## Supplementary Financial Information



For the period ended July 31, 2018
(UNAUDITED)

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Page
Notes to Users
2 Financial Highlights
Consolidated Results
Statements of income
Revenue from trading activities
Non-interest expense
Segment Details
Personal \& Commercial Banking
Canadian BankingWealth ManagementInsuranceInvestor \& Treasury ServicesCapital MarketsCorporate Support
On- and Off-Balance SheetBalance sheets (period-end balances)Selected average balance sheet items
Assets under administration and management
Statements of comprehensive income
Statements of changes in equity
Securitization
CapitalBasel III regulatory capital and ratios (all-in basis)
Regulatory capital balance sheet
Flow statement of the movements in regulatory capital
Total capital risk-weighted assets
Market Risk - Risk-weighted assets by approach (all-in basis)
Total capital risk-weighted assets by business segments (all-in basis)Attributed capital

Capital (continued)
Leverage ratio
Leverage ratio common disclosure template

## Credit Quality

Loans and acceptances
Gross impaired loans
Provision for credit losses
Allowance for credit losses
Credit quality ratios

## Credit Risk Exposure

Gross credit risk exposure by geography and portfolio
Reconciliation of gross credit risk exposure to balance sheet
Exposure covered by credit risk mitigation
Credit exposure by residual contractual maturity
Credit exposure of portfolios under the standardized approach by risk weight
Actual losses vs. estimated losses
Basel Pillar 3 back-testing (Internal ratings based)
Credit quality of advanced internal ratings based (AIRB) exposure retail portfolios by portfolio and risk rating
Credit quality of advanced internal ratings based (AIRB) exposure -
wholesale loans and acceptances by portfolio and risk rating
Realized gains and losses on investment securities
Trading credit derivatives
Other than trading credit derivatives positions
Fair value of derivative instruments
Derivatives - Notional amounts
Derivatives - Related credit risk
Market risk regulatory capital - Internal models-based approach VaR

## Calculation of ROE and RORC <br> Key performance and Non-GAAP measures <br> Glossary

 Canadian dollars. This document is not audited and should be read in conjunction with our Q3 2018 Report to Shareholders and 2017 Annual Report. Certain
comparative amounts have been amended to conform to the current period's presentation

## RS




 policies selected, refer to our Q3 2018 Report to Shareholders and 2017 Annual Report.

## Capital Disclosure Requirements related to Basel III Pillar 3

Capital main features disclosure provides a qualitative disclosure and sets out summary information on the terms and conditions of the main features of all capital instruments. We have also included the full terms and conditions for each of our capital instruments on our Investor Relations website at http://www.rbc.com/investorrelations/quarterly-financial-statements.html.

## EDTF Disclosures

The Financial Stability Board's Enhanced Disclosure Task Force (EDTF) issued a report titled "Enhancing the Risk Disclosures of Banks" in October 2012. The following index lists the disclosure related to these recommendations ontained in this document

| Type of Risk | Recommendation | Disclosure | Page |
| :---: | :---: | :---: | :---: |
| Capital adequacy and risk-weighted assets | 10 | Composition of capital and reconciliation of the accounting balance sheet to the regulatory balance sheet | 23-26 |
|  | 11 | Flow statement of the movements in regulatory capital | 27 |
|  | 13 | Risk-weighted assets (RWA) by business segments | 30 |
|  | 14 | Analysis of capital requirement, and related measurement model information | 28-29 |
|  | 15 | RWA credit risk and related risk measurements | 45-47 |
|  | 16 | Movement of risk-weighted assets by risk type | 30 |
|  | 17 | Basel Pillar 3 back-testing | 45 |
| Credit risk | 26 | Bank's credit risk profile <br> Reconciliation of gross credit risk exposure to balance sheet | $\begin{aligned} & 33-47 \\ & 43 \end{aligned}$ |
|  | 28 | Reconciliation of the opening and closing balances of impaired loans and impairment allowances during the year | 35, 40 |
|  | 29 | Quantification of gross notional exposure for OTC derivatives or exchange-traded derivatives | 49 |
|  | 30 | Credit risk mitigation, including collateral held for all sources of credit risk | 44 |

For a full index of where to find all EDTF related disclosures, see p. 50 of our Q3 2018 Report to Shareholders.

| FINANCIAL HIGHLIGHTS <br> (Millions of Canadian dollars, except otherwise noted) ${ }^{1}$ | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 4,596 | 4,421 | 4,445 | 4,361 | 4,257 | 4,198 | 4,324 | 4,187 | 4,123 | 13,462 | 12,779 | 17,140 | 16,531 |
| Non-interest income | 6,429 | 5,633 | 6,383 | 6,162 | 5,831 | 6,214 | 5,322 | 5,177 | 6,229 | 18,445 | 17,367 | 23,529 |  |
| Total revenue | 11,025 | 10,054 | 10,828 | 10,523 | 10,088 | 10,412 | 9,646 | 9,364 | 10,352 | 31,907 | 30,146 | 40,669 | 38,795 |
| Provision for credit losses (PCL) ${ }^{2}$ | 346 | 274 | 334 | 234 | 320 | 302 | 294 | 358 | 318 | 954 | 916 | 1,150 | 1,546 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) | 925 | 421 | 836 | 1,137 | 643 | 1,090 | 183 | 397 | 1,210 | 2,182 | 1,916 | 3,053 | 3,424 |
| Non-interest expense | 5,858 | 5,482 | 5,611 | 5,611 | 5,537 | 5,331 | 5,315 | 5,297 | 5,188 | 16,951 | 16,183 | 21,794 | 20,526 |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| Less: Non-controlling interests (NCI) | (8) | (9) | (11) | (8) | (13) | (8) | (12) | (10) | (9) | (28) | (33) | (41) | (53) |
| Preferred dividends | (70) | (72) | (72) | (72) | (76) | (77) | (75) | (75) | (85) | (214) | (228) | (300) | (294) |
| Net income available to common shareholders | 3,031 | 2,979 | 2,929 | 2,757 | 2,707 | 2,724 | 2,940 | 2,458 | 2,801 | 8,939 | 8,371 | 11,128 | 10,111 |
| Add: Dilutive impact of exchangeable shares | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 11 | 11 | 15 | 15 |
| Net income available to common shareholders including dilutive impact of exchangeable shares | 3,035 | 2,982 | 2,933 | 2,761 | 2,711 | 2,727 | 2,944 | 2,462 | 2,805 | 8,950 | 8,382 | 11,143 | 10,126 |
| PROFITABILITY MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (EPS) - basic | \$2.10 | \$2.06 | \$2.02 | \$1.89 | \$1.86 | \$1.86 | \$1.98 | \$1.66 | \$1.88 | \$6.19 | \$5.69 | \$7.59 | \$6.80 |
| - diluted | \$2.10 | \$2.06 | \$2.01 | \$1.88 | \$1.85 | \$1.85 | \$1.97 | \$1.65 | \$1.88 | \$6.16 | \$5.67 | \$7.56 | \$6.78 |
| Common shares outstanding (000s) ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| - average (basic) | 1,440,477 | 1,443,084 | 1,451,781 | 1,457,855 | 1,457,854 | 1,468,015 | 1,484,262 | 1,483,869 | 1,485,915 | 1,445,136 | 1,470,066 | 1,466,988 | 1,485,876 |
| - average (diluted) | 1,446,956 | 1,449,737 | 1,458,714 | 1,464,916 | 1,465,035 | 1,475,562 | 1,492,350 | 1,491,872 | 1,494,126 | 1,451,823 | 1,477,615 | 1,474,421 | 1,494,137 |
| Return on common equity (ROE) ${ }^{4}$ | 17.3\% | 18.1\% | 17.4\% | 16.6\% | 16.3\% | 17.2\% | 18.0\% | 15.5\% | 18.0\% | 17.6\% | 17.2\% | 17.0\% | 16.3\% |
| Return on tangible common equity (ROTCE) ${ }^{4}$ | 21.4\% | 22.6\% | 21.6\% | 20.7\% | 20.5\% | 21.8\% | 22.9\% | 19.8\% | 23.1\% | 21.9\% | 21.7\% | 21.4\% | 21.0\% |
| Return on assets (ROA) | 0.95\% | 0.98\% | 0.94\% | 0.94\% | 0.93\% | 0.98\% | 1.02\% | 0.86\% | 0.97\% | 0.96\% | 0.98\% | 0.97\% | 0.89\% |
| Return on RWA ${ }^{5}$ | 2.48\% | 2.57\% | 2.56\% | 2.37\% | 2.43\% | 2.45\% | 2.71\% | 2.26\% | 2.60\% | 2.53\% | 2.53\% | 2.49\% | 2.34\% |
| Efficiency ratio | 53.1\% | 54.5\% | 51.8\% | 53.3\% | 54.9\% | 51.2\% | 55.1\% | 56.6\% | 50.1\% | 53.1\% | 53.7\% | 53.6\% | 52.9\% |
| Adjusted efficiency ratio ${ }^{6}$ | 53.4\% | 53.6\% | 51.9\% | 54.8\% | 53.7\% | 53.1\% | 53.6\% | 55.5\% | 54.5\% | 53.0\% | 53.5\% | 53.8\% | 54.2\% |
| KEY RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS growth ${ }^{7}$ | 13.5\% | 11.4\% | 2.0\% | 13.9\% | (1.6)\% | 11.4\% | 24.7\% | (5.2)\% | 13.3\% | 8.6\% | 10.5\% | 11.5\% | 0.7\% |
| Revenue growth ${ }^{7}$ | 9.3\% | (3.4)\% | 12.3\% | 12.4\% | (2.6)\% | 8.2\% | 2.0\% | 15.4\% | 16.0\% | 5.8\% | 2.4\% | 4.8\% | 8.7\% |
| Adjusted revenue growth ${ }^{6,7}$ | 6.4\% | 1.8\% | 8.9\% | 7.4\% | 8.3\% | 6.9\% | 5.3\% | 11.2\% | 6.2\% | 5.7\% | 6.8\% | 7.0\% | 6.3\% |
| Non-interest expense growth ${ }^{7}$ | 5.8\% | 2.8\% | 5.6\% | 5.9\% | 6.7\% | 7.0\% | 5.1\% | 11.7\% | 9.6\% | 4.7\% | 6.3\% | 6.2\% | 7.9\% |
| Operating leverage | 3.5\% | (6.2)\% | 6.7\% | 6.5\% | (9.3)\% | 1.2\% | (3.1)\% | 3.7\% | 6.4\% | 1.1\% | (3.9)\% | (1.4)\% | 0.8\% |
| Adjusted operating leverage ${ }^{6}$ | 0.6\% | (1.0)\% | 3.3\% | 1.5\% | 1.6\% | (0.1)\% | 0.2\% | (0.5)\% | (3.4)\% | 1.0\% | 0.5\% | 0.8\% | (1.6)\% |
| PCL on impaired loans (IFRS 9 - Stage 3) as a \% of Average net loans and acceptances ${ }^{8}$ | 0.17\% | 0.22\% | 0.23\% | 0.17\% | 0.23\% | 0.23\% | 0.22\% | 0.27\% | 0.24\% | 0.21\% | 0.23\% | 0.21\% | 0.28\% |
| Net interest margin (NIM) (average earning assets, net) | 1.66\% | 1.68\% | 1.65\% | 1.72\% | 1.69\% | 1.73\% | 1.73\% | 1.70\% | 1.69\% | 1.66\% | 1.72\% | 1.72\% | 1.70\% |
| NIM (total average assets) | 1.40\% | 1.42\% | 1.38\% | 1.45\% | 1.42\% | 1.46\% | 1.45\% | 1.42\% | 1.38\% | 1.40\% | 1.44\% | 1.44\% | 1.41\% |
| NIM (total average assets) excluding Trading Assets, Trading net interest income and Insurance Assets | 2.02\% | 2.04\% | 1.99\% | 2.02\% | 1.99\% | 2.01\% | 2.02\% | 2.04\% | 2.03\% | 2.02\% | 2.00\% | 2.01\% | 2.03\% |
| Non-interest income as \% of total revenue | 58.3\% | 56.0\% | 58.9\% | 58.6\% | 57.8\% | 59.7\% | 55.2\% | 55.3\% | 60.2\% | 57.8\% | 57.6\% | 57.9\% | 57.4\% |
| Effective tax rate | 20.2\% | 21.1\% | 25.6\% | 19.9\% | 22.1\% | 23.9\% | 21.5\% | 23.2\% | 20.4\% | 22.3\% | 22.5\% | 21.8\% | 21.4\% |
| Effective tax rate (Taxable equivalent basis (teb)) | 23.3\% | 24.0\% | 27.2\% | 24.7\% | 24.3\% | 25.8\% | 23.8\% | 25.8\% | 25.8\% | 24.9\% | 24.6\% | 24.6\% | 25.5\% |
| CAPITAL MEASURES - CONSOLIDATED |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 (CET1) capital ratio ${ }^{5}$ | 11.1\% | 10.9\% | 11.0\% | 10.9\% | 10.9\% | 10.6\% | 11.0\% | 10.8\% | 10.5\% | 11.1\% | 10.9\% | 10.9\% | 10.8\% |
| Tier 1 capital ratio ${ }^{5}$ | 12.3\% | 12.3\% | 12.4\% | 12.3\% | 12.4\% | 12.0\% | 12.6\% | 12.3\% | 12.1\% | 12.3\% | 12.4\% | 12.3\% | 12.3\% |
| Total capital ratio ${ }^{5}$ | 14.1\% | 14.1\% | 14.4\% | 14.2\% | 14.4\% | 14.1\% | 14.7\% | 14.4\% | 14.2\% | 14.1\% | 14.4\% | 14.2\% | 14.4\% |
| Total capital RWA (\$ billions) ${ }^{5}$ | 498.9 | 489.2 | 466.8 | 474.5 | 458.1 | 471.2 | 443.9 | 449.7 | 445.1 | 498.9 | 458.1 | 474.5 | 449.7 |
| Leverage ratio - all-in basis | 4.3\% | 4.3\% | 4.2\% | 4.4\% | 4.4\% | 4.3\% | 4.4\% | 4.4\% | 4.2\% | 4.3\% | 4.4\% | 4.4\% | 4.4\% |
| Leverage ratio exposure - all-in basis (\$ billions) | 1,413.9 | 1,381.0 | 1,363.9 | 1,315.5 | 1,286.6 | 1,311.7 | 1,260.0 | 1,265.1 | 1,270.4 | 1,413.9 | 1,286.6 | 1,315.5 | 1,265.1 |

[^0]${ }^{4}$ This measure does not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53 .
 to different annual CVA percentages. 2015 and 2016 CVA scalars are $64 \%, 71 \%$ and $77 \%$. For 2017 the CVA scalers are $72 \%, 77 \%$ and $81 \%$. For 2018 the CVA scalers are $80 \%, 83 \%$ and $86 \%$

Cumulative translation adjustment release (Q2/15-\$108 million). These are non-GAAP measures. Refer to page 53 for further details


| FINANCIAL HIGHLIGHTS continued (Millions of Canadian dollars, except otherwise noted) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ADJUSTED BASIS MEASURES ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 3,031 | 2,979 | 2,929 | 2,757 | 2,707 | 2,724 | 2,940 | 2,458 | 2,801 | 8,939 | 8,371 | 11,128 | 10,111 |
| Adjustments |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles | 55 | 55 | 54 | 49 | 50 | 51 | 56 | 53 | 51 | 164 | 157 | 206 | 212 |
| Cumulative translation adjustment release |  |  |  |  |  |  |  |  |  |  |  |  |  |
| City National transaction and integration costs | 7 | 3 | 8 | 9 | 7 | 5 | 6 | 9 | 12 | 18 | 18 | 27 | 57 |
| Gain on sale of RBC General Insurance |  |  |  |  |  |  |  |  | (235) |  |  |  | (235) |
| Gain on sale of U.S. operations of Moneris Solutions Corporation | - | - | - |  |  |  | (212) |  |  |  | (212) | (212) |  |
|  | 3,093 | 3,037 | 2,991 | 2,815 | 2,764 | 2,780 | 2,790 | 2,520 | 2,629 | 9,121 | 8,334 | 11,149 | 10,145 |
| Add: Dilutive impact of exchangeable shares | 4 | 3 |  | 4 | 4 | 3 | 4 | 4 | 4 | 11 | 11 | 15 | 15 |
| Net income available to common shareholders including dilutive impact of exchangeable shares | 3,097 | 3,040 | 2,995 | 2,819 | 2,768 | 2,783 | 2,794 | 2,524 | 2,633 | 9,132 | 8,345 | 11,164 | 10,160 |
| Adjusted EPS | \$2.15 | \$2.11 | \$2.06 | \$1.93 | \$1.90 | \$1.89 | \$1.88 | \$1.70 | \$1.77 | \$6.31 | \$5.67 | \$7.60 | \$6.83 |
| Adjusted diluted EPS | \$2.14 | \$2.10 | \$2.05 | \$1.92 | \$1.89 | \$1.89 | \$1.87 | \$1.69 | \$1.76 | \$6.29 | \$5.65 | \$7.57 | \$6.80 |
| Adjusted ROE | 17.6\% | 18.5\% | 17.7\% | 16.9\% | 16.7\% | 17.6\% | 17.1\% | 15.9\% | 16.9\% | 17.9\% | 17.1\% | 17.1\% | 16.3\% |
| CALCULATION OF ROTCENet income available to common shareholders |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 3,031 | 2,979 | 2,929 | 2,757 | 2,707 | 2,724 | 2,940 | 2,458 | 2,801 | 8,939 | 8,371 | 11,128 | 10,111 |
| Add: After-tax effect of amortization of other intangibles | 55 | 55 | 54 | 49 | 50 | 51 | 56 | 53 | 51 | 164 | 157 | 206 | 212 |
|  | 3,086 | 3,034 | 2,983 | 2,806 | 2,757 | 2,775 | 2,996 | 2,511 | 2,852 | 9,103 | 8,528 | 11,334 | 10,323 |
| Average common equity | 69,650 | 67,450 | 66,850 | 65,900 | 65,750 | 64,800 | 64,650 | 63,100 | 61,800 | 68,000 | 65,050 | 65,300 | 62,200 |
| Less: Goodwill and Intangibles net of tax Tangible common equity | 12,400 | 12,400 | 12,150 | 12,100 | 12,350 | 12,700 | 12,650 | 12,650 | 12,750 | 12,400 | 12,550 | 12,450 | 13,000 |
|  | 57,250 | 55,050 | 54,700 | 53,800 | 53,400 | 52,100 | 52,000 | 50,450 | 49,050 | 55,600 | 52,500 | 52,850 | 49,200 |
| ROTCE ${ }^{2}$ | 21.4\% | 22.6\% | 21.6\% | 20.7\% | 20.5\% | 21.8\% | 22.9\% | 19.8\% | 23.1\% | 21.9\% | 21.7\% | 21.4\% | 21.0\% |
| ECONOMIC PROFIT |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| NCl |  | (9) | (11) | (8) | (13) | (8) | (12) | (10) | (9) | (28) | (33) | (41) | (53) |
| After-tax effect of amortization of other intangibles | 55 | 55 | 54 | 49 | 50 | 51 | 56 | 53 | 51 | 164 | 157 | 206 | 212 |
| Goodwill and other intangibles impairment Capital charge |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Economic profit ${ }^{2}$ | $(1,564)$ | $(1,468)$ | $(1,505)$ | $(1,485)$ | $(1,484)$ | $(1,420)$ | $(1,460)$ | $(1,503)$ | $(1,484)$ | $(4,537)$ | $(4,364)$ | $(5,849)$ | $(5,893)$ |
|  | 1,592 | 1,638 | 1,550 | 1,393 | 1,349 | 1,432 | 1,611 | 1,083 | 1,453 | 4,780 | 4,392 | 5,785 | 4,724 |
| ADDITIONAL SHARE INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding (000s) - end of period | 1,441,166 | 1,442,009 | 1,444,065 | 1,452,898 | 1,457,934 | 1,457,291 | 1,475,540 | 1,485,394 | 1,485,085 | 1,441,166 | 1,457,934 | 1,452,898 | 1,485,394 |
| Treasury shares held |  |  |  |  |  |  |  |  |  |  |  |  |  |
| - preferred (000s) | 8 | (112) | (7) | 6 | 3 | (24) | 13 | 31 | (18) | 8 | 3 | 6 | 31 |
| - common (000s) | $(1,158)$ | $(1,023)$ | (150) | (363) | 1,091 | (227) | (515) | $(1,159)$ | $(1,473)$ | $(1,158)$ | 1,091 | (363) | $(1,159)$ |
| Stock options outstanding (000s) | 8,863 | 9,348 | 9,557 | 9,315 | 9,932 | 10,612 | 11,382 | 11,388 | 12,595 | 8,863 | 9,932 | 9,315 | 11,388 |
| Stock options exercisable (000s) | 4,087 | 4,526 | 4,589 | 4,337 | 4,952 | 5,595 | 6,209 | 6,909 | 8,085 | 4,087 | 4,952 | 4,337 | 6,909 |
| Dividends declared per common share | \$0.94 | \$0.94 | \$0.91 | \$0.91 | \$0.87 | \$0.87 | \$0.83 | \$0.83 | \$0.81 | \$2.79 | \$2.57 | \$3.48 | \$3.24 |
| Dividend yield | 3.8\% | 3.7\% | 3.5\% | 3.6\% | 3.7\% | 3.6\% | 3.8\% | 4.0\% | 4.1\% | 3.6\% | 3.8\% | 3.8\% | 4.3\% |
| Dividend payout ratio | 45\% | 46\% | 45\% | 48\% | 47\% | 47\% | 42\% | 50\% | 43\% | 45\% | 45\% | 46\% | 48\% |
| Common dividends | 1,355 | 1,356 | 1,319 | 1,324 | 1,269 | 1,271 | 1,232 | 1,234 | 1,202 | 4,030 | 3,772 | 5,096 | 4,817 |
| Preferred dividends | 71 | 71 | 72 | 72 | 76 | 77 | 75 | 75 | 85 | 214 | 228 | 300 | 294 |
| Book value per share | \$49.64 | \$47.97 | \$46.01 | \$46.41 | \$44.93 | \$45.20 | \$43.97 | \$43.32 | \$42.15 | \$49.64 | \$44.93 | \$46.41 | \$43.32 |
| Common share price (RY on TSX) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| - High | \$102.46 | \$105.15 | \$108.52 | \$102.15 | \$96.20 | \$99.90 | \$94.90 | \$84.70 | \$80.97 | \$108.52 | \$99.90 | \$102.15 | \$84.70 |
| - Low | \$96.25 | \$96.00 | \$99.30 | \$90.13 | \$90.73 | \$93.11 | \$81.82 | \$78.24 | \$74.64 | \$96.00 | \$81.82 | \$81.82 | \$64.52 |
| - Close, end of period | \$101.55 | \$97.64 | \$105.32 | \$100.87 | \$93.01 | \$93.47 | \$93.56 | \$83.80 | \$79.59 | \$101.55 | \$93.01 | \$100.87 | \$83.80 |
| Market capitalization (TSX) | 146,350 | 140,798 | 152,089 | 146,554 | 135,602 | 136,213 | 138,052 | 124,476 | 118,198 | 146,350 | 135,602 | 146,554 | 124,476 |
| Market price to book value | 2.05 | 2.04 | 2.29 | 2.17 | 2.07 | 2.07 | 2.13 | 1.93 | 1.89 | 2.05 | 2.07 | 2.17 | 1.93 |

${ }^{1}$ Adjusted measures are non-GAAP measures. For further information, refer to the Key performance and non-GAAP measures section on page 53.
${ }^{2}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53.

| FINANCIAL HIGHLIGHTS continued (Millions of Canadian dollars, except otherwise noted) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SELECTED BALANCE SHEET INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average loans and acceptances, net | 573,900 | 561,900 | 554,000 | 554,400 | 547,700 | 540,500 | 535,600 | 531,900 | 527,600 | 563,300 | 541,300 | 544,600 | 527,200 |
| Total assets | 1,292,374 | 1,274,778 | 1,276,275 | 1,212,853 | 1,201,047 | 1,202,919 | 1,161,766 | 1,180,258 | 1,198,875 | 1,292,374 | 1,201,047 | 1,212,853 | 1,180,258 |
| Average assets | 1,300,800 | 1,276,700 | 1,276,700 | 1,195,600 | 1,188,800 | 1,181,000 | 1,180,800 | 1,175,400 | 1,184,300 | 1,284,800 | 1,183,600 | 1,186,600 | 1,176,400 |
| Average earning assets, net | 1,095,300 | 1,081,100 | 1,071,200 | 1,007,500 | 1,000,200 | 997,700 | 990,500 | 981,900 | 973,400 | 1,082,600 | 996,100 | 999,000 | 973,200 |
| Deposits | 832,261 | 822,048 | 800,020 | 789,635 | 778,618 | 785,583 | 757,512 | 757,589 | 754,415 | 832,261 | 778,618 | 789,635 | 757,589 |
| Common equity | 71,475 | 69,122 | 66,430 | 67,416 | 65,561 | 65,858 | 64,853 | 64,304 | 62,541 | 71,475 | 65,561 | 67,416 | 64,304 |
| Average common equity | 69,650 | 67,450 | 66,850 | 65,900 | 65,750 | 64,800 | 64,650 | 63,100 | 61,800 | 68,000 | 65,050 | 65,300 | 62,200 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 58,532 | 56,376 | 55,782 | 55,420 | 56,147 | 55,283 | 55,214 | 55,213 | 56,396 | 58,532 | 56,147 | 55,420 | 55,213 |
| U.S. | 13,460 | 12,773 | 12,622 | 12,505 | 12,611 | 11,947 | 11,896 | 11,824 | 11,861 | 13,460 | 12,611 | 12,505 | 11,824 |
| Other | 10,244 | 10,159 | 10,244 | 10,285 | 10,376 | 10,428 | 10,704 | 10,788 | 10,956 | 10,244 | 10,376 | 10,285 | 10,788 |
| Total | 82,236 | 79,308 | 78,648 | 78,210 | 79,134 | 77,658 | 77,814 | 77,825 | 79,213 | 82,236 | 79,134 | 78,210 | 77,825 |
| Number of banking branches |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 1,205 | 1,221 | 1,230 | 1,235 | 1,246 | 1,256 | 1,265 | 1,268 | 1,271 | 1,205 | 1,246 | 1,235 | 1,268 |
| U.S. | 72 | 72 | 71 | 73 | 72 | 72 | 73 | 73 | 73 | 72 | 72 | 73 | 73 |
| Other | 61 | 62 | 67 | 68 | 70 | 73 | 77 | 78 | 78 | 61 | 70 | 68 | 78 |
| Total | 1,338 | 1,355 | 1,368 | 1,376 | 1,388 | 1,401 | 1,415 | 1,419 | 1,422 | 1,338 | 1,388 | 1,376 | 1,419 |
| Number of automated teller machines (ATMs) | 4,792 | 4,875 | 4,660 | 4,630 | 4,758 | 4,893 | 4,902 | 4,905 | 4,901 | 4,792 | 4,758 | 4,630 | 4,905 |
| Active digital (Online and Mobile) users (000's) ${ }^{1}$ | 6,583 | 6,482 | 6,377 | 6,226 | 6,088 | 6,021 | 5,908 | 5,806 | 5,694 | 6,583 | 6,088 | 6,226 | 5,806 |
| Active mobile users (000's) ${ }^{1}$ | 3,692 | 3,533 | 3,427 | 3,298 | 3,135 | 2,981 | 2,886 | 2,772 | 2,617 | 3,692 | 3,135 | 3,298 | 2,772 |
| MARKET RISK MEASURES - Structural Interest Rate Sensitivities Before-tax impact of $1 \%$ increase in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk ${ }^{2}$ Economic value of equity | $\begin{gathered} 580 \\ (997) \end{gathered}$ | $\begin{array}{r} 555 \\ (1,086) \end{array}$ | $\begin{gathered} 458 \\ (1,224) \end{gathered}$ | $\begin{array}{r} 451 \\ (1,215) \end{array}$ | $\begin{array}{r} 379 \\ (1,325) \end{array}$ | $\begin{array}{r} 471 \\ (1,208) \end{array}$ | $\begin{gathered} 414 \\ (1,304) \end{gathered}$ | $\begin{gathered} 420 \\ (1,377) \end{gathered}$ | $\begin{array}{r} 449 \\ (1,187) \end{array}$ | $\begin{gathered} 580 \\ (997) \end{gathered}$ | $\begin{array}{r} 379 \\ (1,325) \end{array}$ | $\begin{array}{r} 451 \\ (1,215) \end{array}$ | $\begin{gathered} 420 \\ (1,377) \end{gathered}$ |
| Before-tax impact of 1\% decrease in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk ${ }^{2}$ | (667) | (656) | (578) | (604) | (546) | (577) | (553) | (465) | (450) | (667) | (546) | (604) | (465) |
| Economic value of equity | 583 | 669 | 809 | 638 | 753 | 655 | 860 | 644 | 496 | 583 | 753 | 638 | 644 |

${ }_{2}^{1}$ This figure represents the 90-Day Active customers in Canadian Banking only.
Amounts represent the 12-month Net interest exposure to an instantaneous and sustained shift in interest rates.

| STATEMENTS OF INCOME <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and dividend income | 8,626 | 7,865 | 7,540 | 7,146 | 6,808 | 6,491 | 6,459 | 6,211 | 6,184 | 24,031 | 19,758 | 26,904 | 24,452 |
| Interest expense | 4,030 | 3,444 | 3,095 | 2,785 | 2,551 | 2,293 | 2,135 | 2,024 | 2,061 | 10,569 | 6,979 | 9,764 | 7,921 |
| Total | 4,596 | 4,421 | 4,445 | 4,361 | 4,257 | 4,198 | 4,324 | 4,187 | 4,123 | 13,462 | 12,779 | 17,140 | 16,531 |
| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts | 334 | 328 | 328 | 329 | 328 | 324 | 325 | 329 | 323 | 990 | 977 | 1,306 | 1,284 |
| Other payment services | 124 | 115 | 112 | 116 | 122 | 113 | 113 | 118 | 120 | 351 | 348 | 464 | 472 |
| Service charges | 458 | 443 | 440 | 445 | 450 | 437 | 438 | 447 | 443 | 1,341 | 1,325 | 1,770 | 1,756 |
| Insurance premiums, investment and fee income | 1,290 | 806 | 1,144 | 1,612 | 1,009 | 1,448 | 497 | 824 | 1,534 | 3,240 | 2,954 | 4,566 | 4,868 |
| Trading revenue | 234 | 236 | 318 | 146 | 216 | 181 | 263 | 119 | 311 | 788 | 660 | 806 | 701 |
| Investment management and custodial fees | 1,347 | 1,318 | 1,325 | 1,228 | 1,227 | 1,189 | 1,159 | 1,133 | 1,083 | 3,990 | 3,575 | 4,803 | 4,358 |
| Mutual fund revenue | 908 | 862 | 885 | 848 | 857 | 820 | 814 | 813 | 795 | 2,655 | 2,491 | 3,339 | 3,159 |
| Securities brokerage commissions | 334 | 334 | 355 | 327 | 330 | 360 | 399 | 350 | 352 | 1,023 | 1,089 | 1,416 | 1,429 |
| Underwriting and other advisory fees | 541 | 457 | 541 | 498 | 537 | 590 | 468 | 509 | 524 | 1,539 | 1,595 | 2,093 | 1,876 |
| Foreign exchange revenue, other than trading | 273 | 277 | 281 | 230 | 281 | 236 | 227 | 217 | 189 | 831 | 744 | 974 | 964 |
| Card service revenue | 266 | 267 | 257 | 211 | 245 | 241 | 236 | 220 | 227 | 790 | 722 | 933 | 889 |
| Credit fees | 378 | 317 | 328 | 364 | 355 | 358 | 356 | 384 | 285 | 1,023 | 1,069 | 1,433 | 1,239 |
| Net gain on investment securities ${ }^{1}$ | 26 | 49 | 39 | 47 | 44 | 54 | 27 | 2 | 7 | 114 | 125 | 172 | 76 |
| Share of profit (loss) in joint ventures and associates | (26) | 14 | 25 | 10 | 33 | 41 | 251 | 44 | 44 | 13 | 325 | 335 | 176 |
| Other | 400 | 253 | 445 | 196 | 247 | 259 | 187 | 115 | 435 | 1,098 | 693 | 889 | 773 |
| Total | 6,429 | 5,633 | 6,383 | 6,162 | 5,831 | 6,214 | 5,322 | 5,177 | 6,229 | 18,445 | 17,367 | 23,529 | 22,264 |
| Total revenue | 11,025 | 10,054 | 10,828 | 10,523 | 10,088 | 10,412 | 9,646 | 9,364 | 10,352 | 31,907 | 30,146 | 40,669 | 38,795 |
| Provision for credit losses | 346 | 274 | 334 | 234 | 320 | 302 | 294 | 358 | 318 | 954 | 916 | 1,150 | 1,546 |
| Insurance policyholder benefits, claims and acquisition expense | 925 | 421 | 836 | 1,137 | 643 | 1,090 | 183 | 397 | 1,210 | 2,182 | 1,916 | 3,053 | 3,424 |
| Non-interest expense | 5,858 | 5,482 | 5,611 | 5,611 | 5,537 | 5,331 | 5,315 | 5,297 | 5,188 | 16,951 | 16,183 | 21,794 | 20,526 |
| Income before income taxes | 3,896 | 3,877 | 4,047 | 3,541 | 3,588 | 3,689 | 3,854 | 3,312 | 3,636 | 11,820 | 11,131 | 14,672 | 13,299 |
| Income taxes | 787 | 817 | 1,035 | 704 | 792 | 880 | 827 | 769 | 741 | 2,639 | 2,499 | 3,203 | 2,841 |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| Net income (loss) attributable to: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders | 3,101 | 3,051 | 3,001 | 2,829 | 2,783 | 2,801 | 3,015 | 2,533 | 2,886 | 9,153 | 8,599 | 11,428 | 10,405 |
| Non-controlling interests (NCI) | 8 | 9 | 11 | 8 | 13 | 8 | 12 | 10 | 9 | 28 | 33 | 41 | 53 |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| Non-controlling interests ( NCI ) | (8) | (9) | (11) | (8) | (13) | (8) | (12) | (10) | (9) | (28) | (33) | (41) | (53) |
| Preferred dividends | (70) | (72) | (72) | (72) | (76) | (77) | (75) | (75) | (85) | (214) | (228) | (300) | (294) |
| Net income available to common shareholders | 3,031 | 2,979 | 2,929 | 2,757 | 2,707 | 2,724 | 2,940 | 2,458 | 2,801 | 8,939 | 8,371 | 11,128 | 10,111 |

[^1] (AFS) securities.

| Total trading revenue |
| :--- |
| $\quad$ Net interest income |
| $\quad$ Non-interest income |
| Total |
| Trading revenue by product |
| $\quad$ Interest rate and credit |
| $\quad$ Equities |
| Foreign exchange and commodities |
| Total |
| Trading revenue (teb) by product |
| $\quad$ Interest rate and credit |
| $\quad$ Fquities |
| Foreign exchange and commodities |
| Total (teb) |
| Trading revenue (teb) by product - Capital Marke |
| $\quad$ Interest rate and credit |
| $\quad$ Equities |
| Foreign exchange and commodities |
| Total (teb) |

Total (eb)

Trading revenue (teb) - Investor \& Treasury Services

| $\begin{aligned} & 1,651 \\ & 788 \end{aligned}$ | $\begin{array}{r} 1,844 \\ 660 \end{array}$ | 2,370 | 2,376 701 |
| :---: | :---: | :---: | :---: |
| 2,439 | 2,504 | 3,176 | 3,077 |
| 1,275 | 1,430 | 1,796 | 1,830 |
| 767 | 688 | 895 | 684 |
| 397 | 386 | 485 | 563 |
| 2,439 | 2,504 | 3,176 | 3,077 |
| 1,275 | 1,430 | 1,796 | 1,830 |
| 1,002 | 942 | 1,221 | 1,166 |
| 397 | 386 | 485 | 564 |
| 2,674 | 2,758 | 3,502 | 3,560 |
| 1,067 | 1,169 | 1,466 | 1,473 |
| 1,059 | 971 | 1,251 | 1,205 |
| 297 | 261 | 331 | 402 |
| 2,423 | 2,401 | 3,048 | 3,080 |
| 149 | 209 | 249 | 301 |


| NON-INTEREST EXPENSE (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human resources |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 1,554 | 1,482 | 1,466 | 1,487 | 1,559 | 1,449 | 1,441 | 1,466 | 1,462 | 4,502 | 4,449 | 5,936 | 5,865 |
| Variable compensation | 1,442 | 1,338 | 1,384 | 1,323 | 1,342 | 1,277 | 1,261 | 1,204 | 1,173 | 4,164 | 3,880 | 5,203 | 4,583 |
| Benefits and retention compensation | 432 | 465 | 480 | 415 | 444 | 465 | 468 | 378 | 402 | 1,377 | 1,377 | 1,792 | 1,674 |
| Stock-based compensation ${ }^{2}$ | 93 | 39 | 172 | 74 | 88 | 98 | 139 | 30 | 86 | 304 | 325 | 399 | 255 |
| Total Human resources | 3,521 | 3,324 | 3,502 | 3,299 | 3,433 | 3,289 | 3,309 | 3,078 | 3,123 | 10,347 | 10,031 | 13,330 | 12,377 |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation | 69 | 67 | 64 | 69 | 63 | 60 | 61 | 66 | 47 | 200 | 184 | 253 | 241 |
| Computer rental and maintenance | 341 | 314 | 304 | 300 | 293 | 277 | 291 | 306 | 294 | 959 | 861 | 1,161 | 1,176 |
| Office equipment rental and maintenance | 6 | 5 | 4 | 4 | 5 | 7 | 4 | 6 | 5 | 15 | 16 | 20 | 21 |
| Total Equipment | 416 | 386 | 372 | 373 | 361 | 344 | 356 | 378 | 346 | 1,174 | 1,061 | 1,434 | 1,438 |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premises rent | 176 | 170 | 175 | 179 | 168 | 175 | 200 | 181 | 154 | 521 | 543 | 722 | 661 |
| Premises repairs and maintenance | 109 | 105 | 101 | 107 | 100 | 106 | 66 | 103 | 115 | 315 | 272 | 379 | 441 |
| Depreciation | 78 | 74 | 71 | 82 | 78 | 86 | 101 | 87 | 85 | 223 | 265 | 347 | 332 |
| Property taxes | 30 | 37 | 32 | 34 | 37 | 37 | 32 | 35 | 33 | 99 | 106 | 140 | 134 |
| Total Occupancy | 393 | 386 | 379 | 402 | 383 | 404 | 399 | 406 | 387 | 1,158 | 1,186 | 1,588 | 1,568 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 42 | 43 | 40 | 41 | 40 | 42 | 42 | 43 | 45 | 125 | 124 | 165 | 172 |
| Postage and courier | 41 | 58 | 57 | 52 | 51 | 58 | 56 | 50 | 50 | 156 | 165 | 217 | 206 |
| Marketing and public relations | 153 | 126 | 104 | 183 | 135 | 119 | 101 | 167 | 122 | 383 | 355 | 538 | 490 |
| Stationery and printing | 24 | 22 | 23 | 23 | 24 | 22 | 22 | 18 | 23 | 69 | 68 | 91 | 77 |
| Total Communications | 260 | 249 | 224 | 299 | 250 | 241 | 221 | 278 | 240 | 733 | 712 | 1,011 | 945 |
| Professional fees | 359 | 321 | 281 | 368 | 326 | 265 | 255 | 312 | 279 | 961 | 846 | 1,214 | 1,078 |
| Amortization of other intangibles |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Computer software | 199 | 191 | 188 | 184 | 181 | 174 | 167 | 179 | 173 | 578 | 522 | 706 | 657 |
| Other | 72 | 75 | 73 | 73 | 74 | 77 | 85 | 78 | 77 | 220 | 236 | 309 | 313 |
| Total Amortization of other intangibles | 271 | 266 | 261 | 257 | 255 | 251 | 252 | 257 | 250 | 798 | 758 | 1,015 | 970 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business and capital taxes | 34 | 19 | 27 | 77 | 22 | 13 | 22 | 91 | 30 | 80 | 57 | 134 | 175 |
| Travel and relocation | 56 | 51 | 52 | 48 | 52 | 47 | 44 | 55 | 51 | 159 | 143 | 191 | 203 |
| Employee training | 18 | 14 | 11 | 16 | 15 | 13 | 11 | 19 | 13 | 43 | 39 | 55 | 54 |
| Donations | 24 | 20 | 20 | 42 | 18 | 18 | 16 | 23 | 22 | 64 | 52 | 94 | 82 |
| Outsourced item processing | 29 | 37 | 39 | 39 | 44 | 45 | 46 | 39 | 45 | 105 | 135 | 174 | 178 |
| Impairment of other intangibles | 1 |  |  | - | 2 | - | - |  |  | 1 | 2 | 2 | 3 |
| Impairment of investments in joint ventures and associates | - | 1 | 3 | 2 | - | 1 | 1 | (23) | 5 | 4 | 2 | 4 | (8) |
| Other | 476 | 408 | 440 | 389 | 376 | 400 | 383 | 384 | 397 | 1,324 | 1,159 | 1,548 | 1,463 |
| Total Other | 638 | 550 | 592 | 613 | 529 | 537 | 523 | 588 | 563 | 1,780 | 1,589 | 2,202 | 2,150 |
| Total non-interest expense | 5,858 | 5,482 | 5,611 | 5,611 | 5,537 | 5,331 | 5,315 | 5,297 | 5,188 | 16,951 | 16,183 | 21,794 | 20,526 |

Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.
Stock-based compensation includes the cost of stock options, performance deferred shares, deferred compensation plans and the impact of related economic hedges.

| PERSONAL \& COMMERCIAL BANKING <br> (Millions of Canadian dollars, except percentage amounts) ${ }^{1}$ | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 3,001 | 2,852 | 2,856 | 2,820 | 2,721 | 2,597 | 2,649 | 2,640 | 2,598 | 8,709 | 7,967 | 10,787 | 10,337 |
| Non-interest income | 1,283 | 1,251 | 1,309 | 1,199 | 1,249 | 1,201 | 1,427 | 1,189 | 1,182 | 3,843 | 3,877 | 5,076 | 4,675 |
| Total revenue | 4,284 | 4,103 | 4,165 | 4,019 | 3,970 | 3,798 | 4,076 | 3,829 | 3,780 | 12,552 | 11,844 | 15,863 | 15,012 |
| PCL on performing assets ${ }^{2}$ | 31 | 18 | 41 |  |  |  |  |  |  | 90 |  |  |  |
| PCL on impaired assets ${ }^{2}$ | 308 | 282 | 276 | 270 | 273 | 262 | 249 | 288 | 271 | 866 | 784 | 1,054 | 1,122 |
| Total PCL | 339 | 300 | 317 | 270 | 273 | 262 | 249 | 288 | 271 | 956 | 784 | 1,054 | 1,122 |
| Non-interest expense | 1,910 | 1,828 | 1,801 | 1,872 | 1,826 | 1,709 | 1,769 | 1,825 | 1,732 | 5,539 | 5,304 | 7,176 | 6,933 |
| Income taxes | 525 | 516 | 526 | 473 | 472 | 467 | 466 | 441 | 455 | 1,567 | 1,405 | 1,878 | 1,773 |
| Net income | 1,510 | 1,459 | 1,521 | 1,404 | 1,399 | 1,360 | 1,592 | 1,275 | 1,322 | 4,490 | 4,351 | 5,755 | 5,184 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Banking ${ }^{3}$ | 3,090 | 2,971 | 3,023 | 2,891 | 2,879 | 2,746 | 3,004 | 2,766 | 2,730 | 9,084 | 8,629 | 11,520 | 10,819 |
| Business Banking ${ }^{3}$ | 950 | 900 | 904 | 875 | 850 | 812 | 820 | 811 | 814 | 2,754 | 2,482 | 3,357 | 3,190 |
| Canadian Banking | 4,040 | 3,871 | 3,927 | 3,766 | 3,729 | 3,558 | 3,824 | 3,577 | 3,544 | 11,838 | 11,111 | 14,877 | 14,009 |
| Caribbean \& U.S. Banking | 244 | 232 | 238 | 253 | 241 | 240 | 252 | 252 | 236 | 714 | 733 | 986 | 1,003 |
| Total | 4,284 | 4,103 | 4,165 | 4,019 | 3,970 | 3,798 | 4,076 | 3,829 | 3,780 | 12,552 | 11,844 | 15,863 | 15,012 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE ${ }^{4}$ | 27.2\% | 27.8\% | 28.6\% | 26.7\% | 26.6\% | 28.0\% | 32.1\% | 27.1\% | 28.0\% | 27.9\% | 28.9\% | 28.3\% | 27.5\% |
| NIM (average earning assets, net) | 2.80\% | 2.79\% | 2.73\% | 2.71\% | 2.66\% | 2.67\% | 2.66\% | 2.69\% | 2.68\% | 2.77\% | 2.66\% | 2.68\% | 2.68\% |
| Efficiency ratio | 44.6\% | 44.6\% | 43.2\% | 46.6\% | 46.0\% | 45.0\% | 43.4\% | 47.7\% | 45.8\% | 44.1\% | 44.8\% | 45.2\% | 46.2\% |
| Operating leverage | 3.3\% | 1.0\% | 0.4\% | 2.4\% | (0.4)\% | 0.2\% | 6.4\% | 0.0\% | 0.5\% | 1.6\% | 2.1\% | 2.2\% | 1.3\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 445,600 | 438,600 | 434,500 | 430,100 | 423,700 | 417,300 | 413,100 | 409,000 | 405,000 | 439,600 | 418,000 | 421,100 | 403,800 |
| Earning assets, net | 425,900 | 419,200 | 415,600 | 412,200 | 405,700 | 398,900 | 395,500 | 391,000 | 386,000 | 420,300 | 400,000 | 403,100 | 385,400 |
| Loans and acceptances, net | 426,500 | 419,900 | 416,000 | 412,000 | 405,200 | 398,200 | 394,600 | 390,000 | 384,700 | 420,800 | 399,400 | 402,500 | 383,900 |
| Deposits | 363,100 | 357,900 | 357,000 | 352,100 | 346,400 | 342,400 | 336,700 | 329,700 | 321,300 | 359,400 | 341,900 | 344,400 | 320,100 |
| Attributed capital | 21,700 | 21,200 | 20,750 | 20,500 | 20,500 | 19,550 | 19,350 | 18,350 | 18,400 | 21,200 | 19,800 | 20,000 | 18,550 |
| Risk capital | 17,100 | 16,600 | 16,200 | 15,950 | 15,850 | 14,850 | 14,650 | 13,600 | 13,700 | 16,650 | 15,100 | 15,300 | 13,750 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans (GIL) / Related loans and acceptances | 0.38\% | 0.41\% | 0.41\% | 0.36\% | 0.37\% | 0.39\% | 0.39\% | 0.42\% | 0.43\% | 0.38\% | 0.38\% | 0.36\% | 0.43\% |
| PCL on performing loans (IFRS 9 - Stage 1 and 2) / Average net loans and acceptance ${ }^{5}$ | 0.06\% | 0.02\% | 0.04\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.04\% | 0.00\% | 0.00\% | 0.00\% |
| PCL on impaired loans (IFRS 9 - Stage 3) / Average net loans and acceptances ${ }^{6}$ | 25\% | 0.28\% | 0.26\% | 0.26\% | 0.27\% | 0.27\% | 0.25\% | 0.29\% | 0.28\% | 0.26 | 0.26\% | 0.26\% | 0.29\% |
| Net write-offs / Average net loans and acceptances | 0.26\% | 0.25\% | 0.23\% | 0.24\% | 0.25\% | 0.27\% | 0.25\% | 0.28\% | 0.30\% | 0.25\% | 0.25\% | 0.25\% | 0.28\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration (AUA) ${ }^{7}$ | 276,700 | 269,100 | 270,800 | 264,800 | 252,500 | 258,100 | 245,000 | 239,600 | 235,300 | 276,700 | 252,500 | 264,800 | 239,600 |
| Assets under management (AUM) | 4,700 | 4,600 | 4,400 | 4,600 | 4,400 | 4,800 | 4,500 | 4,600 | 4,400 | 4,700 | 4,400 | 4,600 | 4,600 |
| Number of employees (full-time equivalent) | 35,743 | 34,792 | 34,749 | 34,601 | 34,934 | 34,593 | 34,913 | 35,191 | 36,075 | 35,743 | 34,934 | 34,601 | 35,191 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NCl | (1) | (1) | (2) |  | (4) | 1,360 | (3) | (1) | (1) | (4) | (6) | (5) | (8) |
| Add: After-tax effect of amortization of other intangibles | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | (1) | 8 |  | 11 | 12 |
| Adjusted net income | 1,511 | 1,461 | 1,522 | 1,407 | 1,398 | 1,364 | 1,592 | 1,277 | 1,325 | 4,494 | 4,354 | 5,761 |  |
| Less: Capital charge | 487 | 461 | 467 | 462 | 463 | 429 | 437 | 438 | 442 | 1,415 | 1,329 | 1,791 | 1,756 |
| Economic profit ${ }^{8}$ | 1,024 | 1,000 | 1,055 | 945 | 935 | 935 | 1,155 | 839 | 883 | 3,079 | 3,025 | 3,970 | 3,432 |
| ${ }^{1}$ Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  <br>  those classified or designated as FVTPL and equity securities designated as FVOCI. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  <br> ${ }^{4}$ This measure does not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  Corporate Support. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  acceptances. <br>  <br> ${ }^{8}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53. |  |  |  |  |  |  |  |  |  |  |  |  |  |


| CANADIAN BANKING <br> (Millions of Canadian dollars, except percentage amounts) ${ }^{1}$ | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,825 | 2,691 | 2,698 | 2,644 | 2,561 | 2,435 | 2,488 | 2,471 | 2,442 | 8,214 | 7,484 | 10,128 | 9,683 |
| Non-interest income | 1,215 | 1,180 | 1,229 | 1,122 | 1,168 | 1,123 | 1,336 | 1,106 | 1,102 | 3,624 | 3,627 | 4,749 | 4,326 |
| Total revenue | 4,040 | 3,871 | 3,927 | 3,766 | 3,729 | 3,558 | 3,824 | 3,577 | 3,544 | 11,838 | 11,111 | 14,877 | 14,009 |
| PCL on performing assets ${ }^{2}$ | 57 | 30 | 34 |  |  |  |  |  |  | 121 |  |  |  |
| PCL on impaired assets ${ }^{2}$ | 260 | 261 | 268 | 251 | 259 | 256 | 250 | 276 | 265 | 789 | 765 | 1,016 | 1,080 |
| Total PCL | 317 | 291 | 302 | 251 | 259 | 256 | 250 | 276 | 265 | 910 | 765 | 1,016 | 1,080 |
| Non-interest expense | 1,706 | 1,650 | 1,629 | 1,685 | 1,651 | 1,527 | 1,560 | 1,623 | 1,548 | 4,985 | 4,738 | 6,423 | 6,186 |
| Income taxes | 526 | 504 | 516 | 470 | 470 | 459 | 468 | 432 | 447 | 1,546 | 1,397 | 1,867 | 1,741 |
| Net income | 1,491 | 1,426 | 1,480 | 1,360 | 1,349 | 1,316 | 1,546 | 1,246 | 1,284 | 4,397 | 4,211 | 5,571 | 5,002 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Banking ${ }^{3}$ | 3,090 | 2,971 | 3,023 | 2,891 | 2,879 | 2,746 | 3,004 | 2,766 | 2,730 | 9,084 | 8,629 | 11,520 | 10,819 |
| Business Banking ${ }^{3}$ | 950 | 900 | 904 | 875 | 850 | 812 | 820 | 811 | 814 | 2,754 | 2,482 | 3,357 | 3,190 |
| Total | 4,040 | 3,871 | 3,927 | 3,766 | 3,729 | 3,558 | 3,824 | 3,577 | 3,544 | 11,838 | 11,111 | 14,877 | 14,009 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE ${ }^{4}$ | 31.4\% | 32.0\% | 32.8\% | 30.7\% | 30.6\% | 32.9\% | 37.8\% | 32.5\% | 33.4\% | 32.1\% | 33.7\% | 32.9\% | 32.6\% |
| NIM (average earning assets, net) | 2.74\% | 2.74\% | 2.68\% | 2.65\% | 2.61\% | 2.62\% | 2.61\% | 2.63\% | 2.63\% | 2.72\% | 2.61\% | 2.62\% | 2.63\% |
| Efficiency ratio | 42.2\% | 42.6\% | 41.5\% | 44.7\% | 44.3\% | 42.9\% | 40.8\% | 45.4\% | 43.7\% | 42.1\% | 42.6\% | 43.2\% | 44.2\% |
| Operating leverage | 5.0\% | 0.7\% | (1.7)\% | 1.5\% | (1.5)\% | 0.6\% | 8.9\% | 0.3\% | 1.2\% | 1.3\% | 2.7\% | 2.4\% | 1.2\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 422,800 | 416,200 | 412,500 | 408,200 | 401,200 | 393,900 | 390,400 | 386,500 | 382,300 | 417,200 | 395,200 | 398,500 | 381,000 |
| Earning assets, net | 408,800 | 402,500 | 399,200 | 395,500 | 388,600 | 381,400 | 378,400 | 374,300 | 368,900 | 403,500 | 382,800 | 386,000 | 368,100 |
| Loans and acceptances, net ${ }^{5}$ | 417,600 | 411,100 | 407,300 | 403,100 | 396,100 | 388,800 | 385,300 | 380,900 | 375,600 | 412,000 | 390,100 | 393,400 | 374,600 |
| Residential mortgages ${ }^{5}$ | 243,100 | 240,100 | 238,500 | 235,200 | 229,600 | 225,600 | 224,100 | 220,600 | 216,400 | 240,600 | 226,400 | 228,600 | 215,800 |
| Home equity lines of credit (HELOC) ${ }^{5}$ | 40,300 | 40,300 | 40,700 | 41,100 | 41,500 | 40,800 | 40,600 | 41,000 | 41,200 | 40,500 | 41,000 | 41,000 | 41,300 |
| Other personal ${ }^{5,6}$ | 40,000 | 39,800 | 39,700 | 39,500 | 39,500 | 39,400 | 39,700 | 40,000 | 40,200 | 39,800 | 39,500 | 39,500 | 40,200 |
| Total personal ${ }^{5}$ | 80,300 | 80,100 | 80,400 | 80,600 | 81,000 | 80,200 | 80,300 | 81,000 | 81,400 | 80,300 | 80,500 | 80,500 | 81,500 |
| Credit cards ${ }^{5}$ | 18,400 | 17,600 | 17,800 | 17,400 | 17,100 | 16,400 | 16,700 | 16,400 | 16,100 | 17,900 | 16,800 | 17,000 | 16,000 |
| Small business ${ }^{5}$ | 4,700 | 4,600 | 4,500 | 4,400 | 4,400 | 3,800 | 3,800 | 3,900 | 3,900 | 4,600 | 4,000 | 4,100 | 3,900 |
| Total retail | 346,500 | 342,400 | 341,200 | 337,600 | 332,100 | 326,000 | 324,900 | 321,900 | 317,800 | 343,400 | 327,700 | 330,200 | 317,200 |
| Wholesale loans and acceptances ${ }^{5}$ | 72,900 | 70,500 | 67,900 | 65,500 | 64,000 | 62,800 | 60,400 | 59,000 | 57,800 | 70,400 | 62,400 | 63,200 | 57,400 |
| Personal deposits | 193,400 | 191,700 | 190,900 | 188,800 | 185,200 | 182,900 | 181,200 | 178,300 | 177,100 | 192,000 | 183,100 | 184,600 | 176,000 |
| Business deposits | 151,300 | 147,800 | 147,900 | 145,500 | 143,000 | 140,400 | 137,200 | 133,100 | 125,600 | 149,000 | 140,200 | 141,500 | 125,400 |
| Attributed capital | 18,600 | 18,050 | 17,650 | 17,350 | 17,200 | 16,150 | 16,000 | 15,000 | 15,050 | 18,100 | 16,450 | 16,700 | 15,100 |
| Risk capital | 15,800 | 15,250 | 14,850 | 14,500 | 14,400 | 13,300 | 13,150 | 12,150 | 12,150 | 15,300 | 13,600 | 13,850 | 12,250 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GIL / Related loans and acceptances | 0.26\% | 0.29\% | 0.29\% | 0.24\% | 0.25\% | 0.25\% | 0.26\% | 0.27\% | 0.28\% | 0.26\% | 0.26\% | 0.24\% | 0.27\% |
| PCL on performing loans (IFRS 9 - Stage 1 and 2) / Average net loans and acceptances ${ }^{7}$ | 0.05\% | 0.03\% | 0.03\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.04\% | 0.00\% | 0.00\% | 0.00\% |
| PCL on impaired loans (IFRS 9 - Stage 3) / Average net loans and acceptances ${ }^{8}$ | 0.25\% | 0.26\% | 0.26\% | 0.25\% | 0.26\% | 0.27\% | 0.26\% | 0.29\% | 0.28\% | 0.26\% | 0.26\% | 0.26\% | 0.29\% |
| Net write-offs / Average net loans and acceptances | 0.26\% | 0.25\% | 0.23\% | 0.23\% | 0.24\% | 0.26\% | 0.25\% | 0.27\% | 0.27\% | 0.24\% | 0.25\% | 0.25\% | 0.27\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $A \cup A{ }^{9}$ | 268,600 | 260,800 | 262,900 | 256,400 | 244,400 | 249,200 | 236,700 | 231,400 | 227,400 | 268,600 | 244,400 | 256,400 | 231,400 |
| Number of employees (full-time equivalent) | 33,038 | 32,020 | 31,909 | 31,730 | 32,042 | 31,689 | 31,879 | 32,127 | 33,029 | 33,038 | 32,042 | 31,730 | 32,127 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles |  | 3 | 3 | 2 | 4 | 2 | 3 | 2 | 3 | 9 | 9 | 11 | 11 |
| Adjusted net income | 1,494 | 1,429 | 1,483 | 1,362 | 1,353 | 1,318 | 1,549 | 1,248 | 1,287 | 4,406 | 4,220 | 5,582 | 5,013 |
| Less: Capital charge | 418 | 393 | 397 | 390 | 390 | 353 | 362 | 358 | 361 | 1,208 | 1,105 | 1,495 | 1,431 |
| Economic profit ${ }^{10}$ | 1,076 | 1,036 | 1,086 | 972 | 963 | 965 | 1,187 | 890 | 926 | 3,198 | 3,115 | 4,087 | 3,582 |

${ }^{1}$ Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.

 lied or designated as FVTPL and equity securities designated as FVOCI.
In Q1/18, the lines of business within Canadian Banking were realigned. Prior period amounts have been revised from Personal Financial Services and Cards and Payment Solutions to Personal Banking and Business Financial Services to Business Banking.
A.

Average loans and acceptances, net are reported net of allowance for credit losses (ACL). All other average balances are reported on a gross basis (before deducting ACL).
 Support.
 ${ }^{9}$ AUA represents period-end spot balances and includes securitized residential mortgages and credit card loans as at July 31, 2018 of $\$ 16.8$ billion and $\$ 9.8$ billion, respectively (April 30,2018 - $\$ 17.8$ billion and $\$ 9.1$ billion; July 31,2017 - $\$ 18.4$ billion and $\$ 8.2$ billion).

[^2]| WEALTH MANAGEMENT <br> (Millions of Canadian dollars, except percentage amounts) ${ }^{1}$ | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 679 | 632 | 612 | 583 | 578 | 546 | 541 | 524 | 496 | 1,923 | 1,665 | 2,248 | 1,955 |
| Fee-based revenue | 1,626 | 1,570 | 1,589 | 1,485 | 1,484 | 1,425 | 1,405 | 1,385 | 1,328 | 4,785 | 4,314 | 5,799 | 5,323 |
| Transaction and other revenue | 455 | 447 | 516 | 457 | 449 | 468 | 492 | 442 | 427 | 1,418 | 1,409 | 1,866 | 1,702 |
| U.S. Wealth accumulation plan gains/(losses) ${ }^{2}$ | 38 | (44) | 66 | 37 | 36 | 42 | 47 | (10) | 36 | 60 | 125 | 162 | 23 |
| Total revenue | 2,798 | 2,605 | 2,783 | 2,562 | 2,547 | 2,481 | 2,485 | 2,341 | 2,287 | 8,186 | 7,513 | 10,075 | 9,003 |
| PCL on performing assets ${ }^{3}$ | 12 | (21) | (7) |  |  |  |  |  |  | (16) |  |  |  |
| PCL on impaired assets ${ }^{3}$ | (9) | 1 | 5 |  | 6 | 15 | 13 | 22 | 14 | (3) | 34 | 34 | 48 |
| Total PCL | 3 | (20) | (2) |  | 6 | 15 | 13 | 22 | 14 | (19) | 34 | 34 | 48 |
| Non-interest expense | 2,023 | 1,972 | 1,951 | 1,868 | 1,877 | 1,853 | 1,868 | 1,797 | 1,734 | 5,946 | 5,598 | 7,466 | 6,992 |
| U.S. Wealth accumulation plan (gains)/losses ${ }^{2}$ | 36 | (33) | 60 | 33 | 32 | 39 | 41 | (7) | 35 | 63 | 112 | 145 | 23 |
| Income taxes | 158 | 149 | 177 | 170 | 146 | 143 | 133 | 133 | 116 | 484 | 422 | 592 | 467 |
| Net income | 578 | 537 | 597 | 491 | 486 | 431 | 430 | 396 | 388 | 1,712 | 1,347 | 1,838 | 1,473 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 761 | 742 | 749 | 717 | 693 | 692 | 713 | 663 | 620 | 2,252 | 2,098 | 2,815 | 2,506 |
| U.S. Wealth Management (including City National) | 1,435 | 1,255 | 1,384 | 1,252 | 1,251 | 1,205 | 1,183 | 1,094 | 1,076 | 4,074 | 3,639 | 4,891 | 4,173 |
| Global Asset Management | 507 | 516 | 556 | 508 | 507 | 486 | 493 | 482 | 484 | 1,579 | 1,486 | 1,994 | 1,894 |
| International Wealth Management | 95 | 92 | 94 | 85 | 96 | 98 | 96 | 102 | 107 | 281 | 290 | 375 | 430 |
| Total | 2,798 | 2,605 | 2,783 | 2,562 | 2,547 | 2,481 | 2,485 | 2,341 | 2,287 | 8,186 | 7,513 | 10,075 | 9,003 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE ${ }^{4}$ | 16.4\% | 15.8\% | 17.3\% | 14.2\% | 13.9\% | 12.4\% | 12.2\% | 11.6\% | 11.4\% | 16.5\% | 12.9\% | 13.2\% | 10.9\% |
| NIM (average earning assets, net) | 3.56\% | 3.47\% | 3.27\% | 3.13\% | 3.14\% | 2.99\% | 2.82\% | 2.82\% | 2.87\% | 3.43\% | 2.98\% | 3.02\% | 2.84\% |
| Pre-tax margin | 26.3\% | 26.3\% | 27.8\% | 25.8\% | 24.8\% | 23.1\% | 22.7\% | 22.6\% | 22.0\% | 26.8\% | 23.5\% | 24.1\% | 21.5\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 89,900 | 89,000 | 88,200 | 86,800 | 86,400 | 89,000 | 90,100 | 87,900 | 83,000 | 89,000 | 88,500 | 88,100 | 83,200 |
| Earning assets, net | 75,700 | 74,800 | 74,300 | 73,900 | 73,100 | 74,800 | 76,200 | 73,800 | 68,800 | 74,900 | 74,700 | 74,500 | 68,800 |
| Loans and acceptances, net ${ }^{5}$ | 57,000 | 54,800 | 52,500 | 51,600 | 51,500 | 52,000 | 50,800 | 50,200 | 49,100 | 54,800 | 51,400 | 51,500 | 49,200 |
| Retail loans ${ }^{5}$ | 23,700 | 22,600 | 22,000 | 21,800 | 21,600 | 21,700 | 21,300 | 20,900 | 20,400 | 22,800 | 21,600 | 21,600 | 20,600 |
| Wholesale loans and acceptances ${ }^{5}$ | 33,600 | 32,400 | 30,700 | 29,800 | 29,900 | 30,300 | 29,500 | 29,300 | 28,700 | 32,200 | 29,800 | 29,900 | 28,600 |
| Deposits | 91,700 | 93,000 | 92,600 | 90,900 | 91,800 | 94,800 | 95,100 | 91,300 | 85,200 | 92,500 | 93,900 | 93,100 | 85,400 |
| Attributed capital | 13,600 | 13,600 | 13,400 | 13,300 | 13,450 | 13,700 | 13,400 | 13,000 | 12,900 | 13,500 | 13,500 | 13,450 | 12,950 |
| Risk capital | 6,250 | 6,200 | 6,100 | 6,000 | 5,900 | 5,950 | 5,700 | 5,150 | 4,900 | 6,150 | 5,850 | 5,900 | 4,850 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GIL / Related loans and acceptances ${ }^{6}$ | 0.34\% | 0.41\% | 0.52\% | 1.04\% | 1.17\% | 1.36\% | 1.20\% | 1.41\% | 1.44\% | 0.34\% | 1.17\% | 1.04\% | 1.44\% |
| GIL on acquired credit impaired loans / Related loans and acceptances | 0.03\% | 0.04\% | 0.05\% | 0.48\% | 0.52\% | 0.64\% | 0.68\% | 0.83\% | 1.04\% | 0.03\% | 0.52\% | 0.48\% | 0.85\% |
| PCL on performing loans (IFRS 9 - Stage 1 and 2) / Average net loans and acceptances ${ }^{7}$ | 0.08\% | (0.16)\% | (0.05)\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | (0.04)\% | 0.00\% | 0.00\% | 0.00\% |
| PCL on impaired loans (IFRS 9 - Stage 3) / Average net loans and acceptances ${ }^{8}$ | (0.06)\% | 0.01\% | 0.04\% | 0.00\% | 0.04\% | 0.12\% | 0.10\% | 0.17\% | 0.11\% | (0.01)\% | 0.09\% | 0.07\% | 0.10\% |
| Net write-offs / Average net loans and acceptances | 0.04\% | 0.07\% | 0.00\% | 0.08\% | (0.02)\% | 0.01\% | 0.04\% | 0.07\% | 0.00\% | 0.04\% | 0.01\% | 0.03\% | 0.02\% |

${ }^{1}$ Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.
${ }^{2}$ Gains (losses) on investments in mutual funds used as economic hedges are included in revenue and related variability is included in market-linked compensation expense in our U.S. Wealth Accumulation Plan,

 lassified or designated as FVTPL and equity securities designated as FVOCL.
${ }^{5}$ Average total loans and acceptances are reported net of ACL. Average retail and wholesale loans and acceptance balances are reported on a gross basis (before deducting ACL).
${ }^{6}$ Effective November 1,2017 , GIL excludes $\$ 229$ million of acquired credit-impaired loans related to our acquisition of City National that have returned to performing status.

 acceptances.

| WEALTH MANAGEMENT continued <br> (Millions of Canadian dollars, except percentage amounts) ${ }^{1}$ | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business informationAUA |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Weath Management (including City National) | 487,900 | 458,500 | 453,000 | 442,700 | 412,300 | 427,100 | 395,000 | 394,200 | 389,600 | 487,900 | 412,300 | 442,700 | 394,200 |
| Global Asset Management | 6,800 | 6,600 | 6,600 | 6,600 | 6,400 | 6,500 | 6,200 | 6,200 | 6,300 | 6,800 | 6,400 | 6,600 | 6,200 |
| International Wealth Management | 112,800 | 114,700 | 113,300 | 120,300 | 111,600 | 147,800 | 141,300 | 148,300 | 136,200 | 112,800 | 111,600 | 120,300 | 148,300 |
| Total | 985,800 | 944,600 | 938,800 | 929,200 | 873,900 | 931,200 | 879,000 | 875,300 | 850,200 | 985,800 | 873,900 | 929,200 | 875,300 |
| AUM |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 101,700 | 96,000 | 94,700 | 90,400 | 85,300 | 84,200 | 79,500 | 76,000 | 71,500 | 101,700 | 85,300 | 90,400 | 76,000 |
| U.S. Wealth Management (including City National) | 134,900 | 126,000 | 122,500 | 119,100 | 108,100 | 113,100 | 101,000 | 103,000 | 100,100 | 134,900 | 108,100 | 119,100 | 103,000 |
| Global Asset Management ${ }^{2}$ | 435,300 | 424,500 | 424,800 | 415,200 | 393,100 | 401,800 | 389,200 | 392,600 | 388,600 | 435,300 | 393,100 | 415,200 | 392,600 |
| International Wealth Management | 8,600 | 8,500 | 9,000 | 9,400 | 9,200 | 9,600 | 8,900 | 9,100 | 9,500 | 8,600 | 9,200 | 9,400 | 9,100 |
| Total | 680,500 | 655,000 | 651,000 | 634,100 | 595,700 | 608,700 | 578,600 | 580,700 | 569,700 | 680,500 | 595,700 | 634,100 | 580,700 |
| Number of employees (full-time equivalent) | 17,807 | 17,313 | 17,092 | 16,946 | 16,947 | 16,597 | 16,521 | 16,371 | 16,213 | 17,807 | 16,947 | 16,946 | 16,371 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 578 | 537 | 597 | 491 | 486 | 431 | 430 | 396 | 388 | 1,712 | 1,347 | 1,838 | 1,473 |
| NCl |  |  |  |  |  | . |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles | 48 | 50 | 46 | 42 | 44 | 44 | 49 | 44 | 45 | 144 | 137 | 179 | 183 |
| Adjusted net income | 626 | 587 | 643 | 533 | 530 | 475 | 479 | 440 | 433 | 1,856 | 1,484 | 2,017 | 1,656 |
| Less: Capital charge | 305 | 296 | 301 | 299 | 304 | 300 | 303 | 309 | 310 | 902 | 907 | 1,206 | 1,229 |
| Economic profit ${ }^{3}$ | 321 | 291 | 342 | 234 | 226 | 175 | 176 | 131 | 123 | 954 | 577 | 811 | 427 |
| (Millions of U.S. dollars) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Wealth Management (including City National) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue | 1,101 | 977 | 1,100 | 992 | 963 | 899 | 890 | 828 | 826 | 3,178 | 2,752 | 3,744 | 3,155 |
| AUA | 375,200 | 357,300 | 368,100 | 343,200 | 330,500 | 312,900 | 303,500 | 293,900 | 298,500 | 375,200 | 330,500 | 343,200 | 293,900 |

[^3]| INSURANCE <br> (Millions of Canadian dollars, except percentage amounts) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net earned premiums ${ }^{1}$ | 1,047 | 824 | 939 | 1,166 | 1,081 | 879 | 749 | 698 | 764 | 2,810 | 2,709 | 3,875 | 3,175 |
| Investment income ${ }^{2}$ | 181 | (87) | 166 | 399 | (120) | 527 | (353) | (51) | 921 | 260 | 54 | 453 | 1,422 |
| Fee income | 62 | 69 | 39 | 47 | 48 | 42 | 101 | 176 | 133 | 170 | 191 | 238 | 554 |
| Total revenue | 1,290 | 806 | 1,144 | 1,612 | 1,009 | 1,448 | 497 | 823 | 1,818 | 3,240 | 2,954 | 4,566 | 5,151 |
| PBCAE | 925 | 421 | 836 | 1,137 | 643 | 1,090 | 183 | 397 | 1,210 | 2,182 | 1,916 | 3,053 | 3,424 |
| PCL |  |  |  | - | - |  | - | 1 |  |  |  | - | 1 |
| Non-interest expense | 153 | 148 | 142 | 157 | 147 | 140 | 140 | 154 | 151 | 443 | 427 | 584 | 622 |
| Income taxes | 54 | 65 | 39 | 53 | 58 | 52 | 40 | 43 | 93 | 158 | 150 | 203 | 204 |
| Net income | 158 | 172 | 127 | 265 | 161 | 166 | 134 | 228 | 364 | 457 | 461 | 726 | 900 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| International Insurance | 544 | 496 | 523 | 514 | 536 | 470 | 477 | 528 | 381 | 1,563 | 1,483 | 1,997 | 1,778 |
| Total | 1,290 | 806 | 1,144 | 1,612 | 1,009 | 1,448 | 497 | 823 | 1,818 | 3,240 | 2,954 | 4,566 | 5,151 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\underbrace{}_{\text {ROE }}{ }^{\text {a }}$ | 32.1\% | 36.3\% | 28.2\% | 52.3\% | 37.0\% | 41.5\% | 33.7\% | 54.3\% | 75.7\% | 32.3\% | 37.4\% | 41.8\% | 52.8\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Attributed capital | 1,950 | 1,950 | 1,750 | 2,000 | 1,700 | 1,600 | 1,550 | 1,650 | 1,900 | 1,850 | 1,650 | 1,700 | 1,700 |
| Risk capital | 1,750 | 1,750 | 1,600 | 1,800 | 1,550 | 1,450 | 1,400 | 1,500 | 1,750 | 1,700 | 1,450 | 1,550 | 1,550 |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums and deposits ${ }^{1,4}$ | 1,197 | 981 | 1,095 | 1,302 | 1,233 | 1,008 | 1,003 | 1,065 | 1,131 | 3,273 | 3,244 | 4,546 | 4,594 |
| Canadian Insurance | 663 | 466 | 583 | 794 | 718 | 511 | 473 | 508 | 596 | 1,712 | 1,702 | 2,496 | 2,424 |
| International Insurance | 534 | 515 | 512 | 508 | 515 | 497 | 530 | 557 | 535 | 1,561 | 1,542 | 2,050 | 2,170 |
| Fair value changes on investments backing policyholder liabilities ${ }^{5}$ PBCAE | 55 | (174) | 26 | 279 | (225) | 369 | (481) | (172) | 543 | (93) | (337) | (58) | 633 |
| Insurance policyholder benefits and claims | 856 | 351 | 768 |  | 573 |  | 130 | 349 |  | 1,975 | 1,724 | 2,787 | 3,208 |
| Insurance policyholder acquisition expense | 69 | 70 | 68 | 74 | 70 | 69 | 53 | 48 | 52 | 207 | 192 | 266 | 216 |
| Insurance claims and policy benefit liabilities | 10,105 | 9,763 | 9,977 | 9,676 | 9,331 | 9,262 | 8,785 | 9,164 | 9,305 | 10,105 | 9,331 | 9,676 | 9,164 |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| AUM | 1,400 | 1,300 | 1,300 | 1,200 | 1,100 | 1,100 | 1,000 | 1,000 | 900 | 1,400 | 1,100 | 1,200 | 1,000 |
| Number of employees (full-time equivalent) | 3,014 | 2,837 | 2,756 | 2,691 | 2,716 | 2,663 | 2,676 | 2,657 | 2,734 | 3,014 | 2,716 | 2,691 | 2,657 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 158 | 172 | 127 | 265 | 161 | 166 | 134 | 228 | 364 | 457 | 461 | 726 | 900 |
| NCl |  |  |  |  | 16 |  | , | 22 | 364 |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles |  |  | - | - | - | - | - | - |  | - |  | - |  |
| Adjusted net income | 158 | 172 | 127 | 265 | 161 | 166 | 134 | 228 | 364 | 457 | 461 | 726 | 900 |
| Less: Capital charge | 43 | 41 | 40 | 45 | 39 | 35 | 35 | 39 | 46 | 124 | 109 | 154 | 160 |
| Economic profit ${ }^{6}$ | 115 | 131 | 87 | 220 | 122 | 131 | 99 | 189 | 318 | 333 | 352 | 572 | 740 |

${ }^{1}$ Premiums and deposits equals net earned premiums excluding the cost of premiums to other institutions for reinsurance coverage, plus segregated fund deposits.

 claims.
${ }^{3}$ This measure does not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53 .
${ }^{4}$ Premiums and deposits include premiums on risk-based insurance and annuity products, and individual and group segregated fund deposits, consistent with insurance industry practices.
${ }^{6}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53

| INVESTOR \& TREASURY SERVICES <br> (Millions of Canadian dollars, except percentage amounts) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 32 | 118 | 128 | 128 | 141 | 173 | 237 | 214 | 195 | 278 | 551 | 679 | 825 |
| Non-interest income | 588 | 553 | 548 | 474 | 453 | 435 | 394 | 390 | 382 | 1,689 | 1,282 | 1,756 | 1,446 |
| Total revenue | 620 | 671 | 676 | 602 | 594 | 608 | 631 | 604 | 577 | 1,967 | 1,833 | 2,435 | 2,271 |
| PCL | 1 |  |  |  |  |  |  | (3) |  | 1 |  |  | (3) |
| Non-interest expense | 416 | 391 | 389 | 397 | 364 | 355 | 350 | 379 | 368 | 1,196 | 1,069 | 1,466 | 1,460 |
| Income taxes | 48 | 68 | 68 | 49 | 52 | 60 | 67 | 54 | 52 | 184 | 179 | 228 | 201 |
| Net income | 155 | 212 | 219 | 156 | 178 | 193 | 214 | 174 | 157 | 586 | 585 | 741 | 613 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE ${ }^{1}$ | 19.8\% | 28.1\% | 26.9\% | 19.2\% | 21.9\% | 24.6\% | 25.1\% | 21.0\% | 18.2\% | 24.9\% | 23.9\% | 22.7\% | 17.9\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 130,400 | 131,500 | 132,900 | 138,400 | 138,700 | 133,100 | 141,800 | 142,400 | 143,200 | 131,600 | 137,900 | 138,100 | 142,500 |
| Trading securities | 26,800 | 27,400 | 31,000 | 34,700 | 37,200 | 38,000 | 43,100 | 46,400 | 46,400 | 28,400 | 39,500 | 38,300 | 47,800 |
| Loans and acceptances, net | 3,300 | 2,900 | 2,600 | 2,300 | 2,200 | 2,000 | 1,900 | 1,700 | 1,800 | 2,900 | 2,000 | 2,100 | 1,700 |
| Deposits | 162,500 | 163,600 | 155,300 | 142,600 | 132,000 | 127,900 | 128,500 | 124,400 | 123,200 | 160,400 | 129,500 | 132,800 | 134,300 |
| Client deposits | 60,200 | 58,200 | 56,900 | 56,600 | 55,600 | 52,900 | 52,500 | 50,900 | 53,000 | 58,400 | 53,700 | 54,400 | 52,800 |
| Wholesale funding deposits | 102,300 | 105,400 | 98,400 | 86,000 | 76,400 | 75,000 | 76,000 | 73,500 | 70,200 | 102,000 | 75,800 | 78,400 | 81,500 |
| Attributed capital | 3,050 | 3,050 | 3,150 | 3,150 | 3,150 | 3,150 | 3,300 | 3,200 | 3,350 | 3,100 | 3,200 | 3,200 | 3,350 |
| Risk capital | 2,500 | 2,500 | 2,650 | 2,650 | 2,650 | 2,650 | 2,850 | 2,750 | 2,850 | 2,550 | 2,700 | 2,700 | 2,850 |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| AUA | 4,210,600 | 4,439,800 | 4,431,800 | 4,266,600 | 4,251,300 | 4,111,400 | 3,797,000 | 3,929,400 | 3,724,300 | 4,210,600 | 4,251,300 | 4,266,600 | 3,929,400 |
| Number of employees (full-time equivalent) | 4,814 | 4,765 | 4,744 | 4,771 | 4,783 | 4,751 | 4,781 | 4,776 | 4,958 | 4,814 | 4,783 | 4,771 | 4,776 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 155 | 212 | 219 | 156 | 178 | 193 | 214 | 174 | 157 | 586 | 585 | 741 | 613 |
| NCl |  | (1) |  |  |  | (1) | - |  | (1) | (1) | (1) | (1) | (1) |
| Add: After-tax effect of amortization of other intangibles and goodwill impairment | 2 | 5 | 3 | 4 | 3 | 4 | 4 | 4 | 5 | 10 | 11 | 15 | 16 |
| Adiusted net income | 157 | 216 | 222 | 160 | 181 | 196 | 218 | 178 | 161 | 595 | 595 | 755 | 628 |
| Less: Capital charge | 68 | 67 | 71 | 72 | 70 | 69 | 75 | 77 | 80 | 206 | 214 | 286 | 316 |
| Economic profit (loss) ${ }^{2}$ | 89 | 149 | 151 | 88 | 111 | 127 | 143 | 101 | 81 | 389 | 381 | 469 | 312 |

[^4]| CAPITAL MARKETS <br> (Millions of Canadian dollars, except percentage amounts) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 913 | 841 | 866 | 851 | 845 | 922 | 947 | 857 | 892 | 2,620 | 2,714 | 3,565 | 3,804 |
| Non-interest income (teb) ${ }^{1}$ | 1,244 | 1,169 | 1,309 | 1,103 | 1,195 | 1,195 | 1,124 | 1,036 | 1,195 | 3,722 | 3,514 | 4,617 | 4,146 |
| Total revenue (teb) | 2,157 | 2,010 | 2,175 | 1,954 | 2,040 | 2,117 | 2,071 | 1,893 | 2,087 | 6,342 | 6,228 | 8,182 | 7,950 |
| PCL on performing assets ${ }^{2}$ | 16 | (21) | (25) |  |  |  |  |  |  | (30) |  |  |  |
| PCL on impaired assets ${ }^{2}$ | (13) | 14 | 45 | (38) | 44 | 24 | 32 | 51 | 33 | 46 | 100 | 62 | 327 |
| Total PCL | 3 | (7) | 20 | (38) | 44 | 24 | 32 | 51 | 33 | 16 | 100 | 62 | 327 |
| Non-interest expense | 1,312 | 1,190 | 1,214 | 1,222 | 1,199 | 1,173 | 1,125 | 1,151 | 1,160 | 3,716 | 3,497 | 4,719 | 4,466 |
| Income taxes | 144 | 162 | 193 | 186 | 186 | 252 | 252 | 209 | 259 | 499 | 690 | 876 | 887 |
| Net income | 698 | 665 | 748 | 584 | 611 | 668 | 662 | 482 | 635 | 2,111 | 1,941 | 2,525 | 2,270 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate and Investment Banking | 1,065 | 967 | 994 | 1,049 | 995 | 1,020 | 936 | 976 | 956 | 3,026 | 2,951 | 4,000 | 3,694 |
| Global Markets | 1,148 | 1,092 | 1,221 | 976 | 1,134 | 1,162 | 1,194 | 978 | 1,148 | 3,461 | 3,490 | 4,466 | 4,361 |
| Other | (56) | (49) | (40) | (71) | (89) | (65) | (59) | (61) | (17) | (145) | (213) | (284) | (105) |
| Total | 2,157 | 2,010 | 2,175 | 1,954 | 2,040 | 2,117 | 2,071 | 1,893 | 2,087 | 6,342 | 6,228 | 8,182 | 7,950 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ROE ${ }^{3}$ | 12.3\% | 13.4\% | 14.7\% | 12.4\% | 11.9\% | 14.2\% | 13.3\% | 10.4\% | 14.2\% | 13.4\% | 13.1\% | 12.9\% | 12.2\% |
| Total compensation to revenue ${ }^{4}$ | 38.2\% | 37.0\% | 36.4\% | 37.0\% | 38.0\% | 35.4\% | 35.6\% | 36.1\% | 34.6\% | 37.2\% | 37.5\% | 36.6\% | 34.9\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 579,400 | 563,700 | 570,200 | 490,600 | 494,000 | 499,600 | 493,600 | 496,700 | 514,500 | 571,200 | 495,700 | 494,400 | 508,200 |
| Trading securities | 95,600 | 98,900 | 100,800 | 86,500 | 86,800 | 95,000 | 98,900 | 105,300 | 104,600 | 98,500 | 93,500 | 91,800 | 104,900 |
| Loans and acceptances, net | 85,000 | 82,800 | 81,400 | 83,000 | 83,100 | 83,600 | 83,800 | 85,500 | 87,400 | 83,100 | 83,500 | 83,400 | 88,100 |
| Deposits | 73,000 | 71,000 | 64,900 | 62,800 | 59,500 | 59,900 | 58,700 | 59,200 | 61,600 | 69,600 | 59,400 | 60,200 | 61,500 |
| Attributed capital | 21,700 | 19,700 | 19,650 | 18,050 | 19,550 | 18,700 | 19,100 | 17,600 | 17,200 | 20,350 | 19,150 | 18,850 | 17,900 |
| Risk capital | 20,100 | 18,150 | 18,150 | 16,600 | 18,200 | 17,650 | 18,000 | 16,500 | 16,100 | 18,800 | 17,950 | 17,600 | 16,800 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GIL / Related loans and acceptances | 0.57\% | 0.80\% | 0.67\% | 0.63\% | 0.94\% | 1.18\% | 1.66\% | 1.78\% | 1.53\% | 0.57\% | 0.94\% | 0.63\% | 1.73\% |
| PCL on performing loans (IFRS 9 - Stage 1 and 2) / Average net loans and acceptances ${ }^{5}$ | 0.08\% | (0.12)\% | (0.10)\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | (0.04)\% | 0.00\% | 0.00\% | 0.00\% |
| PCL on impaired loans (IFRS 9 - Stage 3)/ Average net loans and acceptances ${ }^{6}$ | (0.06)\% | 0.07\% | 0.22\% | (0.18)\% | 0.21\% | 0.12\% | 0.15\% | 0.24\% | 0.15\% | 0.07\% | 0.16\% | 0.07\% | 0.37\% |
| Net write-offs / Average net loans and acceptances | 0.09\% | (0.02)\% | 0.04\% | 0.23\% | 0.06\% | 0.12\% | (0.08)\% | 0.01\% | 0.50\% | 0.04\% | 0.03\% | 0.09\% | 0.17\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| AUA | 13,100 | 12,900 | 12,100 | 12,700 | 12,300 | 13,800 | 13,600 | 14,600 | 13,900 | 13,100 | 12,300 | 12,700 | 14,600 |
| Number of employees (full-time equivalent) | 4,411 | 3,936 | 3,917 | 3,970 | 4,188 | 3,758 | 3,817 | 3,883 | 4,132 | 4,411 | 4,188 | 3,970 | 3,883 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 698 | 665 | 748 | 584 | 611 | 668 | 662 | 482 | 635 | 2,111 | 1,941 | 2,525 | 2,270 |
| NCl |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles |  |  |  |  |  |  |  | (1) | 1 |  |  |  |  |
| Adjusted net income | 698 | 665 | 748 | 584 | 611 | 668 | 662 | 481 | 636 | 2,111 | 1,941 | 2,525 | 2,270 |
| Less: Capital charge | 487 | 429 | 442 | 407 | 441 | 410 | 432 | 419 | 412 | 1,358 | 1,283 | 1,690 | 1,694 |
| Economic profit (loss) ${ }^{7}$ | 211 | 236 | 306 | 177 | 170 | 258 | 230 | 62 | 224 | 753 | 658 | 835 | 576 |

${ }^{1}$ Non-interest income is adjusted for teb commencing Q2/16.

 designated as FVIPL and equity securities designated as FVOC.
${ }^{3}$ This measure does not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53 ,
 stock based compensation, severance, retention costs, and variable compensation.
 Support.
 acceptances.
This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53

| CORPORATE SUPPORT <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | (29) | (22) | (17) | (21) | (28) | (40) | (50) | (48) | (58) | (68) | (118) | (139) | (390) |
| Non-interest income (teb) ${ }^{1}$ | (95) | (119) | (98) | (205) | (44) | - | (64) | (78) | (139) | (312) | (108) | (313) | (202) |
| Total revenue (teb) | (124) | (141) | (115) | (226) | (72) | (40) | (114) | (126) | (197) | (380) | (226) | (452) | (592) |
| PCL |  | 1 | (1) | 2 | (3) | 1 |  | (1) |  |  | (2) |  | 51 |
| Non-interest expense | 8 | (14) | 54 | 62 | 92 | 62 | 22 | (2) | 8 | 48 | 176 | 238 | 30 |
| Income taxes | (142) | (143) | 32 | (227) | (122) | (94) | (131) | (111) | (234) | (253) | (347) | (574) | (691) |
| Net income (loss) | 10 | 15 | (200) | (63) | (39) | (9) | (5) | (12) | 29 | (175) | (53) | (116) | 18 |
| Additional information teb adjustment | (157) | (151) | (92) | (225) | (107) | (97) | (119) | (115) | (267) | (400) | (323) | (548) | (736) |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 39,500 | 38,300 | 35,500 | 35,000 | 31,300 | 28,100 | 28,200 | 25,200 | 24,100 | 37,700 | 29,300 | 30,600 | 24,300 |
| Attributed capital | 7,650 | 7,950 | 8,150 | 8,900 | 7,400 | 8,100 | 7,950 | 9,300 | 8,050 | 8,000 | 7,750 | 8,100 | 7,750 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 10 | 15 | (200) | (63) | (39) | (9) | (5) | (12) | 29 | (175) | (53) | (116) | 18 |
| NCl | (7) | (7) | (9) | (9) | (9) | (8) | (9) | (9) | (7) | (23) | (26) | (35) | (44) |
| Add: After-tax effect of amortization of other intangibles | 3 | (3) | 2 | 1 | - | - | - | 3 | (4) | 2 | - | 1 | 1 |
| Adjusted net (loss) income | 6 | 5 | (207) | ${ }^{(71)}$ | (48) | ${ }^{(17)}$ | ${ }^{(14)}$ | (18) | 18 | (196) | ${ }^{(79)}$ | $(150)$ | (25) |
| Less: Capital charge | 174 | 174 | 184 | 200 | 167 | 177 | 178 | 221 | 194 | 532 | 522 | 722 | 738 |
| Economic profit (loss) ${ }^{2}$ | (168) | (169) | (391) | (271) | (215) | (194) | (192) | (239) | (176) | (728) | (601) | (872) | (763) |

${ }^{1}$ Non-interest income is adjusted for teb commencing Q2/16.
${ }^{2}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53

| BALANCE SHEETS <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end balances ASSETS |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 32,015 | 32,765 | 34,488 | 28,407 | 24,302 | 30,518 | 25,363 | 14,929 | 19,501 | 28,407 | 14,929 |
| Interest-bearing deposits with banks | 49,159 | 36,979 | 37,269 | 32,662 | 36,098 | 25,875 | 22,380 | 27,851 | 22,008 | 32,662 | 27,851 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 126,386 | 131,168 | 129,361 | 127,657 | 128,740 | 132,370 | 142,192 | 151,292 | 157,446 | 127,657 | 151,292 |
| Investment, net of applicable allowance ${ }^{1}$ | 90,746 | 89,673 | 92,901 | 90,722 | 85,430 | 87,035 | 82,635 | 84,801 | 76,552 | 90,722 | 84,801 |
|  | Assets purchased under reverse repurchase |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| RetailWholesale | 394,884 | 388,558 | 386,235 | 385,170 | 379,869 | 374,168 | 370,161 | 369,470 | 364,476 | 385,170 | 369,470 |
|  | 171,050 | 165,643 | 154,585 | 159,606 | 156,401 | 160,352 | 154,088 | 154,369 | 153,521 | 159,606 | 154,369 |
| Allowance for loan losses | $\begin{array}{r} 565,934 \\ (2,837) \\ \hline \end{array}$ | $\begin{gathered} 554,201 \\ (2,808) \\ \hline \end{gathered}$ | $\begin{array}{r} 540,820 \\ (2,776) \\ \hline \end{array}$ | $\begin{array}{r} 544,776 \\ (2,159) \\ \hline \end{array}$ | $\begin{array}{r} 536,270 \\ (2,236) \\ \hline \end{array}$ | $\begin{array}{r} 534,520 \\ (2,258) \\ \hline \end{array}$ | $\begin{array}{r} 524,249 \\ (2,239) \\ \hline \end{array}$ | $\begin{array}{r} 523,839 \\ (2,235) \\ \hline \end{array}$ | $\begin{array}{r} 517,997 \\ (2,177) \\ \hline \end{array}$ | $\begin{array}{r} 544,776 \\ (2,159) \\ \hline \end{array}$ | $\begin{array}{r} 523,839 \\ (2,235) \\ \hline \end{array}$ |
|  | 563,097 | 551,393 | 538,044 | 542,617 | 534,034 | 532,262 | 522,010 | 521,604 | 515,820 | 542,617 | 521,604 |
| Segregated fund net assets | 1,396 | 1,308 | 1,270 | 1,216 | 1,077 | 1,096 | 1,021 | 981 | 933 | 1,216 | 981 |
| Other |  |  |  |  |  |  |  |  |  |  |  |
| Customers' liability under acceptances | 16,083 | 15,653 | 16,363 | 16,459 | 15,246 | 14,499 | 13,959 | 12,843 | 13,152 | 16,459 | 12,843 |
| Derivatives | 88,503 | 94,175 | 105,512 | 95,023 | 105,833 | 100,763 | 97,419 | 118,944 | 130,462 | 95,023 | 118,944 |
| Premises and equipment, net | 2,771 | 2,706 | 2,648 | 2,670 | 2,646 | 2,754 | 2,746 | 2,836 | 2,872 | 2,670 | 2,836 |
| Goodwill | 11,012 | 10,990 | 10,736 | 10,977 | 10,733 | 11,352 | 10,967 | 11,156 | 11,254 | 10,977 | 11,156 |
| Other intangibles | 4,581 | 4,533 | 4,420 | 4,507 | 4,421 | 4,640 | 4,537 | 4,648 | 4,605 | 4,507 | 4,648 |
| Other assets | 42,455 | 42,251 | 43,498 | 38,959 | 43,818 | 42,824 | 39,252 | 42,071 | 43,840 | 38,959 | 42,071 |
| Total Assets | 1,292,374 | 1,274,778 | 1,276,275 | 1,212,853 | 1,201,047 | 1,202,919 | 1,161,766 | 1,180,258 | 1,198,875 | 1,212,853 | 1,180,258 |
| LIABILITIES AND EQUITY |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 265,555 | 263,390 | 261,312 | 260,213 | 254,559 | 259,319 | 253,106 | 250,550 | 250,128 | 260,213 | 250,550 |
| Business and government | 534,808 | 530,365 | 517,428 | 505,665 | 501,282 | 498,231 | 481,577 | 488,007 | 480,896 | 505,665 | 488,007 |
| Bank | 31,898 | 28,293 | 21,280 | 23,757 | 22,777 | 28,033 | 22,829 | 19,032 | 23,391 | 23,757 | 19,032 |
|  | 832,261 | 822,048 | 800,020 | 789,635 | 778,618 | 785,583 | 757,512 | 757,589 | 754,415 | 789,635 | 757,589 |
| Segregated fund net liabilities | 1,396 | 1,308 | 1,270 | 1,216 | 1,077 | 1,096 | 1,021 | 981 | 933 | 1,216 | 981 |
| Other |  |  |  |  |  |  |  |  |  |  |  |
| Acceptances | 16,099 | 15,668 | 16,379 | 16,459 | 15,246 | 14,499 | 13,959 | 12,843 | 13,152 | 16,459 | 12,843 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Derivatives | 86,082 | 90,890 | 104,219 | 92,127 | 104,203 | 99,031 | 95,646 | 116,550 | 128,533 | 92,127 | 116,550 |
| Insurance claims and policy benefit liabilities | 10,105 | 9,763 | 9,977 | 9,676 | 9,331 | 9,262 | 8,785 | 9,164 | 9,305 | 9,676 | 9,164 |
| Other liabilities | 48,068 | 46,043 | 48,402 | 46,955 | 48,019 | 45,348 | 41,762 | 47,947 | 47,974 | 46,955 | 47,947 |
| Subordinated debentures | 9,129 | 9,068 | 8,961 | 9,265 | 9,200 | 9,646 | 9,487 | 9,762 | 9,765 | 9,265 | 9,762 |
|  | 1,214,502 | 1,198,753 | 1,202,951 | 1,138,425 | 1,128,186 | 1,129,751 | 1,089,615 | 1,108,646 | 1,129,039 | 1,138,425 | 1,108,646 |
| Equity attributable to shareholders |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 6,306 | 6,303 | 6,306 | 6,413 | 6,713 | 6,712 | 6,713 | 6,713 | 6,712 | 6,413 | 6,713 |
| Common shares | 17,533 | 17,539 | 17,640 | 17,703 | 17,871 | 17,707 | 17,865 | 17,859 | 17,775 | 17,703 | 17,859 |
| Retained earnings | 49,424 | 47,405 | 45,764 | 45,359 | 44,479 | 42,538 | 42,996 | 41,519 | 40,424 | 45,359 | 41,519 |
| Other components of equity | 4,518 | 4,178 | 3,026 | 4,354 | 3,211 | 5,613 | 3,992 | 4,926 | 4,342 | 4,354 | 4,926 |
|  | 77,781 | 75,425 | 72,736 | 73,829 | 72,274 | 72,570 | 71,566 | 71,017 | 69,253 | 73,829 | 71,017 |
| Non-controlling interests ( NCI ) | 91 | 600 | 588 | 599 | 587 | 598 | 585 | 595 | 583 | 599 | 595 |
|  | 77,872 | 76,025 | 73,324 | 74,428 | 72,861 | 73,168 | 72,151 | 71,612 | 69,836 | 74,428 | 71,612 |
| Total Liabilities and Equity | 1,292,374 | 1,274,778 | 1,276,275 | 1,212,853 | 1,201,047 | 1,202,919 | 1,161,766 | 1,180,258 | 1,198,875 | 1,212,853 | 1,180,258 |

${ }^{1}$ Investment, net of applicable allowance represents debt and equity securities at FVOCI (AFS securities under IAS 39) and amortized cost (held-to-maturity securities under IAS 39). For further details on the impacts of the adoption of IFRS 9 including the description of accounting policies selected, refer to the Q3/18 Report to Shareholders and our 2017 Annual Report.

| SELECTED AVERAGE BALANCE SHEET ITEMS (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities, net of applicable allowance Assets purchased under reverse repurchase agreements and securities borrowed | 221,600 267,300 | 228,900 258,200 | 234,200 256,100 | 217,300 208,600 | 217,500 208,800 | 225,300 209,500 | 234,700 197,200 | 239,300 190,300 | 234,200 191,300 | 228,200 260,600 | 225,800 205,100 | 223,700 206,000 | 234,800 |
| Total loans, net ${ }^{2}$ | 558,200 | 546,200 | 537,600 | 538,600 | 532,800 | 526,400 | 522,200 | 519,100 | 514,200 | 547,300 | 527,200 | 530,000 | 514,000 |
| Retail ${ }^{2}$ | 392,100 | 388,200 | 386,700 | 382,500 | 376,700 | 371,900 | 370,800 | 367,300 | 363,200 | 389,000 | 373,200 | 375,500 | 362,700 |
| Wholesale ${ }^{2}$ | 169,000 | 160,800 | 153,500 | 158,300 | 158,300 | 156,700 | 153,700 | 153,900 | 153,300 | 161,100 | 156,200 | 156,800 | 153,500 |
| Customers' liability under acceptances | 15,700 | 15,700 | 16,400 | 15,800 | 14,900 | 14,100 | 13,400 | 12,800 | 13,400 | 16,000 | 14,100 | 14,600 | 13,200 |
| Average earning assets, net | 1,095,300 | 1,081,100 | 1,071,200 | 1,007,500 | 1,000,200 | 997,700 | 990,500 | 981,900 | 973,400 | 1,082,600 | 996,100 | 999,000 | 973,200 |
| Derivatives | 102,900 | 93,700 | 95,900 | 97,700 | 99,000 | 94,900 | 107,600 | 113,400 | 129,900 | 97,500 | 100,600 | 99,900 | 121,600 |
| Total assets | 1,300,800 | 1,276,700 | 1,276,700 | 1,195,600 | 1,188,800 | 1,181,000 | 1,180,800 | 1,175,400 | 1,184,300 | 1,284,800 | 1,183,600 | 1,186,600 | 1,176,400 |
| Deposits | 825,800 | 815,900 | 803,600 | 781,900 | 770,000 | 766,800 | 762,400 | 751,500 | 743,000 | 815,100 | 766,400 | 770,300 | 749,600 |
| Common equity | 69,650 | 67,450 | 66,850 | 65,900 | 65,750 | 64,800 | 64,650 | 63,100 | 61,800 | 68,000 | 65,050 | 65,300 | 62,200 |
| Total equity | 76,400 | 74,300 | 73,800 | 73,100 | 73,100 | 72,100 | 71,900 | 70,400 | 69,100 | 74,800 | 72,400 | 72,600 | 69,400 |
| ASSETS UNDER ADMINISTRATION AND MANAGEMENT ${ }^{3}$ (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| Assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 4,350,300 | 4,579,900 | 4,568,900 | 4,411,000 | 4,387,700 | 4,258,600 | 3,937,200 | 4,077,300 | 3,859,800 | 4,350,300 | 4,387,700 | 4,411,000 | 4,077,300 |
| Personal | 974,300 | 929,500 | 927,200 | 907,100 | 854,000 | 882,000 | 833,100 | 819,500 | 804,700 | 974,300 | 854,000 | 907,100 | 819,500 |
| Retail mutual funds | 161,600 | 157,000 | 157,400 | 155,200 | 148,300 | 173,900 | 164,300 | 162,100 | 159,200 | 161,600 | 148,300 | 155,200 | 162,100 |
| Total AUA | 5,486,200 | 5,666,400 | 5,653,500 | 5,473,300 | 5,390,000 | 5,314,500 | 4,934,600 | 5,058,900 | 4,823,700 | 5,486,200 | 5,390,000 | 5,473,300 | 5,058,900 |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 223,500 | 219,700 | 220,600 | 216,000 | 204,100 | 212,800 | 210,800 | 218,000 | 201,600 | 223,500 | 204,100 | 216,000 | 218,000 |
| Personal | 245,400 | 229,300 | 225,500 | 216,200 | 200,900 | 201,200 | 184,900 | 182,900 | 175,800 | 245,400 | 200,900 | 216,200 | 182,900 |
| Retail mutual funds | 217,700 | 211,900 | 210,600 | 207,700 | 196,200 | 200,600 | 188,400 | 185,400 | 197,600 | 217,700 | 196,200 | 207,700 | 185,400 |
| Total AUM | 686,600 | 660,900 | 656,700 | 639,900 | 601,200 | 614,600 | 584,100 | 586,300 | 575,000 | 686,600 | 601,200 | 639,900 | 586,300 |

[^5]

| STATEMENTS OF CHANGES IN EQUITY <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 6,306 | 6,306 | 6,413 | 6,713 | 6,713 | 6,713 | 6,713 | 6,713 | 6,713 | 6,413 | 6,713 | 6,713 | 5,100 |
| Issued |  |  |  |  |  |  |  |  |  |  |  |  | 1,855 |
| Redeemed |  |  | (107) | (300) |  |  |  |  |  | (107) |  | (300) |  |
| Purchased for cancellation |  |  |  | - |  |  |  |  |  |  |  |  | (242) |
| Balance at end of period | 6,306 | 6,306 | 6,306 | 6,413 | 6,713 | 6,713 | 6,713 | 6,713 | 6,713 | 6,306 | 6,713 | 6,413 | 6,713 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 17,634 | 17,647 | 17,730 | 17,759 | 17,717 | 17,898 | 17,939 | 17,876 | 17,883 | 17,730 | 17,939 | 17,939 | 14,573 |
| Issued | 24 | 15 | 30 | 39 | 42 | 50 | 96 | 74 | 38 | 69 | 188 | 227 | 3,422 |
| Purchased for cancellation | (16) | (28) | (113) | (68) | - | (231) | (137) | (11) | (45) | (157) | (368) | (436) | (56) |
| Balance at end of period | 17,642 | 17,634 | 17,647 | 17,730 | 17,759 | 17,717 | 17,898 | 17,939 | 17,876 | 17,642 | 17,759 | 17,730 | 17,939 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (3) |  |  | - | (1) |  |  | (1) |  |  |  |  | (2) |
| Sales | 69 | 64 | 69 | 48 | 38 | 23 | 21 | 28 | 40 | 202 | 82 | 130 | 172 |
| Purchases | (66) | (67) | (69) | (48) | (37) | (24) | (21) | (27) | (41) | (202) | (82) | (130) | (170) |
| Balance at end of period |  | (3) | - | - | - | (1) |  |  | (1) |  |  |  |  |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (95) | (7) | (27) | 112 | (10) | (33) | (80) | (101) | (87) | (27) | (80) | (80) | 38 |
| Sales | 1,292 | 1,344 | 1,425 | 1,000 | 1,099 | 1,124 | 1,191 | 1,056 | 1,503 | 4,061 | 3,414 | 4,414 | 4,973 |
| Purchases | $(1,306)$ | $(1,432)$ | $(1,405)$ | $(1,139)$ | (977) | $(1,101)$ | $(1,144)$ | $(1,035)$ | $(1,517)$ | $(4,143)$ | $(3,222)$ | $(4,361)$ | $(5,091)$ |
| Balance at end of period | (109) | (95) | (7) | (27) | 112 | (10) | (33) | (80) | (101) | (109) | 112 | (27) | (80) |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 47,405 | 45,764 | 45,359 | 44,479 | 42,538 | 42,996 | 41,519 | 40,424 | 39,590 | 45,359 | 41,519 | 41,519 | 37,811 |
| Transition adjustment for IFRS $9{ }^{1}$ |  |  | (558) |  |  |  |  |  |  | (558) |  |  |  |
| Net income attributable to shareholders | 3,101 | 3,051 | 3,001 | 2,829 | 2,783 | 2,801 | 3,015 | 2,533 | 2,886 | 9,153 | 8,599 | 11,428 | 10,405 |
| Other comprehensive income | 453 | 229 | 29 | (100) | 490 | (487) | 564 | (65) | (519) | 711 | 567 | 467 | $(1,399)$ |
| Preferred share dividends | (71) | (71) | (72) | (72) | (76) | (77) | (75) | (75) | (85) | (214) | (228) | (300) | (294) |
| Common share dividends | $(1,355)$ | $(1,356)$ | $(1,319)$ | $(1,324)$ | $(1,269)$ | $(1,271)$ | $(1,232)$ | $(1,234)$ | $(1,202)$ | $(4,030)$ | $(3,772)$ | $(5,096)$ | $(4,817)$ |
| Premium paid on common shares purchased for cancellation | (112) | (196) | (810) | (454) | - | $(1,406)$ | (814) | (59) | (247) | $(1,118)$ | $(2,220)$ | $(2,674)$ | (306) |
| Premium paid on preferred shares purchased for cancellation |  |  |  |  | - |  |  |  |  |  |  |  | (22) |
| Share-based compensation awards | (2) | (1) | (3) | (9) | (6) | (13) | (12) | (12) | (10) | (6) | (31) | (40) | (54) |
| Issuance costs |  |  |  |  |  | (1) |  |  |  |  | (1) | (1) | (16) |
| Other | 5 | (15) | 137 | 10 | 19 | (4) | 31 | 7 | 11 | 127 | 46 | 56 | 211 |
| Balance at end of period | 49,424 | 47,405 | 45,764 | 45,359 | 44,479 | 42,538 | 42,996 | 41,519 | 40,424 | 49,424 | 44,479 | 45,359 | 41,519 |
| Other components of equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unrealized gains and losses on AFS securities |  |  |  | 378 | 330 | 290 | 199 | 340 | 432 |  | 330 | 378 | 340 |
| Unrealized gains and losses on securities and loans at FVOCI | 105 | 84 | 124 |  |  |  |  |  |  | 105 |  |  |  |
| Unrealized foreign currency translation gains and losses, net of hedging activities | 3,801 | 3,465 | 2,200 | 3,545 | 2,484 | 5,344 | 3,759 | 4,685 | 4,013 | 3,801 | 2,484 | 3,545 | 4,685 |
| Gains and losses on derivatives designated as cash flow hedges | 612 | 629 | 702 | 431 | 397 | (21) | 34 | (99) | (103) | 612 | 397 | 431 | (99) |
| Balance at end of period | 4,518 | 4,178 | 3,026 | 4,354 | 3,211 | 5,613 | 3,992 | 4,926 | 4,342 | 4,518 | 3,211 | 4,354 | 4,926 |
| Total retained earnings and other components of equity | 53,942 | 51,583 | 48,790 | 49,713 | 47,690 | 48,151 | 46,988 | 46,445 | 44,766 | 53,942 | 47,690 | 49,713 | 46,445 |
|  | 77,781 | 75,425 | 72,736 | 73,829 | 72,274 | 72,570 | 71,566 | 71,017 | 69,253 | 77,781 | 72,274 | 73,829 | 71,017 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 600 | 588 | 599 | 587 | 598 | 585 | 595 | 583 | 588 | 599 | 595 | 595 | 1,798 |
| Dividends | (18) | (1) | (18) | - | (17) | - | (17) | - | (17) | (37) | (34) | (34) | (63) |
| Net income attributable to NCI | 8 | 9 | 11 | 8 | 13 | 8 | 12 | 10 | 9 | 28 | 33 | 41 | 53 |
| Foreign currency translation adjustments | 1 | 3 | (3) | 3 | (7) | 5 | (3) | 2 | 3 | 1 | (5) | (2) | 2 |
| Redemption of trust capital securities | (500) |  | (1) |  | - | - | - |  |  | (500) | - | - | $(1,200)$ |
| Other |  | , | (1) | 1 | - |  | (2) |  |  |  | (2) | (1) | 5 |
| Balance at end of period | 91 | 600 | 588 | 599 | 587 | 598 | 585 | 595 | 583 | 91 | 587 | 599 | 595 |
| Total equity | 77,872 | 76,025 | 73,324 | 74,428 | 72,861 | 73,168 | 72,151 | 71,612 | 69,836 | 77,872 | 72,861 | 74,428 | 71,612 |

${ }^{1}$ For further details, refer to the Q3/18 Report to Shareholders and our 2017 Annual Report.

| $\begin{array}{r} 9,126 \\ 630 \end{array}$ | $\begin{array}{r} 9,828 \\ (702) \\ \hline \end{array}$ | $\begin{gathered} 8,776 \\ 2,025 \\ (973) \\ \hline \end{gathered}$ | $\begin{array}{r} 8,589 \\ 711 \\ (524) \\ \hline \end{array}$ | $\begin{gathered} 10,314 \\ (1,725) \end{gathered}$ | $\begin{array}{r} 8,978 \\ 3,003 \\ (1,667) \end{array}$ | $\begin{aligned} & 10,420 \\ & (1,442) \end{aligned}$ | $\begin{array}{r} 10,094 \\ 987 \\ (661) \\ \hline \end{array}$ | $\begin{array}{r} 11,379 \\ (1,285) \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9,756 | 9,126 | 9,828 | 8,776 | 8,589 | 10,314 | 8,978 | 10,420 | 10,094 |
| $\begin{gathered} 1,259 \\ 352 \\ (60) \end{gathered}$ | $\begin{array}{r} 1,287 \\ (28) \\ \hline \end{array}$ | $\begin{array}{r} 1,366 \\ (79) \\ \hline \end{array}$ | $\begin{gathered} 967 \\ 407 \\ (8) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,060 \\ (93) \\ \hline \end{array}$ | $\begin{array}{r} 1,180 \\ (120) \end{array}$ | $\begin{array}{r} 1,297 \\ (117)^{2} \end{array}$ | $\begin{array}{r} 1,115 \\ 278 \\ (96) \end{array}$ | $\begin{gathered} 852 \\ 401 \\ (138) \end{gathered}$ |
| 1,551 | 1,259 | 1,287 | 1,366 | 967 | 1,060 | 1,180 | 1,297 | 1,115 |
| 35 | 44 | 49 | 58 | 68 | 75 | 81 | 94 | 99 |
| - | (9) | (5) | (9) | (10) | (7) | (6) | (13) | (5) |
| 35 | 35 | 44 | 49 | 58 | 68 | 75 | 81 | 94 |
| 11,342 | 10,420 | 11,159 | 10,191 | 9,614 | 11,442 | 10,233 | 11,798 | 11,303 |


| $\begin{array}{r} 8,776 \\ 2,655 \\ (1,675) \end{array}$ | $\begin{gathered} 10,420 \\ 3,003 \\ (4,834) \end{gathered}$ | $\begin{gathered} 10,420 \\ 3,714 \\ (5,358) \end{gathered}$ | $\begin{array}{r} 8,314 \\ 4,596 \\ (2,490) \end{array}$ |
| :---: | :---: | :---: | :---: |
| 9,756 | 8,589 | 8,776 | 10,420 |
| $\begin{gathered} 1,366 \\ 352 \\ (167) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,297 \\ (330) \end{array}$ | $\begin{gathered} 1,297 \\ 407 \\ (338) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,080 \\ 679 \\ (462) \end{array}$ |
| 1,551 | 967 | 1,366 | 1,297 |
| $\begin{array}{r} 49 \\ - \\ (14) \end{array}$ | $\begin{array}{r}81 \\ - \\ \hline\end{array}$ | 81 <br>  <br> (32) | 138 - (57) |
| 35 | 58 | 49 | 81 |
| 11,342 | 9,614 | 10,191 | 11,798 |

[^6]| SECURITIZATION SUBJECT TO EARLY AMORTIZATION SELLER'S INTEREST <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Our financial assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  |  |  |  |  |  |  |  |  |  |  |  |
| Total drawn | 1,475 | 1,981 | 1,916 | 2,838 | 3,187 | 1,440 | 2,680 | 1,853 | 1,959 |  |  |  |
| Capital charges drawn | 59 | 80 | 81 | 119 | 132 | 61 | 115 | 80 | 84 |  |  |  |
| Capital charges undrawn | 70 | 96 | 78 | 113 | 126 | 84 | 159 | 106 | 111 |  |  |  |
| Credit card loans securitized |  |  |  |  |  |  |  |  |  |  |  |  |
| Past due ${ }^{2}$ | 71 | 78 | 81 | 71 | 67 | 78 | 81 | 75 | 79 |  |  |  |
| Net write-offs | 55 | 56 | 46 | 45 | 52 | 56 | 51 | 56 | 63 |  |  |  |
| OFF-BALANCE SHEET ARRANGEMENTS OUTSTANDING SECURITIZED ASSETS | Q3/18 |  |  | Q2/18 |  |  | Q1/18 |  |  | Q4/17 |  |  |
| (Millions of Canadian dollars, except percentage amounts) | Securitized exposures ${ }^{3}$ | Annualized average net loss rate ${ }^{4,5}$ | Average coverage multiple of average net losses ${ }^{4,5}$ | Securitized exposures ${ }^{3}$ | Annualized average net | Average coverage multiple of average net losses ${ }^{4,5}$ | Securitized exposures ${ }^{3}$ | Annualized average net | Average coverage multiple of average net losses 4,5 | Securitized exposures ${ }^{3}$ | Annualized average net | Average coverage multiple of average net losses 4 , 5 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | loss rate ${ }^{4,5}$ |  |  | loss rate ${ }^{4,5}$ |  |  | loss rate ${ }^{4,5}$ |  |
| Asset-backed securities |  |  |  | 369 | 2.21\% | 16 | 354 | 2.27\% | 15 | 371 |  |  |
| Auto loans and leases | 16,305 | 0.51\% | 54 | 16,739 | 0.48\% | 54 | 15,874 | 0.46\% | 53 | 16,783 | 0.37\% | 74 |
| Consumer loans ${ }^{5}$ | 1,968 | 3.00\% | 10 | 1,848 | 2.97\% | 10 | 1,697 | 2.76\% | 11 | 1,634 | 2.54\% | 14 |
| Credit cards | 6,241 | 4.03\% | 12 | 5,959 | 4.23\% | 13 | 5,735 | 4.66\% | 12 | 5,745 | 4.43\% | 12 |
| Dealer floor plan receivables | 1,939 | 0.15\% | >100 | 1,954 | 0.20\% | >100 | 1,900 | 0.24\% | >100 | 2,064 | 0.23\% | >100 |
| Equipment receivables | 1,990 | 0.57\% | 41 | 1,963 | 0.55\% | 46 | 1,726 | 0.35\% | 65 | 1,809 | 0.41\% | 59 |
| Fleet finance receivables | 1,184 | 0.34\% | 43 | 1,182 | 0.23\% | 62 | 1,156 | 0.24\% | 58 | 1,294 | 0.04\% | >100 |
| Insurance premiums | , 357 | 0.26\% | 86 | 290 | 0.25\% | 88 | 284 | 0.25\% | 90 | 336 | 0.12\% | >100 |
| Residential mortgages | 1,377 |  |  | 1,377 |  |  | 1,377 | - |  | 1,377 | - |  |
| Student loans | 2,742 | 0.36\% | >100 | 3,174 | 0.90\% | >100 | 2,126 | 0.94\% | >100 | 2,253 | 1.00\% | 88 |
| Trade receivables | 2,801 | 0.40\% | 51 | 2,764 | 0.40\% | 51 | 2,567 | 0.22\% | >100 | 3,042 | 0.29\% | 80 |
| Transportation finance | 1,633 | - |  | 1,615 | - | . | 1,618 | - |  | 1,914 | - |  |
| Total off-balance sheet arrangements outstanding securitized assets | 38,537 |  |  | 39,234 |  |  | 36,414 |  |  | 38,622 |  |  |

 also encompasses our Canadian social housing mortgages.
2 Amounts represent credit card loans securitized greater than 90 days past due.
 $100 \%$ of these are internally rated as investment grade.

 loss.
${ }_{5}$ Amounts are reported on a two-month lag.

| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED <br> (Millions of Canadian dollars) | Q3/18 |  | Q2/18 |  | Q1/18 |  | Q4/17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book | Trading book | Banking book | Trading book | Banking book | Trading book | Banking book | Trading book |
| Securitization exposures retained or purchased |  |  |  |  |  |  |  |  |
| Asset-backed securities | 6,326 | 171 | 5,812 | 619 | 5,210 | 806 | 4,873 | 830 |
| Auto loans and leases | 19,594 | 218 | 17,563 | 84 | 16,760 | 361 | 17,610 | 293 |
| Commercial mortgages | 1,060 | 4,726 | 921 | 4,956 | 889 | 3,363 | 868 | 2,986 |
| Consumer loans | 4,032 | 27 | 3,758 |  | 3,604 |  | 3,386 |  |
| Credit cards | 10,601 | 144 | 10,920 | 168 | 10,699 | 197 | 9,750 | 98 |
| Dealer floor plan receivables | 1,936 | 18 | 1,951 | - | 1,910 | - | 2,067 |  |
| Equipment receivables | 2,734 | 20 | 2,638 | 4 | 2,217 | 6 | 2,311 | 22 |
| Residential mortgages | 5,082 | 865 | 5,100 | 1,011 | 4,962 | 1,181 | 5,054 | 1,350 |
| Student loans | 4,853 | 25 | 5,426 | 15 | 4,971 | 13 | 5,911 | 18 |
| Trade receivables | 1,165 |  | 1,327 |  | 1,378 |  | 2,780 |  |
| Other | 3,836 | 509 | 3,754 | 445 | 3,740 | 400 | 3,803 | 310 |
| Total securitization and resecuritization exposures retained or purchased | 61,219 | 6,723 | 59,170 | 7,302 | 56,340 | 6,327 | 58,413 | 5,907 |


| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3,4}$ <br> (Millions of Canadian dollars) | Q3/18 |  |  |  |  |  |  |  | Q3/18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book |  |  |  |  |  |  |  | Trading book <br> Standardized approach |  |
|  | Standardized approach |  | Rating based approach |  | Internalassessment approach |  | Total |  |  |  |
|  | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges |
| < $10 \%$ |  |  | 8,994 | 51 | 36,578 | 216 | 45,572 | 267 | 4,287 | 24 |
| > $10 \% \leq 20 \%$ | 4,817 | 75 | 1,262 | 15 | 6,294 | 63 | 12,373 | 153 | 2,370 | 38 |
| > 20\% $\leq 50 \%$ | 142 | 4 | 244 | 9 | 501 | 16 | 887 | 29 | 14 |  |
| $>50 \% \leq 100 \%$ | 7 | 1 |  | - | 1,500 | 78 | 1,507 | 79 | 42 | 3 |
| > 100\% $\leq 650 \%$ | 835 | 71 | - |  |  |  | 835 | 71 |  |  |
| > $650 \%$ < $1250 \%$ |  |  |  |  |  |  |  |  |  |  |
| 1250\% | 10 | 10 | 35 | 35 | - | - | 45 | 45 | 10 | 10 |
| Total securitization and resecuritization exposures retained or purchased | 5,811 | 161 | 10,535 | 110 | 44,873 | 373 | 61,219 | 644 | 6,723 | 75 |


| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED <br> (Millions of Canadian dollars) | Q2/18 |  | Q2/18 |  | Q1/18 |  | Q1/18 |  | Q4/17 |  | Q4/17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book Total |  | Trading book Total |  | Banking book Total |  | Trading book Total |  | Banking book Total |  | Trading book Total |  |
|  | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges |
| <10\% | 43,469 | 256 | 4,812 | 27 | 40,018 | 235 | 4,252 | 24 | 40,227 | 237 | 4,252 | 24 |
| > $10 \% \leq 20 \%$ | 12,138 | 151 | 2,346 | 36 | 12,873 | 158 | 1,959 | 31 | 14,209 | 175 | 1,522 | 23 |
| > $20 \% \leq 50 \%$ | 1,012 | 31 | 53 | 2 | 1,059 | 34 | 16 |  | 1,105 | 35 | 12 |  |
| $>50 \% \leq 100 \%$ | 1,650 | 86 | 81 | 6 | 1,534 | 80 | 83 | 6 | 1,664 | 87 | 65 | 5 |
| $>100 \% \leq 650 \%$ | 856 | 73 |  |  | 821 | 69 | 8 | 4 | 1,164 | 98 | 46 | 23 |
| >650\% < $1250 \%$ | 45 | 45 | 10 | 10 | 35 | 35 | 9 | 9 | 44 | 44 | 10 | 10 |
| Total securitization and resecuritization exposures retained or purchased | 59,170 | 642 | 7,302 | 81 | 56,340 | 611 | 6,327 | 74 | 58,413 | 676 | 5,907 | 85 |


| RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3}$(Millions of Canadian dollars) | Q3/18 |  | Q2/18 |  | Q1/18 |  | Q4/17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Banking } \\ \text { book } \end{gathered}$ | $\begin{gathered} \text { Trading } \\ \text { book } \end{gathered}$ | $\begin{gathered} \text { Banking } \\ \text { book } \end{gathered}$ | $\begin{gathered} \text { Trading } \\ \text { book } \end{gathered}$ | $\begin{gathered} \text { Banking } \\ \text { book } \end{gathered}$ | $\begin{aligned} & \text { Trading } \\ & \text { book } \end{aligned}$ | $\begin{gathered} \text { Banking } \\ \text { book } \end{gathered}$ | $\begin{gathered} \text { Trading } \\ \text { book } \end{gathered}$ |
| AAA to AA- | 501 | - | 450 |  | 497 | - | 496 |  |
| $\mathrm{A}_{+}$to A - | 1,500 | - | 1,643 |  | 1,508 | - | 1,636 |  |
| $\mathrm{BBB}+$ to BB |  |  |  |  |  |  |  |  |
| BB-and below Unrated | - |  |  |  |  |  |  |  |
| Total resecuritization exposures retained or purchased | 2,001 | - | 2,093 |  | 2,005 |  | 2.132 |  |

The amounts reported are based on the regulatory securitization reporting requirements. The amounts include our credit card loans. The amounts exclude our Canadian residential mortgages under the NHA MBS program which also encompasses our Canadian social housing mortgages. For Q3/18, $\$ 6$ million of Canadian social housing mortgages have been excluded.
Amounts reflect regulatory exposure values.
${ }^{3}$ Securitization exposures include securities, liquidity facilities, protection provided to securitization positions, other commitments and credit enhancements.
${ }^{4}$ Capital charges for Standardized approach deductions are net of $A C L$ and partial write-offs. Capital charges for Rating based approach and internal assessment approach are gross of $A C L$ and partial write-offs.

| BASEL III REGULATORY CAPITAL AND RATIOS (ALL-IN BASIS) <br> (Millions of Canadian dollars, except percentage and otherwise noted) | Cross Reference of Current Quarter to Regulatory Capital Balance Sheet Pages Balance 25-26 | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common Equity Tier 1 capital (CET1): Instruments and Reserves |  |  |  |  |  |  |
| 1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus | a+a' | 17,831 | 17,835 | 17,951 | 18,019 | 18,073 |
| 2 Retained earnings | $\mathrm{b}^{\text {b }} \mathrm{b}^{\prime}$ | 49,126 | 47,109 | 45,454 | 45,043 | 44,164 |
| 3 Accumulated other comprehensive income (and other reserves) | $\mathrm{c}-\mathrm{c}^{\prime}$ | 4,518 | 4,178 | 3,026 | 4,354 | 3,211 |
| 4 Directly issued capital subject to phase out from CET1 (only applicable to non-joint stock companies) |  |  |  |  |  |  |
| 5 Common share capital issued by subsidiaries and held by third parties (amount allowed in group CET1) | d | 13 | 13 | 13 | 13 | 13 |
| 6 Common Equity Tier 1 capital before regulatory adjustments |  | 71,488 | 69,135 | 66,444 | 67,429 | 65,461 |
| Common Equity Tier 1 capital: Regulatory adjustments |  |  |  |  |  |  |
| 7 Prudential valuation adjustments |  |  |  |  |  |  |
| 8 Goodwill (net of related tax liability) | e+e't | 10,905 | 10,996 | 10,742 | 10,983 | 10,739 |
| 9 Other intangibles other than mortgage-servicing rights (net of related tax liability) | ${ }_{\text {f }}+{ }^{\text {¢ }}$-v | 3,768 | 3,596 | 3,508 | 3,365 | 3,319 |
| 10 Deferred tax assets excluding those arising from temporary differences (net of related tax liability) | g | 12 | 12 | 10 | 19 | 21 |
| 11 Cash flow hedge reserve | h | 612 | 629 | 702 | 431 | 397 |
| 12 Shortfall of provisions to expected losses | i | 607 | 631 | 549 | 1,245 | 1,487 |
| 13 Securitization gain on sale |  |  |  |  |  |  |
| 14 Gains and losses due to changes in own credit risk on fair valued liabilities | j | (99) | (99) | (275) | (245) | (166) |
| 15 Defined benefit pension fund net assets (net of related tax liability) | k-u | 629 | 93 | 63 | 59 | 56 |
| 16 Investments in own shares (if not already netted off paid-in capital on reported balance sheet) |  |  |  |  |  |  |
| 17 Reciprocal cross holdings in common equity |  |  |  |  |  |  |
| 18 Non-significant investments in the capital of banking, financial and insurance entities, net of eligible short positions (amount above 10\% threshold) |  |  |  |  |  |  |
| 19 Significant investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions (amount above $10 \%$ threshold) |  |  |  |  |  |  |
| 20 Mortgage servicing rights (amount above 10\% threshold) |  |  |  |  |  |  |
| 21 Deferred tax assets arising from temporary differences (amount above $10 \%$ threshold, net of related tax liability) |  |  |  |  |  |  |
| 22 Amount exceeding the 15\% threshold |  |  |  |  |  |  |
| 23 of which: significant investments in the common stock of financials | 1 |  |  |  |  |  |
| 24 25 of which: mortgage servicing rights of which: deferred tax assets arising from temporary differences | m |  |  |  |  |  |
| 26 Other deductions or regulatory adjustments to CET1 as determined by OSFI |  |  |  |  |  |  |
| 27 Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions |  |  |  |  |  |  |
| 28 Total regulatory adjustments to Common Equity Tier 1 |  | 16,434 | 15,858 | 15,29 | 15,85 | 15,85 |
| 29 Common Equity Tier 1 capital (CET1) |  | 55,054 | 53,277 | 51,145 | 51,572 | 49,608 |
| Additional Tier 1 capital (AT1): Instruments |  |  |  |  |  |  |
| 30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus |  | 3,825 | 3,822 | 3,825 | 3,825 | 3,825 |
| 31 of which: classified as equity under applicable accounting standards | $\mathrm{n}^{\prime}$ | 3,825 | 3,822 | 3,825 | 3,825 | 3,825 |
| 32 of which: classified as liabilities under applicable accounting standards | n-n'-n"-n"' |  |  |  |  |  |
| 33 Directly issued capital instruments subject to phase out from Additional Tier 1 | $\mathrm{x}^{\prime}+\mathrm{n}{ }^{\prime}$ | 2,450 | 2,956 | 2,953 | 2,961 | 3,252 |
| 34 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) 35 of which: instruments issued by subsidiaries subject to phase out | 。 | 3 | 3 | 2 | 3 |  |
| ${ }_{36}$ Additional Tier 1 capital before regulatory adjustments |  | 6,278 | 6,781 | 6,780 | 6,789 | 7,079 |
| Additional Tier 1 capital: Regulatory adjustments |  |  |  |  |  |  |
| 37 Investments in own Additional Tier 1 instruments |  |  |  |  |  |  |
| 38 Reciprocal cross holdings in Additional Tier 1 instruments |  |  |  |  |  |  |
| 39 Non-significant investments in the capital of banking, financial and insurance entities, net of eligible short positions (amount above $10 \%$ threshold) |  |  |  |  |  |  |
| 40 Significant investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions |  | - | - | - | - |  |
| 42 Regulatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions |  | - | - | - | - |  |
| ${ }^{43}$ Total regulatory adjustments to Additional Tier 1 capital |  |  |  |  |  |  |
| 44 Additional Tier 1 Capital (AT1) |  | 6,278 | 6,781 | 6,780 | 6,789 | 7,079 |
| 45 Tier 1 capital ( T 1 = CET1 + AT1) |  | 61,332 | 60,058 | 57,925 | 58,361 | 56,687 |
| Tier 2 Capital: Instruments and Provisions |  |  |  |  |  |  |
| 46 Directly issued qualifying Tier 2 instruments plus related stock surplus | q" | 6,237 | 6,206 | 6,118 | 6,346 | 6,294 |
| 47 Directly issued capital instruments subject to phase out from Tier 2 | q'' | 2,502 | 2,497 | 2,491 | 2,550 | 2,546 |
| 48 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) | r | ${ }^{23}$ | 24 | 12 | 12 | 13 |
| 49 of which: instruments issued by subsidiaries subject to phase out | q"' | 20 | 21 | 10 | 9 | 10 |
| 50 Collective allowances | s | 431 | 429 | 438 | 287 | 280 |
| ${ }^{51}$ Tier 2 capital before regulatory adjustments |  | 9,193 | 9,156 | 9,059 | 9,195 | 9,133 |
| Tier 2 Capital: Regulatory adjustments |  |  |  |  |  |  |
| 52 Investments in own Tier 2 instruments |  | - |  |  |  |  |
| 53 Reciprocal cross holdings in Tier 2 instruments |  |  |  |  |  |  |
| 54 Non-significant investments in the capital of banking, financial and insurance entities, net of eligible short positions (amount above $10 \%$ threshold) |  | - |  | - | - |  |
| 55 Significant investments in the capital of banking, financial and insurance entities that are outside the scope of regulatry consolidation, net of eligible short positions |  |  |  | - |  |  |
| ${ }_{56}$ Other deductions from Tier 2 capital |  | - |  |  |  |  |
| 57 Total regulatory adjustments to Tier 2 capital 58 Tier 2 capital (T2) |  | 9,193 | 9,156 | 9,059 | 9,195 | 9,133 |
| 59 Total capital ( $\mathrm{TC}=\mathbf{T 1}+\mathrm{T}$ ) |  | 70,525 | 69,214 | 66,984 | 67,556 | 65,820 |
| 60 Total risk-weighted assets |  | 498,896 | 489,172 | 466,758 | 474,478 | 458,136 |
| 60a Common Equity Tier 1 (CET1) Capital RWA |  | 497,949 | 488,226 | 466,758 | 474,478 | 456,739 |
| 600 Tier 1 Capital RWA |  | 498,422 | 488,699 | 466,758 | 474,478 | 457,515 |
| 60 c Total Capital RWA |  | 498,896 | 489,172 | 466,758 | 474,478 | 458,136 |

## Capital ratio

61 Common Equity Tier 1 (as a percentage of risk-weighted assets)
62 Tier 1 (as a percentage of risk-weighted assets)
63 Total capital (as a percentage of risk-weighted assets)
Buffer requirement (minimum CET1 requirement plus capital conservation buffer plus G-SIB buffer requirement plus D-SIB buffer requirement expressed as a percentage of risk-weighted assets)
65 of which: capital conservation buffer requirement
Buffer rauirements
67 of which: G-SIB buffer requiremen
68 Common Equity Tier 1 available to meet buffers (as a percentage of risk-weighted assets)

| 11.1\% | 10.9\% | 11.0\% | 10.9\% | 10.9\% |
| :---: | :---: | :---: | :---: | :---: |
| 12.3\% | 12.3\% | 12.4\% | 12.3\% | 12.4\% |
| 14.1\% | 14.1\% | 14.4\% | 14.2\% | 14.4\% |
| 8.0\% | 8.0\% | 8.0\% | 8.0\% | 8.0\% |
| 2.5\% | 2.5\% | 2.5\% | 2.5\% | 2.5\% |
| 0.0\% | 0.0\% | 0.0\% | n.a. | n.a. |
| 1.0\% | 1.0\% | 1.0\% | n.a. | n.a. |
| 0.0\% | 0.0\% | 0.0\% | 1.0\% | 1.0\% |
| 11.1\% | 10.9\% | 11.0\% | 10.9\% | 10.9\% |
| 8.0\% | 8.0\% | 8.0\% | 8.0\% | 8.0\% |
| 9.5\% | 9.5\% | 9.5\% | 9.5\% | 9.5\% |
| 11.5\% | 11.5\% | 11.5\% | 11.5\% | 11.5\% |
| 2,925 | 2,254 | 2,594 | 3,555 | 966 |
| 3,764 | 3,716 | 3,579 | 3,627 | 3,484 |
| 894 | 844 | 809 | 2,711 | 2,694 |
| 431 | 429 | 438 | 287 | 280 |
| 431 | 429 | 438 | 287 | 280 |
| 1,982 | 1,917 | 1,908 | 1,577 | 1,582 |
| 1,982 | 1,917 | 1,908 | 1,577 | 1,582 |
| - | - | - | - |  |
| ${ }^{-}$ | ${ }^{-}$ | ${ }^{-}$ | - |  |
| 2,957 | $\begin{array}{r} 2,957 \\ 5 \end{array}$ | 2,957 | 3,696 | 3,696 |
| 3,676 | 3,676 | 3,676 | 4,595 | 4,595 |
| - | - | - | - |  |

OSFI all-in target (minimum + capital conservation buffer + D-SIB surcharge (if applicable))
Common Equity Tier 1 all-in target ratio
Tier 1 capital all-in target ratio

Amounts below the thresholds for deduction (before risk-weighting)
72 Non-significant investments in the capital of other financials
73 Significant investments in the common stock of financials
74 Mortgage servicing rights (net of related tax liability)
75 Deferred tax assets arising from temporary differences (net of related tax liability)
pplicable caps on the inclusion of allowances in Tier 2
76 Allowances eligible for inclusion in Tier 2 in respect of exposures subject to standardized approach (prior to application of cap)
7 Cap on inclusion of allowances in Tier 2 under standardized approach
78 Allowances eligible for inclusion in Tier 2 in respect of exposures subject to internal ratings-based approach (prior to application of cap)
79 Cap on inclusion of allowances in Tier 2 under internal ratings-based approach
Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)
80 Current cap on CET1 instruments subject to phase out arrangements
Amounts excluded from CEI due to cap (excess over cap after redemptions and maturities)
82 Current cap on AT1 instruments subject to phase out arrangements
34 Current cap on $T 2$ instruments subject to phase out arrangements
85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities)

## To BASEL III REGULATORY CAPITAL AND RATIOS (TRANSITIONAL BASIS) ${ }^{2,3}$

(Millions of Canadian dollars, except percentage and otherwise noted)
29 Common Equity Tier 1 capital (CET1)
45 Tier 1 capital (T1 = CET1 + AT1
59 Total capital (TC = T1 + T2)
60 Total risk-weighted assets
61 Common Equity Tier 1 (as a percentage of risk-weighted assets)
62 Tier 1 (as a percentage of risk-weighted assets)
63 Total capital (as a percentage of risk-weighted assets)
${ }^{1}$ Effective November 1, 2016, the capital conservation buffer includes a countercyclical capital buffer as prescribed by OSFI and has no material impact
2 The transitional RWA does not reflect the CVA phase-in adjustments as implemented under the All-in Basis.
${ }_{3}$ Per the Capital Adequancy Requirement (CAR) guidelines, transitional basis capital and ratios are not applicable subsequent to Q4/17.

## Assets

Cash and due from banks
Interest-bearing deposits with banks
Securities, net of applicable allowance
Non-significant investments in capital of other financial institutions not exceeding regulatory thresholds
Other securities
Assets purchased under reverse repurchase agreements and securities borrowed
Loans
Retai
Wholesale
Allowance for loan losses
Collective allowance reflected in Tier 2 requlatory capital ${ }^{1}$
Shortfall of allowances to expected loss ${ }^{2}$
Allowances not reflected in regulatory capital
Segregated fund net assets
Other
Customers' liability under acceptances
Derivatives
Premises and equipment, net
Goodwill
Goodwill related to insurance and joint venture
Other intangibles
Other intangibles related to insurance and joint ventures
Other
Significant investments in other financial institutions and insurance subsidiaries of which: exceeding regulatory thresholds
of which: not exceeding regulatory thresholds



Defined -benefit pension fund net assets
Deferred tax assets
of which: deferred tax assets excluding those arising from temporary differences
of which: deferred tax assets arising from temporary differences exceeding regulatory thresholds of which: deferred tax liabilities related to permitted tax netting
of which: deferred tax assets - other temporary differences
Other assets
Total assets
${ }^{1}$ Collective allowance includes Stage 1 and Stage 2 ACL on financial assets under IFRS 9
${ }^{2}$ Expected loss as defined under the Basel III framework.

## Liabilities <br> Deposits Personal <br> Business and government <br> Bank

Segregated fund net liabilitie
Other
Acceptances
Obligations related to securities sold short
Obligations related to assets sold under repurchase agreements and securities loaned
Derivatives
Insurance claims and policy benefit liabilities
liabilities
Deferred tax liabilities
of which: related to goodwill
of which: related to intangibles
of which: related to pensions
of which. other deferred tax lax netting
Other Liabilities
Subordinated debentures
Regulatory capital amortization of maturing debentures
Subordinated debentures not allowed for regulatory capital
Subordinated debentures used for regulatory capita:
of which: are qualifying
of which: are subject to phase out directly issued capital:
of which: are subject to phase out issued by subsidiaries and held by 3rd party
Equity attributable to shareholders
Common shares
of which are treasury shares - common
Retained earnings
of which relates to retained earning for capital purposes
of which relates to insurance and joint ventures
Other components of equity
Gains and losses on derivatives designated as cash flow hedges
Unrealized foreign currency translation gains and losses, net of hedging activities
Other reserves allowed for regulatory capital
Preferred shares
of which: are qualifying
of which: are subject to phase out
of which portion are not allowed for regulatory capital
of which: are qualifying treasury shares
of which: are subject to phase out treasury shares
Non-controlling interests
portion allowed for inclusion into CET1
portion allowed for inclusion into Tier 1 capital
portion allowed for inclusion into Tier 2 capital
of which: are subject to phase out
of which: portion not allowed for regulatory capital
otal equity
Total liabilities and equity $\qquad$
Insurance subsidiaries ${ }^{1}$
Assured Assistance Inc.
RBC Insurance Services Inc.
RBC Life Insurance Company
RBC Insurance Company of Canada
RBC Insurance Holdings Inc.
Royal Bank of Canada Insurance Company Limited

## Principal activities

Service provider for insurance claims
Service der for insurance companies listed and the bank (creditor)
Life and health insurance company
Property and casualty insurance company
Holding company
Life, annuity, trade credit, title and property reinsurance company provides coverage to international clients

| 5 |
| ---: |
| 17 |
| 2,179 |
| 57 |
| 1 |
| 1,193 |
| 3,452 |


${ }^{1}$ The list of legal entities that are included within the accounting scope of consolidation but excluded from the regulatory scope of consolidation.

| Common Tier 1 (CET1) capital |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Opening amount | 53,277 | 51,145 | 51,572 | 49,608 | 49,598 |
| New capital issues | 24 | 15 | 30 | 39 | 42 |
| Redeemed capital | (16) | (28) | (113) | (68) |  |
| Gross dividends (deduction) | $(1,426)$ | $(1,427)$ | $(1,391)$ | $(1,396)$ | $(1,345)$ |
| Shares issued in lieu of dividends (add back) |  |  |  |  |  |
| Profit for the year (attributable to shareholders of parent company) | 3,101 | 3,051 | 3,001 | 2,829 | 2,783 |
| Removal of own credit spread (net of tax) |  | (177) | 30 | 79 | 38 |
| Movement in other comprehensive income | 340 | 1,152 | $(1,328)$ | 1,143 | $(2,402)$ |
| Currency translation differences (unrealized foreign currency translation gains/(losses)), net of hedging activities) | 336 | 1,265 | $(1,345)$ | 1,061 | $(2,860)$ |
| Investments (unrealized gains (losses) on Investment securities) | 21 | (40) | (254) | 48 | 40 |
| Other | (17) | (73) | 271 | 34 | 418 |
| Goodwill and other intangible assets (deduction, net of related tax liability) | (82) | (342) | 98 | (290) | 777 |
| Other, including regulatory adjustments and transitional arrangements | (164) | (112) | (754) | (372) | 117 |
| Deferred tax assets that rely on future profitability (excluding those arising from temporary differences) |  | (2) | 9 | 2 | 7 |
| Defined benefit pension fund assets (net of related tax liability) | (536) | (30) | (4) | (3) | (15) |
| Investment in common equity of deconsolidated subsidiaries \& other significant investments |  |  |  |  |  |
| Prudential valuation adjustments |  |  | - | - |  |
| Other ${ }^{2}$ | 372 | (80) | (759) | (371) | 125 |
| Closing amount | 55,054 | 53,277 | 51,145 | 51,572 | 49,608 |
| Other 'non-core' Tier 1 (Additional Tier 1) capital |  |  |  |  |  |
| Opening amount | 6,781 | 6,780 | 6,789 | 7,079 | 7,088 |
| New non-core Tier 1 (additional Tier 1) eligible capital issues | 3 | (3) |  |  |  |
| Redeemed capital |  |  |  |  |  |
| Other, including regulatory adjustments and transitional arrangements ${ }^{3}$ | (506) | 4 | (9) | (290) | (9) |
| Closing amount | 6,278 | 6,781 | 6,780 | 6,789 | 7,079 |
| Total Tier 1 capital | 61,332 | 60,058 | 57,925 | 58,361 | 56,687 |
| Tier 2 capital |  |  |  |  |  |
| Opening amount | 9,156 | 9,059 | 9,195 | 9,133 | 9,549 |
| New Tier 2 eligible capital issues |  |  |  |  |  |
| Redeemed capital |  |  |  |  |  |
| Amortization adjustments |  |  | - |  |  |
| Other, including regulatory adjustments and transitional arrangements ${ }^{4}$ | 37 | 97 | (136) | 62 | (416) |
| Closing amount | 9,193 | 9,156 | 9,059 | 9,195 | 9,133 |
| Total regulatory capital | 70,525 | 69,214 | 66,984 | 67,556 | 65,820 |

[^7]| Risk-weighted assets All-in Basis |  |  |  |
| :---: | :---: | :---: | :---: |
| Q2/18 | Q1/18 | Q4/17 | Q3/17 |
| Total ${ }^{4}$ | Total ${ }^{4}$ | Total $^{4}$ | Total $^{4}$ |



| $\begin{aligned} & 256,445 \\ & 27,339 \end{aligned}$ | $\begin{gathered} \text { 2\%\% } \\ \text { 22\% } \end{gathered}$ | $\begin{aligned} & 7,439 \\ & 7,003 \end{aligned}$ | $\begin{aligned} & 14,225 \\ & 48,361 \end{aligned}$ | : | $\begin{aligned} & 21,664 \\ & 55,364 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 356,181 | 60\% | 44,001 | 169,475 |  | 213,476 |
| 153,109 | 7\% | 2,659 | 8,254 |  | 10,913 |
| 137,201 | 7\% | 1,586 | 8,193 |  | 9,779 |
| 1,150,275 | 27\% | 62,688 | 248,508 | - | 311,196 |
| 589,711 | 1\% | 104 | 8,544 | 44 | 8,692 |
| 92,865 | 34\% | 829 | 17,369 | 13,151 | 31,349 |
| 682,576 | 6\% | 933 | 25,913 | 13,195 | 40,041 |
| 1,832,851 | 19\% | 63,621 | 274,421 | 13,195 | 351,237 |
| 3,405 | 123\% |  | 4,186 |  | 4,186 |
| 61,225 | 13\% | 2,007 | 6,040 |  | 8,047 |
| n.a. | n.a. | n.a. | 17,052 | - | 17,052 |
| 19,893 | 131\% | n.a. | n.a. | 26,008 | 26,008 |
| 1,917,374 | 21\% | 65.628 | 301,699 | 39,203 | 406,530 |



|  | 3,687 | 5,892 | - | 9,579 |
| :---: | :---: | :---: | :---: | :---: |
|  | 1,084 | 1,410 |  | 2,494 |
|  | 913 | 63 |  | 976 |
|  | 198 | 23 |  | 221 |
|  | 6,251 | 2,068 |  | 8,319 |
|  |  | 8,332 |  | 8,332 |
|  | 12,133 | 17,788 | - | 29,921 |
|  | 5,020 | 56,478 |  | 61,498 |
|  |  |  |  |  |
| 1,917,374 | 82,781 | 375,965 | 39,203 | 497,949 |
|  |  |  | 473 | 473 |
| 1,917,374 | 82,781 | 375,965 | 39,676 | 498,422 |
|  |  |  | 474 | 474 |
| 1,917,374 | 82,781 | 375,965 | 40,150 | 498,896 |


|  |
| ---: |
| 1,733 |
| 4,429 |
| 17,079 |
| 873 |
| 782 |
| 24,896 |
| 695 |
| 23,508 |
| 28,093 |
| 335 |
| 644 |
| 1,364 |
| 2,080 |
| 32,522 |


| ,733 | 20,125 | 18,106 | 18,197 | 17,504 |
| :---: | :---: | :---: | :---: | :---: |
| ,429 | 55,525 | 52,998 | 53,749 | 54,415 |
| 7,079 | 205,627 | 188,227 | 187,163 | 185,567 |
| 873 | 11,149 | 11,826 | 11,735 | 11,335 |
| 782 | 8,742 | 10,092 | 11,267 | 10,748 |
| ,896 | 301,168 | 281,249 | 282,111 | 279,569 |
| 695 | 9,046 | 8,659 | 8,520 | 8,070 |
| ,508 | 30,553 | 31,629 | 28,388 | 29,309 |
| ,203 | 39,599 | 40,288 | 36,908 | 37,379 |
| ,099 | 340,767 | 321,537 | 319,019 | 316,948 |
| 335 | 3,732 | 3,709 | 3,485 | 3,391 |
| 644 | 8,033 | 7,654 | 8,462 | 8,414 |
| ,364 | 16,438 | 15,419 | 15,306 | 15,274 |
| ,080 | 27,080 | 26,018 | 28,836 | 27,144 |
| . 522 | 396,050 | 374,337 | 375,108 | 371,171 |

Total credit risk ${ }^{10}$

| CVA (A) | OSFI Scalars | Total RWA before <br> (C) | CVA Phase -in Adjustments (D) $=A^{*}(100 \%-B)$ | $\begin{aligned} & \text { RWA Net CVA } \\ & \text { phase-in } \\ & \text { (E) }=\text { C-D } \end{aligned}$ | $\begin{array}{r} \text { Regulatory } \\ \text { Floor } \\ \text { Adjustment }{ }^{15} \end{array}$ | RWA including Regulatory Floor Adjustment, net CVA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 15,791 | 80\% | 501,107 | 3,158 | 497,949 |  | 497,949 |
| 15,791 | 83\% | 501,107 | 2,685 | 498,422 |  | 498,422 |
| 15,791 | 86\% | 501,107 | 2,211 | 498,896 |  | 498,896 |

${ }^{1}$ Calculated using guidelines issued by OSFI under the Basel IIII Allin framework.
${ }_{3}^{2}$ Total exposure represents exposure at default (EAD) which is the expected gross exposure upon the default of an obligor. This amount excludes any allowance against impaired loans or partial write-offs and does not reflect the impact of credit risk mitigation.
${ }^{3}$ Represents the average of counterparty risk weights within a particular category.
4 The minimum capial requirements for each category can be calculated by multiplying the total RWA by $8 \%$.
5 For credit risk, a majority of our portfolios use the Internal Ratings Based (IRB)
${ }^{6}$ As per OSFI guidelines, the CVA regulatory capital charge applied to derivatives has a three tier capital approach wind and ardized Approach.
7 CAR guidelines define banking book equities based on the economic substance of the transaction rather than the we whifferent scalars for each tier. For 2018 the scalars percentages were $80 \%, 83 \%$ and $86 \%$ applied to CET1, Tier 1 and TC respectively. 2018 scalars are shown above.
 equity exposures amounted to $\$ 2,124$ million. Total exposure represents EAD, which is the expected gross exposure upon the default of an oblige

${ }_{8}{ }^{\text {Investments in }}$ The amount of AFS securfities held in the banking book that were "grandfatithered" under CAR guidelines, and thus subject to a $100 \%$ risk-weighting until the end of 2017 , was $\$ 74$ million for Q4/17
9 The scaling factor represents a calibration adjustment of $6 \%$ as prescribed by OSFI under the Basel III framework and is applied to RWA amounts for credit risk assessed under the IRB Approach.
${ }^{10}$ For credit risk, portfolios using the Standardized and IRB Approaches represents $16 \%$ and $74 \%$, respectively, of RWA. The remaining $10 \%$ represents Balance Sheet assets not included in Sid
12 For market risk RWA measurement, we use an internal models approach where we have obtained regulatory approval, and a standardized approach for products yet to be approved. For standardized approach, we use internally validated models.
 risk (VaR) and stress testing measures
 number of loss scenarios due to ratings migration and default in order to establish the losses at that confidence level. We
based on issuer type and credit rating. Credit rating migration and defaut probabilities (PD) are based on historical data
14 The models are subject to the same internal independent vetting and validation procedures used for all regulatory capital models. Important assumptions are re-reviewed at least annually. Due to the long time horizon and high conidence level of the risk measure, we do not perform back-testing as we do for
the VaR measure.
 and $75 \%$ in Q2/18, Q3/18, and Q4/18, respectively.

| MARKET RISK - RISK-WEIGHTED ASSETS BY APPROACH (ALL-IN BASIS) (Millions of Canadian dollars, except percentage and otherwise noted) | Q3/18 |  | Q2/18 |  | Q1/18 |  | Q4/17 |  | Q3/17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | $\begin{gathered} \text { Capital } \\ \text { requirements } \end{gathered}$ | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | $\begin{gathered} \text { Capital } \\ \text { requirements } \end{gathered}$ | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | $\begin{gathered} \text { Capital } \\ \text { requirements } \end{gathered}$ |
| Internal models-based approach |  |  |  |  |  |  |  |  |  |  |
| VaR | 2,798 | 224 | 2,756 | 221 | 2,099 | 168 | 1,837 | 147 | 2,414 | 193 |
| Stressed VaR | 6,658 | 533 | 6,229 | 498 | 6,702 | 536 | 6,035 | 483 | 6,568 | 525 |
| Incremental risk charge | 8,332 | 666 | 9,455 | 756 | 9,194 | 736 | 9,703 | 776 | 8,572 | 686 |
| Comprehensive risk measure |  |  |  |  |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |  |  |  |  |
|  | 17,788 | 1,423 | 18,440 | 1,475 | 17,995 | 1,440 | 17,575 | 1,406 | 17,554 | 1,404 |
| Standardized approach | 12,133 | 971 | 13,310 | 1,065 | 12,105 | 968 | 10,043 | 803 | 9,883 | 791 |
| Total Market Risk RWA | 29,921 | 2,394 | 31,750 | 2,540 | 30,100 | 2,408 | 27,618 | 2,209 | 27,437 | 2,195 |


| TOTAL CAPITAL RISK-WEIGHTED ASSETS BY BUSINESS SEGMENTS (ALL-IN BASIS) <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal and Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Banking | 166,922 | 163,982 | 156,735 | 154,983 | 155,476 | 150,754 | 141,612 |  |  |  |  |  |  |
| Caribbean \& U.S. Banking | 12,825 | 12,780 | 12,309 | 12,572 | 12,557 | 14,341 | 13,446 |  |  |  |  |  |  |
| Wealth Management | 68,088 | 69,286 | 67,018 | 68,431 | 65,832 | 69,264 | 66,232 |  |  |  |  |  |  |
| Insurance | 8,933 | 8,744 | 8,438 | 8,584 | 8,248 | 7,835 | 7,953 |  |  |  |  |  |  |
| Investor \& Treasury Services | 26,806 | 26,239 | 27,165 | 28,891 | 29,075 | 29,953 | 29,325 |  |  |  |  |  |  |
| Capital Markets | 206,968 | 201,260 | 183,346 | 181,942 | 181,216 | 193,084 | 181,764 |  |  |  |  |  |  |
| Corporate Support | 8,354 | 6,881 | 11,747 | 19,075 | 5,732 | 5,945 | 3,608 |  |  |  |  |  |  |
| Total capital RWA | 498,896 | 489,172 | 466,758 | 474,478 | 458,136 | 471,176 | 443,940 |  |  |  |  |  |  |
| MOVEMENT OF TOTAL CAPITAL RISK-WEIGHTED |  | Q3/18 |  |  | Q2/18 |  |  | Q1/18 |  |  | Q4/17 |  |  |
| ASSETS (RWA) BY RISK TYPE (ALL-IN BASIS) <br> (Millions of Canadian dollars, except percentage and otherwise noted) | Non- counterparty credit risk | Counterparty credit risk | Total | Non- counterparty credit risk | Counterparty credit risk | Total | Non- counterparty credit risk | Counterparty credit risk | Total | $\begin{gathered} \text { Non- } \\ \text { counterparty } \\ \text { credif tisk } \end{gathered}$ | Counterparty credit risk | Total |  |
| Credit risk RWA |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance of credit risk RWA | 356,452 | 40,544 | 396,996 | 334,051 | 41,209 | 375,260 | 338,200 | 38,319 | 376,519 | 333,790 | 38,778 | 372,568 |  |
| Portfolio size ${ }^{1}$ | 9,411 | 577 | 9,988 | 13,669 | (63) | 13,606 | 6,717 | 3,041 | 9,758 | 3,589 | (839) | 2,750 |  |
| Portiolio credit quality ${ }^{2}$ | 94 | (351) | (257) | (652) | (492) | $(1,144)$ | $(1,144)$ | (241) | $(1,385)$ | $(3,178)$ | 20 | $(3,158)$ |  |
| Model updates ${ }^{3}$ |  |  |  | 3,172 |  | 3,172 |  |  |  | - |  |  |  |
| Methodology and policy ${ }^{4}$ | - | - | - |  | - |  | $(2,439)$ | 784 | $(1,655)$ | - |  |  |  |
| Acquisitions and dispositions | - |  |  |  |  |  |  |  |  |  |  |  |  |
| Foreign exchange movements | 1,594 | 97 | 1,691 | 6,467 | 809 | 7,276 | $(6,897)$ | (747) | $(7,644)$ | 3,714 | 767 | 4,481 |  |
| Other | (970) | 29 | (941) | (255) | (919) | $(1,174)$ | (386) | 53 | (333) | 285 | (407) | (122) |  |
| Closing balance of credit risk RWA | 366,581 | 40,896 | 407,477 | 356,452 | 40,544 | 396,996 | 334,051 | 41,209 | 375,260 | 338,200 | 38,319 | 376,519 |  |
| Market risk RWA |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance of market risk RWA | n.a. | n.a. | 31,750 | n.a. | п.a. | 30,100 | n.a. | п.a. | 27,618 | п.a. | n.a. | 27,437 |  |
| Movement in risk levels ${ }^{5}$ | n.a. | n.a. | (859) | n.a. | n.a. | 429 | , | n.a. | 3,365 | n.a. | n.a. | 570 |  |
| Model updates ${ }^{3}$ | n.a. | n.a. | (985) | n.a. | n.a. | 67 | n.a. | n.a. | (375) | n.a. | n.a. | (241) |  |
| Methodology and policy ${ }^{4}$ | n.a. | n.a. | - | n.a. | n.a. | . | n.a. | n.a. | ( 5 | n.a. | n.a. |  |  |
| Acquisitions and dispositions | n.a. | n.a. |  | n.a. | n.a. |  | n.a. | n.a. |  | n.a. | n.a. |  |  |
| Foreign exchange movements | n.a. | n.a. | 15 | n.a. | n.a. | 1,154 | n.a. | n.a. | (508) | n.a. | n.a. | (148) |  |
| Other | n.a. | n.a. |  | n.a. | n.a. |  | n.a. | n.a. |  | n.a. | n.a. |  |  |
| Closing balance of market risk RWA | n.a. | n.a. | 29,921 | n.a. | n.a. | 31,750 | n.a. | n.a. | 30,100 | n.a. | n.a. | 27,618 |  |
| Operational risk RWA |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance of operational risk RWA | n.a. | n.a. | 60,426 | n.a. | n.a. | 60,119 | n.a. | n.a. | 59,203 | n.a. | n.a. | 58,131 |  |
| Revenue generation | n.a. | n.a. | 1,072 | n.a. | п.a. | 307 | n.a. | n.a. | 916 | n.a. | n.a. | 1,072 |  |
| Closing balance of operational risk RWA | n.a. | n.a. | 61,498 | n.a. | n.a. | 60,426 | n.a. | n.a. | 60,119 | n.a. | n.a. | 59,203 |  |
| Requlatory floor adiustment ${ }^{6}$ | n.a. | n.a. |  | n.a. | n.a. |  | n.a. | n.a. | 1,279 | n.a. | n.a. | 11,138 |  |
| Total capital RWA | 366,581 | 40,896 | 498,896 | 356,452 | 40,544 | 489,172 | 334,051 | 41,209 | 466,758 | 338,200 | 38,319 | 474,478 |  |
| ATTRIBUTED CAPITAL (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| Attributed capital |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit risk | 22,550 | 21,400 | 21,650 | 21,500 | 22,250 | 21,000 | 21,050 | 20,500 | 20,550 | 21,900 | 21,450 | 21,450 | 20,550 |
| Market risk (rrading and non-trading) | 3,850 | 4,150 | 3,850 | 3,750 | 3,100 | 3,100 | 3,150 | 3,000 | 3,200 | 3,900 | 3,100 | 3,250 | 3,200 |
| Operational risk | 5,650 | 5,500 | 5,550 | 5,150 | 5,150 | 5,300 | 5,100 | 5,000 | 5,100 | 5,600 | 5,200 | 5,200 | 4,900 |
| Business and fixed assets risk | 3,400 | 3,400 | 3,350 | 3,250 | 3,200 | 3,250 | 3,150 | 3,100 | 3,200 | 3,350 | 3,200 | 3,200 | 3,100 |
| Insurance risk | 700 | 700 | 650 | 700 | 650 | 650 | 600 | 600 | 650 | 700 | 650 | 650 | 650 |
| Goodwill and intangibles | 15,600 | 15,550 | 15,300 | 15,250 | 15,500 | 15,800 | 15,700 | 15,750 | 15,900 | 15,500 | 15,650 | 15,550 | 16,100 |
| Regulatory capital allocation ${ }^{7}$ | 13,100 | 11,550 | 11,450 | 10,450 | 11,450 | 10,800 | 11,050 | 8,800 | 8,200 | 12,050 | 11,100 | 10,950 | 8,900 |
| Attributed capital | 64,850 | 62,250 | 61,800 | 60,050 | 61,300 | 59,900 | 59,800 | 56,750 | 56,800 | 63,000 | 60,350 | 60,250 | 57,400 |
| Under/(over) attribution of capital ${ }^{7,8}$ | 4,800 | 5,200 | 5,050 | 5,850 | 4,450 | 4,900 | 4,850 | 6,350 | 5,000 | 5,000 | 4,700 | 5,050 | 4,800 |
| Total average common equity | 69,650 | 67,450 | 66,850 | 65,900 | 65,750 | 64,800 | 64,650 | 63,100 | 61,800 | 68,000 | 65,050 | 65,300 | 62,200 |

${ }^{1}$ Organic changes in portfolio size and composition (including new business and maturing loans).
2 Quality of book changes cased by
${ }^{3}$ Updates to the model to reflect recent experience, model implementation, change in model scope or any change to address model malfunctions including changes through model calibrations/realignments.
Methodology changes to the calculations driven by regulatory policy changes.
${ }^{5}$ Change in risk due to position changes and market movements.
 requirement of $70 \%, 72.5 \%$, and $75 \%$ in Q2/18, Q3/18, and Q4/18, respectively.
Our capital allocation methodology is annually revised to anticipate and incorporate any changes in the regulatory (Basel and/or OSFI) environment that affects our capital requirement.
${ }^{8}$ Under/(over) attribution of capital is reported in Corporate Support.

## LEVERAGE RATIO

Summary comparison of accounting assets vs. leverage ratio exposure measure (Millions of Canadian dollars)

## 1 Total consolidated assets as per published financial statements

2 Adjustment for investments in banking, financial, insurance or commercial entities that are consolidated for accounting purposes but outside the scope of regulatory consolidation
3 Adjustment for fiduciary assets recognized on the balance sheet pursuant to the operative accounting framework but excluded from the leverage ratio exposure measure
4 Adjustments for derivative financial instruments
5 Adjustment for securities financing transactions (SFT) (i.e. repo assets and similar secured lending)
6 Adjustments for off-balance sheet items (i.e., credit equivalent amounts of off-balance sheet exposures)
7 Other adjustments
8 Leverage Ratio Exposure

Q3/18
Q2/18
Q1/18
Q4/17
Q3/17

| $1,292,374$ | $1,274,778$ | $1,276,275$ | $1,212,853$ | $1,201,047$ |
| ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| $(12,329)$ | $(12,245)$ | $(12,110)$ | $(11,648)$ | $(11,207)$ |
|  |  |  |  |  |
| $(16,148)$ | $(26,738)$ | $(33,274)$ | $(20,372)$ | $(33,274)$ |
| 2,297 | 5,916 | 3,693 | 4,512 | 6,659 |
| 178,360 | 170,264 | 163,420 | 162,199 | 157,093 |
| $(30,655)$ | $(30,947)$ | $(34,149)$ | $(32,005)$ | $(33,755)$ |
| $1,413,899$ | $1,381,028$ | $1,363,855$ | $1,315,539$ | $1,286,563$ |

${ }^{1}$ Based on OSFI's Leverage Requirements Guidelines issued October 2014. Leverage ratio summary disclosure was revised in Q1/18, as instructed by OSFI. Historical periods reflect the Leverage Ratio Exposure-All-in basis

I On-balance sheet items (excluding derivatives, SFTs and grandfathered securitization exposures, but ncluding collateral
2 (Asset amounts deducted in determining Basel III Tier 1 capital)
3 Total on-balance sheet exposure (excluding derivatives and SFTs) (sum of lines 1 and 2) Derivatives exposures
4 Replacement cost associated with all derivatives transactions (i.e., net of eligible cash variation margin)
5 Add-on amounts for potential future exposure (PFE) associated with all derivatives transactions
6 Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the operative accounting framework
(Deductions of receivables assets for cash variation margin provided in derivatives transactions)
8 (Exempted central counterparty (CCP)-leg of client-cleared trade exposures)
9 Adjusted effective notional amount of written credit derivatives
10 (Adjusted effective notional offsets and add-on deductions for written credit derivatives)
Total derivative exposures (sum of lines 4 to 10)
Securities financing transaction exposures
12 Gross SFT assets recognized for accounting purposes (with no recognition of netting), after adjusting for sale accounting transactions
3 (Netted amounts of cash payables and cash receivables of gross SFT assets)
14 Counterparty credit risk (CCR) exposure for SFT
15 Agent transaction exposures
6 Total securities financing transaction exposures (sum of lines 12 to 15 )
Other off-balance sheet exposures
Off-balance sheet exposures at gross notional amount
8 (Adjustments for conversion to credit equivalent amounts)
9 Off-balance sheet items (sum of lines 17 and 18)
Capital and Total Exposures
${ }^{20}$ Tier 1 capital
${ }_{21}$ Total Exposures (sum of lines 3,11,16 and 19)
Basel III leverage ratio
Leverage ratio
${ }^{1}$ Based on OSFI's Leverage Requirements Guidelines issued October 2014. Leverage ratio summary disclosure was revised in Q1/18, as instructed by OSFI. Historical periods reflect the Leverage Ratio Exposure-All-in basis.

| LOANS AND ACCEPTANCES <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By portfolio and sector Retail |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 278,291 | 273,383 | 272,192 | 270,348 | 264,583 | 259,973 | 257,324 | 254,998 | 250,126 | 270,348 | 254,998 |
| HELOC | 42,183 | 42,117 | 42,001 | 42,430 | 43,109 | 42,688 | 41,918 | 42,503 | 42,674 | 42,430 | 42,503 |
| Other personal | 50,608 | 49,878 | 49,468 | 49,864 | 49,978 | 50,262 | 50,188 | 50,963 | 51,176 | 49,864 | 50,963 |
| Total personal | 92,791 | 91,995 | 91,469 | 92,294 | 93,087 | 92,950 | 92,106 | 93,466 | 93,850 | 92,294 | 93,466 |
| Credit cards | 19,027 | 18,551 | 18,049 | 18,035 | 17,789 | 17,417 | 16,942 | 17,128 | 16,629 | 18,035 | 17,128 |
| Small business | 4,775 | 4,629 | 4,525 | 4,493 | 4,410 | 3,828 | 3,789 | 3,878 | 3,871 | 4,493 | 3,878 |
|  | 394,884 | 388,558 | 386,235 | 385,170 | 379,869 | 374,168 | 370,161 | 369,470 | 364,476 | 385,170 | 369,470 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 8,031 | 7,904 | 7,683 | 7,380 | 7,141 | 6,921 | 6,886 | 6,515 | 6,469 | 7,380 | 6,515 |
| Automotive | 9,247 | 9,113 | 8,663 | 8,248 | 8,316 | 8,456 | 7,939 | 7,279 | 6,730 | 8,248 | 7,279 |
| Consumer goods | 12,183 | 11,286 | 10,738 | 11,387 | 10,955 | 10,530 | 10,083 | 10,052 | 9,043 | 11,387 | 10,052 |
| Energy |  |  |  |  |  |  |  |  |  |  |  |
| Utilities | - 8,475 | 5,318 | 6,559 5,305 | 6,743 5,614 | 5,532 | 6,977 | 6,176 | 6,259 7,680 | 7,057 8,179 | 6,743 5,614 | 6,259 |
| Financing products | 5,551 | 5,863 | 5,891 | 6,556 | 6,952 | 8,163 | 7,732 | 8,840 | 9,912 | 6,556 | 8,840 |
| Forest products | 992 | 1,050 | 950 | 911 | 1,014 | 1,101 | 1,113 | 1,099 | 1,195 | 911 | 1,099 |
| Health services | 6,866 | 7,551 | 6,759 | 6,998 | 6,507 | 7,392 | 7,637 | 7,763 | 8,205 | 6,998 | 7,763 |
| Holding and investments | 9,066 | 8,876 | 8,605 | 8,803 | 8,585 | 8,533 | 7,825 | 7,195 | 7,329 | 8,803 | 7,195 |
| Industrial products | 6,764 | 6,225 | 6,176 | 5,581 | 5,731 | 5,598 | 5,875 | 5,508 | 5,172 | 5,581 | 5,508 |
| Mining and metals | 1,244 | 1,212 | 1,149 | 1,113 | 1,168 | 1,404 | 1,343 | 1,455 | 1,424 | 1,113 | 1,455 |
| Non-bank financial services | 14,739 | 12,901 | 10,820 | 10,744 | 10,428 | 10,169 | 8,792 | 8,408 | 9,423 | 10,744 | 8,408 |
| Other services | 17,063 | 15,047 | 14,913 | 14,757 | 14,639 | 15,557 | 12,705 | 11,582 | 10,778 | 14,757 | 11,582 |
| Real estate and related ${ }^{1}$ | 51,001 | 48,862 | 46,284 | 46,197 | 43,583 | 42,987 | 42,817 | 40,419 | 40,163 | 46,197 | 40,419 |
| Technology and media | 11,578 | 10,011 | 11,055 | 8,890 | 9,019 | 9,606 | 10,193 | 11,019 | 10,164 | 8,890 | 11,019 |
| Transportation and environment | 5,942 | 7,389 | 5,715 | 5,950 | 5,486 | 6,981 | 5,712 | 6,060 | 6,071 | 5,950 | 6,060 |
| Other | 2,381 | 4,338 | 3,935 | 4,570 | 4,041 | 4,411 | 6,154 | 7,568 | 7,267 | 4,570 | 7,568 |
| Sovereign | 5,776 | 6,523 | 5,951 | 11,362 | 11,543 | 10,766 | 11,084 | 10,581 | 9,788 | 11,362 | 10,581 |
| Bank | 4,532 | 4,655 | 3,813 | 4,261 | 4,285 | 4,296 | 1,898 | 1,930 | 2,304 | 4,261 | 1,930 |
|  | 187,149 | 181,311 | 170,964 | 176,065 | 171,647 | 174,851 | 168,047 | 167,212 | 166,673 | 176,065 | 167,212 |
| Total loans and acceptances ACL - Loans and acceptances | $\begin{gathered} 582,033 \\ (8) 853) \end{gathered}$ | $\begin{gathered} 569,869 \\ (2823) \end{gathered}$ | $\begin{array}{r} 557,199 \\ (2,792) \end{array}$ | $\begin{gathered} 561,235 \\ (2159) \end{gathered}$ | $\begin{gathered} 551,516 \\ (2236) \end{gathered}$ | $\begin{array}{r} 549,019 \\ (2,258) \end{array}$ | $\begin{gathered} 538,208 \\ (2,239) \end{gathered}$ | $\begin{gathered} 536,682 \\ (2,235) \end{gathered}$ | $\begin{array}{r} 531,149 \\ (2177) \end{array}$ | $\begin{array}{r} 561,235 \\ (2159) \end{array}$ | $\begin{gathered} 536,682 \\ (2,235) \end{gathered}$ |
| ACL - Loans and acceptances <br> Total loans and acceptances, net of allowance | 579,180 | 567,046 | 554,407 | 559,076 | 549,280 | 546,761 | 535,969 | 534,447 | 528,972 | 559,076 | 534,447 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances by geography ${ }^{2}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgagesHELOC | 262,235 | 257,974 | 257,812 | 255,799 | 250,998 | 245,601 | 244,003 | 241,800 | 237,864 | 255,799 | 241,800 |
|  | 40,301 | 40,473 | 40,492 | 40,970 | 41,728 | 41,214 | 40,509 | 41,093 | 41,277 | 40,970 | 41,093 |
| Personal | 41,843 | 41,263 | 41,048 | 41,052 | 41,133 | 40,619 | 40,779 | 41,112 | 41,406 | 41,052 | 41,112 |
| Total personal | 82,144 | 81,736 | 81,540 | 82,022 | 82,861 | 81,833 | 81,288 | 82,205 | 82,683 | 82,022 | 82,205 |
| Credit cards | 18,461 | 17,959 | 17,490 | 17,491 | 17,287 | 16,838 | 16,394 | 16,601 | 16,153 | 17,491 | 16,601 |
| Small business | 4,775 | 4,629 | 4,525 | 4,493 | 4,410 | 3,828 | 3,789 | 3,878 | 3,871 | 4,493 | 3,878 |
| Retail | 367,615 | 362,298 | 361,367 | 359,805 | 355,556 | 348,100 | 345,474 | 344,484 | 340,571 | 359,805 | 344,484 |
| Business | 108,791 | 97,241 | 91,811 | 88,453 | 83,532 | 79,471 | 77,749 | 76,266 | 74,216 | 88,453 | 76,266 |
| Sovereign | 4,188 | 4,634 | 4,185 | 9,379 | 9,632 | 8,549 | 9,098 | 8,586 | 7,654 | 9,379 | 8,586 |
| Bank | 1,296 | 1,197 | 1,162 | 1,326 | 1,255 | 989 | 867 | 1,278 | 619 | 1,326 | 1,278 |
| Wholesale | 114,275 | 103,072 | 97,158 | 99,158 | 94,419 | 89,009 | 87,714 | 86,130 | 82,489 | 99,158 | 86,130 |
| United States |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 20,231 | 19,233 | 17,853 | 18,100 | 17,311 | 18,376 | 17,342 | 17,134 | 16,003 | 18,100 | 17,134 |
| Wholesale | 55,277 | 58,154 | 54,173 | 55,037 | 55,101 | 62,311 | 57,724 | 59,349 | 59,830 | 55,037 | 59,349 |
|  | 75,508 | 77,387 | 72,026 | 73,137 | 72,412 | 80,687 | 75,066 | 76,483 | 75,833 | 73,137 | 76,483 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 7,038 | 7,027 | 7,015 | 7,265 | 7,002 | 7,692 | 7,345 | 7,852 | 7,902 | 7,265 | 7,852 |
| Wholesale | 17,597 | 20,085 | 19,633 | 21,870 | 22,127 | 23,531 | 22,609 | 21,733 | 24,354 | 21,870 | 21,733 |
|  | 24,635 | 27,112 | 26,648 | 29,135 | 29,129 | 31,223 | 29,954 | 29,585 | 32,256 | 29,135 | 29,585 |
| Total |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 394,884 | 388,558 | 386,235 | 385,170 | 379,869 | 374,168 | 370,161 | 369,470 | 364,476 | 385,170 | 369,470 |
| Wholesale | 187,149 | 181,311 | 170,964 | 176,065 | 171,647 | 174,851 | 168,047 | 167,212 | 166,673 | 176,065 | 167,212 |
| Total loans and acceptances | 582,033 | 569,869 | 557,199 | 561,235 | 551,516 | 549,019 | 538,208 | 536,682 | 531,149 | 561,235 | 536,682 |

${ }^{1}$ Wholesale - Real estate and related loans and acceptances in $\mathrm{Q} 3 / 18$ is comprised of amounts based in Canada of $\$ 35.4$ billion, United States of $\$ 12.8$ billion and Other International of $\$ 2.8$ billion.
${ }^{2}$ Whoographic information is based on residence of borrower.

| GROSS IMPAIRED LOANS ${ }^{1}$ (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIL by portfolio and sector Retail |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 736 | 766 | 749 | 634 | 621 | 723 | 688 | 709 | 672 | 634 | 709 |
| HELOC | 114 | 102 | 103 | 116 | 120 | 102 | 104 | 109 | 113 | 116 | 109 |
| Other personal | 182 | 190 | 184 | 160 | 165 | 178 | 193 | 195 | 187 | 160 | 195 |
| Total personal | 296 | 292 | 287 | 276 | 285 | 280 | 297 | 304 | 300 | 276 | 304 |
| Small business | 44 | 42 | 43 | 38 | 38 | 40 | 41 | 46 | 45 | 38 | 46 |
|  | 1,076 | 1,100 | 1,079 | 948 | 944 | 1,043 | 1,026 | 1,059 | 1,017 | 948 | 1,059 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 22 | 17 | 17 | 28 | 24 | 35 | 35 | 43 | 56 | 28 | 43 |
| Automotive | 7 | 29 | 31 | 29 | 20 | 25 | 43 | 43 | 41 | 29 | 43 |
| Consumer goods | 191 | 221 | 219 | 105 | 100 | 108 | 127 | 165 | 118 | 105 | 165 |
| Energy |  |  |  |  |  |  |  |  |  |  |  |
| Oil and gas | 279 | 420 | 291 | 315 | 482 | 625 | 983 | 1,264 | 1,136 | 315 | 1,264 |
| Utilities | 8 | 8 | 8 | 10 | 11 | 55 | 57 | 78 | 65 | 10 | 78 |
| Financing products | 77 | 76 | 102 | 107 | 104 | 113 | 107 | 111 | 108 | 107 | 111 |
| Forest products | 9 | 9 | 12 | 7 | 10 | 16 | 18 | 21 | 31 | 7 | 21 |
| Health services | 10 | 21 | 29 | 21 | 21 | 13 | 17 | 21 | 15 | 21 | 21 |
| Holding and investments | 16 | 21 | 25 | 27 | 88 | 102 | 17 | 72 | 76 | 27 | 72 |
| Industrial products | 37 | 42 | 36 | 34 | 32 | 41 | 44 | 43 | 34 | 34 | 43 |
| Mining and metals | 3 | 2 | 2 | 3 | 4 |  | 10 | 15 | 17 | 3 | 15 |
| Non-bank financial services | 22 | 24 | 25 | 32 | 36 | 5 | 5 | 3 | 1 | 32 | 3 |
| Other services | 127 | 188 | 163 | 157 | 185 | 185 | 187 | 109 | 99 | 157 | 109 |
| Real estate and related ${ }^{2}$ | 292 | 358 | 345 | 345 | 417 | 372 | 363 | 241 | 245 | 345 | 241 |
| Technology and media | 12 | 28 | 56 | 82 | 83 | 100 | 100 | 93 | 28 | 82 | 93 |
| Transportation and environment | 67 | 24 | 22 | 23 | 25 | 27 | 26 | 45 | 46 | 23 | 45 |
| Other | 46 | 46 | 41 | 47 | 42 | 45 | 46 | 57 | 73 | 47 | 57 |
| Sovereign | - | - | - | - | - | - | - | - | - | - |  |
| Bank | - | - | - | - | - | - | - | 2 | 2 |  | 2 |
|  | 1,225 | 1,534 | 1,424 | 1,372 | 1,684 | 1,875 | 2,185 | 2,426 | 2,191 | 1,372 | 2,426 |
| Acquired credit-impaired loans ${ }^{3}$Total GIL | 20 | 21 | 24 | 256 | 268 | 331 | 348 | 418 | 508 | 256 | 418 |
|  | 2,321 | 2,655 | 2,527 | 2,576 | 2,896 | 3,249 | 3,559 | 3,903 | 3,716 | 2,576 | 3,903 |
| GIL by geography ${ }^{4}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 426 | 448 | 443 | 323 | 324 | 362 | 372 | 368 | 366 | 323 | 368 |
| HELOC | 111 | 98 | 99 | 96 | 98 | 100 | 102 | 107 | 112 | 96 | 107 |
| Other personal | 129 | 134 | 130 | 102 | 103 | 109 | 124 | 121 | 121 | 102 | 121 |
| Total personal | 240 | 232 | 229 | 198 | 201 | 209 | 226 | 228 | 233 | 198 | 228 |
| Small business | 44 | 42 | 43 | 38 | 38 | 40 | 41 | 46 | 45 | 38 | 46 |
| Retail | 710 | 722 | 715 | 559 | 563 | 611 | 639 | 642 | 644 | 559 | 642 |
| Business | 383 | 527 | 518 | 426 | 467 | 405 | 427 | 522 | 502 | 426 | 522 |
| Sovereign |  |  | - | - | - | - | - |  |  | - |  |
| Wholesale |  |  |  | - | - | - | - | - |  | - |  |
|  | 383 | 527 | 518 | 426 | 467 | 405 | 427 | 522 | 502 | 426 | 522 |
| Total - Canada | 1,093 | 1,249 | 1,233 | 985 | 1,030 | 1,016 | 1,066 | 1,164 | 1,146 | 985 | 1,164 |
| United States |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 32 | 37 | 39 | 59 | 61 | 76 | 50 | 56 | 43 | 59 | 56 |
| Wholesale | 354 | 497 | 386 | 736 | 978 | 1,243 | 1,653 | 1,736 | 1,746 | 736 | 1,736 |
|  | 386 | 534 | 425 | 795 | 1,039 | 1,319 | 1,703 | 1,792 | 1,789 | 795 | 1,792 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 336 | 343 | 327 | 345 | 335 | 373 | 355 | 380 | 348 | 345 | 380 |
| Wholesale | 506 | 529 | 542 | 451 | 492 | 541 | 435 | 567 | 433 | 451 | 567 |
|  | 842 | 872 | 869 | 796 | 827 | 914 | 790 | 947 | 781 | 796 | 947 |
| Total GIL | 2,321 | 2,655 | 2,527 | 2,576 | 2,896 | 3,249 | 3,559 | 3,903 | 3,716 | 2,576 | 3,903 |

${ }^{1}$ Effective November 1, 2017, the definition of GIL has been shortened for certian products to align with a definition of default of 90 days past due under IFRS 9 , resulting in an increase in GIL of $\$ 134$ million. For further details on the impacts of the adoption of IFRS 9 including the description of accounting policies selected, refer to the Q3/18 Report to Shareholders and our 2017 Annual Report.
${ }^{2}$ Wholesale - Real estate and related GIL in Q3/18 is comprised of amounts based in Canada of $\$ 131$ million, United States of $\$ 64$ million and Other International of $\$ 97$ million.
${ }^{3}$ Effective November 1, 2017, GIL excludes $\$ 229$ million of acquired credit impaired loans related to our acquisition of City National that have returned to performing status.
${ }^{4}$ Geographic information is based on residence of borrower.


| Net write-offs by geography ${ }^{1}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgages | 7 | 6 | 8 | 8 | 7 | 7 | 6 | 4 | 7 | 28 | 21 |
| HELOC | 3 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 14 | 16 |
| Other personal | 103 | 101 | 98 | 101 | 95 | 102 | 106 | 107 | 106 | 404 | 423 |
| Total personal | 106 | 106 | 102 | 105 | 99 | 106 | 108 | 111 | 110 | 418 | 439 |
| Credit cards | 116 | 119 | 107 | 102 | 108 | 109 | 107 | 106 | 114 | 426 | 436 |
| Small business | 7 | 5 | 7 | 8 | 6 | 9 | 6 | 8 | 9 | 29 | 30 |
| Retail | 236 | 236 | 224 | 223 | 220 | 231 | 227 | 229 | 240 | 901 | 926 |
| Business | 35 | 13 | 11 | 17 | 22 | 17 | 3 | 33 | 103 | 59 | 176 |
| Sovereign | - | - | - | - | - | - | - | - | - | - | - |
| Bank | - | - | - | - | - | - | - | - | - | - | - |
| Wholesale | 35 | 13 | 11 | 17 | 22 | 17 | 3 | 33 | 103 | 59 | 176 |
| United States ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 2 | 1 | - | 1 | - | 1 | 1 | - | (1) | 3 |  |
| Wholesale | 16 | 3 | 6 | 52 | 11 | 26 | 7 | 9 | 24 | 96 | 71 |
|  | 18 | 4 | 6 | 53 | 11 | 27 | 8 | 9 | 23 | 99 | 71 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 8 | 8 | 8 | 11 | 6 | 7 | 7 | 9 | 7 | 31 | 28 |
| Wholesale | 6 | 2 | 1 | 6 | 1 | 5 | (7) | 1 | 31 | 5 | 36 |
|  | 14 | 10 | 9 | 17 | 7 | 12 | - | 10 | 38 | 36 | 64 |
| Total |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 246 | 245 | 232 | 235 | 226 | 239 | 235 | 238 | 246 | 935 | 954 |
| Wholesale | 57 | 18 | 18 | 75 | 34 | 48 | 3 | 43 | 158 | 160 | 283 |
| Total net write-offs | 303 | 263 | 250 | 310 | 260 | 287 | 238 | 281 | 404 | 1,095 | 1,237 |

${ }^{1}$ Geographic information is based on residence of borrower.
${ }^{2}$ Includes acquired credit-impaired loans.

PCL - loans by portfolio and sector

## Retail

Wholesale
PCL on performing loans (IFRS 9 - Stage 1 and 2)
Retail
Residential mortgages HELOC
Other persona
otal persona
Credit cards
Wholesale
Business
Agriculture
Automotive
Consumer goods
Energy
Utilities
Financing produ
Forest products
Health services
Holding and investments
Industrial products
Mining and metals
Non-bank financial services
Other services
Real estate and related
Technology and media
Transportation and environment
Overeig
Bank

Acquired credit-impaired loans
Total PCL on impaired loans (IFRS 9 - Stage 3) ${ }^{3}$
Provision for loans not yet identified as impaired ${ }^{1}$
PCL - Loans ${ }^{1,3}$
PCL - Other financial assets ${ }^{4}$
Total PCL

| $\begin{array}{r} 44 \\ 46 \\ \hline \end{array}$ | $\begin{gathered} 26 \\ (46) \\ \hline \end{gathered}$ | $\begin{gathered} 20 \\ (11) \end{gathered}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 90 | (20) | 9 |  |  |  |  |  |  |
| 16 | 13 | 15 | 20 | 10 | 20 | 6 | 28 | 11 |
| 8 | 7 | 6 | 4 | 5 | 5 | 3 | 8 | 4 |
| 108 | 108 | 107 | 98 | 96 | 92 | 106 | 110 | 106 |
| 116 | 115 | 113 | 102 | 101 | 97 | 109 | 118 | 110 |
| 118 | 123 | 110 | 107 | 108 | 110 | 110 | 107 | 116 |
|  | 8 | 7 | 10 | 7 | 8 | 7 | 9 | 8 |
| 9 259 | 259 | 245 | 239 | 226 | 235 | 232 | 262 | 245 |
| 11(6) |  |  | (2) | 1 | - | 3 | 2 | 3 |
|  | 4 | - | 6 | 1 |  | 7 | 3 | - |
|  | 16 | 31 | 8 | 2 | 3 | (2) | 6 | 9 |
| (23) | 3 | 10 | (18) | (2) | 32 | (39) | 69 | 30 |
| - | 1 | - | - | 5 | - | - | (1) | 4 |
| 1 | 1 | (1) | - | (18) | (1) | - | 1 | (1) |
|  | - | 3 | 1 |  | 2 | 1 | 1 | 1 |
| 1 | - | 4 | 2 | 4 | 2 | 2 | 2 | 2 |
| 1 | - | 1 | - | (1) | , | 1 | 4 | (4) |
| 1 | (2) | 3 | 5 | 5 | 3 | 3 | 2 | 6 |
| $\begin{gathered} 1 \\ (2) \end{gathered}$ | - | (1) | - | - | (4) | - | 1 | 4 |
|  | - | - | (1) | 3 | - | - | - |  |
| (6) | 18 | 31 | 6 | 3 | 8 | 3 | (13) | 2 |
| $\begin{aligned} & (2) \\ & (3) \end{aligned}$ | 3 | 5 | (12) | 58 | 3 | 66 | 6 | 3 |
|  | (7) | (9) | (3) | 7 | 3 | 6 | 6 | 1 |
| 23 | (1) | 3 | - | - | 1 | (1) | (3) | (2) |
|  | 3 | (1) | 3 | 25 | 13 | 12 | 13 | 9 |
|  | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | (3) | - |
| (12) | 39 | 79 | (5) | 93 | 66 | 62 | 96 | 67 |
| 1 | - | 1 | - | 1 | 1 | - | - | 6 |
| 248 | 298 | 325 | 234 | 320 | 302 | 294 | 358 | 318 |
|  |  |  | - | - | - | - | - | - |
| 338 | 278 | 334 |  |  |  |  |  |  |
| 8 | (4) |  |  |  |  |  |  |  |
| 346 | 274 | 334 | 234 | 320 | 302 | 294 | 358 | 318 |


| $\begin{gathered} 90 \\ (11) \\ \hline \end{gathered}$ |  |  |  |
| :---: | :---: | :---: | :---: |
| 79 |  |  |  |
| 44 | 36 | 56 | 77 |
| 21 | 13 | 17 | 24 |
| 323 | 294 | 392 | 434 |
| 344 | 307 | 409 | 458 |
| 351 | 328 | 435 | 442 |
| 24 | 22 | 32 | 34 |
| 763 | 693 | 932 | 1,011 |
| 1 | 4 | 2 | 10 |
| 5 | 8 | 14 | 13 |
| 41 | 3 | 11 | 20 |
| (10) | (9) | (27) | 320 |
| 1 | 5 | 5 | 16 |
| - | (19) | (19) | 1 |
| 4 | 3 | 4 | 4 |
| 5 | 8 | 10 | 4 |
| 2 | 1 | 1 |  |
| 2 | 11 | 16 | 12 |
|  | (4) | (4) | 7 |
| (2) | 3 | 2 | - |
| 43 | 14 | 20 | (5) |
| 6 | 127 | 115 | 36 |
| (19) | 16 | 13 | 8 |
| 25 |  | - | (4) |
| 2 | 50 | 53 | 36 |
|  |  | - | (3) |
| 106 | 221 | 216 | 475 |
| 2 | 2 | 2 | 10 |
| 871 | 916 | 1,150 | 1,496 |
| - | - | - | 50 |
| 950 |  |  |  |
| 4 |  |  |  |
| 954 | 916 | 1.150 | 1.546 |

${ }^{1}$ PCL on performing loans and acceptances represents Stage 1 and Stage 2 PCL on loans, commitments and acceptances under IFRS 9 and PCL on loans not yet identified as impaired under IAS 39 .
${ }^{2}$ Wholesale - Real estate and related PCL in Q3/18 are comprised of losses based in Canada of \$nil, United States of \$nil, and Other International of $\$(2)$ million.
${ }^{3}$ PCL on impaired loans and acceptances represents Stage 3 PCL on loans and acceptances under IFRS 9 and PCL on impaired loans under IAS 39
${ }^{4}$ PCL on other financial assets relates to all other financial assets except for those classified or designated as FVTPL and equity securities designated as FVOCI. For further details refer to our Q3/18 Report to Shareholders including Notes 4 and 5.

- Slage 3) on impared loans
$248 \quad 29$
298
Canada
Canada
raac
raac
HELOC
HELOC
otal personal
otal personal
redit cards
redit cards
Small business
Small business
Retail
Retail
Business
Business
Bank
Bank
Wholesale
Wholesale
Total Canada
Total Canada
nited States ${ }^{3}$
nited States ${ }^{3}$
Retail
Retail
ther Internationa
ther Internationa
Retail
Retail

Geographic information is based on residence of borrower.
Includes acquired credit-impaired loans.

${ }^{1}$ ACL on performing loans represents Stage 1 and Stage 2 ACL on loans, acceptances and commitments under IFRS 9 and allowance for loans, acceptances and commitments not yet identified as impaired under IAS 39 .
${ }^{2}$ ACL on impaired loans represents Stage 3 ACL on loans and acceptances under IFRS 9 and ACL on impaired loans under IAS 39
${ }^{3}$ Wholesale - Real estate and related ACL in Q3/18 is comprised of allowances based in Canada of $\$ 21$ million, United States of $\$ 52$ million and Other International of $\$ 31$ million.

| ALLOWANCE FOR CREDIT LOSSES continued (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ACL on impaired loans (IFRS 9 - Stage 3) ${ }^{1}$ by geography ${ }^{2}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 34 | 34 | 35 | 31 | 30 | 32 | 33 | 35 | 29 | 31 | 35 |
| HELOC | 29 | 25 | 25 | 24 | 25 | 25 | 26 | 27 | 25 | 24 | 27 |
| Other personal | 77 | 73 | 75 | 67 | 70 | 70 | 77 | 78 | 77 | 67 | 78 |
| Total personal | 106 | 98 | 100 | 91 | 95 | 95 | 103 | 105 | 102 | 91 | 105 |
| Small business | 21 | 20 | 18 | 19 | 18 | 18 | 20 | 20 | 20 | 19 | 20 |
| Retail | 161 | 152 | 153 | 141 | 143 | 145 | 156 | 160 | 151 | 141 | 160 |
| Business | 104 | 141 | 140 | 124 | 128 | 121 | 119 | 119 | 127 | 124 | 119 |
| Sovereign |  | - | - | - | - | - |  |  |  |  |  |
| Bank | - | - | - | - | - | - | - |  |  | - |  |
| Wholesale | 104 | 141 | 140 | 124 | 128 | 121 | 119 | 119 | 127 | 124 | 119 |
| Canada - Total | 265 | 293 | 293 | 265 | 271 | 266 | 275 | 279 | 278 | 265 | 279 |
| United States ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 2 |
| Wholesale | 126 | 137 | 135 | 150 | 238 | 209 | 195 | 177 | 177 | 150 | 177 |
| United States - Total | 127 | 139 | 136 | 151 | 239 | 210 | 196 | 179 | 178 | 151 | 179 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 171 | 171 | 157 | 168 | 163 | 180 | 169 | 180 | 168 | 168 | 180 |
| Wholesale | 156 | 185 | 167 | 153 | 145 | 173 | 175 | 171 | 129 | 153 | 171 |
| Other International - Total | 327 | 356 | 324 | 321 | 308 | 353 | 344 | 351 | 297 | 321 | 351 |
| ACL on impaired loans (IFRS 9-Stage 3) ${ }^{1}$ | 719 | 788 | 753 | 737 | 818 | 829 | 815 | 809 | 753 | 737 | 809 |
| Impairment allowance - movements - Loans |  |  |  |  |  |  |  |  |  |  |  |
| ACL on performing loans (IFRS 9-Stage 1 and 2) ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 2,242 | 2,242 | 2,256 | 1,509 | 1,520 | 1,515 | 1,517 | 1,515 | 1,512 | 1,517 | 1,466 |
| Charge to income statement (PCL) | 90 | (20) | 9 | - | - | - | - | - | - | - | 50 |
| Disposal of loans | - | - | - | - | - | - | - | - | - | - | - |
| Exchange and other movements | 6 | 20 | (23) | 4 | (11) | 5 | (2) | 2 | 3 | (4) | 1 |
| Balance at the end of the period | 2,338 | 2,242 | 2,242 | 1,513 | 1,509 | 1,520 | 1,515 | 1,517 | 1,515 | 1,513 | 1,517 |
| ACL on impaired loans ( IFRS 9-Stage 3) ${ }^{1,3}$ |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 788 | 753 | 720 | 818 | 829 | 815 | 809 | 753 | 850 | 809 | 654 |
| Amounts written off | (395) | (346) | (321) | (384) | (351) | (354) | (336) | (354) | (477) | $(1,425)$ | $(1,523)$ |
| Recoveries of amounts written off in previous period | 92 | 83 | 71 | 74 | 91 | 67 | 98 | 73 | 73 | 330 | 286 |
| Charge to income statement (PCL) | 248 | 298 | 325 | 234 | 320 | 302 | 294 | 358 | 318 | 1,150 | 1,496 |
| Disposal of loans | - | - | - | - | - | - | - | - | - | - |  |
| Exchange and other movements | (14) | - | (42) | (5) | (71) | (1) | (50) | (21) | (11) | (127) | (104) |
| Balance at the end of the period | 719 | 788 | 753 | 737 | 818 | 829 | 815 | 809 | 753 | 737 | 809 |

${ }^{1}$ ACL on impaired loans and acceptances represents Stage 3 ACL on loans and acceptances under IFRS 9 and Allowance for impaired loans under IAS 39.
Geographic information is based on residence of borrower.
${ }^{3}$ Includes acquired credit-impaired loans related to the acquisition of City National
ACL on performing loans and acceptances represents Stage 1 and Stage 2 ACL on loans, acceptances and commitments under IFRS 9 and allowance for loans, acceptances and commitments not yet identified as impaired under IAS 39

| CREDIT QUALITY RATIOS | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total loans and acceptances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 68\% | 68\% | 69\% | 69\% | 69\% | 68\% | 69\% | 69\% | 69\% | 68\% | 69\% | 69\% | 69\% |
| Wholesale | 32\% | 32\% | 31\% | 31\% | 31\% | 32\% | 31\% | 31\% | 31\% | 32\% | 31\% | 31\% | 31\% |
| Canada | 83\% | 82\% | 82\% | 82\% | 82\% | 79\% | 80\% | 80\% | 80\% | 83\% | 82\% | 82\% | 80\% |
| United States | 13\% | 13\% | 13\% | 13\% | 13\% | 15\% | 14\% | 14\% | 14\% | 13\% | 13\% | 13\% | 14\% |
| Other International | 4\% | 5\% | 5\% | 5\% | 5\% | 6\% | 6\% | 6\% | 6\% | 4\% | 5\% | 5\% | 6\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GIL as a \% of Related loans and acceptances | 0.40\% | 0.47\% | 0.45\% | 0.46\% | 0.53\% | 0.59\% | 0.66\% | 0.73\% | 0.70\% | 0.40\% | 0.53\% | 0.46\% | 0.73\% |
| Retail | 0.27\% | 0.28\% | 0.28\% | 0.25\% | 0.25\% | 0.28\% | 0.28\% | 0.29\% | 0.28\% | 0.27\% | 0.25\% | 0.25\% | 0.29\% |
| Wholesale | 0.66\% | 0.86\% | 0.85\% | 0.92\% | 1.13\% | 1.25\% | 1.50\% | 1.69\% | 1.61\% | 0.66\% | 1.13\% | 0.92\% | 1.69\% |
| Canada | 0.23\% | 0.27\% | 0.27\% | 0.21\% | 0.23\% | 0.23\% | 0.25\% | 0.27\% | 0.27\% | 0.23\% | 0.23\% | 0.21\% | 0.27\% |
| United States | 0.51\% | 0.69\% | 0.59\% | 1.09\% | 1.43\% | 1.63\% | 2.27\% | 2.34\% | 2.36\% | 0.51\% | 1.43\% | 1.09\% | 2.34\% |
| Other International | 3.42\% | 3.22\% | 3.26\% | 2.73\% | 2.84\% | 2.93\% | 2.64\% | 3.20\% | 2.42\% | 3.42\% | 2.84\% | 2.73\% | 3.20\% |
| Net Impaired Loans as a \% of Related loans and acceptances | 0.28\% | 0.33\% | 0.32\% | 0.33\% | 0.38\% | 0.44\% | 0.51\% | 0.58\% | 0.56\% | 0.28\% | 0.38\% | 0.33\% | 0.58\% |
| Retail | 0.19\% | 0.20\% | 0.20\% | 0.17\% | 0.17\% | 0.20\% | 0.19\% | 0.20\% | 0.20\% | 0.19\% | 0.17\% | 0.17\% | 0.20\% |
| Wholesale | 0.46\% | 0.60\% | 0.59\% | 0.67\% | 0.83\% | 0.96\% | 1.21\% | 1.41\% | 1.35\% | 0.46\% | 0.83\% | 0.67\% | 1.41\% |
| Canada | 0.17\% | 0.21\% | 0.21\% | 0.16\% | 0.17\% | 0.17\% | 0.18\% | 0.21\% | 0.21\% | 0.17\% | 0.17\% | 0.16\% | 0.21\% |
| United States | 0.34\% | 0.51\% | 0.40\% | 0.88\% | 1.11\% | 1.37\% | 2.01\% | 2.11\% | 2.12\% | 0.34\% | 1.11\% | 0.88\% | 2.11\% |
| Other International | 2.09\% | 1.91\% | 2.05\% | 1.63\% | 1.78\% | 1.80\% | 1.49\% | 2.02\% | 1.50\% | 2.09\% | 1.78\% | 1.63\% | 2.02\% |
| PCL on performing loans (IFRS 9 - Stage 1 and 2 ) as a \% of average net loans and acceptances ${ }^{1}$ | 0.06\% | (0.02)\% | 0.01\% |  |  |  |  |  |  | 0.02\% |  |  |  |
| PCL on impaired loans (IFRS 9 - Stage 3) as a \% of Related average net loans and acceptances ${ }^{2}$ | 0.17\% | 0.22\% | 0.23\% | 0.17\% | 0.23\% | 0.23\% | 0.22\% | 0.27\% | 0.24\% | 0.21\% | 0.23\% | 0.21\% | 0.28\% |
| Retail | 0.26\% | 0.27\% | 0.25\% | 0.25\% | 0.24\% | 0.26\% | 0.25\% | 0.29\% | 0.27\% | 0.26\% | 0.25\% | 0.24\% | 0.28\% |
| Wholesale | (0.02)\% | 0.09\% | 0.19\% | (0.01)\% | 0.22\% | 0.16\% | 0.15\% | 0.23\% | 0.18\% | 0.08\% | 0.18\% | 0.13\% | 0.29\% |
| Canada | 0.21\% | 0.23\% | 0.24\% | 0.22\% | 0.23\% | 0.24\% | 0.22\% | 0.26\% | 0.24\% | 0.23\% | 0.23\% | 0.22\% | 0.28\% |
| United States | 0.04\% | 0.01\% | 0.13\% | (0.18)\% | 0.35\% | 0.23\% | 0.22\% | 0.11\% | 0.31\% | 0.06\% | 0.27\% | 0.16\% | 0.32\% |
| Other International | (0.22)\% | 0.53\% | 0.46\% | 0.30\% | (0.08)\% | 0.08\% | 0.14\% | 0.79\% | 0.03\% | 0.26\% | 0.04\% | 0.11\% | 0.26\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ACL on loans and acceptances as a\% of Total loans and acceptances | 0.53\% | 0.53\% | 0.54\% | 0.40\% | 0.42\% | 0.43\% | 0.43\% | 0.43\% | 0.43\% | 0.53\% | 0.42\% | 0.40\% | 0.43\% |
| ACL against impaired loans (IFRS 9 - Stage 3) as a \% of Total loans and acceptances ${ }^{3}$ | 0.12\% | 0.14\% | 0.14\% | 0.13\% | 0.15\% | 0.15\% | 0.15\% | 0.15\% | 0.14\% | 0.12\% | 0.15\% | 0.13\% | 0.15\% |
| Retail | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% |
| Wholesale | 0.06\% | 0.08\% | 0.08\% | 0.08\% | 0.09\% | 0.09\% | 0.09\% | 0.09\% | 0.08\% | 0.06\% | 0.09\% | 0.08\% | 0.09\% |
| ACL against impaired loans (IFRS 9-Stage 3) as a \% of GIL ${ }^{4}$ | 30.97\% | 29.66\% | 29.78\% | 28.61\% | 28.24\% | 25.52\% | 22.90\% | 20.72\% | 20.28\% | 30.97\% | 28.24\% | 28.61\% | 20.72\% |
| Retail | 30.87\% | 29.46\% | 28.85\% | 32.16\% | 31.98\% | 30.78\% | 31.20\% | 31.69\% | 30.93\% | 30.87\% | 31.98\% | 32.16\% | 31.69\% |
| Wholesale | 31.06\% | 29.80\% | 30.48\% | 26.49\% | 26.39\% | 22.98\% | 19.45\% | 16.53\% | 16.16\% | 31.06\% | 26.39\% | 26.49\% | 16.53\% |
| Total net write-offs as a \% of Related average net loans and acceptances | 0.21\% | 0.19\% | 0.18\% | 0.23\% | 0.19\% | 0.22\% | 0.18\% | 0.21\% | 0.30\% | 0.19\% | 0.19\% | 0.20\% | 0.23\% |
| Retail | 0.25\% | 0.26\% | 0.24\% | 0.25\% | 0.24\% | 0.26\% | 0.25\% | 0.26\% | 0.27\% | 0.25\% | 0.25\% | 0.25\% | 0.26\% |
| Wholesale | 0.13\% | 0.04\% | 0.04\% | 0.17\% | 0.08\% | 0.12\% | 0.01\% | 0.10\% | 0.38\% | 0.07\% | 0.07\% | 0.09\% | 0.17\% |
| Canada | 0.23\% | 0.22\% | 0.20\% | 0.21\% | 0.22\% | 0.24\% | 0.21\% | 0.24\% | 0.32\% | 0.22\% | 0.22\% | 0.21\% | 0.26\% |
| United States | 0.10\% | 0.01\% | 0.04\% | 0.30\% | 0.06\% | 0.14\% | 0.04\% | 0.05\% | 0.13\% | 0.05\% | 0.08\% | 0.13\% | 0.10\% |
| Other International | 0.23\% | 0.17\% | 0.12\% | 0.23\% | 0.11\% | 0.15\% | 0.01\% | 0.13\% | 0.47\% | 0.17\% | 0.09\% | 0.12\% | 0.20\% |

${ }^{1}$ PCL on performing loans ratio under IFRS 9 is calculated using PCL on Stage 1 and 2 loans and acceptances as a percentage of average net loans and acceptances
PCL on impaired loans ratio under IFRS 9 is calculated using PCL on Stage 3 loans and acceptances as a percentage of average net loans and acceptances. Under IAS 39 , the ratio was calculated using PCL on impaired loans as a percentage of average net loans and acceptances.
${ }^{3}$ ACL on impaired loans ratio under IFRS 9 is calculated using ACL on Stage 3 loans and acceptances as a percentage of gross loans and acceptances. Under IAS 39, the ratio was calculated using ACL on impaired loans as a percentage of gross loans and acceptances
${ }^{4}$ ACL against impaired loans ratio under IFRS 9 is calculated using ACL on Stage 3 loans and acceptances as a percentage of GIL. Under IAS 39, the ratio was calculated using ACL on impaired loans as a percentage of GIL.

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{\begin{tabular}{l}
GROSS CREDIT RISK EXPOSURE BY GEOGRAPHY AND PORTFOLIO \({ }^{1}\) \\
(Millions of Canadian dollars)
\end{tabular}} \& \multicolumn{3}{|c|}{Lending-related and other} \& \multicolumn{2}{|c|}{Trading-related} \& \multirow[t]{2}{*}{\[
\begin{aligned}
\& \text { Q3/18 } \\
\& \hline \text { Total }
\end{aligned}
\]} \& Q2/18 \& Q1/18 \& Q4/17 \& Q3/1 \& Q2/11 \& Q1/1 \& Q4/16 \& 03/16 \\
\hline \&  \&  \& Other \({ }^{2}\) \& \[
\begin{gathered}
\text { Repo-style } \\
\text { transactions }{ }^{3}
\end{gathered}
\] \& Derivatives \({ }^{4,5}\) \& \& Total \& Total \& Total \& Total \& Total \& Total \& Total \& Total \\
\hline \multicolumn{15}{|l|}{Credit risk exposure by geography \({ }^{6}\) and portfolio} \\
\hline Canada \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline Residential mortgages \& 262,235 \& 966 \& \({ }^{226}\) \& \& \& 263,427 \& \({ }^{259,086}\) \& 258,568 \& 256,814 \& 252,245 \& 246,753 \& 244,851 \& 242,961 \& \({ }^{239}, 256\) \\
\hline Personal \& 82,144 \& 97,224 \& 168 \& \& \& 179,536 \& 177,618 \& 170,504 \&  \& 168,844
3,
S \& \(\begin{array}{r}166.551 \\ \hline 4.553 \\ \hline\end{array}\) \& 164,660
1,781
4, \& \(\begin{array}{r}164,224 \\ \hline 4.294\end{array}\) \& \\
\hline Credit cards
Small business \& 18,461
4.775 \& \% 22.562 \& \({ }_{6}\) \& \& \& 41,023
11,798 \& \({ }^{41,528} 1\) \& \({ }^{36,844}\) \& \({ }^{38,290}\) \& \({ }^{38.5850} 1\) \& 40,253
11.029 \& li,
10.161
10.167 \& 40,294
10.071 \& \\
\hline Retail \({ }^{\text {Smal business }}\) \& 367,615 \& 127,769 \& 400 \& \& \& 495,784 \& 489,748 \& 477,418 \& 475,910 \& 470,987 \& 464,586 \& 46,3,459 \& 457,550 \& 45,5,518 \\
\hline Business \& 108,791 \& 39,799 \& 16,261 \& 28.468 \& 18,085 \& 211,404 \& 200,573 \& 194,804 \& 195.550 \& 177,617 \& 181,712 \& 173,493 \& 177,271 \& 173,743 \\
\hline Sovereign \& 4,188 \& 5,183 \& 25,407 \& \({ }^{29,679}\) \& 3,084 \& \({ }^{67,541}\) \& 60,333 \& 58,804 \& 52,900 \& 47,679 \& 55,096 \& 57,597 \& 55,876 \& 57,009 \\
\hline \(\underset{\text { Bhank }}{\text { Balesale }}\) \& 1,296 \& 96 \& 68,454 \& 12,846 \& 4,837 \& 87,529
36.474 \& \({ }^{91,118}\) \& 88.878
342.486 \& -83,889 \& \({ }^{900.541}\) \& 811,778
318,586 \& 76.887
307897 \& 76,941 \& 75,329 \\
\hline Total Canada \& 481,890 \& 172,847 \& 110,522 \& 70,993 \& 26,006 \& 862,258 \& 841,772 \& 819,904 \& 808,249 \& 786,824 \& 783,172 \& 771,356 \& 767,638 \& 759,599 \\
\hline \multicolumn{15}{|l|}{United States} \\
\hline Residential mortgages
Personal \& \({ }_{\substack{12,927 \\ 6.985}}\) \& \(6^{2}\) \& \({ }_{23}^{44}\) \& \& \& 12,973 \& \begin{tabular}{l}
12,354 \\
7,277 \\
\hline 185
\end{tabular} \& 11,444 \& 11,486 \& 10,644 \& \({ }^{11,171}\) \& \({ }^{10,312}\) \& 10.094 \& 9,107
6,956 \\
\hline Crediticards \& \({ }_{319}\) \& 1,126 \& \& \& \& 1,445 \& 1,390 \& \({ }_{1}^{1,251}\) \& 1,234 \& 1,123 \& 1,284 \& 1,044 \& 1,002 \& \\
\hline Small business \& \& 5 \& \& \& \& 5 \& 5 \& \({ }_{6} 6\) \& 6 \& 6 \& \& \& \& \\
\hline Retail \& 20,231 \& 1,786 \& 67 \& \& \& 22,084 \& 21,026 \& 19,430 \& 19,708 \& 18,772 \& 20,008 \& 18,558 \& 18,366 \& 16,994 \\
\hline Business \& 51,583 \& \({ }^{76,533}\) \& 12,166
54,868 \& 248,964 \& 13,771 \& 403.017 \& \({ }^{412,286}\) \& 380,982 \& 351,314

6, \& 332,035
5 \& 364,127
56,183 \& 329,855 \& 318,136
4,1463 \& 322,370 <br>
\hline ${ }_{\substack{\text { Souereign } \\ \text { Bank }}}$ \& - ${ }^{816} 816$ \& ${ }^{2,861}$ \&  \& - $\begin{array}{r}6,165 \\ 40.529\end{array}$ \& ${ }_{2.783}^{559}$ \& 65,269
57,76 \& ${ }^{55,863}$ \& 57,679
53.510 \& 62,657
56,895 \& ${ }^{58,997} 5$ \& 50,483
59,920 \& 35,109
73.530 \& ${ }^{42,463} 70,764$ \& 㐌88,698 <br>
\hline Wholesale \& 55,277 \& 80,044 \& 77,970 \& 295,658 \& 17,113 \& 526,062 \& 523,700 \& 492,171 \& 470,866 \& 446,514 \& 474,530 \& 438,494 \& 431,363 \& 433,829 <br>
\hline Total United States \& 75,508 \& 81,830 \& 78,037 \& 295,658 \& 17,113 \& 548,146 \& 544,726 \& 511,601 \& 490,574 \& 465,286 \& 494,538 \& 457,052 \& 449,729 \& 450,823 <br>
\hline \multicolumn{15}{|l|}{Other Intermational} <br>
\hline Residential mortgages \& 3,129 \& 5 \& ${ }^{31}$ \& \& \& 3,165 \& 3,133 \& 3,006 \& 3,135 \& 2,974 \& 3,231 \& 3,119 \& 3,220 \& 3,187 <br>
\hline ${ }_{\text {Personal }}{ }_{\text {credit cards }}$ \& ${ }^{3,662}$ \& 305
102 \& 3 \& \& \& 3,970
349 \& 3,979
357 \& 4,064
326 \& \& 4,070

328 \& 4,459 \& 4,2266 \& 4,644 403 \& | 4,750 |
| ---: |
| 387 | <br>

\hline Credit cards
Small business \& 247 \& 102
2 \& \& \& \& $\begin{array}{r}349 \\ 2 \\ \hline\end{array}$ \& 357
2 \& 326
10 \& 337
10 \& 328
10 \& 408 \& 407 \& ${ }^{403}$ \& ${ }^{387}$ <br>
\hline Retail \& 7,038 \& 414 \& 34 \& \& \& 7,486 \& 7,471 \& 7,406 \& 7,655 \& 7,382 \& 8,098 \& 7,752 \& 8,267 \& 8,325 <br>
\hline Business \& 16,467 \& 22.560 \& 5,149 \& 149,124 \& ${ }^{23,642}$ \& 216,942 \& 183,247 \& 182,682 \& 151,422 \& \& 150,290 \& 147,082 \& \& <br>
\hline ${ }_{\substack{\text { Sovereign } \\ \text { Bank }}}$ \& 772
3788 \& 1,853 \& 54,450 \& 14,161
59,775 \& 10.271
15.833 \& $\begin{array}{r}81,573 \\ 131,072 \\ \hline 1\end{array}$ \& 84,260
138,287 \& 87,738
137,262 \& 67.376
127.625 \& 69,786
121,246 \& 777.701
123.847 \& 64,671
113.680 \& 59,257
105.278 \& 57,015
97,630 <br>
\hline Wholesale \& 17,597 \& 25,069 \& 114,115 \& 223,060 \& 49,746 \& 429,587 \& 405,794 \& 407,682 \& 346,423 \& 334,690 \& 351,838 \& 325,433 \& 295,760 \& 292,143 <br>
\hline Total Other International \& 24,635 \& 25,483 \& 114,149 \& 223,060 \& 49,746 \& 437,073 \& 413,265 \& 415,088 \& 354,078 \& 342,072 \& 359,936 \& 333,185 \& 304,027 \& 300,468 <br>
\hline Total exposure \& 582,033 \& 280,160 \& 302,708 \& 589,711 \& 92,865 \& 1,847,477 \& 1,799,763 \& 1,746,593 \& 1,652,901 \& 1,594,182 \& 1,637,646 \& 1,561,593 \& 1,521,394 \& 1,510,890 <br>
\hline
\end{tabular}

Gross credit risk exposure is before allowance for loan losses. Exposure under Basel III asset classes of qualifying revolving retail and other retail are largely included within Personal and Credit cards, while HELOCs are included in Personal

${ }^{3}$ Includes repurchase and reverse repurchase agreements and securities lending and borrowing transactions.

- For derivative related credit tisk, we utilize the OSFI prescribed Current Exposure Method. Wrong-way isk, which arises when the exposure to a counterparty is positively correlated to the probability of defauto of that counterparty, is considered in our determination of exposure
- Geographic profile is primarily based on country of residence of the bor

| RECONCILIATION OF GROSS CREDIT RISK EXPOSURE TO BALANCE SHEET <br> (Millions of Canadian dollars) | Q3/18 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Lending-related and other |  |  | Trading-related |  | Amount included in credit risk | Amount not included in credit risk | Total assets per balance sheet |
|  | Loans and acceptances |  |  | Repo-style transactions | Derivatives |  |  |  |
|  | Outstanding | Undrawn commitments | Other |  |  |  |  |  |
| On-balance sheet assets |  |  |  |  |  |  |  |  |
| Cash and due from banks |  | - | 30,413 | - | - | 30,413 | 1,602 | 32,015 |
| Interest-bearing deposits with banks |  | - | 49,159 |  |  | 49,159 |  | 49,159 |
| Securities |  |  |  |  |  |  |  |  |
| Trading |  | - | - | - | - |  | 126,386 | 126,386 |
| Investment, net of applicable allowance |  | - | 90,746 |  | - | 90,746 |  | 90,746 |
| Assets purchased under reverse repurchase agreements and securities borrowed | - | - | . | 264,170 | - | 264,170 | - | 264,170 |
| Loans |  |  |  |  |  |  |  |  |
| Retail | 394,884 | - |  | - | - | 394,884 |  | 394,884 |
| Wholesale | 171,050 | - |  | - |  | 171,050 |  | 171,050 |
| Allowance for loan losses |  |  |  |  |  |  | $(2,837)$ | $(2,837)$ |
| Customers' liability under acceptances | 16,083 | - | - | - |  | 16,083 |  | 16,083 |
| Derivatives |  |  |  |  | 88,503 | 88,503 |  | 88,503 |
| Other ${ }^{1}$ |  |  | 20,835 |  |  | 20,835 | 41,380 | 62,215 |
| Total balance sheet assets | 582,017 |  | 191,153 | 264,170 | 88,503 | 1,125,843 | 166,531 | 1,292,374 |
| Undrawn commitments |  | 280,160 |  |  |  | 280,160 |  |  |
| Repo-style transactions ${ }^{2}$ | - | - | - | 289,181 | - | 289,181 |  |  |
| Netting and other valuation adjustments ${ }^{3}$ | 16 | - | - | 36,360 | 4,362 | 40,738 |  |  |
| Other ${ }^{4}$ |  |  | 111,555 |  |  | 111,555 |  |  |
| Total credit risk exposure | 2.0 | 80, | 302, | 589,711 | 2,8 | 1,847,477 |  |  |

${ }^{1}$ Represents other on-balance sheet assets such as goodwill, other intangibles, receivables, premises and equipment.
${ }^{2}$ Collateral on Obligations related to assets sold under repurchase agreements and securities loaned, and off-balance sheet securities borrowing and lending.
${ }^{3}$ Impact of netting agreements and other valuation adjustments on derivatives, repo-style transactions and acceptances.
${ }^{4}$ Represents commitments related to securities lending indemnifications, financial guarantees and letters of credit.

| EXPOSURE COVERED BY CREDIT RISK MITIGATION(Millions of Canadian dollars) | Q3/18 |  |  |  | Q2718 |  |  |  | 91/18 |  |  |  | Q4/17 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Standardized |  | $1 \mathrm{FBB}^{2}$ |  | Standardized |  | $1 \mathrm{IRB}^{2}$ |  | Standardized |  | $1 \mathrm{FB}^{2}$ |  | Standardized |  | $1 \mathrm{IBB}^{2}$ | Total |
|  | $\underset{\substack{\text { Eligible } \\ \text { financial }}}{ }$ | Guarantees | Guarantees/ |  | Eligible | Guarantees/ | Guarantees/ |  | Eligible | Guarantees/ | Guarantees/ |  | Eligible | Guarantees! credit | GuaranteesI |  |
|  | collateral ${ }^{1}$ | derivatives | derivatives | Total | collateral ${ }^{1}$ | derivatives | derivatives | Total | collateral ${ }^{1}$ | derivalives | derivatives | Total | collateral ${ }^{1}$ | derivatives | derivatives |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages |  | 14,433 | 81,536 | 95,969 |  | 14,532 | 84,004 | 98,536 |  | 14,898 | 85,918 | 100,816 |  | 14,702 | 86,998 | 101,700 |
| Personal |  | 4,978 | 916 | 5,894 |  | 4,901 | 973 | 5,874 |  | 4,891 | 1,015 | 5,906 |  | 4,878 | 969 | 5,847 |
| Small business |  |  | 454 | 454 |  |  |  | 421 |  |  | 403 |  |  |  | 388 |  |
| Wholesale |  | 19,411 | 82,906 | 102,317 |  | 19,433 | 85,398 | 104,831 |  | 19,789 | 87,336 | 107,125 |  | 19,580 | 88,355 | 107,935 |
| - Business | 9,952 |  | 5,984 | 15,936 | 9,234 |  | 3,900 | 13,134 | 8,270 |  | 3,247 | 11,517 | 11,832 |  | 3,352 | 15,184 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 9,952 |  | 5,984 | 15,936 | 9,234 |  | 3,900 | 13,134 | 8,270 |  | 3,247 | 11,517 | 11,832 |  | 3,352 | 15,184 |
| Total exposure covered by credit risk mitigation | 9,952 | 19.411 | 88.890 | 118,253 | 9,234 | 19,433 | 89,298 | 117,965 | 8,270 | 19,789 | 90.583 | 118,642 | 11.832 | 19.580 | 91,707 | 123,119 |
| CREDIT EXPOSURE BY RESIDUAL CONTRACTUAL MATURITY (Millions of Canadian dollars) | Q3/18 |  |  |  | Q2/18 |  |  |  |  |  |  |  | 64/17 |  |  |  |
|  | Wirin 1 Residual contractual maturivy term |  |  |  |  | sidual contract | 1 maturiy term |  | Residual contractual maturity term |  |  |  |  | Residual contract | 1 maturit term |  |
|  | Within 1 | $1 \text { to } 5$ | over | Total | Within 1 | $1 \text { to } 5$ | Over | Total | Within 1 | ${ }_{1}^{10}{ }^{10} 5$ | Over | Total | Within 1 | $1 \text { to } 5$ | Over | Total |
| Lending-related and other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Outstanding loans and acceptances |  |  | 25,105 |  |  |  | 23,963 |  |  |  | 24,812 |  | 246,894 | 288,238 | 26,103 |  |
| Undrawn commitments | 187,505 | 89,749 | 2,906 | 280,160 | 188,681 | 83,150 | 2,300 | 274,131 | 166,252 | 77,966 | 2,449 | 246,667 | 165,137 | 75,992 | 3,271 | 244,400 |
| Other ${ }^{3}$ |  |  |  |  |  |  |  |  |  | 44,605 |  |  | 212,727 | 43,722 |  | 284,435 |
| Trading-reated | 679,451 | 433,596 | 51,854 | 1,164,901 | 670,054 | 416,887 | 50,975 | 1,137,916 | 651,524 | 407,235 | 53,821 | 1,112,580 | 624,758 | 407,952 | 57,360 | 1,090,070 |
| Repo-style transactions ${ }^{\text {a }}$ ( ${ }^{\text {Derivative }}{ }^{\text {a }}$ ( | 575.320 | 14.391 |  | 589,711 | 566.598 | 13.568 |  | 580,166 | 532,765 | 11.494 |  | 544,259 | 456,754 | 19.078 |  | 475.832 |
|  | 38,219 | 32,161 |  | 92,865 | 30.625 | 28,627 |  | 81,681 | 31.881 | 28,296 | 29.577 | 89,754 | 28,005 | 29,035 | 29.959 | 86,999 |
|  | 613,539 | 46,552 | 22,485 | 682,576 | 597,223 | 42,195 | 22,429 | 661,847 | 564,646 | 39,790 | 29,577 | 634,013 | 484,759 | 48,113 | 29,959 | 562,831 |
| Total exposure ${ }^{6}$ | 1,292,990 | 480,148 | 74,339 | 1,847,477 | 1,267,277 | 459,082 | 73,404 | 1,799,763 | 1,216,170 | 447,025 | 83,398 | 1,746,593 | 1,109,517 | 456,065 | 87,319 | 1,652,901 |



${ }_{4}^{3}$ Includes contingent liabilities such has letters of creditit and guarantees, AFS debt securities, deposits with tina
${ }_{5}^{5}$ Credit equivalent amount ater factoring in master netting agreements.
${ }^{6}$ Represents EAD, which is the expected gross exposure upon the defautit of an obligor. This amount is before allowance tor loan losses and does not reflect the impact of credit risk mitigation

${ }^{1}$ Represents EAD, which is the expected gross exposure upon the default of an obligor. This amount is before allowance for loan losses and does not reflect the impact of credit risk mitigation.
 credit risk mitigatied exposures, mainly in

Actual loss reflects internal credit loss experience realized over a given period. Actual loss rate is the sum of PCL on impaired loans divided by average of loans and acceptances period end outstanding for the current and prior 3 -quarter period.
 by loans and acceplances oustanding at the beginning of the applicable consecuive 4-quarter period defined above. Actual loss will normally exceed estimated loss during economic downturns and come below in periods of expansion.
${ }^{5}$ Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information is updated on an annual basis and is based on consolidated results. The Average historical actual loss rate on a continuing operations basis is $0.34 \%$,

 forward-looking macroeconomic scenarios. For further information refer to our Q3/18 Report to Shareholders.
${ }^{8}$ For retail, EAD rate represents the utilization of the authorized credit limit. For wholesale, EAD rate represents the utilization of the undrawn amount where the undrawn amount is equal to the authorized credit limit minus the outstanding balance.
${ }^{9}$ Estimated percentages are as of January 31, 2017 (January 31, 2016 for Retail LGD) and actual percentages reflect experience in the following 12 months ( 24 months for Retail LGD).

|  |  | 3/18 |  |  |  |  |  |  |  |  | Q278 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Exposure at defaut (EAD) ${ }^{2}$ | $\begin{gathered} \text { Notional } \\ \text { of undrawn } \\ \text { commitments } \end{gathered}$ | $\begin{gathered} \text { Exposure } \\ \text { weightect } \\ \text { average } \\ \text { EAD }{ }^{3} \end{gathered}$ | Exposure weighted. proberagity of defaualt (PD) $\%^{3}$ | $\begin{gathered} \text { Exposure } \\ \text { weighted. } \\ \text { everage } \\ \text { loss given } \\ \text { default (LGD) } \%^{3} \end{gathered}$ | Exposure weightedaverage risk weight $\%^{3}$ | Risk weighted (RWA) | Expected losses (EL) | $\begin{gathered} \text { EL ajusted } \\ \text { averase } \\ \text { resk } \\ \text { weight }(\%) \end{gathered}$ | Exposure $(E A D)^{2}$ (EAD) ${ }^{2}$ | $\begin{gathered} \begin{array}{c} \text { Notional } \\ \text { of undrawn } \\ \text { commitments } \end{array} \end{gathered}$ | $\begin{gathered} \text { Exposure } \\ \text { weightede } \\ \text { average } \\ \text { EAD } \%^{3} \end{gathered}$ | $\begin{gathered} \text { Exposure } \\ \text { weighted. } \\ \text { provergitit of of } \\ \text { defaual (PD) } \%^{2} \end{gathered}$ |  | $\begin{gathered} \text { Exposure } \\ \text { weighted- } \\ \text { average } \\ \text { risk } \\ \text { weight } \%^{3} \end{gathered}$ | $\begin{gathered} \text { Filsk } \\ \text { weighted } \\ \text { assens } \\ \text { (FWA) } \end{gathered}$ | $\begin{gathered} \text { Expected } \\ \substack{\text { Losses } \\ \text { (ELL) }} \end{gathered}$ | $\begin{aligned} & \text { EL adjusted } \\ & \begin{array}{c} \text { averge } \\ \text { risk } \\ \text { weight (\%) } \end{array} \end{aligned}$ |
| Porttolio / Risk Category PD Range(\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgages and HELOCs Insured Drawn and Undrawn |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionally low risk | 0.0.00\% to $0.108 \%$ | 83,572 |  | 0.00\% | 0.0.1\% | 15.02\% | 2.44\% $39.88 \%$ | 2,037 | 2 | 2.46\% | 86,189 |  | 0.00\% | 0.01\% | 15.01\% | 2.43\% | 2,099 | 2 | 2.46\% |
| Very low risk | 0.215\% to 0.308\% | 1,106 | 99 | 100.00\% | 0.30\% | 11.72\% | 6.33\% | 70 |  | 6.77\% | 1,104 | 119 | 100.00\% | 0.30\% | 11.00\% | 5.94\% | 65 |  | 6.35\% |
|  | 0.309\% to 0.599\% | 205 | 181 | 100.00\% | 0.33\% | ${ }^{10.83 \%}$ | 5.83\% | 12 |  | -6.25\% | 203 124 | 181 | 100.00\% | 0.32\% | 10.50\% | 5.79\% | 12 18 |  | -6.20\% |
| Low risk | $0.591 \%$ to $1.040 \%$ $1.041 \%$ to $0.718 \%$ | 117 <br> 142 <br> 1 | 26 | 100.00\% 100\% | . ${ }^{0.736 \%}$ | 13.91\% $10.43 \%$ | 14.5.72\% | 17 22 | - | $15.88 \%$ <br> $17.45 \%$ | 124 150 | 29 | 10.00\%\% | 0.7.76\% | 13.87\% $10.19 \%$ | 15.53\%\% | 18 23 |  | 15.83\% |
| Medium risk | 1.719\% to $2.969 \%$ | 117 | 84 | 100.00\% | 2.28\% | 10.20\% | 21.86\% | 26 |  | 24.86\% | 127 | 94 | 100.00\% | 2.25\% | 10.18\% | 21.80\% | 27 |  | 24.78\% |
|  | 2.970\% to 6.430\% | 107 | 17 | 100.00\% | 3.06\% | 10.05\% | 25.22\% | 27 |  | 29.06\% | 107 | 13 | 100.00\% | 3.06\% | 10.03\% | 25.20\% | 27 |  | 29.04\% |
| High risk Defautt | 6.431\% to 99.99\% | 13 | 1 | 100.00\% | 59.80\% | 10.43\% | 32.89\% | 4 | 1 | 108.69\% | 11 | 1 | 100.00\% | 60.77\% | ${ }^{10.32 \%}$ | 31.90\% | 4 | 1 | 108.82\% |
| Total Insured Drawn \& Undrawn |  | 3 |  | 0.00\% | 100.00\% | 10.25\% | 128.12\% | 3 |  | 128.12\% | 3 |  | 0.00\% | 100.00\% | 10.10\% | 126.22\% | 4 |  | +126.22\% |
|  |  | Uninsured Undrawn |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Very low risk | 0.109\% to 0.214\% | ${ }^{58,634}$ | 79,494 | 100.00\% | 0.12\% | 23.41\% | 6.55\% | ${ }_{25}^{2,666}$ | 11 | 6.92\% | ${ }_{333}$ | ${ }_{333}$ | 100.00\% | 0.12\% | 25.96\% | 7.72\% | ${ }_{24}^{2,642}$ | 1 | 4.87\% |
|  | 0.215\% to 0.308\% |  |  | 0.00\% | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |  |  | 0.00\% | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |
|  | 0.309\% to 0.590\% |  |  | 0.00\% | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |  |  | 0.00\% | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |
| Low risk | 0.591\% to $1.040 \%$ | 35 | 35 | 100.00\% | 0.72\% | 17.06\% | 17.18\% | 6 |  | 18.72\% | 27 | 27 | 100.00\% | 0.72\% | 17.31\% | 17.43\% | 5 |  | 18.99\% |
| Medium ris | $1.041 \%$ to $1.718 \%$ $1.719 \%$ to $2.969 \%$ | ${ }_{655}^{622}$ | ${ }_{8}^{934}$ | ${ }_{74.69 \%}^{66.62 \%}$ | 2.54\% | ${ }^{21.25 \%}$ | 27.95\% | 174 329 | ${ }_{4}^{2}$ | $30.80 \%$ $57.44 \%$ | 589 553 | ${ }_{757}^{897}$ | ${ }_{7}^{65.11 \%}$ | 2.5.5\% | 221.77\% | ${ }_{\text {53.42\% }}{ }^{28.62 \%}$ | 169 296 | ${ }_{3}$ | 31.54\% |
|  | 2.970\% to $6.430 \%$ | ${ }_{33}$ | 83 | 40.28\% | 5.67\% | 21.91\% | 76.97\% | ${ }^{26}$ |  | 92.51\% | ${ }_{2}$ | 70 | 39.21\% | 5.67\% | 22.18\% | 77.90\% | 21 |  | ${ }_{93.63 \%}$ |
| High risk | 6.431\% to 99.99\% | 50 | 87 | 58.20\% | 20.08\% | 19.92\% | 98.97\% | 50 | 2 | 150.33\% | 49 | 82 | 59.57\% | 19.61\% | 19.78\% | 100.93\% | 49 | 2 | 149.13\% |
| Default ${ }_{\text {Total Uninsured Undrawn }}{ }^{100 \%}$ |  | 60.406 | 81,887 | 0.00\% | 100.00\% | 27.75\% | 0.00\% | 3,276 | 19 | 346.82\% | 59,397 | ${ }^{80,663}$ | 0.00\% | 100.00\% $0.14 \%$ | 29.56\% | 0.00\% | 3,206 | 18 | 369.48\% 5 |
| Uninsured Drawn |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | n.a. | 0.09\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Very low risk | 0.109\% to 0.214\% | 14,058 13,951 | n.a. | n.a. | 0.12\% | 19.29\% | 5.40\% | 6,155 | 27 | 5.70\% | 34,249 109,488 | n..a. | n.a. | 0.12\% | 19.59\% | 5.49\% | 1.575 6,007 | ${ }_{27}^{6}$ | 5.79\% |
|  | 0.215\% to 0.308\% |  | n.a. | n.a. | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |  | n.a. | n.a. | 0.00\% | 0.00\% | 0.00\% |  |  | 0.00\% |
|  | 0.309\% to 0.590\% | 39 | n.a. | n.a. | 0.35\% | 22.67\% | 13.74\% | 5 |  | 14.73\% | 40 | n.a. | n.a. | 0.35\% | 22.67\% | 13.74\% | 6 |  | 14.73\% |
| Low risk | 0.591\% to $1.040 \%$ | 8,159 | n.a. | n.a. | 0.72\% | 20.00\% | 20.16\% | 1,645 | 12 | 21.96\% | 7,711 | n.a. | n.a. | 0.72\% | 20.47\% | 20.62\% | 1,590 | 11 | 22.47\% |
|  | 1.041\% to $1.718 \%$ | 2,565 | n.a. | n.a. | 1.08\% | 22.17\% | 29.15\% | 748 | 6 | 32.13\% | 2,576 | n.a. | n.a. | 1.08\% | 22.24\% | 29.24\% | 753 | 6 | 32.23\% |
| Medium risk | 1.719\% to 2.969\% | 10,470 | n.a. | n.a. | 2.25\% | 20.96\% | 43.93\% | 4,599 | 49 | 49.83\% | 9,708 | n.a. | n.a. | 2.28\% | 21.52\% | 45.43\% | 4,410 | 48 | 51.56\% |
|  | 2.970\% to $6.433 \%$ | 151 | ${ }^{\text {n.a. }}$ | ${ }^{\text {n.a. }}$ | 5.55\%\% | 25.89\% | 89.27\% | 135 3388 | $\stackrel{2}{2}$ | 107.03\% | $\begin{array}{r}132 \\ 3551 \\ \hline\end{array}$ | n.a. | n.a. | 52.52\% | 25.28\% | 86.59\% | 115 3308 | ${ }^{2}$ |  |
| Total Uninsured Drawn 100\% |  | 3,670 | n.a. | n.a. | 22.55\% $100.00 \%$ | ${ }^{20.00 \%}$ | 92.32\% | ${ }^{3,388}$ | 167 51 | $149.04 \%$ <br> 285.39\% | 3,535 | n..a. | n.a. | - $22.40 \%$ \% | 20.20\% $20.96 \%$ | 93.58\% | 3,308 | 160 46 | $150.24 \%$ $284.88 \%$ |
|  |  | 173,371 | n.a. | n.a. | 0.94\% | 19.92\% | 10.66\% | 18,480 | 320 | 12.97\% | 167,720 | n.a. | n.a. | 0.92\% | 20.20\% | 10.73\% | 17,994 | 306 | 13.01\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 0.000\% to 0.108\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 0.109\% to 0.214\% | 46,332 | 38,341 | 89.78\% | 0.18\% | 86.62\% | 8.55\% | 3,962 | 73 | 10.52\% | 45,841 | 37,975 | 89.72\% | 0.18\% | 86.65\% | 8.56\% | 3,924 | 72 | 10.53\% |
| Very low risk | 0.215\% to 0.308\% | 6,319 | 7,068 | 84.89\% | 0.27\% | 68.41\% | 9.23\% | 583 | 12 | 11.51\% | 6,654 | 7,434 | 85.00\% | 0.27\% | 69.65\% | 9.39\% | 625 | 12 | 11.71\% |
|  | 0.309\% to 0.590\% | 10,281 | 9,233 | 86.95\% | 0.42\% | 92.57\% | 18.07\% | 1,858 | 40 | 22.97\% | 11,076 | 9,965 | 87.01\% | 0.42\% | 92.65\% | 18.14\% | 2,009 | 44 | 23.06\% |
| Low risk | 0.591\% to $1.040 \%$ | 5,530 | 6,600 | 70.89\% | 0.69\% | 89.99\% | 25.39\% | 1,404 | 34 | 32.99\% | 5,241 | 6,367 | 70.24\% | 0.69\% | 89.69\% | 25.34\% | 1,328 | 32 | 32.92\% |
|  | 1.041\% to 1.718\% | 5,631 | 2,583 | 91.98\% | 1.41\% | 89.00\% | 44.16\% | 2,487 | 71 | 59.88\% | 5,641 | 2,637 | 91.95\% | 1.41\% | 89.10\% | 44.17\% | 2,492 | 71 | .89\% |
| Medium risk | 1.719\% to 2.969\% | 1,427 | 768 |  | 2.40\% | $82.65 \%$ $87.93 \%$ |  | 869 3.855 | 29 153 15 | - $86.00 \%$ | - $\begin{aligned} & 1,460 \\ & 3,896 \\ & 1\end{aligned}$ | $\begin{array}{r} 779 \\ 1.174 \end{array}$ | 84.25\% | 2.39\% | $\begin{aligned} & 82.99 \% \\ & 88.03 \% \end{aligned}$ | 61.04\% $99.47 \%$ | 891 3.876 | 30 154 1 | 86.21\% |
|  | 2.970\% to $6.430 \%$ | 3,879 | 1,158 | 79.20\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | ${ }^{1,527}$ | 269 2 | $78.91 \%$ $0.00 \%$ | 240.39\% 20, | 86.69\% | 194.17\% | ${ }_{1}^{2,905}$ | 326 42 | 4 4046.7.7\% | 1,545 | 279 2 | 79.90\% | +24.12\% | 88.79\% | 189.56\% 24897\% | ${ }_{1}^{2,929}$ | 326 42 | 4 4 1043.339\% |
|  |  | 80,992 | 66,022 | 86.76\% | 1.12\% | 86.34\% | 22.33\% | 18,086 | 780 | 34.35\% | 81,420 | 66,612 | 86.73\% | 1.12\% | 86.44\% | 22.40\% | 18,238 | 783 | 34.41\% |
| Other Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Excentionally low risk | 0.000\% to 0.108\% | 5,168 | ${ }^{713}$ | ${ }^{72.26 \%}$ | 0.08\% | ${ }^{55.76 \%}$ | 13.61\% | 704 | 3 | 14.25\% | 5.074 18.557 | ${ }^{712}$ | 72.33\% | 0.07\% | 55.17\% | 13.48\% | ${ }^{684}$ | 3 | 14.10\% |
| Very low risk | 0.109\% to 0.214\% | 19,281 |  |  |  |  |  |  |  |  |  | 2,799 |  |  |  |  |  |  |  |
|  | 0.215\% to 0.308\% | 11,077 | 1,862 | 86.21\% | 0.28\% | 68.10\% | 34.67\% | 3,840 | 22 | 37.07\% | 11,072 | 1,835 | 85.96\% | 0.28\% | 67.92\% | 34.58\% | 3,829 | 21 | 36.98\% |
|  | 0.309\% to 0.590\% | 5,006 | 3,484 | 91.89\% | 0.40\% | 73.75\% | 45.43\% | 2,274 | 14 | 48.99\% | 4,940 | 3,405 | 91.84\% | 0.40\% | 73.58\% | 45.35\% | 2,240 | 14 | 48.90\% |
| Low risk | 0.591\% to 1.040\% | 2,786 | 1,012 | 95.83\% | 0.89\% | 68.30\% | 67.13\% | 1,870 | 18 | 75.07\% | 2,690 | 955 | 96.15\% | 0.89\% | 68.91\% | 67.70\% | 1,821 | 17 | 75.71\% |
|  | 1.041\% to $1.718 \%$ | 5,955 | 654 | 90.05\% | 1.43\% | 63.36\% | 73.97\% | 4,405 | 54 | 85.35\% | 5,736 | 653 | 90.09\% | 1.43\% | 63.03\% | 73.63\% | 4,223 | 52 | 84.97\% |
| Medium risk | 1.719\% to $2.969 \%$ | 3,123 | 886 | 97.06\% | 2.27\% | 49.87\% | 66.24\% | 2,069 | 36 | 80.59\% | 2,943 | 876 | 97.27\% | 2.28\% | 51.12\% | 67.97\% | 2,000 | 35 | 82.73\% |
|  | 2.970\% to $6.430 \%$ | 3,630 | 321 | 88.54\% | 3.88\% |  |  | 3,358 | 90 | 123.61\% | 3,534 | 314 |  | 3.88\% |  | 92.98\% | 3,286 | 88 | 124.25\% |
| High risk | 6.431\% to 99.99\% | 1,600 | 166 | 87.50\% | 19.30\% | 62.10\% | 117.59\% | 1,881 | 187 | 263.91\% | 1,522 | 167 | 87.00\% | 18.82\% | 62.59\% | 117.44\% | 1,787 | 175 | 261.41\% |
|  |  |  |  | 0.00\% | 100.00\% | 57.27\% | 77.21\% |  | 45 | 766.37\% | 78 | 1 | 0.00\% | 100.00\% | 57.24\% | 88.50\% | 69 | 42 |  |
|  |  | 57,708 | 11,940 | 88.32\% | 1.37\% | 54.46\% | 39.09\% | 22,557 | 478 | 49.45\% | 56,146 | 11,717 | 88.28\% | 1.34\% | 54.72\% | 39.15\% | 21,978 | 456 | 49.30\% |

 information refer to our Q3/18 Report to Shareholders
${ }^{4}$ Amounts have been revised from those previously presented.


Total Bank

[^8]Ratings 10 or above are regarded as investment grade while ratings 11 or below to 20 inclusive are non-investment grade. Ratings $21-22$ represent impaired/default.
$\underset{\text { in certain }}{\text { presented. }}$

| REALIZED GAINS AND LOSSES ON INVESTMENT SECURITIES <br> (Millions of Canadian dollars) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Realized gains | 35 | 75 | 46 | 61 | 74 | 84 | 50 | 40 | 44 | 269 | 193 |
| Realized losses ${ }^{1}$ | (12) | (24) | (3) | (13) | (20) | (21) | (21) | (34) | (33) | (75) | (107) |
| Net gains (losses) on investment securities | 23 | 51 | 43 | 48 | 54 | 63 | 29 | 6 | 11 | 194 | 86 |
| Less: Amount booked in Insurance premium, investment and fee income | (3) | 2 | 4 | 1 | 10 | 9 | 2 | 4 | 4 | 22 | 10 |
| Net gains (losses) on investment securities net of Insurance premium, investment and fee income | 26 | 49 | 39 | 47 | 44 | 54 | 27 | 2 | 7 | 172 | 76 |

TRADING CREDIT DERIVATIVES ${ }^{2}$ _
(Millions of Canadian dollars)

| Notional amount |
| :--- |
| Protection purchased |
| Protection sold |
| Fair value ${ }^{3}$ |
| Positive |
| Negative |
|  |
| Replacement cost ${ }^{4}$ |

## OTHER THAN TRADING CREDIT DERIVATIVES POSITIONS ${ }^{5}$

 (NOTIONAL AMOUNT AND FAIR VALUE)(Millions of Canadian dollars)

## Notional amount Automotiv

Energy
Oil and gas
Utilities Utilities
Non-bank financial services
Mining \& metals
Technology \& media
Transportation \& environment
Other
Sovereign
Bank
Net protection purchased
Offsetting protection sold related to the same reference entity
Gross protection purchased

| Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7,750 | 7,579 | 10,789 | 8,522 | 6,853 | 7,408 | 7,004 | 10,107 | 9,711 |
| 3,595 | 3,563 | 3,291 | 4,808 | 3,500 | 3,370 | 3,650 | 5,735 | 5,321 |
| 71 | 77 | 109 | 157 | 81 | 83 | 70 | 191 | 189 |
| 145 | 160 | 204 | 246 | 174 | 169 | 137 | 242 | 246 |
| 38 | 38 | 64 | 109 | 34 | 34 | 31 | 31 | 39 |

Net protection sold
Offsetting protection purchased related to the same reference entity Gross protection sold

Gross protection purchased and sold (notional amount)
Fair value ${ }^{3}$
Positive
Postive

[^9]Comprises credit default swaps, total return swaps, credit default baskets and credit default options. As at Q3/18, all of our exposures are with investment grade counterparties.
Gross fair value before netting
${ }^{4}$ Replacement cost includes the impact of netting but excludes collateral.
${ }^{5}$ Comprises credit default swaps.


[^10] considered condin 1 becomes exercisable only upon he occurre) 1 itit form, stit
Additional impact of offsetting credit exposures on contracts that do not qualify for balance sheet offset.
 .in

A Amounts have been revised from those previously presented.
Comprises precious metal, commodity, stable value and equity-linked derivative contracts.

| DERIVATIVE - RELATED CREDIT RISK (Millions of Canadian dollars) | Q3/18 |  |  |  | Q2/18 |  |  |  | Q1/18 |  |  |  | Q4/17 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Notional } \\ & \text { amount } \end{aligned}$ | $\begin{gathered} \text { Replacement } \\ \text { cost } \end{gathered}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ | Notional | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }{ }^{2} \end{gathered}$ | Notional | $\begin{gathered} \text { Replacement } \\ \text { cost } \end{gathered}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ | $\begin{aligned} & \text { Notional } \\ & \text { amount } \end{aligned}$ | $\begin{gathered} \text { Replacement } \\ \text { cost } \end{gathered}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ |
| Over-the-counter contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 1,492,992 | 258 | 289 | 57 | 1,881,116 | 511 | 567 | 104 | 1,425,517 | 1,162 | 1,211 | 267 | 1,188,833 | 264 | 328 | 59 |
| Swaps | 9,780,415 | 10,172 | 18,113 | 3,374 | 9,115,863 | 10,448 | 17,211 | 3,395 | 8,320,962 | 12,005 | 25,318 | 4,872 | 8,351,749 | 10,890 | 24,318 | 4,187 |
| Options purchased | 270,809 | 585 | 943 | 484 | 233,554 | 560 | 898 | 486 | 208,484 | 742 | 905 | 457 | 261,471 | 283 | 883 | 527 |
| Foreign exchange contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Swaps ${ }^{3}$ | ${ }_{1}^{1,491,642}$ | ${ }_{9} 9,226$ | 14,020 | 5,053 | 1,344,524 | 9,405 | 12,654 | 4,691 | 1,257,032 | 11,390 | 13,141 | 4,920 | ${ }_{1}^{1,196,824}$ | 10,476 | 12,643 | 4,498 |
| Options purchased | 52,211 | 393 | 1,061 | 507 | 51,924 | 326 | 1,214 | 589 | 73,038 | 398 | 1,196 | 504 | 73,150 | 360 | 1,125 | 472 |
| Credit derivatives ${ }^{4}$ | 11,345 | 38 | 743 | 241 | 11,143 | 38 | 699 | 158 | 14,080 | 64 | 1,000 | 491 | 13,330 | 109 | 936 | 149 |
| Other contracts ${ }^{5}$ | 87,912 | 9,106 | 8,985 | 4,071 | 80,719 | 8,562 | 8,195 | 3,752 | 72,623 | 8,011 | 7,529 | 3,558 | 71,699 | 7,750 | 6,332 | 2,945 |
| Exchange traded contracts | 264,598 | 2,347 | 9,689 | 194 | 269,079 | 1,967 | 8,978 | 180 | 234,463 | 1,492 | 7,926 | 159 | 254,031 | 1,391 | 8,340 | 167 |
| Total derivatives ${ }^{6}$ | 14,942,529 | 35,277 | 64,023 | 17,344 | 14,600,942 | 37,038 | 62,790 | 17,247 | 13,025,831 | 40,465 | 69,301 | 18,765 | 12,771,476 | 36,944 | 66,460 | 16,638 |
| DERIVATIVE - RELATED CREDIT RISK (Millions of Canadian dollars) | Q3/17 |  |  |  | Q2117 |  |  |  | Q1/17 |  |  |  | Q4/16 |  |  |  |
|  | Notional amount ${ }^{1}$ | Replacement cost | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ | Notional amount ${ }^{1}$ | Replacement cost | $\begin{gathered} \text { Credif } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk } \\ \text { weighted } \\ \text { equivalent } \end{gathered}$ | Notional amount ${ }^{1}$ | Replacement cost | $\begin{gathered} \text { Credif } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent } \end{gathered}$ | Notional amount | Replacement cost | $\begin{gathered} \text { Credir } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ |
| Over-the-counter contracts Interest rate contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 961,335 | 250 | 359 | 49 | 1,167,660 | 428 | 442 | 98 | 743,878 | 323 | 333 | 74 | 532,065 | 232 | 250 | 53 |
| Swaps | 8,549,907 | 12,107 | 25,590 | 4,590 | 8,199,377 | 12,373 | 26,410 | 4,736 | 7,535,881 | 11,850 | 24,760 | 4,515 | 7,762,792 | 15,118 | 27,214 | 5,429 |
| Options purchased <br> Foreign exchange contracts 283,198 195 919 583 |  |  |  |  | 295,867 | 324 | 979 | 592 | 304,273 | 284 | 942 | 543 | 346,263 | 334 | 1,092 |  |
| Forward contracts | 1,311,708 | 6,328 | 11,741 | 3,881 | 1,506,256 | 5,899 | 12,816 | 4,045 | 1,407,866 | 5,258 | 11,817 | 3,785 | 1,334,576 | 6,914 | 12,952 | 3,896 |
| Swans ${ }^{3}$ | 1,117,908 | 12,113 | 12,666 | 4,618 | 1,181,821 | 11,454 | 11,313 | 3,955 | 1,153,000 | 11,411 | 12,119 | 3,851 | 1,150,553 | 13,763 | 12,492 | 3,790 |
| Options purchased | 53,996 | 319 | 959 | 422 | 51,671 | 462 | 1,179 | 498 | ${ }^{38,127}$ | 331 | 855 | 373 | 49,758 | 416 | 1,045 |  |
| Credit derivatives ${ }^{4}$ | 10,353 | 34 | 607 | 140 | 10,779 | 34 | 610 | 124 | 10,654 | 31 | 609 | 138 | 15,842 | 31 | 920 | 188 |
| Other contracts ${ }^{5}$ | 68,150 | 7,621 | 5,519 | 3,152 | 81,616 | 1,206 | 6,225 | 3,419 | 77,184 | 1,376 | 5,235 | 3,083 | 84,347 | 1,409 | 6,188 | 3,463 |
| Exchange traded contracts | 222,664 | 1,216 | 6,757 | 135 | 232,020 | 3,150 | 11,721 | 234 | 206,454 | 2,601 | 9,400 | 188 | 241,138 | 2,933 | 11,756 | 235 |
| Total derivatives ${ }^{6}$ | 12,579,219 | 40,183 | 65,117 | 17,570 | 12,719,067 | 35,330 | 71,695 | 17,701 | 11,477,317 | 33,465 | 66,070 | 16,550 | 11,517,334 | 41,150 | 73,909 | 18,172 |

${ }^{1}$ As at Q3/18, the notional amounts excludes exchange traded options written of $\$ 102.7$ billion, over-the-counter options written of $\$ 383.0$ billion, and non-trading credit derivatives of $\$ 130$ million.
${ }_{2}$ As at Q3/18, the risk-weighted equivalents for over-the-counter contracts shown are calculated by applying risk weights against the credit equivalent amounts net of credit valuation adjustment (CVA) losses of $\$ 128$ million. The risk-weighted equivalent amounts shown do not reflect CVA regulatory capital charge. Amounts have been revised from those previously presented.
Comprises credit default swaps, total return swaps, credit defaut baskets and credit defaut opio
As at Q3/18, the total credit equivalent amount reported above is net of $\$ 16.1$ billion in collateral and does not reflect the netting of the credit valuation adjustment losses of $\$ 174$ million described in footnote 2 .


 based on VaR and stressed VaR measures for a 10 day time horizon.
n.m. not meaningful

| CALCULATION OF ROE ${ }^{1}$ AND RETURN ON RISK CAPITAL (RORC) ${ }^{1}$ <br> (Millions of Canadian dollars, except percentage and per share amounts) | Q3/18 | Q2/18 | Q1/18 | Q4/17 | Q3/17 | Q2/17 | Q1/17 | Q4/16 | Q3/16 | $\begin{gathered} 2018 \\ 9 \text { months } \end{gathered}$ | $\begin{gathered} 2017 \\ 9 \text { months } \end{gathered}$ | 2017 | 2016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal \& Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,487 | 1,435 | 1,497 | 1,383 | 1,371 | 1,338 | 1,567 | 1,252 | 1,296 | 4,419 | 4,276 | 5,659 | 5,089 |
| Average risk capital | 17,100 | 16,600 | 16,200 | 15,950 | 15,850 | 14,850 | 14,650 | 13,600 | 13,700 | 16,650 | 15,100 | 15,300 | 13,750 |
| Add: Average goodwill and other intangibles | 4,600 | 4,600 | 4,550 | 4,550 | 4,650 | 4,700 | 4,700 | 4,750 | 4,700 | 4,550 | 4,700 | 4,700 | 4,800 |
| Average attributed capital | 21,700 | 21,200 | 20,750 | 20,500 | 20,500 | 19,550 | 19,350 | 18,350 | 18,400 | 21,200 | 19,800 | 20,000 | 18,550 |
| ROE ${ }^{2}$ <br> Return on risk capital (RORC) | $27.2 \%$ | $27.8 \%$ | 28.6\% | $26.7 \%$ | 26.6\% | $28.0 \%$ | $32.1 \%$ | $27.1 \%$ 36.6\% | 28.0\% | $27.9 \%$ | 28.9\% | 28.3\% | $27.5 \%$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,472 | 1,407 | 1,461 | 1,341 | 1,329 | 1,297 | 1,527 | 1,228 | 1,263 | 4,340 | 4,153 | 5,494 | 4,930 |
| Average risk capital | 15,800 | 15,250 | 14,850 | 14,500 | 14,400 | 13,300 | 13,150 | 12,150 | 12,150 | 15,300 | 13,600 | 13,850 | 12,250 |
| Add: Average goodwill and other intangibles | 2,800 | 2,800 | 2,800 | 2,850 | 2,800 | 2,850 | 2,850 | 2,850 | 2,900 | 2,800 | 2,850 | 2,850 | 2,850 |
| Average attributed capital | 18,600 | 18,050 | 17,650 | 17,350 | 17,200 | 16,150 | 16,000 | 15,000 | 15,050 | 18,100 | 16,450 | 16,700 | 15,100 |
| ROE ${ }^{2}$ | 31.4\% | 32.0\% | 32.8\% | 30.7\% | 30.6\% | 32.9\% | 37.8\% | 32.5\% | 33.4\% | 32.1\% | 33.7\% | 32.9\% | 32.6\% |
| RORC | 37.0\% | 37.9\% | 39.0\% | 36.7\% | 36.7\% | 39.9\% | 46.0\% | 40.2\% | 41.3\% | 37.9\% | 40.8\% | 39.7\% | 40.3\% |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 564 | 522 | 583 | 476 | 470 | 415 | 414 | 381 | 370 | 1,669 | 1,299 | 1,775 | 1,412 |
| Average risk capital | 6,250 | 6,200 | 6,100 | 6,000 | 5,900 | 5,950 | 5,700 | 5,150 | 4,900 | 6,150 | 5,850 | 5,900 | 4,850 |
| Add: Average goodwill and other intangibles | 7,350 | 7,400 | 7,300 | 7,300 | 7,550 | 7,750 | 7,700 | 7,850 | 8,000 | 7,350 | 7,650 | 7,550 | 8,100 |
| Average attributed capital | 13,600 | 13,600 | 13,400 | 13,300 | 13,450 | 13,700 | 13,400 | 13,000 | 12,900 | 13,500 | 13,500 | 13,450 | 12,950 |
| ROE ${ }^{2}$ | 16.4\% | 15.8\% | 17.3\% | 14.2\% | 13.9\% | 12.4\% | 12.2\% | 11.6\% | 11.4\% | 16.5\% | 12.9\% | 13.2\% | 10.9\% |
| RORC | 35.9\% | 34.6\% | 38.0\% | 31.6\% | 31.6\% | 28.6\% | 28.8\% | 29.4\% | 30.0\% | 36.2\% | 29.7\% | 30.2\% | 29.2\% |
| Insurance |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 156 | 170 | 125 | 263 | 159 | 164 | 132 | 226 | 361 | 451 | 455 | 718 | 891 |
| Average risk capital | 1,750 | 1,750 | 1,600 | 1,800 | 1,550 | 1,450 | 1,400 | 1,500 | 1,750 | 1,700 | 1,450 | 1,550 | 1,550 |
| Add: Average goodwill and other intangibles | 200 | 200 | 150 | 200 | 150 | 150 | 150 | 150 | 150 | 150 | 200 | 150 | 150 |
| Average attributed capital | 1,950 | 1,950 | 1,750 | 2,000 | 1,700 | 1,600 | 1,550 | 1,650 | 1,900 | 1,850 | 1,650 | 1,700 | 1,700 |
| ROE ${ }^{2}$ | 32.1\% | 36.3\% | 28.2\% | 52.3\% | 37.0\% | 41.5\% | 33.7\% | 54.3\% | 75.7\% | 32.3\% | 37.4\% | 41.8\% | 52.8\% |
| RORC | 35.6\% | 40.1\% | 31.3\% | 57.2\% | 40.8\% | 45.9\% | 37.2\% | 59.4\% | 82.0\% | 35.8\% | 41.3\% | 46.0\% | 57.8\% |
| Investor \& Treasury Services |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 152 | 208 | 216 | 153 | 174 | 188 | 210 | 170 | 151 | 576 | 572 | 725 | 596 |
| Average risk capital | 2,500 | 2,500 | 2,650 | 2,650 | 2,650 | 2,650 | 2,850 | 2,750 | 2,850 | 2,550 | 2,700 | 2,700 | 2,850 |
| Add: Average goodwill and other intangibles | 550 | 550 | 500 | 500 | 500 | 500 | 450 | 450 | 500 | 550 | 500 | 500 | 500 |
| Average attributed capital | 3,050 | 3,050 | 3,150 | 3,150 | 3,150 | 3,150 | 3,300 | 3,200 | 3,350 | 3,100 | 3,200 | 3,200 | 3,350 |
| ROE ${ }^{2}$ | 19.8\% | 28.1\% | 26.9\% | 19.2\% | 21.9\% | 24.6\% | 25.1\% | 21.0\% | 18.2\% | 24.9\% | 23.9\% | 22.7\% | 17.9\% |
| RORC | 24.1\% | 34.1\% | 32.1\% | 22.9\% | 26.1\% | 29.2\% | 29.5\% | 24.8\% | 21.3\% | 30.1\% | 28.3\% | 26.9\% | 21.0\% |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 676 | 644 | 727 | 564 | 588 | 646 | 640 | 461 | 611 | 2,047 | 1,874 | 2,438 | 2,186 |
| Average risk capital | 20,100 | 18,150 | 18,150 | 16,600 | 18,200 | 17,650 | 18,000 | 16,500 | 16,100 | 18,800 | 17,950 | 17,600 | 16,800 |
| Add: Average goodwill and other intangibles | 1,600 | 1,550 | 1,500 | 1,450 | 1,350 | 1,050 | 1,100 | 1,100 | 1,100 | 1,550 | 1,200 | 1,250 | 1,100 |
| Average attributed capital | 21,700 | 19,700 | 19,650 | 18,050 | 19,550 | 18,700 | 19,100 | 17,600 | 17,200 | 20,350 | 19,150 | 18,850 | 17,900 |
| ROE ${ }^{2}$ | 12.3\% | 13.4\% | 14.7\% | 12.4\% | 11.9\% | 14.2\% | 13.3\% | 10.4\% | 14.2\% | 13.4\% | 13.1\% | 12.9\% | 12.2\% |
| RORC | 13.3\% | 14.6\% | 15.9\% | 13.5\% | 12.8\% | 15.0\% | 14.1\% | 11.1\% | 15.1\% | 14.6\% | 14.0\% | 13.8\% | 13.0\% |
| Corporate Support ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | (4) | - | (219) | (82) | (55) | (27) | (23) | (32) | 12 | (223) | (105) | (187) | (63) |
| Average risk capital and other | 2,850 | 2,750 | 3,100 | 3,050 | 2,950 | 3,200 | 3,100 | 2,950 | 3,050 | 3,000 | 3,050 | 3,050 | 2,950 |
| Add: Average under/(over) attribution of capital | 4,800 | 5,200 | 5,050 | 5,850 | 4,450 | 4,900 | 4,850 | 6,350 | 5,000 | 5,000 | 4,700 | 5,050 | 4,800 |
| Average attributed capital | 7,650 | 7,950 | 8,150 | 8,900 | 7,400 | 8,100 | 7,950 | 9,300 | 8,050 | 8,000 | 7,750 | 8,100 | 7,750 |
| RBC |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 3,109 | 3,060 | 3,012 | 2,837 | 2,796 | 2,809 | 3,027 | 2,543 | 2,895 | 9,181 | 8,632 | 11,469 | 10,458 |
| Net income available to common shareholders | 3,031 | 2,979 | 2,929 | 2,757 | 2,707 | 2,724 | 2,940 | 2,458 | 2,801 | 8,939 | 8,371 | 11,128 | 10,111 |
| Average risk capital | 49,250 | 46,700 | 46,500 | 44,800 | 45,800 | 44,100 | 44,100 | 41,000 | 40,900 | 47,500 | 44,700 | 44,700 | 41,300 |
| Average common equity | 69,650 | 67,450 | 66,850 | 65,900 | 65,750 | 64,800 | 64,650 | 63,100 | 61,800 | 68,000 | 65,050 | 65,300 | 62,200 |
| ROE | 17.3\% | 18.1\% | 17.4\% | 16.6\% | 16.3\% | 17.2\% | 18.0\% | 15.5\% | 18.0\% | 17.6\% | 17.2\% | 17.0\% | 16.3\% |
| RORC | 24.4\% | 26.2\% | 25.0\% | 24.4\% | 23.4\% | 25.3\% | 26.4\% | 23.9\% | 27.2\% | 25.2\% | 25.0\% | 24.9\% | 24.5\% |

${ }^{1}$ These measures do not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53 .
Business segment ROE is based on Average attributed capital. Under/(over) attribution of capital is reported in Corporate Support.
We do not report ROE and RORC for Corporate Support as they are considered not meaningful.


 to be comparable to similar measures disclosed by other companies.

## Performance measures

## Attributed capital (Economic capital)

An estimate of the amount of equity capital required to underpin risks. It is calculated by estimating the level of capital that is necessary to support our various businesses, given their risks, consisten with our desired solvency standard and credit ratings.

## isk capital

Risk capital includes credit, market (trading and non-trading), insurance-specific, operational business and fixed assets risk capital.

Average risk capital
Calculated using methods intended to approximate the average of the daily risk capital balances for the period.

Return on equity (ROE)
Business segment return on equity is calculated as net income available to common shareholders divided by Average attributed capital for the period and using methods that are intended to approximate the average of the daily balances for the period. Corporate Support also includes average unattributed capital. ROE is based on actual balances of average common equity before rounding

Return on Tangible Common Equity (ROTCE)
Net income available to shareholders excluding the after-tax impact of amortization and write down of other intangibles (excluding software) and goodwill divided by average tangible common equity. ROTCE is based on actual balances of average tangible common equity before rounding.

## Return on risk capital (RORC)

Net income available to common shareholders divided by average risk capital. Business segment RORC is calculated as net income available to common shareholders divided by average risk capital for the period. RORC is based on actual balances of average common equity before rounding.

## Glossary

## Definitions

Assets under administration (AUA)
Assets administered by us, which are beneficially owned by clients. Services provided in respect of assets under administration are of an administrative nature, including safekeeping, collecting investment income, settling purchase and sale transactions, and record keeping

Assets under management (AUM)
Assets managed by us, which are beneficially owned by clients. Services provided in respect of assets under management include the selection of investments and the provision of investment advice. We have assets under management that are also administered by us and included in assets under administration.

## Unattributed capital

Unattributed capital represents common equity in excess of common equity attributed to our business segments and is reported in the Corporate Support segment

## Non-GAAP measures

Adjusted basis measures
Adjusted basis measures such as adjusted net income available to common shareholders, adjusted diluted earnings per share (EPS) and adjusted ROE are calculated by adding back to net income the after-tax amount of amortization of intangibles (excluding amortization of software), any goodwill impairment, the dilutive impact of exchangeable shares, and other significant non-recurring items.

Adjusted efficiency ratio, operating leverage, Non-interest expense growth and revenue growth The ratio and calculations are adjusted to exclude specified items and the change in fair value backing our policyholder liabilities from revenue and revenue growth. Refer to page 54 for the definition of the efficiency ratio, operating leverage, Non-interest expense growth and revenue growth

Economic profit
Net income (loss) after non-controlling interests excluding the after-tax effect of amortization and write-down of other intangibles (excluding software) and goodwill less a capital charge for use of attributed capital.

## Common equity

Common equity includes common shares, common treasury shares, retained earnings and other components of equity.

Tangible common equity
Common equity excluding goodwill and other intangibles (excluding software) net of deferred tax.

Embedded value
The sum of the value of equity held in our Insurance segment and the value of in-force business (existing policies).

Goodwill and intangibles
Goodwill represents the excess of the price paid for the business acquired over the fair value of the ne dentifiable assets acquired. An intangible asset is an identifiable non-monetary asset without physical substance.

## Definitions

axable equivalent basis (teb)
Income from certain specified tax-advantaged sources is increased to a level that would make it comparable
to income from taxable sources. There is an offsetting adjustment in the tax provision, thereby generating the same after-tax net income. We record teb adjustments in Capital Markets and record elimination
adjustments in Corporate Support.
Total trading revenue
Total trading revenue is comprised of trading related revenue recorded in Net interest income and Non-interest income.

Net impaired loans and acceptances
Gross impaired loans and acceptances less the associated allowance for credit losses on impaired loans by portfolio.

## Ratios

$\frac{\text { Ratios }}{\text { Capital ratios }}$
The percentage of risk-adjusted assets supported by capital, using the guidelines of OSFI based on standards issued by the Bank for International Settlements and GAAP financial information.

Common Equity Tier 1 ratio
Common Equity Tier 1 (CET1) capital under Basel III comprises the highest quality of capital including common shares, retained earnings, accumulated other comprehensive income and other items.
Regulatory adjustments such as goodwill and intangibles, deferred tax assets, and other components
subject to threshold deductions are excluded from CET1 capital. This ratio is calculated by dividing CET1 by risk-weighted assets, in accordance with OSFI's Basel III Capital Adequacy Requirements guideline.

## Efficiency ratio

Non-interest expense as a percentage of total revenue. For adjusted efficiency ratio refer to the non-GAAP measures on page 53 .

Return on assets (ROA)
Net income as a percentage of average assets.
Return on risk-weighted assets
Net income as a percentage of average risk-weighted assets.

## Calculations

Average balances (assets, loans and acceptances, and deposits)
Calculated using methods intended to approximate the average of the daily balances for the period.

## Average common equity

Calculated using methods intended to approximate the average of the daily balances for the period For the business segments, calculated using methods intended to approximate the average of the
daily attributed capital for the period.

## Average earning assets, net

Average earning assets include interest-bearing deposits with other banks, securities, net of applicable allowance, assets purchased under reverse repurchase agreements and securities borrowed, loans, net of allowance, cash collateral and margin deposits. Insurance assets, and all other assets not specified are excluded. The averages are based on the daily balances for the period.

## Capital charge

Calculated by multiplying the cost of capital by the amount of average common equity. The cost of capital
is a proxy for the after-tax return that we estimate to be required by shareholders for the use of their capital

Dividend yield
Dividends per common share divided by the average of the high and low share prices in the relevant period

## Diluted EPS

Diluted EPS is net income attributable to common shareholders divided by the average diluted shares outstanding. Both net income and number of shares outstanding have been adjusted for the impact of exchangeable shares.

Effective tax rate (teb)
$\frac{\text { Effective tax rate (teb) }}{\text { Effective tax rate (teb) is calculated using the tax provision for the period adjusted for the teb amount divided }}$ by the net income before tax for the period also adjusted for the teb amount. For teb, refer to Definitions above.

## Market capitalization

End of period common shares outstanding multiplied by the closing common share price on the Toronto Stock Exchange.

Net interest margin (NIM) (average assets)
Net interest income as a percentage of total average assets
Net interest margin (NIM) (average earning assets, net)
Net interest income as a percentage of total average earning assets, net.
Net write-offs
Gross write-offs less recoveries of amounts previously written off.

## Operating leverage

The difference between our revenue growth rate and non-interest expense growth rate. For adjusted operating leverage ratio, refer to the non-GAAP measures on page 53 .

## Non-interest expense Growth

The growth rate is calculated based on Non-interest expense in the same period a year ago. For adjusted Non-interest expense growth refer to the non-GAAP measures on page 53

Revenue Growth
The growth rate is calculated based on revenue in the same period a year ago. For adjusted revenue growth, refer to the non-GAAP measures on page 53 .

Risk-weighted assets (RWA) - Basel III
Used in the calculation of risk-based capital ratios as defined by the guidelines issued by OSFI. The guidelines are Basel III effective January 1, 2013 and the "Basel III: A global regulatory framework for more resilien banks and banking systems - December 2010 (rev June 2011)" issued by the Basel Committee on Banking Supervision (BCBS) and adopted by OSFI effective January 2013. A majority of our credit risk portfolios use IRB Approach and the remainder uses Standardized Approach for the calculation of RWA based on the total exposure (i.e. exposure at default, and counterparty risk weights). For market risk measurement we use the internal models approach for products with regulatory approval and a standardized approach for all other products. For Operational risk, we use the Advanced Measurement
Approach. In addition, Basel III requires a transitional capital floor adjustment.
n.a.

Not applicable


[^0]:    ${ }_{2}^{1}$ Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.
    ${ }^{2}$ Under IFRS 9, PCL relates primarily to loans, acceptances and commitments and also to all other financial assets except for those classified or designated as FVTPL and equity securities designated as FVOCI
    ${ }^{3}$ Average common shares outstanding includes the impact of treasury shares held.

[^1]:    

[^2]:    ${ }^{10}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53

[^3]:    ${ }^{1}$ Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.
    ${ }^{2}$ Excludes assets held by clients of Phillips, Hager \& North Investment Management Ltd. for which we earn either a nominal or no management fee. In Q3/18, \$nil balances of these assets were excluded.
    ${ }^{3}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53

[^4]:    This measure does not have a standardized meaning under GAAP. For further information, refer to the Key performance and non-GAAP measures section on page 53 .
    ${ }^{2}$ This is a non-GAAP measure. For further information, refer to the Key performance and non-GAAP measures section on page 53.

[^5]:    Calculated using methods intended to approximate the average of the daily balances for the period, as applicable.
    ${ }^{2}$ Average total loans are reported net of allowance for loan losses. Average retail and wholesale balances are reported on a gross basis (before deducting allowance for loan losses).
    ${ }^{3}$ To be read in conjunction with the Segment pages.

[^6]:    Amount include assets that we have securitized but continue to service.
    Other primarily relates to foreign exchange translation gains and losses. For bond participation certificates, maturity of bonds is also included in this category

[^7]:    ${ }^{1}$ Reflects required EDTF format.
     adjustment, premium paid on common shares purchased for cancellation and common equity issued by consolidated subsidiaries to third parties
    ${ }^{3}$ Includes changes to capital issued by consolidated bank subsidiaries to third parties and non-qualifying capital instruments.
    ${ }^{4}$ Includes changes to non-qualifying capital issued by consolidated bank subsidiaries to third parties, non-qualifying capital instruments and eligible collective allowance.

[^8]:    There are several key differences under current Basel and IFF
    further information refer to our Q3/18 Report to Shareholders
    Includes loans and acceptances outstanding and undrawn exposure and represents EAD, which is the expected gross exposure upon the default of an obligor. This amount is before allowance for loan losses and excludes the effects of credit risk mitigation
    Represenis the exposure-weighted average of $E A D$ rate, PD,
    RWA are calculated on exposure atter credit risk mitioation

[^9]:    Prior to the adoption of IFRS 9 Financial Instruments, realized losses include impairments of AFS securities.

[^10]:    As at Q3/18, positive and negative fair values exclude market and credit valuation adjustments of $\$ 618$ million and $\$(26)$ million respectively that are determined on a pooled basis.

