 250$ million was recorded during the second quarter of 2016. Moreover, during the second quarter of 2017, the Bank increased the collective allowance on performing loans for credit risk by $\$ 40$ million related to growth in the Bank's overall credit portfolio.
(8) Includes allowances for POCI loans which was recognized in Non-interest income in the Income statement.

Provisions for Credit Losses

(1) During the second quarter of 2017, the Bank reversed the sectoral provision on performing loans for the oil and gas producer and service company loan porffolio by $\$ 40$ million. The sectoral provision on performing loans of $\$ 250$ million was recorded during the second quarter of 2016 .
(1) During the second quarter of 2017, the Bank reversed the sectoral provision on performing loans for the oif and gas
(2) The Bank completed the acquisition of Advanced Bank of Asia Limited (ABA Bank) during the third quarter of 2016.
(3) During the second quarter of 2017, the Bank increased the collective allowance on performing loans for credit risk by $\$ 40$ million related to growth in the Bank's overall credit portfolio.

## Regulatory Capital and Capital Ratios under Basel III ${ }^{(1)}$

(unaudited) (millions of Canadian dollars)

| IFRS 9 |  |  |  | IAS 39 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 | Q4 | Q1 | Q4 | Q3 | Q2 | Q1 |  |  |
| All-in basis |  |  |  |  |  |  |  |  |

Common Equity Tier 1 capital: instruments and reserves
Directly issued qualifying common share capital plus related contributed surplus ${ }^{(2)}$
Retained earnings
Accumulated other comprehensive income and other reserves
Common share capital issued by subsidiaries and held by third parties (amount allowed in group CET1)
Common Equity Tier 1 capital before regulatory adjustments
Goodwill ( adjustments to Common Equity Tier 1 capital
Goodwill (net of related tax liability)
Intangible assets other than mortgage-servicing rights
Accumulated other comprehensive income related to cash flow hedges
Shortfall of total provisions to expected losses
Gains (losses) due to changes in own credit risk on fair valued liabilities
Defined benefit pension plan assets (net of related tax liability)
Investments in own shares (if not already netted off contributed surplus on reported balance sheet) Amount exceeding the $15 \%$ threshold
of which: significant investments in the common stock of financials
of which: deferred tax assets arising from temporary differences
Other deductions or regulatory adjustments to CET1 as determined by OSFI
(including regulatory adjustments in respect of own use property)
Total regulatory adjustments to Common equity Tier 1
Common Equity Tier 1 capital (CET1)

## Additional Tier 1 capital: instrument

Directly issued qualifying Additional Tier 1 instruments plus related contributed surplus ${ }^{(2)}$
of which: classified as equity under applicable accounting standards
of which: classified as liabilities under applicable accounting standards
Directly issued capital instruments subject to phase out from Additional Tier $1^{(2)(s)}$
Additional Tier 1 instruments (and CET1 instruments not included in row 5) issued by subsidiaries and held by third parties (amount allowed in group AT1)
Additional Tier 1 capital before regulatory adjustments Additional Tier 1 capital: regulatory adjustments
41 Other deductions from Tier 1 capital as determined by OSf
41a
of which: Reverse mortgages
44
Additional
Tier 1 cal 1 er 1 capital (AT1)

## Tier 2 capital: instruments and allowance

Directly issued qualifying Tier 2 instruments plus related contributed surplus ${ }^{(2)}$
Directly issued capital instruments subject to phase out from Tier $2^{(2)}$
Tier 2 instruments (and CET1 and AT1 instruments not included in rows 5 or 34) issued by subsidiaries and
held by third parties (amount allowed in group Tier 2)
Allowances on loans
Tier 2 capital before regulatory adjustments
Tier 2 capital: regulatory adjustments
57 Total regulatory adjustments to Tier 2 capital Tier 2 capital (T2)
59 Total capital (TC = T1 + T2)

| - | - | - | - | - | - | - | - |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 942 | 917 | 926 | 164 | 204 | 221 | 216 | 1,245 |
| 12,352 | 12,207 | 12,063 | 11,067 | 10,661 | 10,755 | 10,087 | 10,913 |

(1) As requested by the Office of the Superintendent of Financial Institutions (Canada) (OSFI), all the Domestic Systemically Important Banks (D-SIBs) in Canada must fully apply the Basel III deductions and must disclose the all-in-ratios.
(2) A complete list of capital instruments and their main features is now available on the Bank's website at nbc.ca under Investor Relations > Capital \& Debt Information >Main Features of Regulatory Capital Instruments.
(3) Figures as at October 31, 2017 include the redemption of the Series 28 preferred shares on November 15, 2017.

## Regulatory Capital and Capital Ratios under Basel III ${ }^{(1)}$ (continued)



63 Total capital (as a percentage of risk weighted assets) ${ }^{(2)}$
(1) As requested by the Office of the Superintendent of Financial Institutions (Canada) (OSFI), all the Domestic Systemically Important Banks (D-SIBs) in Canada must fully apply the Basel III deductions and must disclose the all-in-ratios
(2) Ratios as at October 31, 2017 include the redemption of the Series 28 preferred shares on November 15, 2017.
(3) Include the conservation buffer and the surcharge applicable to D-SIBs but do not include the domestic stability buffer.
(4) Per CAR guidelines, transitional basis capital and ratios are not applicable subsequent to Q4 2017

Leverage Ratio under Basel III

(1) Adjustments due to differences between accounting and regulatory netting standards.
(2) Ratios as at October 31, 2017 include the redemption of the Series 28 preferred shares on November 15, 2017.

