## Supplementary Financial Information



For the period ended October 31, 2013
(UNAUDITED)
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Investor \& Treasury Services
Capital Markets
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```


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1 Glossary

The financial information in this document is in Canadian dollars and is based on unaudited interim Condensed Consolidated Financial Statements for the quarter ended October 31 , 2013 presented in compliance with International Accounting Standard (IAS) 34, Interim Financial Reporting unless otherwise noted. This document is not audited and should be read in conjunction with our 2013 Annual Report Certain comparative amounts have been reclassified to conform to the current period's presentation.

## Capital Disclosure Requirements related to Basel III Pillar 3

Domestic Systemically Important Banks (D-SIBs) are required to make capital disclosures as described in Part 4 of the Advisory published by OSFI in July 2013 " Public Capital Disclosures Required related to Basel III Pillar 3 ". As of Q3 2013, we are disclosed the following capital information
i) All-in capital disclosure reports a breakdown of the institution's regulatory capital adjustments or deductions to enhance transparency and ensure comparability (pp. 21, 22);
ii) Balance sheet reconciliation requirements set out a 3-step approach to achieve a full reconciliation of all regulatory elements back to the audited balance sheet (pp. $23-26$ );
iii) Transitional capital disclosure which reports the components of capital that are benefiting from transitioning and will ensure that disclosure during the transitional period is consistent and comparable across institutions in different jurisdictions (p. 22).
iv) 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. Beginning this quarter, 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/pdf/capitalq413.pdf.

## 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 contained in this document.

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For a full index of where to find all EDTF related disclosures, see p. 98 of our 2013 Annual Report.

Canadian auto finance and deposit business of Ally Financial Inc.
On February 1, 2013, we completed the acquisition of $100 \%$ of the shares of the Canadian auto finance and deposit business of Ally Financial Inc. for cash consideration of $\$ 3.7$ billion.

| Q44/13 |
| :--- |
| Q3113 |


| SELECTED INCOME STATEMENT INFORMATION |
| :--- |
| Net interest income |
| Non-interest income |
| Total revenue |
| Provision for credit losses (PCL) |
| Insurance policyhholderbenefts, claims and acquisition expense |
| Non-interest expense (NIE) |
| Net income from continuing operations |
| Net toss from discontinued operations |
| Net income |
| Less: Non-controlling interest |
| Perefred dividenss |
| Net income available to common shareholders |
| Add: Dilutive impact of exchangeable shares |
| Net income available to common shareholders including dilutive impact of exchangeable shares |


| \$1.41 | \$1.54 | \$1.28 | \$1.37 | \$1.26 | \$1.49 | \$1.00 | \$1.23 | \$1.03 | \$5.60 | \$4.98 | \$4.25 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$1.40 | \$1.52 | \$1.27 | \$1.36 | \$1.25 | \$1.47 | \$0.99 | \$1.22 | \$1.02 | \$5.54 | \$4.93 | \$4.19 |
| 18.6 \% | 20.9\% | 18.5\% | 19.6\% | 18.7\% | 22.7\% | 16.1\% | 19.7\% | 17.1\% | 19.4 \% | 19.3\% | 18.7\% |
| 29.3\% | 33.5\% | 30.5\% | 32.6\% | 29.0\% | 35.1\% | 24.2\% | 27.5\% | 24.2\% | 31.4\% | 29.0 \% | 28.4\% |
| 0.99\% | 1.06\% | 0.92\% | 0.98\% | 0.92\% | 1.09\% | 0.79\% | 0.91\% | 0.76\% | 0.99\% | 0.93 \% | 0.83\% |
| 2.64 \% | 2.90\% | 2.55\% | 2.71\% | 2.71\% | 3.20\% | 2.33\% | 2.58\% | 2.29\% | 2.70 \% | 2.71 \% | 2.44\% |
| 52.2 \% | 55.4\% | 51.6\% | 51.2\% | 51.5\% | 48.5\% | n.a. | n.a. | n.a. | 52.6\% | n.a. | n.a. |
| n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | \$1.02 | \$1.24 | \$1.06 | n.a. | \$5.01 | \$4.62 |
| n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | \$1.01 | \$1.23 | \$1.05 | n.a. | \$4.96 | \$4.55 |
| n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 16.5\% | 20.0\% | 17.5\% | n.a. | 19.5 \% | 20.3\% |
| n.a. | n.a. | n.a. | n.a. | n.a. | п.a. | 25.1\% | 29.3\% | 26.3\% | n.a. | 29.7 \% | 33.7\% |
| n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 0.82\% | 0.95\% | 0.80\% | n.a | 0.95\% | 0.93\% |
| n.a. | n.a. | n.a. | п.a. | n.a. | п.a. | 55.7\% | 48.5\% | 52.7\% | n.a. | 50.9\% | 51.3\% |



| 12.0\% | $3.4 \%$ | 25.7 \% | 10.6\% | 19.0\% | 33.6 \% | (8.2)\% | (6.1)\% | n.a. | 11.7\% | 9.0\% | n.a. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6.0\% | (6.9)\% | 12.2 \% | 4.4\% | 12.3\% | 12.5\% | 1.4\% | 4.9\% | n.a. | 3.7\% | 7.7\% | n.a. |
| 7.5\% | 6.4 \% | 4.0\% | 10.4\% | 9.7\% | 10.0\% | 8.6 \% | 0.1\% | n.a. | 7.0\% | 7.0\% | n.a. |
| 0.32\% | $0.26 \%$ | 0.29\% | 0.35\% | 0.37\% | 0.34\% | 0.39\% | $0.30 \%$ | 0.31\% | 0.31\% | 0.35\% | 0.33\% |
| 1.56 \% | 1.56 \% | 1.53 \% | 1.56 \% | 1.53 \% | 1.61\% | 1.58 \% | 1.52 \% | 1.47 \% | 1.55\% | 1.56 \% | 1.52 \% |
| 2.30\% | 2.32 \% | 2.21 \% | 2.28 \% | 2.24\% | 2.43\% | 2.28 \% | 2.26 \% | 2.29 \% | 2.31 \% | 2.30\% | $2.34 \%$ |
| 58.0\% | 53.0\% | 58.5\% | 58.5\% | 57.8\% | 57.6\% | 56.2\% | 60.4\% | 55.8 \% | 57.1\% | 58.0\% | $58.9 \%$ |
| 18.3\% | 14.3\% | 23.5\% | 26.2\% | 24.0\% | 16.2\% | 24.8\% | 22.6 \% | 20.3\% | 20.6\% | 21.7 \% | 22.4 |

SHARE INFORMATIO

| Common shares outstanding (000s) ${ }^{5}$ | - end of period <br>  <br>  <br>  <br>  <br> - average (basic) |
| ---: | :--- |
| average (diluted) |  |


| 1,441,056 | 1,440,178 | 1,444,372 | 1,446,267 | 1,445,303 | 1,444,300 | 1,442,843 | 1,440,857 | 1,438,376 | 1,441,056 | 1,445,303 | 1,438,376 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,440,911 | 1,443,350 | 1,445,238 | 1,445,489 | 1,444,189 | 1,443,457 | 1,441,761 | 1,439,252 | 1,437,023 | 1,443,735 | 1,442,167 | 1,430,722 |
| 1,462,728 | 1,465,991 | 1,468,008 | 1,469,330 | 1,469,304 | 1,469,513 | 1,467,063 | 1,467,527 | 1,465,927 | 1,466,529 | 1,468,287 | 1,471,493 |
| (47) | 17 | 12 | 45 | (42) | 63 | 31 | (4) | 6 | (47) | (42) | 6 |
| (666) | 107 | (701) | 327 | (543) | (261) | 382 | (295) | (146) | (666) | (543) | (146) |
| 10,604 | 11,482 | 12,051 | 12,245 | 12,304 | 13,306 | 13,531 | 14,421 | 14,413 | 10,604 | 12,304 | 14,413 |
| 5,711 | 6,588 | 7,079 | 7,264 | 6,544 | 7,546 | 7,734 | 8,557 | 8,688 | 5,711 | 6,544 | 8,688 |
| \$0.67 | \$0.63 | \$0.63 | \$0.60 | \$0.60 | \$0.57 | \$0.57 | \$0.54 | \$0.54 | \$2.53 | \$2.28 | \$2.08 |
| 4.0\% | 4.1\% | 4.1\% | 4.1\% | 4.4\% | 4.3\% | 4.1\% | 4.4\% | 4.5\% | 4.0\% | 4.5\% | 3.9\% |
| 47\% | 41\% | 49\% | 44\% | 48\% | 38\% | 56\% | 44\% | 51\% | 45\% | 45\% | 45\% |
| 965 | 908 | 910 | 868 | 867 | 824 | 822 | 778 | 777 | 3,651 | 3,291 | 2,979 |
| 61 | 63 | 64 | 65 | 65 | 64 | 65 | 64 | 65 | 253 | 258 | 258 |
| \$30.48 | \$29.59 | \$28.68 | \$28.00 | \$27.31 | \$26.56 | \$25.38 | \$25.09 | \$24.25 | \$30.48 | \$27.31 | \$24.25 |
| \$70.76 | \$65.66 | \$64.92 | \$62.86 | \$58.78 | \$57.09 | \$59.13 | \$54.87 | \$52.06 | \$70.76 | \$59.13 | \$61.53 |
| \$63.07 | \$58.55 | \$58.82 | \$54.51 | \$50.45 | \$48.70 | \$52.45 | \$43.30 | \$44.38 | \$54.51 | \$43.30 | \$44.38 |
| \$70.02 | \$64.16 | \$60.78 | \$62.12 | \$56.94 | \$51.38 | \$57.09 | \$52.37 | \$48.62 | \$70.02 | \$56.94 | \$48.62 |
| 100,903 | 92,402 | 87,789 | 89,842 | 82,296 | 74,208 | 82,372 | 75,458 | 69,934 | 100,903 | 82,296 | 69,934 |
| 2.30 | 2.17 | 2.12 | 2.22 | 2.09 | 1.93 | 2.25 | 2.09 | 2.00 | 2.30 | 2.09 | 2.00 |

[^0]| FINANCIAL HIGHLIGHTScontinued (Millions of Canadian dollars, except percentage and per share amounts or otherwise noted) | $\begin{aligned} & \text { BASELIII } \\ & \text { IFRSS } \end{aligned}$ |  |  |  | BASELII |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | IFRS |  |  |  | cgas | IFRS |  | cGAAP |
|  | Q4113 | Q313 | Q213 | Q113 | Q4112 | Q312 | Q212 | Q112 | Q4/11 | 2013 | 2012 | 2011 |
| CAPITAL MEASURES - CONSOLIDATED ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 capital ratio ${ }^{2}$ | 9.6\% | 9.2\% | 9.1\% | $9.3 \%$ | n.a. | n.a. | n.a. | n.a. | n.a. | 9.6\% | n.a. | n.a. |
| Tier 1 capital ratio | 11.7\% | 11.3\% | 11.2\% | 11.5\% | 13.1\% | 13.0\% | 13.2\% | 12.2\% | 13.3\% | 11.7\% | 13.1\% |  |
| Total capital ratio | 14.0\% | 13.7\% | 14.0\% | 14.3\% | 15.1\% | 15.0\% | 15.2\% | 14.5\% | 15.3\% | 14.0\% | 15.1\% | 15.3\% |
| Assets-to-capital multiple ${ }^{3}$ | 16.6x | 16.8x | 16.6x | 16.2x | 16.7X | 16.7x | 16.8x | $16.6 \times$ | 16.1x | 16.6 x | 16.7x | $16.1 \times$ |
| Risk-weighted assets (\$ billions) | 319.0 | 314.8 | 311.4 | ${ }^{303.1}$ | 280.6 | 278.4 | 267.1 | 285.5 | 267.8 | 319.0 | 280.6 | 267.8 |
| Gross-adiusted assets (\$ b illions) ${ }^{3}$ | 807.0 | 792.0 | 788.7 | 762.7 | 740.8 | 729.0 | 714.6 | 717.5 | 684.6 | 807.0 | 740.8 | 684.6 |
|  | Q4/13 | Q313 | Q213 | Q113 | Q4/12 | Q312 | Q212 | Q112 | Q411 | 2013 | 2012 | 2011 |
| SELECTED BALANCE SHEET INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |
| Average loans and acceptances | 416,600 | 410,200 | 404,400 | 391,000 | 385,900 | 377,700 | 366,300 | 359,300 | 352,000 | 405,600 | 372,300 | 346,900 |
| Total assets | 860,819 | 851,304 | 867,530 | 837,585 | 825,100 | 824,394 | 800,371 | 815,016 | 793,833 | 860,819 | 825,100 | 793,833 |
| Average assets | 849,500 | 864,600 | 861,800 | 837,300 | 824,600 | 815,000 | 787,800 | 814,500 | 823,700 | 853,200 | 810,600 | 77,900 |
| Average earning assets | 711,200 | 717,600 | 707,700 | 680,100 | 663,100 | 643,400 | 629,900 | 618,800 | 623,800 | 703,700 | 638,600 | 620,900 |
| Deposits | 558,480 | 546,213 | 531,247 | 514,661 | 508,219 | 502,804 | 495,875 | 489,827 | 479,102 | 558,480 | 508,219 | 479,102 |
| Common equity | 43,939 | 42,614 | 41,438 | 40,500 | 39,453 | 38,357 | 36,625 | 36,159 | 34,889 | 43,939 | 39,453 | 34,889 |
| Average common equity | 43,350 | 42,200 | 41,000 | 40,000 | 38,850 | 37,700 | 36,400 | 35,600 | 34,400 | 41,650 | 37,150 | 32,600 |
| MARKET RISK MEASURES - NON TRADING BANKING ACTVVTIESBefore-tax impact of $1 \%$ increase in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk ${ }^{4}$ | 391 | 439 | 437 | 489 | 397 | 329 | 340 | 331 |  | 391 | 397 |  |
| Economic value of equity | (540) | (502) | (500) | (464) | (497) | (529) | (463) | (383) | (454) | (540) | (497) | (454) |
| Before-tax impact of 1\% decrease in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk ${ }^{4}$ | (303) | (311) | (311) | (346) | (322) | (240) | (212) | (173) | (161) | (303) | (322) | (161) |
| Economic value of equity | 446 | 375 | 337 | 387 | 405 | 426 | 374 | 351 | 412 | 446 | 405 | 412 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (fulltime equivalent) <br> Canada |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| us | 7,699 | 7,864 | 7,630 | 7,617 | 7,609 | 7,752 | 7,298 | 7,413 | 7,588 | 7,699 | 7,609 | 7,588 |
| Other | 13,587 | 13,962 | 14,148 | 14,378 | 14.544 | 14,552 | 10,639 | 10,727 | 10,673 | 13,587 | 14,544 | 10,673 |
| Total | 74,247 | 75,376 | 74,600 | 74,434 | 74,377 | 75,139 | 68,201 | 68,337 | 68,480 | 74,247 | 74,377 | 68,480 |
| Number of banking branches |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 1,255 | 1,250 | 1,246 | 1,241 | 1,239 | 1,232 | 1,227 | 1,221 | 1,214 | 1,255 | 1,239 | 1,214 |
| Total Other | 117 | 118 | 122 | 122 | 122 | 123 | 124 | 124 | 124 | 117 | 122 | 124 |
|  | 1,372 | 1,368 | 1,368 | 1,363 | 1,361 | 1,355 | 1,351 | 1,345 | 1,338 | 1,372 | 1,361 | 1,338 |
| Number of automated teller machines (ATM) | 4,973 | 5.043 | 5.114 | 5.096 | 5.065 | 4.948 | 4.819 | 4,704 | 4.626 | 4,973 | 5,065 | 4.626 |
| ADJUSTED BASIS MEASURES - Continuing Ops |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders including dilitive impact of exchangeable shares | 2,047 | 2,230 | 1,861 | 1,993 | 1,836 | 2,166 |  |  |  | 8,131 | 7,237 | 6,163 |
| Less: Net loss from discontinued operations |  |  |  |  |  |  | (30) | (21) | (38) |  | (51) | (526) |
| Net income available to common shareholders from continuing operation including dilutive impact of exchangeable shares | 2,047 | 2,230 | 1,861 | 1,993 | 1,836 | ${ }^{2,166}$ | 1,486 | 1,800 | 1,532 | 8,131 | 7,288 | 6,689 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 30 | 31 | 29 | 27 | 26 | 29 | 28 | 29 | 31 | 117 | 112 | 123 |
|  |  | . | . | . | . | 11 | 202 | . |  |  | 213 |  |
|  |  | - | . | - |  | (181) |  |  |  |  | (181) |  |
|  |  | - |  | - |  | (92) | . | - |  |  | ${ }^{(92)}$ |  |
|  |  | - | 31 | - |  | - | - | - |  | 31 |  |  |
|  | (124) | (90) |  |  |  |  |  |  |  | (214) |  |  |
|  | 118 |  | . | . | - | - | . | . |  | 118 | . |  |
| Charge related to certain individual life insurance policies | 2,071 | 2,171 | 1,921 | 2,020 | 1,862 | 1,933 | 1,716 | 1,829 | 1,563 | 8,183 | 7,340 | 6,812 |
| Adjusted EPS | \$1.43 | \$1.50 | \$1.32 | \$1.39 | \$1.28 | \$1.33 | \$1.18 | \$1.26 | \$1.08 | ${ }^{55.63}$ | \$5.05 | \$4.71 |
| Adjusted diluted EPS | \$1.42 | \$1.48 | \$1.31 | \$1.38 | \$1.27 | \$1.31 | \$1.17 | \$1.25 | \$1.07 | \$5.58 | \$5.00 | \$4.63 |
| Adjusted ROE | 18.8\% | 20.3\% | 19.1\% | 19.9\% | 18.9\% | 20.2\% | 19.0\% | 20.3\% | 17.9\% | 19.5\% | 19.6\% | 20.7\% |
| ECONOMIC PROFIT - Continuing Ops |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,563 | 1,876 | 1,609 | 8.429 | 7.590 | 6,970 |
| Non-controlling interests | (24) | (25) | (24) | (25) | (23) | (24) | (25) | ${ }^{(25)}$ | (25) | (98) | (97) | (101) |
| Ater-tax effect of amorization of other intangibles | 30 | ${ }^{31}$ | 29 | 27 | ${ }^{26}$ | 29 | ${ }^{28}$ | 29 | 31 | 117 | 112 | 123 |
| Goodwill and intangibles writedown Capital Charge |  |  |  |  |  | $\begin{array}{r}7 \\ \hline 966\end{array}$ | 161 |  |  |  | 168 $(3744)$ |  |
| $\underset{\text { Capial Charge }}{\text { Economic Profit }}$ | ${ }_{1.136}(989$ | ${ }_{1}(1343)$ | ${ }_{1}$ (914) | ${ }_{1}(122)$ | ${ }_{992}$ | (966) | (904) 823 | (882) | ${ }_{729}{ }^{893}$ | $\frac{(3,792)}{4656}$ | $\frac{(3,744)}{4029}$ | $\frac{(3,213)}{3779}$ |

[^1]${ }^{4}$ Amounts represent the 12 -month Net interest income exposure to an instantaneous and sustained shift in interest rates.

| STATEMENTS OF INCOME (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3112 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | 5,390 | 5,350 | 5,133 | 5,277 | 5,202 | 5,379 | 5,100 | 5,171 | 5,216 | 21,150 | 20,852 | 20,813 |
| Interest expense | 2,040 | 1,957 | 1,910 | 1,992 | 2,027 | 2,090 | 2,069 | 2,168 | 2,259 | 7,899 | 8,354 | 9,456 |
| Total | 3,350 | 3,393 | 3,223 | 3,285 | 3,175 | 3,289 | 3,031 | 3,003 | 2,957 | 13,251 | 12,498 | 11,357 |
| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts | 278 | 273 | 272 | 272 | 279 | 263 | 254 | 256 | 263 | 1,095 | 1,052 | 1,008 |
| Other payment services | 90 | 88 | 82 | 82 | 83 | 84 | 79 | 78 | 80 | 342 | 324 | 315 |
| Service charges | 368 | 361 | 354 | 354 | 362 | 347 | 333 | 334 | 343 | 1,437 | 1,376 | 1,323 |
| Insurance premiums, investment and fee income | 1,083 | 561 | 1,246 | 1,021 | 1,098 | 1,323 | 926 | 1,550 | 1,214 | 3,911 | 4,897 | 4,474 |
| Trading revenue | 260 | 100 | 151 | 356 | 258 | 295 | 349 | 396 | (219) | 867 | 1,298 | 655 |
| Investment management and custodial fees | 663 | 637 | 605 | 609 | 566 | 515 | 496 | 497 | 497 | 2,514 | 2,074 | 1,999 |
| Mutual fund revenue | 672 | 669 | 622 | 594 | 569 | 514 | 506 | 499 | 505 | 2,557 | 2,088 | 1,975 |
| Securities brokerage commissions | 334 | 346 | 336 | 321 | 330 | 292 | 304 | 287 | 331 | 1,337 | 1,213 | 1,331 |
| Underwriting and other advisory fees | 394 | 305 | 401 | 469 | 375 | 379 | 386 | 294 | 277 | 1,569 | 1,434 | 1,485 |
| Foreign exchange revenue, other than trading | 187 | 200 | 186 | 175 | 203 | 129 | 177 | 146 | 181 | 748 | 655 | 684 |
| Card service revenue | 230 | 251 | 232 | 254 | 234 | 243 | 206 | 237 | 221 | 967 | 920 | 882 |
| Credit fees | 320 | 240 | 246 | 286 | 220 | 267 | 173 | 188 | 173 | 1,092 | 848 | 707 |
| Net gain (loss) on available-for-sale securities | 51 | 27 | 44 | 66 | 80 | 42 | (17) | 15 | (2) | 188 | 120 | 104 |
| Share of (loss) profit in associates | (1) | (1) | 2 | 6 | (1) | 9 | 6 | 10 | (12) | 6 | 24 | (7) |
| Other | 59 | 129 | 121 | 114 | 49 | 112 | 48 | 118 | 226 | 423 | 327 | 669 |
| Total | 4,620 | 3,825 | 4,546 | 4,625 | 4,343 | 4,467 | 3,893 | 4,571 | 3,735 | 17,616 | 17,274 | 16,281 |
| Total revenue | 7,970 | 7,218 | 7,769 | 7,910 | 7,518 | 7,756 | 6,924 | 7,574 | 6,692 | 30,867 | 29,772 | 27,638 |
| Provision for credit losses | 335 | 267 | 288 | 349 | 362 | 324 | 348 | 267 | 276 | 1,239 | 1,301 | 1,133 |
| Insurance policyholder benefits, claims and acquisition expense | 878 | 263 | 938 | 705 | 770 | 1,000 | 640 | 1,211 | 867 | 2,784 | 3,621 | 3,358 |
| Non-interest expense | 4,164 | 4,001 | 4,011 | 4,051 | 3,873 | 3,759 | 3,857 | 3,671 | 3,530 | 16,227 | 15,160 | 14,167 |
| Net income before income taxes | 2,593 | 2,687 | 2,532 | 2,805 | 2,513 | 2,673 | 2,079 | 2,425 | 2,019 | 10,617 | 9,690 | 8,980 |
| Income taxes | 474 | 383 | 596 | 735 | 602 | 433 | 516 | 549 | 410 | 2,188 | 2,100 | 2,010 |
| Net income from continuing operations | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,563 | 1,876 | 1,609 | 8,429 | 7,590 | 6,970 |
| Net loss from discontinued operations |  |  | - |  | - | - | (30) | (21) | (38) | - | (51) | (526) |
| Net income | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,533 | 1,855 | 1,571 | 8,429 | 7,539 | 6,444 |
| Net income (loss) attributable to: |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders | 2,095 | 2,279 | 1,912 | 2,045 | 1,888 | 2,216 | 1,508 | 1,830 | 1,546 | 8,331 | 7,442 | 6,343 |
| Non-controlling interests ( NCl ) | 24 | 25 | 24 | 25 | 23 | 24 | 25 | 25 | 25 | 98 | 97 | 101 |
| Net income | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,533 | 1,855 | 1,571 | 8,429 | 7,539 | 6,444 |
| Net income | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,533 | 1,855 | 1,571 | 8,429 | 7,539 | 6,444 |
| Non-controlling interests | (24) | (25) | (24) | (25) | (23) | (24) | (25) | (25) | (25) | (98) | (97) | (101) |
| Preferred dividends | (61) | (63) | (64) | (65) | (65) | (64) | (65) | (64) | (65) | (253) | (258) | (258) |
| Net income available to common shareholders | 2,034 | 2,216 | 1,848 | 1,980 | 1,823 | 2,152 | 1,443 | 1,766 | 1,481 | 8,078 | 7,184 | 6,085 |

```
Total trading revenue
    Net interest income
    Nerest come
    Total
```

Trading revenue by product
Interest rate and credit
Equities
Foreign exchange and commodities
Total
Trading revenue (teb) by produc
Interest rate and credit
Equities
Foreign exchange and commodities Total (teb)

Trading revenue (teb) by product - Capital Markets Interest rate and credit
Equities
Foreign exchange and commodities
Total (teb)

| 390 | 418 | 415 | 438 | 367 | 365 | 412 | 388 | 386 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 260 | 100 | 151 | 356 | 258 | 295 | 349 | 396 | (219) |
| 650 | 518 | 566 | 794 | 625 | 660 | 761 | 784 | 167 |
| 406 | 284 | 343 | 578 | 467 | 436 | 513 | 507 | (30) |
| 173 | 147 | 139 | 135 | 82 | 133 | 162 | 139 | 103 |
| 71 | 87 | 84 | 81 | 76 | 91 | 86 | 138 | 94 |
| 650 | 518 | 566 | 794 | 625 | 660 | 761 | 784 | 167 |
| 406 | 284 | 343 | 578 | 467 | 436 | 513 | 507 | (30) |
| 267 | 241 | 240 | 224 | 184 | 221 | 280 | 260 | 187 |
| 71 | 87 | 84 | 81 | 76 | 91 | 86 | 138 | 94 |
| 744 | 612 | 667 | 883 | 727 | 748 | 879 | 905 | 251 |
| 341 | 231 | 272 | 506 | 367 | 399 | 396 | 422 | (42) |
| 261 | 232 | 237 | 212 | 184 | 220 | 276 | 245 | 180 |
| 59 | 80 | 77 | 70 | 65 | 74 | 70 | 114 | 71 |
| 661 | 543 | 586 | 788 | 616 | 693 | 742 | 781 | 209 |
| 41 | 25 | 49 | 48 | 53 | 45 | 75 | 67 | 4 |


|  |  |  |
| ---: | ---: | ---: |
| 1,661 | 1,532 | 1,377 |
| 867 | 1,298 | 655 |
| 2,528 | 2,830 | 2,032 |
|  |  |  |
| 1,611 | 1,923 | 1,218 |
| 594 | 516 | 463 |
| 323 | 391 | 351 |
| 2,528 | 2,830 | 2,032 |
|  |  |  |
| 1,611 | 1,923 | 1,218 |
| 972 | 945 | 930 |
| 323 | 391 | 351 |
| 2,906 | 3,259 | 2,489 |
|  |  |  |
| 1,350 | 1,584 | 968 |
| 942 | 925 | 906 |
| 286 | 323 | 289 |
| 2,578 | 2,832 | 2,163 |
|  |  |  |
| 163 | 240 | 148 |


| GAINS (LOSSES) ON CERTAIN MARKET AND CREDIT RELATED ITEMS (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fair Value Adjustments on RBC debt |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital markets ${ }^{1}$ | 26 | (8) | (24) | (8) | (39) | 39 | (32) | 9 | 50 | (14) | (23) | 63 |
| Other segments ${ }^{2,3}$ | 3 | 4 | (8) | (7) | (12) | 1 | (3) | (1) | 24 | (8) | (15) | 3 |
| Total | 29 | (4) | (32) | (15) | (51) | 40 | (35) | 8 | 74 | (22) | (38) | 66 |
| Credit Valuation Adjustments (CVA) - MBIA ${ }^{1,2}$ | - | - | - | - | - | - | - | - | - | - | - | 102 |
| CVA - other ${ }^{1}$ | 27 | 36 | 10 | 68 | 16 | (29) | 4 | 58 | 47 | 141 | 49 | 50 |
| Credit default swaps (CDS) ${ }^{3}$ | (10) | (5) | (12) | (13) | (23) | (8) | (12) | (25) | 31 | (40) | (68) | 16 |
| BOLI ${ }^{1}$ | - | (7) | (6) | 11 | 19 | 18 | (3) | (35) | (36) | (2) | (1) | (115) |
| Consolidated SPE in Capital Markets ${ }^{4}$ | - | - | - | - | - | - | - | (1) | (105) | - | (1) | (95) |
| Total revenue impact | 46 | 20 | (40) | 51 | (39) | 21 | (46) | 5 | 11 | 77 | (59) | 24 |

## Reported as Trading revenue

${ }^{2} 2011$ amount included a gain related to MBIA settlemen
${ }^{3}$ Reported as Non-Interest Income - Other.
${ }^{4}$ SPE consolidated due to adoption of IFRS

| NON-INTEREST EXPENSE (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human resources |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 1,183 | 1,177 | 1,174 | 1,131 | 1,132 | 1,077 | 1,044 | 1,060 | 1,060 | 4,665 | 4,313 | 4,074 |
| Variable compensation | 958 | 921 | 963 | 1,082 | 884 | 907 | 948 | 911 | 684 | 3,924 | 3,650 | 3,300 |
| Benefits and retention compensation | 333 | 336 | 338 | 338 | 296 | 281 | 297 | 311 | 276 | 1,345 | 1,185 | 1,099 |
| Stock-based compensation ${ }^{1}$ | 47 | 52 | 76 | 81 | 20 | 48 | 24 | 47 | 12 | 256 | 139 | 188 |
| Total Human resources | 2,521 | 2,486 | 2,551 | 2,632 | 2,332 | 2,313 | 2,313 | 2,329 | 2,032 | 10,190 | 9,287 | 8,661 |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation | 57 | 53 | 54 | 50 | 60 | 49 | 47 | 49 | 47 | 214 | 205 | 191 |
| Computer rental and maintenance | 240 | 233 | 213 | 217 | 213 | 202 | 194 | 190 | 197 | 903 | 799 | 748 |
| Office equipment rental and maintenance | 5 | 4 | 3 | 6 | 2 | 4 | 5 | 5 | 5 | 18 | 16 | 21 |
| Total Equipment | 302 | 290 | 270 | 273 | 275 | 255 | 246 | 244 | 249 | 1,135 | 1,020 | 960 |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |
| Premises rent | 137 | 132 | 125 | 124 | 119 | 122 | 117 | 115 | 103 | 518 | 473 | 429 |
| Premises repairs and maintenance | 93 | 87 | 89 | 90 | 92 | 86 | 89 | 83 | 98 | 359 | 350 | 344 |
| Depreciation | 67 | 61 | 60 | 62 | 62 | 56 | 53 | 52 | 55 | 250 | 223 | 196 |
| Property taxes | 30 | 28 | 32 | 29 | 33 | 33 | 30 | 28 | 27 | 119 | 124 | 107 |
| Total Occupancy | 327 | 308 | 306 | 305 | 306 | 297 | 289 | 278 | 283 | 1,246 | 1,170 | 1,076 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 44 | 46 | 46 | 45 | 44 | 47 | 45 | 45 | 46 | 181 | 181 | 174 |
| Postage and courier | 25 | 25 | 28 | 26 | 26 | 24 | 28 | 26 | 23 | 104 | 104 | 102 |
| Marketing and public relations | 124 | 94 | 88 | 69 | 115 | 96 | 93 | 81 | 111 | 375 | 385 | 375 |
| Stationery and printing | 20 | 24 | 17 | 21 | 24 | 26 | 19 | 25 | 23 | 82 | 94 | 95 |
| Total Communications | 213 | 189 | 179 | 161 | 209 | 193 | 185 | 177 | 203 | 742 | 764 | 746 |
| Professional fees | 222 | 189 | 182 | 160 | 216 | 167 | 158 | 154 | 213 | 753 | 695 | 692 |
| Outsourced item processing | 60 | 61 | 69 | 60 | 55 | 64 | 70 | 65 | 64 | 250 | 254 | 266 |
| Amortization of other intangibles |  |  |  |  |  |  |  |  |  |  |  |  |
| Computer software | 111 | 109 | 104 | 103 | 110 | 96 | 92 | 94 | 87 | 427 | 392 | 332 |
| Other | 36 | 36 | 35 | 32 | 32 | 34 | 35 | 35 | 39 | 139 | 136 | 149 |
| Total Amortization of other intangibles | 147 | 145 | 139 | 135 | 142 | 130 | 127 | 129 | 126 | 566 | 528 | 481 |
| Impairment of goodwill and other intangibles ${ }^{2}$ | 10 | - | - | - | - | 7 | 161 | - | - | 10 | 168 | - |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Business and capital taxes | 35 | 30 | 20 | 25 | 20 | 19 | 37 | 25 | 22 | 110 | 101 | 93 |
| Travel and relocation | 46 | 48 | 39 | 39 | 45 | 39 | 38 | 36 | 44 | 172 | 158 | 160 |
| Employee training | 14 | 10 | 9 | 8 | 12 | 9 | 8 | 8 | 13 | 41 | 37 | 39 |
| Donations | 23 | 20 | 14 | 11 | 22 | 16 | 13 | 11 | 22 | 68 | 62 | 59 |
| Other | 244 | 225 | 233 | 242 | 239 | 250 | 212 | 215 | 259 | 944 | 916 | 934 |
| Total Other | 362 | 333 | 315 | 325 | 338 | 333 | 308 | 295 | 360 | 1,335 | 1,274 | 1,285 |
| Total non-interest expense | 4,164 | 4,001 | 4,011 | 4,051 | 3,873 | 3,759 | 3,857 | 3,671 | 3,530 | 16,227 | 15,160 | 14,167 |

[^2]| PERSONAL \& COMMERCIAL BANKING ${ }^{1}$ <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 ${ }^{2}$ | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | $2011{ }^{3}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,404 | 2,445 | 2,272 | 2,314 | 2,302 | 2,391 | 2,165 | 2,203 | 2,176 | 9,435 | 9,061 | 8,515 |
| Non-interest income | 955 | 977 | 925 | 931 | 927 | 909 | 863 | 883 | 872 | 3,788 | 3,582 | 3,510 |
| Total revenue | 3,359 | 3,422 | 3,197 | 3,245 | 3,229 | 3,300 | 3,028 | 3,086 | 3,048 | 13,223 | 12,643 | 12,025 |
| Provision for credit losses (PCL) | 276 | 226 | 254 | 241 | 298 | 300 | 318 | 251 | 270 | 997 | 1,167 | 1,142 |
| Non-interest expense | 1,624 | 1,605 | 1,518 | 1,493 | 1,526 | 1,508 | 1,444 | 1,454 | 1,469 | 6,240 | 5,932 | 5,682 |
| Income taxes | 378 | 411 | 368 | 391 | 371 | 390 | 326 | 369 | 362 | 1,548 | 1,456 | 1,461 |
| Net income ${ }^{2}$ | 1,081 | 1,180 | 1,057 | 1,120 | 1,034 | 1,102 | 940 | 1,012 | 947 | 4,438 | 4,088 | 3,740 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,776 | 1,812 | 1,677 | 1,683 | 1,680 | 1,768 | 1,568 | 1,575 | 1,571 | 6,948 | 6,591 | 6,192 |
| Business Financial Services | 750 | 781 | 721 | 738 | 742 | 736 | 695 | 721 | 708 | 2,990 | 2,894 | 2,750 |
| Cards and Payment Solutions | 634 | 628 | 602 | 620 | 598 | 589 | 554 | 589 | 572 | 2,484 | 2,330 | 2,257 |
| Canadian Banking | 3,160 | 3,221 | 3,000 | 3,041 | 3,020 | 3,093 | 2,817 | 2,885 | 2,851 | 12,422 | 11,815 | 11,199 |
| Caribbean \& U.S. Banking | 199 | 201 | 197 | 204 | 209 | 207 | 211 | 201 | 197 | 801 | 828 | 826 |
| Total | 3,359 | 3,422 | 3,197 | 3,245 | 3,229 | 3,300 | 3,028 | 3,086 | 3,048 | 13,223 | 12,643 | 12,025 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{4}$ | 27.8 \% | $31.6 \%$ | 30.1 \% | 35.1 \% | 32.8 \% | 34.2 \% | 29.1 \% | 30.0 \% | 26.9 \% | 31.0 \% | 31.5 \% | $30.9 \%$ |
| Return on risk capital (RORC) | 40.3 \% | 46.2 \% | 44.2\% | 50.9 \% | 47.8 \% | 49.2 \% | 41.3\% | 42.4 \% | $37.5 \%$ | 45.2 \% | 45.1 \% | 45.1 \% |
| Net interest margin (average earning assets) | 2.76 \% | 2.83 \% | 2.74 \% | 2.80 \% | 2.82 \% | 2.97 \% | 2.82 \% | 2.84 \% | 2.84 \% | 2.78 \% | 2.86 \% | 2.86 \% |
| Efficiency ratio Operating leverage | $\begin{aligned} & 48.3 \% \\ & (2.4) \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 46.9 \% \\ & (2.7) \% \end{aligned}$ | $\begin{array}{r} 47.5 \% \\ 0.5 \% \end{array}$ | $\begin{array}{r} 46.0 \% \\ 2.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 47.3 \% \\ 2.1 \% \end{array}$ | $\begin{gathered} 45.7 \% \\ 5.5 \% \end{gathered}$ | $\begin{aligned} & 47.7 \% \\ & (0.7) \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 47.1 \% \\ & (4.0) \% \end{aligned}$ | $\begin{array}{r} 48.2 \% \\ \text { n.a. } \\ \hline \end{array}$ | $\begin{aligned} & 47.2 \% \\ & (0.6) \% \\ & \hline \end{aligned}$ | $\begin{gathered} 46.9 \% \\ 0.7 \% \end{gathered}$ | $\begin{array}{r} 47.3 \% \\ \text { n.a. } \\ \hline \end{array}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 363,200 | 360,100 | 356,800 | 343,900 | 340,500 | 335,200 | 327,500 | 322,600 | 318,400 | 356,000 | 331,500 | 310,700 |
| Total earning assets | 345,800 | 342,500 | 339,500 | 327,600 | 325,000 | 319,800 | 312,200 | 308,600 | 304,500 | 338,900 | 316,400 | 297,200 |
| Loans and acceptances | 345,000 | 341,600 | 337,900 | 326,300 | 323,700 | 318,000 | 311,700 | 308,300 | 303,500 | 337,700 | 315,400 | 294,800 |
| Deposits | 268,200 | 264,400 | 260,800 | 255,700 | 250,200 | 245,800 | 240,600 | 239,200 | 233,300 | 262,300 | 243,900 | 221,200 |
| Attributed capital | 15,100 | 14,550 | 14,100 | 12,450 | 12,300 | 12,550 | 12,850 | 13,050 | 13,550 | 14,050 | 12,700 | 11,800 |
| Risk capital | 10,450 | 9,900 | 9,600 | 8,550 | 8,450 | 8,700 | 9,050 | 9,250 | 9,750 | 9,650 | 8,850 | 8,050 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.54 \% | 0.53 \% | 0.55 \% | 0.55 \% | 0.56 \% | 0.59 \% | 0.66 \% | 0.68 \% | 0.68 \% | 0.55 \% | 0.58 \% | 0.70 \% |
| PCL / Average net loans and acceptances | 0.32 \% | 0.26 \% | 0.31 \% | 0.29 \% | 0.37 \% | 0.38 \% | 0.41 \% | 0.32 \% | 0.35 \% | 0.30 \% | 0.37 \% | 0.39 \% |
| Net write-offs / Average net loans and acceptances | 0.29 \% | 0.28 \% | 0.29 \% | 0.26 \% | 0.33 \% | 0.36 \% | 0.34 \% | 0.30 \% | 0.37 \% | 0.28 \% | 0.34 \% | 0.38 \% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{5}$ | 192,200 | 185,800 | 185,800 | 180,800 | 179,200 | 173,600 | 172,300 | 169,400 | 165,900 | 192,200 | 179,200 | 165,900 |
| Assets under management | 3,400 | 3,300 | 3,200 | 3,100 | 3,100 | 2,900 | 2,700 | 2,800 | 2,700 | 3,400 | 3,100 | 2,700 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 1,081 | 1,180 | 1,057 | 1,120 | 1,034 | 1,102 | 940 | 1,012 | 947 | 4,438 | 4,088 | 3,740 |
| Non-controlling interests | (1) | (2) | - | (1) |  | (1) | - | (2) |  | (4) | (3) | (3) |
| Add: After-tax effect of amortization of other intangibles | 8 | 7 | 7 | 4 | 4 | 4 | 5 | 4 | 3 | 26 | 17 | 16 |
| Cash net income | 1,088 | 1,185 | 1,064 | 1,123 | 1,038 | 1,105 | 945 | 1,014 | 950 | 4,460 | 4,102 | 3,753 |
| Less: Capital charge | 349 | 334 | 315 | 287 | 317 | 326 | 325 | 338 | 369 | 1,285 | 1,306 | 1,275 |
| Economic profit | 739 | 851 | 749 | 836 | 721 | 779 | 620 | 676 | 581 | 3,175 | 2,796 | 2,478 |

 respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit Cards. Under IFRS, these transactions are being reported on our balance sheet
${ }^{2}$ Q3/12 results include a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax).
${ }^{3} 2011$ includes a gain on the sale of the remaining VISA shares of $\$ 29$ million ( $\$ 21$ million after-tax)

 for Capital Markets.
${ }^{5}$ AUA includes $\$ 32.6$ billion (Q3/13- $\$ 33.3$ billion, Q4/12- $\$ 38.4$ billion) of securitized mortgages and credit card loans.

| CANADIAN BANKING ${ }^{1,2}$ <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 ${ }^{1}$ | Q3/13 | Q2113 | Q1/13 | Q4/12 | Q3/12 ${ }^{3}$ | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | $2011{ }^{4}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,264 | 2,303 | 2,138 | 2,169 | 2,154 | 2,248 | 2,017 | 2,064 | 2,036 | 8,874 | 8,483 | 7,960 |
| Non-interest income | 896 | 918 | 862 | 872 | 866 | 845 | 800 | 821 | 815 | 3,548 | 3,332 | 3,239 |
| Total revenue | 3,160 | 3,221 | 3,000 | 3,041 | 3,020 | 3,093 | 2,817 | 2,885 | 2,851 | 12,422 | 11,815 | 11,199 |
| Provision for credit losses (PCL) | 250 | 213 | 234 | 213 | 269 | 234 | 271 | 243 | 234 | 910 | 1,017 | 1,033 |
| Non-interest expense | 1,417 | 1,432 | 1,351 | 1,330 | 1,357 | 1,330 | 1,277 | 1,294 | 1,303 | 5,530 | 5,258 | 5,082 |
| Income taxes | 391 | 413 | 372 | 392 | 367 | 402 | 332 | 354 | 366 | 1,568 | 1,455 | 1,420 |
| Net income | 1,102 | 1,163 | 1,043 | 1,106 | 1,027 | 1,127 | 937 | 994 | 948 | 4,414 | 4,085 | 3,664 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,776 | 1,812 | 1,677 | 1,683 | 1,680 | 1,768 | 1,568 | 1,575 | 1,571 | 6,948 | 6,591 | 6,192 |
| Business Financial Services | 750 | 781 | 721 | 738 | 742 | 736 | 695 | 721 | 708 | 2,990 | 2,894 | 2,750 |
| Cards and Payment Solutions | 634 | 628 | 602 | 620 | 598 | 589 | 554 | 589 | 572 | 2,484 | 2,330 | 2,257 |
| Total | 3,160 | 3,221 | 3,000 | 3,041 | 3,020 | 3,093 | 2,817 | 2,885 | 2,851 | 12,422 | 11,815 | 11,199 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{5}$ | 34.8 \% | 38.4 \% | 36.6 \% | 43.4 \% | 41.1 \% | 43.8 \% | 36.0 \% | 36.6 \% | 33.3 \% | 38.1 \% | 39.3 \% | 38.0 \% |
| Return on risk capital (RORC) | 46.0 \% | 50.9\% | 48.6 \% | 55.9 \% | 53.0 \% | 55.8 \% | 45.3 \% | 45.8\% | 41.5 \% | 50.1\% | 49.9 \% | 48.8 \% |
| Net interest margin (average earning assets) | 2.70 \% | 2.77 \% | 2.68 \% | 2.73 \% | 2.74 \% | 2.91 \% | 2.72 \% | $2.75 \%$ | 2.75 \% | 2.72 \% | 2.78 \% | 2.77 \% |
| Efficiency ratio | 44.8 \% | 44.5 \% | 45.0\% | 43.7 \% | 44.9 \% | 43.0 \% | 45.3 \% | 44.9 \% | 45.7 \% | 44.5 \% | 44.5 \% | 45.4 \% |
| Operating leverage | 0.2 \% | (3.5)\% | 0.7 \% | 2.6 \% | 1.8 \% | 8.0\% | 0.0 \% | (1.6)\% | n.a. | 0.0\% | 2.0 \% | n.a. |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 345,600 | 342,400 | 339,500 | 327,000 | 323,800 | 318,100 | 311,500 | 308,000 | 303,800 | 338,600 | 315,400 | 296,100 |
| Total earning assets | 333,200 | 330,000 | 327,400 | 315,800 | 313,100 | 307,900 | 301,700 | 298,600 | 294,300 | 326,600 | 305,300 | 287,200 |
| Loans and acceptances | 337,500 | 334,200 | 330,600 | 319,000 | 316,300 | 310,500 | 304,200 | 300,600 | 295,800 | 330,400 | 307,900 | 287,300 |
| Residential mortgages | 183,000 | 179,500 | 176,500 | 175,500 | 174,300 | 171,700 | 168,600 | 167,100 | 164,500 | 178,700 | 170,400 | 159,700 |
| Personal ${ }^{6}$ | 85,300 | 85,500 | 85,300 | 79,300 | 78,600 | 76,800 | 75,300 | 74,400 | 73,000 | 83,800 | 76,300 | 70,500 |
| Credit cards | 13,800 | 13,600 | 13,200 | 13,600 | 13,300 | 13,000 | 12,500 | 12,800 | 12,800 | 13,600 | 12,900 | 12,900 |
| Small business | 3,900 | 3,900 | 4,100 | 2,600 | 2,600 | 2,500 | 2,500 | 2,400 | 2,500 | 3,600 | 2,500 | 2,500 |
| Total Retail | 286,000 | 282,500 | 279,100 | 271,000 | 268,800 | 264,000 | 258,900 | 256,700 | 252,800 | 279,700 | 262,100 | 245,600 |
| Wholesale | 51,500 | 51,700 | 51,500 | 48,000 | 47,500 | 46,500 | 45,300 | 43,900 | 43,000 | 50,700 | 45,800 | 41,700 |
| Personal Deposits | 160,600 | 158,000 | 156,600 | 152,100 | 149,100 | 147,600 | 145,400 | 143,400 | 138,900 | 156,800 | 146,400 | 132,100 |
| Business Deposits | 93,000 | 91,900 | 90,200 | 90,000 | 87,500 | 84,200 | 81,700 | 82,100 | 80,600 | 91,300 | 83,900 | 76,500 |
| Attributed capital | 12,350 | 11,850 | 11,500 | 9,950 | 9,800 | 10,050 | 10,400 | 10,600 | 11,050 | 11,400 | 10,200 | 9,450 |
| Risk capital | 9,350 | 8,950 | 8,650 | 7,750 | 7,600 | 7,900 | 8,250 | 8,450 | 8,850 | 8,650 | 8,050 | 7,350 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.35 \% | 0.33 \% | 0.36 \% | 0.35 \% | 0.36 \% | 0.37 \% | 0.42 \% | 0.43 \% | 0.43 \% | 0.36 \% | 0.37 \% | 0.44 \% |
| PCL / Average net loans and acceptances | 0.29 \% | 0.25 \% | 0.29 \% | 0.26 \% | 0.34 \% | 0.30 \% | $0.36 \%$ | 0.32 \% | 0.31 \% | 0.28 \% | 0.33 \% | $0.36 \%$ |
| Net write-offs / Average net loans and acceptances | 0.28 \% | 0.26\% | 0.26 \% | 0.25\% | 0.30\% | 0.32 \% | 0.33\% | $0.30 \%$ | 0.32 \% | 0.26\% | 0.31 \% | 0.35\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{7}$ | 183,600 | 177,300 | 177,500 | 172,900 | 171,100 | 165,600 | 164,500 | 161,500 | 158,000 | 183,600 | 171,100 | 158,000 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles | 2 | 3 | 3 | , | - | - | - | - |  | 8 | - |  |
| Cash net income | 1,104 | 1,166 | 1,046 | 1,106 | 1,027 | 1,127 | 937 | 994 | 948 | 4,422 | 4,085 | 3,664 |
| Less: Capital charge | 285 | 273 | 256 | 230 | 253 | 261 | 263 | 275 | 301 | 1,044 | 1,052 | 1,021 |
| Economic profit | 819 | 893 | 790 | 876 | 774 | 866 | 674 | 719 | 647 | 3,378 | 3,033 | 2,643 |

${ }^{1}$ We completed the acquisition of the Canadian automotive finance and deposit business of Ally Financial Inc. on February 1,2013 . In Q4 2013, this acquisition contributed earnings of $\$ 27$ million, which reflected revenue of $\$ 70$ million, non-interest expense of $\$ 29$ million, including $\$ 13$ million ( $\$ 9$ million after-tax) of integration costs and amortization of intangibles, and PCL of $\$ 5$ million.
${ }^{2}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q4/13, the average securitized residential mortgage and credit card loans included were $\$ 53.9$ billion and $\$ 7.2$ billion, respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit cards. Under IFRS, these transactions are being reported on our balance sheet.
${ }_{4}^{3}$ Q3/12 results include a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax). Excluding the items adjusted, ROE was $40.2 \%$, NIM was $2.74 \%$, efficiency ratio was $44.8 \%$ and operating leverage was $3.5 \%$.
${ }^{4} 2011$ includes a gain on the sale of the remaining VISA shares of $\$ 29$ million ( $\$ 21$ million after-tax).

 for Capital Markets
${ }^{6}$ As at Q4/13, average personal secured loans was $\$ 62.9$ billion and average personal unsecured loans was $\$ 22.4$ billion. The loans are secured by securities, residential real estate, automotive assets and government guarantees.
${ }^{7}$ AUA includes $\$ 32.6$ billion (Q3/13- $\$ 33.3$ billion, Q4/12 - $\$ 38.4$ billion) of securitized mortgages and credit card loans.

| WEALTH MANAGEMENT <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 103 | 104 | 93 | 96 | 95 | 98 | 98 | 102 | 96 | 396 | 393 | 365 |
| Fee-based revenue | 910 | 890 | 835 | 828 | 769 | 742 | 732 | 721 | 726 | 3,463 | 2,964 | 2,821 |
| Transactional and other revenue ${ }^{1}$ | 373 | 374 | 401 | 391 | 380 | 339 | 370 | 349 | 345 | 1,539 | 1,438 | 1,513 |
| U.S. Wealth accumulation plan gains/(losses) ${ }^{2}$ | 29 | 19 | 16 | 25 | 17 | (12) | 19 | 16 | (16) | 89 | 40 | 9 |
| Total revenue | 1,415 | 1,387 | 1,345 | 1,340 | 1,261 | 1,167 | 1,219 | 1,188 | 1,151 | 5,487 | 4,835 | 4,708 |
| Provision for credit losses (PCL) | 42 | 10 | (1) | - | - | - | (1) | - |  | 51 | (1) |  |
| Non-interest expense ${ }^{1}$ | 1,056 | 1,043 | 1,014 | 1,003 | 958 | 945 | 929 | 925 | 904 | 4,116 | 3,757 | 3,561 |
| U.S. Wealth accumulation plan (gains)/losses ${ }^{2}$ | 28 | 18 | 19 | 20 | 14 | (1) | 12 | 14 | (11) | 85 | 39 | 25 |
| Income taxes | 84 | 80 | 88 | 84 | 82 | 67 | 67 | 61 | 79 | 336 | 277 | 311 |
| Net income | 205 | 236 | 225 | 233 | 207 | 156 | 212 | 188 | 179 | 899 | 763 | 811 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 493 | 475 | 465 | 456 | 463 | 422 | 434 | 422 | 426 | 1,889 | 1,741 | 1,724 |
| U.S. \& International Wealth Management | 583 | 565 | 542 | 535 | 509 | 474 | 508 | 486 | 466 | 2,225 | 1,977 | 1,948 |
| Global Asset Management ${ }^{3}$ | 339 | 347 | 338 | 349 | 289 | 271 | 277 | 280 | 259 | 1,373 | 1,117 | 1,036 |
| Total | 1,415 | 1,387 | 1,345 | 1,340 | 1,261 | 1,167 | 1,219 | 1,188 | 1,151 | 5,487 | 4,835 | 4,708 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 14.6\% | 16.6\% | 16.4\% | 16.7\% | 15.3\% | 11.3\% | 16.1\% | 13.8\% | 12.7\% | 16.1\% | 14.1\% | 15.9\% |
| Return on risk capital (RORC) | 49.5\% | 52.6\% | 52.3\% | 56.8\% | 56.4\% | 41.8\% | 61.8\% | 51.9\% | 47.9\% | 52.8\% | 52.8\% | 65.2\% |
| Pre-tax margin | 20.4\% | 22.8\% | 23.3\% | 23.7\% | 22.9\% | 19.1\% | 22.9\% | 21.0\% | 22.4\% | 22.5\% | 21.5\% | 23.8\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 22,900 | 21,900 | 20,700 | 20,800 | 20,200 | 21,100 | 21,000 | 21,300 | 22,300 | 21,600 | 20,900 | 20,900 |
| Loans and acceptances | 13,400 | 12,500 | 11,500 | 11,000 | 10,300 | 10,200 | 9,700 | 9,400 | 8,900 | 12,100 | 9,900 | 8,200 |
| Deposits | 33,200 | 31,900 | 32,000 | 30,400 | 29,200 | 29,400 | 29,200 | 29,000 | 28,300 | 31,900 | 29,200 | 28,200 |
| Attributed capital | 5,350 | 5,450 | 5,400 | 5,300 | 5,150 | 5,200 | 5,150 | 5,150 | 5,300 | 5,400 | 5,150 | 4,850 |
| Risk capital | 1,600 | 1,700 | 1,700 | 1,550 | 1,400 | 1,400 | 1,350 | 1,350 | 1,400 | 1,650 | 1,400 | 1,200 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.72\% | 0.26\% | 0.02\% | 0.06\% | 0.06\% | 0.03\% | 0.03\% | 0.02\% | 0.10\% | 0.79\% | 0.06\% | 0.11\% |
| PCL / Average net loans and acceptances | 1.25\% | 0.31\% | (0.02)\% | 0.00\% | 0.00\% | 0.00\% | (0.04)\% | (0.01)\% | 0.00\% | 0.42\% | (0.01)\% | 0.00\% |
| Net write-offs / Average net loans and acceptances | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | (0.04)\% | (0.01)\% | 0.00\% | 0.00\% | (0.01)\% | 0.00\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 251,400 | 240,400 | 237,600 | 233,900 | 230,400 | 222,500 | 225,100 | 216,200 | 209,700 | 251,400 | 230,400 | 209,700 |
| U.S. \& International Wealth Management | 387,800 | 375,400 | 366,900 | 359,400 | 347,400 | 339,700 | 335,000 | 318,000 | 317,500 | 387,800 | 347,400 | 317,500 |
| Total | 639,200 | 615,800 | 604,500 | 593,300 | 577,800 | 562,200 | 560,100 | 534,200 | 527,200 | 639,200 | 577,800 | 527,200 |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 43,600 | 41,100 | 40,000 | 37,900 | 36,100 | 34,700 | 34,400 | 33,500 | 31,700 | 43,600 | 36,100 | 31,700 |
| U.S. \& International Wealth Management | 37,100 | 37,200 | 35,800 | 33,800 | 31,300 | 30,000 | 29,100 | 27,800 | 26,800 | 37,100 | 31,300 | 26,800 |
| Global Asset Management ${ }^{3,4}$ | 306,500 | 294,800 | 293,700 | 281,700 | 272,200 | 259,800 | 258,800 | 251,900 | 247,200 | 306,500 | 272,200 | 247,200 |
| Total | 387,200 | 373,100 | 369,500 | 353,400 | 339,600 | 324,500 | 322,300 | 313,200 | 305,700 | 387,200 | 339,600 | 305,700 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 205 | 236 | 225 | 233 | 207 | 156 | 212 | 188 | 179 | 899 | 763 | 811 |
| Non-controlling interests | 1 | - | - | (1) | - | - | - | - | - |  | - |  |
| Add: After-tax effect of amortization of other intangibles | 16 | 17 | 17 | 17 | 17 | 18 | 16 | 15 | 18 | 67 | 66 | 68 |
| Adjusted net income | 222 | 253 | 242 | 249 | 224 | 174 | 228 | 203 | 197 | 966 | 829 | 879 |
| Less: Capital charge | 124 | 125 | 120 | 123 | 134 | 135 | 130 | 133 | 144 | 492 | 532 | 525 |
| Economic profit | 98 | 128 | 122 | 126 | 90 | 39 | 98 | 70 | 53 |  |  | 474 297 354 |
| (Millions of U.S. dollars) |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. \& International Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue | 560 | 545 | 532 | 537 | 515 | 466 | 512 | 480 | 464 | 2,174 | 1,973 | 1,980 |
| Assets under administration | 371,900 | 365,500 | 364,200 | 360,400 | 347,800 | 338,700 | 339,200 | 317,200 | 318,600 | 371,900 | 347,800 | 318,600 |

${ }^{1}$ Excludes U.S. Wealth accumulation plan gains/losses.
${ }^{2}$ Gains (losses) on investments in mutual funds used as economic hedges included in revenue and related variability in market-linked compensation expense in our U.S. Wealth accumulation plan.
BlueBay Asset Management plc results are reported on a one-month lag.
${ }^{4}$ Excludes assets held by clients of Phillips, Hager \& North Investment Management Ltd. for which we earn either a nominal or no management fee. Q4/13 AUM excludes $\$ 0.5$ billion of these assets.

| INSURANCE <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net earned premiums ${ }^{1}$ | 926 | 941 | 894 | 913 | 914 | 902 | 932 | 957 | 897 | 3,674 | 3,705 | 3,533 |
| Investment income ${ }^{2}$ | 92 | (439) | 291 | 39 | 93 | 363 | (59) | 532 | 254 | (17) | 929 | 703 |
| Fee income | 82 | 59 | 61 | 69 | 91 | 58 | 53 | 61 | 64 | 271 | 263 | 239 |
| Total revenue | 1,100 | 561 | 1,246 | 1,021 | 1,098 | 1,323 | 926 | 1,550 | 1,215 | 3,928 | 4,897 | 4,475 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) ${ }^{3}$ | 878 | 263 | 938 | 705 | 770 | 1,000 | 640 | 1,211 | 867 | 2,784 | 3,621 | 3,358 |
| Non-interest expense | 143 | 137 | 134 | 135 | 134 | 126 | 126 | 129 | 129 | 549 | 515 | 498 |
| Income taxes | (28) | 1 | 8 | 17 | - | 18 | 9 | 20 | 19 | (2) | 47 | 19 |
| Net income | 107 | 160 | 166 | 164 | 194 | 179 | 151 | 190 | 200 | 597 | 714 | 600 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Insurance | 611 | 24 | 790 | 537 | 616 | 873 | 449 | 1,054 | 757 | 1,962 | 2,992 | 2,676 |
| International Insurance | 489 | 537 | 456 | 484 | 482 | 450 | 477 | 496 | 458 | 1,966 | 1,905 | 1,799 |
| Total | 1,100 | 561 | 1,246 | 1,021 | 1,098 | 1,323 | 926 | 1,550 | 1,215 | 3,928 | 4,897 | 4,475 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 31.9\% | 44.6\% | 46.0\% | 43.1\% | 50.7\% | 47.3\% | 40.6\% | 48.5\% | 40.3\% | 41.6\% | 46.8\% | 37.6\% |
| Return on risk capital (RORC) | 36.0\% | 49.9\% | 51.3\% | 47.9\% | 56.2\% | 52.6\% | 45.1\% | 53.1\% | 43.3\% | 46.5\% | 51.8\% | 41.3\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 11,600 | 11,900 | 12,000 | 12,000 | 11,900 | 11,700 | 11,400 | 11,100 | 10,800 | 11,900 | 11,500 | 10,500 |
| Attributed capital | 1,300 | 1,400 | 1,450 | 1,500 | 1,500 | 1,500 | 1,500 | 1,550 | 1,950 | 1,400 | 1,500 | 1,550 |
| Risk capital | 1,150 | 1,250 | 1,300 | 1,350 | 1,350 | 1,350 | 1,350 | 1,400 | 1,800 | 1,250 | 1,350 | 1,400 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums and deposits ${ }^{1,4}$ | 1,266 | 1,286 | 1,177 | 1,195 | 1,215 | 1,213 | 1,189 | 1,232 | 1,205 | 4,924 | 4,849 | 4,701 |
| Canadian Insurance | 605 | 593 | 568 | 578 | 597 | 602 | 572 | 591 | 605 | 2,344 | 2,362 | 2,355 |
| International Insurance | 661 | 693 | 609 | 617 | 618 | 611 | 617 | 641 | 600 | 2,580 | 2,487 | 2,346 |
| Fair value changes on investments backing policyholder liabilities ${ }^{5}$ | (28) | (553) | 170 | (80) | (35) | 256 | (196) | 385 | 123 | (491) | 410 | 214 |
| PBCAE |  |  |  |  |  |  |  |  |  |  |  |  |
| Insurance policyholder benefits and claims | 764 | 154 | 821 | 587 | 631 | 864 | 495 | 1,065 | 720 | 2,326 | 3,055 | 2,757 |
| Insurance policyholder acquisition expense | 114 | 109 | 117 | 118 | 139 | 136 | 145 | 146 | 147 | 458 | 566 | 601 |
| Insurance claims and policy benefit liabilities | 8,034 | 7,815 | 8,228 | 7,956 | 7,921 | 7,965 | 7,621 | 7,681 | 7,119 | 8,034 | 7,921 | 7,119 |
| Embedded value | 6,302 | 6,021 | 5,981 | 5,909 | 5,861 | 5,774 | 5,507 | 5,458 | 5,327 | 6,302 | 5,861 | 5,327 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | 500 | 500 | 400 | 400 | 300 | 400 | 400 | 300 | 300 | 500 | 300 | 300 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 107 | 160 | 166 | 164 | 194 | 179 | 151 | 190 | 200 | 597 | 714 | 600 |
| Non-controlling interests | - | - | - | - | - | - | - | - | - |  | - |  |
| Add: After-tax effect of amortization of other intangibles | - | - | - | - | - | - | - | - | - | - | - | - |
| Adjusted net income | 107 | 160 | 166 | 164 | 194 | 179 | 151 | 190 | 200 | 597 | 714 | 600 |
| Less: Capital charge | 29 | 33 | 33 | 34 | 39 | 39 | 37 | 40 | 53 | 129 | 155 | 169 |
| Economic profit | 78 | 127 | 133 | 130 | 155 | 140 | 114 | 150 | 147 | 468 | 559 | 431 |

${ }^{1}$ Premiums and deposits equals net earned premiums excluding the cost of premiums to other institutions for reinsurance coverage, plus segregated fund deposits
${ }^{2}$ Investment income can experience volatility arising from fluctuation in the fair value through profit or loss assets. The investments which support actuarial liabilities are predominantly fixed income assets designated as fair value through profit or loss and consequently changes in fair values of these assets are recorded in insurance premiums, investment and fee income in the consolidated statements of income. Changes in fair values of these assets are largely offset by changes in the fair value of the actuarial liabilities, the impact of which is reflected in Insurance policyholder benefits and claims.
${ }^{3}$ Includes a charge of $\$ 160$ million ( $\$ 118$ million after-tax) as a result of proposed legislation in Canada, which would affect the policyholders' tax treatment of certain individual life insurance policies
${ }^{4}$ Premiums and deposits include premiums on risk-based insurance and annuity products, and individual and group segregated fund deposits, consistent with insurance industry practices.
${ }^{5}$ The revenue impact of the change in fair value on investments backing policyholder liabilities is reflected in Insurance premiums, investment and fee income and largely offset in PBCAE.

| Income Statement |
| :--- |
| Net interest income |
| Non-interest income |
| Total revenue |
| Non-interest expense ${ }^{1}$ |
| Income taxes |
| Net income (loss) |
| Financial ratios |
| Return on equity (ROE) |
| Return on risk capital (RORC) |
| Average balances |
| Total assets |
| Trading securities |
| Loans and acceptances |
| Deposits |
| Atributed capital |
| Risk capital |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 165 | 169 | 162 | 175 | 172 | 152 | 164 | 180 | 163 |
| 281 | 287 | 290 | 275 | 242 | 152 | 118 | 145 | 99 |
| 446 | 456 | 452 | 450 | 414 | 304 | 282 | 325 | 262 |
| 324 | 314 | 364 | 341 | 316 | 226 | 378 | 214 | 209 |
| 30 | 38 | 21 | 29 | 26 | 27 | 25 | 28 | 13 |
| 92 | 104 | 67 | 80 | 72 | 51 | $(121)$ | 83 | 40 |


|  |  |  |
| ---: | ---: | ---: |
| 671 | 668 | 573 |
| 1,133 | 657 | 569 |
| 1,804 | 1,325 | 1,142 |
| 1,343 | 1,134 | 821 |
| 118 | 106 | 91 |
| 343 | 85 | 230 |

Business information
Assets under administration ${ }^{3}$

| $\begin{aligned} & 18.0 \% \\ & 25.2 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 19.5 \% \\ & 26.6 \% \end{aligned}$ | $\begin{aligned} & \begin{array}{l} 13.4 \% \\ 19.2 \% \end{array} \end{aligned}$ | $\begin{aligned} & 15.6 \% \\ & 22.2 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 13.0 \% \\ & 17.6 \% \end{aligned}$ | $\begin{aligned} & \begin{array}{l} 13.9 \% \\ 16.1 \% \end{array} \end{aligned}$ | $\begin{aligned} & (33.2) \% \\ & (40.8) \% \end{aligned}$ | $\begin{aligned} & 17.9 \% \\ & 21.5 \% \end{aligned}$ | $\begin{aligned} & 12.0 \% \\ & 16.3 \% \end{aligned}$ | $\begin{aligned} & 16.7 \% \\ & 23.4 \% \end{aligned}$ | $\begin{aligned} & 4.3 \% \\ & 5.4 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 18.4 \% \\ & 25.6 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 82,000 | 86,000 | 84,600 | 79,800 | 81,400 | 69,300 | 68,900 | 74,600 | 77,100 | 83,100 | 73,600 | 70,000 |
| 34,300 | 33,500 | 28,600 | 24,200 | 23,100 | 23,200 | 26,300 | 32,100 | 35,200 | 30,200 | 26,200 | 30,600 |
| 2,700 | 3,200 | 2,900 | 2,600 | 2,600 | 2,000 | 2,000 | 1,500 | 3,000 | 2,900 | 2,000 | 2,300 |
| 102,800 | 108,500 | 104,800 | 101,100 | 107,200 | 96,600 | 102,700 | 102,400 | 107,100 | 104,300 | 102,200 | 103,200 |
| 1,950 | 2,050 | 1,950 | 1,950 | 2,100 | 1,400 | 1,500 | 1,800 | 1,200 | 2,000 | 1,700 | 1,200 |
| 1,400 | 1,500 | 1,350 | 1,350 | 1,550 | 1,200 | 1,250 | 1,450 | 900 | 1,400 | 1,350 | 850 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| 3,208,800 | 3,094,400 | 3,112,300 | 2,995,600 | 2,886,900 | 2,670,900 | 2,808,800 | 2,709,800 | 2,744,400 | 3,208,800 | 2,886,900 | 2,744,400 |
| 92 | 104 | 67 | 80 | 72 | 51 | (121) | 83 | 40 | 343 | 85 | 230 |
| - | (1) | - | - | (1) | - | - | - | (1) | (1) | (1) | (1) |
| 4 | 7 | 5 | 5 | 6 | 13 | 169 | 8 | , | 21 | 196 | 33 |
| 96 | 110 | 72 | 85 | 77 | 64 | 48 | 91 | 48 | 363 | 280 | 262 |
| 44 | 47 | 44 | 45 | 54 | 35 | 38 | 46 | 34 | 180 | 173 | 129 |
| 52 | 63 | 28 | 40 | 23 | 29 | 10 | 45 | 14 | 183 | 107 | 133 |

## Other earnings measures

Net income (loss)
Add: After-tax effect of amortization of other intangibles and goodwill impairmen Adjusted net income
Less: Capital charg
Economic profit (loss)
${ }^{1}$ Results include a restructuring charge of $\$ 44$ million ( $\$ 31$ million after-tax) related to our ongoing integration of RBC Investor Services. This restructuring charge is included in NIE
${ }^{2}$ Results reflect a loss related to our acquisition of the remaining 50 percent of RBC Dexia, renamed RBC Investor Services. For Q3/12, the loss was $\$ 12$ million ( $\$ 11$ million after-tax) and the loss for Q2/12 was $\$ 212$ million ( $\$ 202$ million after-tax). ${ }^{3}$ RBC Investor Services (RBCIS) formerly RBC Dexia, AUA represents the total AUA of the entity, of which we had a $50 \%$ ownership interest prior to July 27,2012

| CAPITAL MARKETS <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 694 | 727 | 713 | 738 | 663 | 631 | 661 | 604 | 560 | 2,872 | 2,559 | 2,197 |
| Non-interest income | 989 | 701 | 849 | 1,169 | 893 | 982 | 895 | 859 | 408 | 3,708 | 3,629 | 3,127 |
| Total revenue (teb) | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 1,613 | 1,556 | 1,463 | 968 | 6,580 | 6,188 | 5,324 |
| Provision for credit losses (PCL) | 11 | 28 | 40 | 109 | 63 | 24 | 31 | 17 | 5 | 188 | 135 | (14) |
| Non-interest expense | 957 | 882 | 954 | 1,051 | 916 | 932 | 968 | 930 | 802 | 3,844 | 3,746 | 3,487 |
| Income taxes | 243 | 130 | 182 | 283 | 167 | 228 | 186 | 145 | 36 | 838 | 726 | 559 |
| Net income | 472 | 388 | 386 | 464 | 410 | 429 | 371 | 371 | 125 | 1,710 | 1,581 | 1,292 |
| Total revenue (teb) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 1,613 | 1,556 | 1,463 | 968 | 6,580 | 6,188 | 5,324 |
| Revenue related to SPEs offset in non-controlling interests | - | - |  |  | - |  | - |  |  |  |  | 4 |
| Total revenue excluding SPEs | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 1,613 | 1,556 | 1,463 | 968 | 6,580 | 6,188 | 5,320 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate and Investment Banking | 786 | 669 | 719 | 840 | 687 | 732 | 594 | 520 | 548 | 3,014 | 2,533 | 2,371 |
| Global Markets | 888 | 752 | 817 | 1,035 | 842 | 848 | 962 | 983 | 534 | 3,492 | 3,635 | 3,143 |
| Other | 9 | 7 | 26 | 32 | 27 | 33 | - | (40) | (114) | 74 | 20 | (190) |
| Total | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 1,613 | 1,556 | 1,463 | 968 | 6,580 | 6,188 | 5,324 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{1}$ | 14.1 \% | 12.7 \% | 14.2 \% | 16.2 \% | 12.9 \% | 14.3 \% | 13.3 \% | 13.5 \% | 4.7 \% | 14.2 \% | 13.5 \% | 15.2 \% |
| Return on risk capital (RORC) | 15.2 \% | 13.7 \% | 15.4 \% | 17.6 \% | 14.0 \% | 15.5 \% | 14.5 \% | 14.9 \% | 5.3 \% | 15.5 \% | 14.7 \% | 17.3 \% |
| Total compensation to revenue ${ }^{2}$ | 35.4 \% | 38.7\% | 39.0\% | 38.3 \% | 35.8 \% | 38.1 \% | 42.7 \% | 42.8 \% | 47.1 \% | $37.8 \%$ | 39.8\% | 41.9 \% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 358,500 | 372,700 | 374,800 | 367,400 | 356,100 | 362,400 | 334,500 | 343,750 | 352,900 | 368,300 | 349,200 | 322,000 |
| Trading securities | 98,900 | 100,700 | 104,000 | 99,800 | 91,800 | 89,600 | 91,800 | 88,600 | 101,300 | 100,800 | 90,400 | 112,300 |
| Loans and acceptances | 57,400 | 54,800 | 54,000 | 52,800 | 51,300 | 49,400 | 45,200 | 42,200 | 38,900 | 54,700 | 47,000 | 35,300 |
| Deposits | 37,400 | 36,300 | 35,100 | 32,600 | 32,000 | 32,000 | 29,800 | 29,900 | 26,700 | 35,300 | 30,900 | 26,500 |
| Attributed capital | 12,800 | 11,650 | 10,650 | 10,950 | 12,050 | 11,350 | 10,700 | 10,400 | 8,950 | 11,500 | 11,150 | 8,000 |
| Risk capital | 11,850 | 10,700 | 9,800 | 10,050 | 11,150 | 10,500 | 9,800 | 9,400 | 8,000 | 10,600 | 10,200 | 7,050 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.40 \% | 0.40 \% | 0.56 \% | 0.54 \% | 0.76 \% | 0.41 \% | 0.63 \% | 0.46 \% | 0.59 \% | 0.42 \% | 0.83 \% | 0.65 \% |
| PCL / Average net loans and acceptances | 0.08 \% | 0.20 \% | 0.31 \% | 0.82 \% | 0.49 \% | 0.20 \% | 0.27 \% | 0.16 \% | $0.05 \%$ | 0.34 \% | 0.29 \% | (0.04)\% |
| Net write-offs / Average net loans and acceptances | 0.18 \% | 0.32 \% | 0.19 \% | 1.14 \% | (0.02)\% | 0.52 \% | 0.00 \% | 0.10 \% | 0.10 \% | 0.45 \% | 0.15\% | (0.07)\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 472 | 388 | 386 | 464 | 410 | 429 | 371 | 371 | 125 | 1,710 | 1,581 | 1,292 |
| Non-controlling interests |  |  |  |  | - | - | (2) | 1 | (1) | - | (1) | (5) |
| Add: After-tax effect of amortization of other intangibles |  | 1 | (1) | 1 | - | 1 | - | 1 | 1 | 1 | 2 | 5 |
| Adjusted net income | 472 | 389 | 385 | 465 | 410 | 430 | 369 | 373 | 125 | 1,711 | 1,582 | 1,292 |
| Less: Capital charge | 294 | 269 | 238 | 252 | 310 | 296 | 271 | 270 | 244 | 1,053 | 1,147 | 868 |
| Economic profit (loss) | 178 | 120 | 147 | 213 | 100 | 134 | 98 | 103 | (119) | 658 | 435 | 424 |


 for Capital Markets. OSFI has delayed the implementation of Credit Valuation Adjustment (CVA) capital charge rules until January 1, 2014. This will result in reduction of attributed capital for Capital Markets in 2013
${ }^{2}$ Total compensation to revenue ratio is calculated as Total human resources non-interest expense / Total revenue (teb) for Front Office personnel and for functional support teams (Technology, Operations, and Functions). Total human resources non-interest expense includes salary, benefits, stock based compensation, retention costs, and all variable compensation.

| CORPORATE SUPPORT (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | (16) | (52) | (17) | (38) | (57) | 17 | (57) | (86) | (38) | (123) | (183) | (293) |
| Non-interest income | (17) | 16 | (16) | (15) | 17 | 32 | (30) | 48 | 86 | (32) | 67 | 257 |
| Total revenue (teb) | (33) | (36) | (33) | (53) | (40) | 49 | (87) | (38) | 48 | (155) | (116) | (36) |
| Provision for (recovery of) credit losses (PCL) | 6 | 3 | (5) | (1) | 1 |  | - | (1) | 1 | 3 |  | 5 |
| Non-interest expense | 32 | 2 | 8 | 8 | 9 | 23 |  | 5 | 28 | 50 | 37 | 93 |
| Income taxes | (233) | (277) | (71) | (69) | (44) | (297) | (97) | (74) | (99) | (650) | (512) | (431) |
| Net income (loss) | 162 | 236 | 35 | 9 | (6) | 323 | 10 | 32 | 118 | 442 | 359 | 297 |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |
| Additional information teb adjustment | (94) | (95) | (101) | (90) | (104) | (88) | (118) | (121) | (85) | (380) | (431) | (459) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 11,300 | 12,000 | 12,900 | 13,400 | 14,500 | 15,300 | 16,400 | 14,700 | 14,500 | 12,300 | 15,300 | 15,300 |
| Attributed capital | 6,850 | 7,100 | 7,450 | 7,850 | 5,750 | 5,700 | 4,300 | 2,400 | 2,050 | 7,300 | 4,550 | 2,400 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 162 | 236 | 35 | 9 | (6) | 323 | 10 | 32 | 118 | 442 | 359 | 297 |
| Non-controlling interests | (24) | (22) | (24) | (23) | (22) | (23) | (23) | (24) | (23) | (93) | (92) | (92) |
| Add: After-tax effect of amortization of other intangibles | 2 | (1) | 1 | - | (1) | $-$ | (1) | 1 | - | 2 | (1) | 1 |
| Adjusted net income (loss) | 140 | 213 | 12 | (14) | (29) | 300 | (14) | 9 | 95 | 351 | 266 | 206 |
| Less: Capital charge | 149 | 159 | 164 | 181 | 138 | 135 | 103 | 55 | 49 | 653 | 431 | 247 |
| Economic profit (loss) | (9) | 54 | (152) | (195) | (167) | 165 | (117) | (46) | 46 | (302) | (165) | (41) |


| DISCONTINUED OPERATIONS ${ }^{1}$ <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 | Q3113 | Q2/13 | Q1/13 | Q4/12 |  | Q3112 | Q2112 | Q1/12 | Q4/11 | 2013 |  | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | - |  |  | - | - | - |  | 46 | 154 | 160 |  |  | 200 | 683 |
| Non-interest income | - |  |  | - | - | - |  | 10 | 58 | (10) |  |  | 68 | 328 |
| Total revenue |  |  |  | - | - |  |  | 56 | 212 | 150 |  |  | 268 | 1,011 |
| Provision for credit losses (PCL) | - |  |  | - | - | - |  | 34 | 83 | 15 |  |  | 117 | 326 |
| Insurance policyholder benefits, claims and acquisitions expense (PBCAE) |  |  |  | - | - |  |  |  |  |  |  |  |  | 240 |
| Non-interest expense |  |  |  | - | - | - |  | 73 | 185 | 199 |  |  | 258 | 834 |
| Goodwill impairment charge |  |  |  | - | - | - |  | - |  |  |  |  |  |  |
| Income taxes | - |  |  | - | - | - |  | (18) | (28) | (20) |  |  | (46) | (155) |
| Net (loss) |  |  |  | - | - | - |  | (33) | (28) | (44) |  |  | (61) | (234) |
| Gain (loss) on sale ${ }^{2}$ | - |  |  | - | - | - |  | 3 | 7 | 6 |  | - | 10 | (292) |
| Net loss from discontinued operations | - |  |  | - | - | - |  | (30) | (21) | (38) |  | - | (51) | (526) |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | - |  |  | - | - | - |  | 8,100 | 26,450 | 27,700 |  |  | 8,600 | 29,500 |
| Total earning assets |  |  |  | - | - | - |  | 6,400 | 20,990 | 25,000 |  |  | 6,800 | 26,400 |
| Loans and acceptances |  |  |  | - | - | - |  | 5,100 | 16,100 | 17,100 |  |  | 5,300 | 17,300 |
| Deposits | - |  |  | - | - | - |  | 5,600 | 17,900 | 21,100 |  | - | 5,900 | 19,700 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | - |  |  | - | - | - |  | 1.31\% | 7.68\% | 7.58\% |  |  | - | 7.47\% |
| PCL / Average net loans and acceptances | - |  |  | - | - | - |  | 2.75\% | 2.04\% | 0.36\% |  |  | - | 1.88\% |
| Net write-offs / Average net loans and acceptances |  |  |  | - | - | - |  | 3.21\% | 2.41\% | 1.99\% |  |  | - | 2.84\% |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) | - |  |  | - | - | - |  | 15 | 4,756 | 4,763 |  |  | - | 4,763 |
| Number of banking branches | - |  |  | - | - | - |  | - | 422 | 424 |  |  | - | 424 |
| Number of automated teller machines (ATM) | - |  |  | - | - | - |  | - | 469 | 469 |  |  | - | 469 |
| U.S. banking loans Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | - |  |  | - | - | - |  | - | 1,936 | 1,897 |  |  | - | 1,897 |
| Home equity |  |  |  | - | - | - |  | - | 3,578 | 3,579 |  |  | - | 3,579 |
| Lot loans |  |  |  | - |  |  |  |  | 484 | 501 |  |  |  | 501 |
| Credit cards |  |  |  | - | - | - |  | - | 223 | 214 |  |  |  | 214 |
| Other | - |  |  | - | - | - |  | - | 229 | 226 |  |  | - | 226 |
| Total retail | - |  |  | - | - | - |  | - | 6,450 | 6,417 |  | - | - | 6,417 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial loans |  |  |  | - | - | - |  | - | 9,989 | 10,249 |  | - | - | 10,249 |
| Residential builder finance loans |  |  |  | - | - | - |  | - | 430 | 463 |  |  | - | 463 |
| RBC Real Estate Finance Inc. (REFI) | - |  |  | - | - | - |  | 84 | 94 | 121 |  |  | - | 121 |
| Other |  |  |  | - | - | - |  | - | - |  |  |  | - |  |
| Total wholesale | - |  |  | - | - | - |  | 84 | 10,513 | 10,833 |  | - | - | 10,833 |
| Total U.S. banking loans | - |  |  | - | - | - |  | 84 | 16,963 | 17,250 |  | - | - | 17,250 |
| Capital Ratios for Significant Banking Subsidiary RBC Bank (USA) ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | - |  |  | - | - | - |  | - | 12.9\% | 12.8\% |  |  | - | 12.8\% |
| Total capital ratio |  |  |  |  |  |  |  |  | 16.1\% | 15.9\% |  |  |  | 9\% |

${ }^{1}$ On March 2, 2012, we completed the sale of our U.S. regional retail banking operations to the PNC Financial Services Group, Inc. (PNC) announced on June 20, 2011. An estimated loss on sale of $\$ 304$ million after-tax was recorded in Net loss from discontinued operations in our 2011 Consolidated Statement of Income. A reduction to loss on sale of $\$ 7$ million after-tax was recorded in the first quarter of 2012 . Upon closing of the sale, we revised our loss on sale to $\$ 294$ million after tax. The difference of $\$ 3$ million was recorded as a reduction to Net loss from discontinued operations in the second quarter of 2012.
We also had previously classified certain other U.S. regional banking assets as discontinued operations when announced on June 20, 2011, because we committed to selling them within a year. Certain of these assets which were not sold within the year were reclassified in the third quarter of 2012 to continuing operations in our Corporate Support segment. The assets are not material to our Personal \& Commercial Banking or Corporate Support segments

On April 29, 2011, we completed the sale of Liberty Life, our U.S. life insurance business, to Athene Holding Ltd, as announced on October 22, 2010. The loss on sale after-tax was $\$ 104$ million. The results of operations of Liberty Life sold to Athene
Holding Lid. have been presented in our Consolidated Financial Statements as discontinued operaiions for all periods presented.
${ }^{3}$ This is a Basel II Pillar 3 disclosure requirement. Ratios have been calculated using guidelines issued by the U.S. Federal Reserve Board under Basel I. RBC Bank USA was sold and the sale transaction was completed in Q2/12.

| BALANCE SHEETS (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end balances ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 15,870 | 14,083 | 14,503 | 13,741 | 12,617 | 10,586 | 8,828 | 12,005 | 12,428 | 15,870 | 12,617 | 12,428 |
| Interest-bearing deposits with banks | 9,061 | 7,376 | 6,981 | 8,499 | 10,255 | 11,386 | 11,925 | 5,844 | 6,460 | 9,061 | 10,255 | 6,460 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 144,023 | 137,484 | 139,786 | 130,758 | 120,783 | 117,050 | 125,046 | 123,565 | 128,128 | 144,023 | 120,783 | 128,128 |
| Available-for-sale | 38,695 | 36,818 | 36,543 | 38,467 | 40,828 | 41,340 | 39,396 | 41,621 | 38,894 | 38,695 | 40,828 | 38,894 |
|  | 182,718 | 174,302 | 176,329 | 169,225 | 161,611 | 158,390 | 164,442 | 165,186 | 167,022 | 182,718 | 161,611 | 167,022 |
| Assets purchased under reverse repurchase |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 321,678 | 318,288 | 312,520 | 302,193 | 301,185 | 297,637 | 291,751 | 287,164 | 284,745 | 321,678 | 301,185 | 284,745 |
| Wholesale | 88,947 | 85,853 | 86,049 | 80,745 | 79,056 | 77,516 | 72,987 | 68,739 | 64,752 | 88,947 | 79,056 | 64,752 |
|  | $\begin{array}{r} 410,625 \\ (1,959) \end{array}$ | $\begin{gathered} 404,141 \\ (1,921) \end{gathered}$ | $\begin{array}{r} 398,569 \\ (1,966) \end{array}$ | $\begin{array}{r} 382,938 \\ (1,954) \end{array}$ | $\begin{array}{r} 380,241 \\ (1,997) \end{array}$ | $375,153$ | $364,738$ $(2,019)$ | $\begin{array}{r} 355,903 \\ (1,965) \end{array}$ | $\begin{array}{r} 34,497 \\ (1,967) \end{array}$ | $\begin{array}{r} \hline 410,625 \\ (1,959) \end{array}$ | $\begin{array}{r} 38,241 \\ (1,997) \end{array}$ | $349,497$ |
| Allowance for loan losses | 408,666 | 402,220 | 396,603 | 380,984 | 378,244 | 373,216 | 362,719 | 353,938 | 347,530 | 408,666 | 378,244 | 347,530 |
| Investments for account of segregated fund holders | 513 | 463 | 438 | 406 | 383 | 357 | 351 | 343 | 320 | 513 | 383 | 320 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Customers' liability under acceptances | 9,953 | 10,211 | 9,275 | 9,312 | 9,385 | 9,115 | 8,656 | 7,980 | 7,689 | 9,953 | 9,385 | 7,689 |
| Derivatives | 74,822 | 77,846 | 93,693 | 87,243 | 91,293 | 103,257 | 87,863 | 103,341 | 99,650 | 74,822 | 91,293 | 99,650 |
| Premises and equipment, net | 2,659 | 2,679 | 2,677 | 2,678 | 2,691 | 2,672 | 2,753 | 2,614 | 2,490 | 2,659 | 2,691 | 2,490 |
| Goodwill | 8,361 | 8,234 | 8,106 | 7,459 | 7,485 | 7,466 | 7,440 | 7,608 | 7,610 | 8,361 | 7,485 | 7,610 |
| Other intangibles | 2,796 | 2,742 | 2,725 | 2,698 | 2,686 | 2,649 | 2,132 | 2,124 | 2,115 | 2,796 | 2,686 | 2,115 |
| Assets of discontinued operations |  |  |  |  |  |  | 277 | 26,324 | 27,152 |  |  | 27,152 |
| Investments in associates | 112 | 135 | 132 | 129 | 125 | 163 | 162 | 153 | 142 | 112 | 125 | 142 |
| Prepaid pension benefit cost | 1,084 | 1,099 | 1,089 | 999 | 1,049 | 984 | 1,051 | 302 | 311 | 1,084 | 1,049 | 311 |
| Other assets | 26,687 | 29,730 | 30,335 | 32,879 | 35,019 | 36,312 | 33,172 | 31,042 | 27,967 | 26,687 | 35,019 | 27,967 |
| Total Assets | 860,819 | 851,304 | 867,530 | 837,585 | 825,100 | 824,394 | 800,371 | 815,016 | 793,833 | 860,819 | 825,100 | 793,833 |
| LIABILITIES AND EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 194,297 | 190,819 | 187,581 | 184,330 | 179,502 | 176,698 | 173,351 | 172,104 | 166,030 | 194,297 | 179,502 | 166,030 |
| Business and government | 350,640 | 340,539 | 328,608 | 313,256 | 312,882 | 308,261 | 302,947 | 300,100 | 297,511 | 350,640 | 312,882 | 297,511 |
| Bank | 13,543 | 14,855 | 15,058 | 17,075 | 15,835 | 17,845 | 19,577 | 17,623 | 15,561 | 13,543 | 15,835 | 15,561 |
|  | 558,480 | 546,213 | 531,247 | 514,661 | 508,219 | 502,804 | 495,875 | 489,827 | 479,102 | 558,480 | 508,219 | 479,102 |
| Insurance and investment contracts for account of segregated fund holders | 513 | 463 | 438 | 406 | 383 | 357 | 351 | 343 | 320 | 513 | 383 | 320 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Acceptances | 9,953 | 10,211 | 9,275 | 9,312 | 9,385 | 9,115 | 8,656 | 7,980 | 7,689 | 9,953 | 9,385 | 7,689 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Derivatives | 76,745 | 80,378 | 97,665 | 92,262 | 96,761 | 108,819 | 92,104 | 106,763 | -100,522 | 76,745 | 96,761 | 100,522 |
| Insurance claims and policy benefit liabilities | 8,034 | 7,815 | 8,228 | 7,956 | 7,921 | 7,965 | 7,621 | 7,681 | 7,119 | 8,034 | 7,921 | 7,119 |
| Liabilities of discontinued operations | - | - | - | - | - | - | 34 | 19,488 | 20,076 | - | - | 20,076 |
| Accrued pension and other post-employment benefits | 1,759 | 1,806 | 1,786 | 1,628 | 1,729 | 1,631 | 1,667 | 1,609 | 1,639 | 1,759 | 1,729 | 1,639 |
| Other liabilities | 39,113 | 35,205 | 39,454 | 39,552 | 41,371 | 40,762 | 37,086 | 38,031 | 39,241 | 39,113 | 41,371 | 39,241 |
| Subordinated debentures | 7,443 | 7,392 | 8,503 | 9,441 | 7,615 | 7,646 | 7,553 | 8,744 | 8,749 | 7,443 | 7,615 | 8,749 |
| Trust capital securities | 900 | 828 | 899 | 900 | 900 | 900 | 895 | 900 | 894 | 900 | 900 | 894 |
|  | 810,484 | 802,334 | 819,507 | 790,509 | 779,072 | 779,469 | 757,161 | 772,286 | 752,370 | 810,484 | 779,072 | 752,370 |
| Equity atrributable to Shareholders |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 4,600 | 4,600 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,600 | 4,813 | 4,813 |
| Common shares | 14,377 | 14,333 | 14,354 | 14,367 | 14,323 | 14,279 | 14,206 | 14,113 | 14,010 | 14,377 | 14,323 | 14,010 |
| Treasury shares - preferred | 1 | (1) | - | (1) | 1 | (2) | (1) | - | - |  | 1 |  |
| - common | 41 | (10) | 40 | (22) | 30 | 13 | (21) | 15 | 8 | 41 | 30 | 8 |
| Retained earnings | 28,314 | 27,251 | 26,191 | 25,375 | 24,270 | 23,310 | 21,983 | 21,364 | 20,381 | 28,314 | 24,270 | 20,381 |
| Other components of equity | 1,207 | 1,040 | 853 | 780 | 830 | 755 | 457 | 667 | 490 | 1,207 | 830 | 490 |
|  | 48,540 | 47,213 | 46,251 | 45,312 | 44,267 | 43,168 | 41,437 | 40,972 | 39,702 | 48,540 | 44,267 | 39,702 |
| Non-controlling interests | 1,795 | 1,757 | 1,772 | 1,764 | 1,761 | 1,757 | 1,773 | 1,758 | 1,761 | 1,795 | 1,761 | 1,761 |
|  | 50,335 | 48,970 | 48,023 | 47,076 | 46,028 | 44,925 | 43,210 | 42,730 | 41,463 | 50,335 | 46,028 | 41,463 |
| Total Liabilities and Equity | 860,819 | 851,304 | 867,530 | 837,585 | 825,100 | 824,394 | 800,371 | 815,016 | 793,833 | 860,819 | 825,100 | 793,833 |



[^3]| STATEMENTS OF CHANGES IN EQUITY (Millions of Canadian dollars) | Q4/13 | Q3113 | Q2/13 | Q1/13 | Q4/12 | Q3112 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 4,600 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 |
| Issued |  |  |  |  |  |  |  |  |  |  |  |  |
| Redeemed | - | (213) | - | - |  |  |  |  |  | (213) | - |  |
| Balance at end of period | 4,600 | 4,600 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,600 | 4,813 | 4,813 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 14,333 | 14,354 | 14,367 | 14,323 | 14,279 | 14,206 | 14,113 | 14,010 | 13,941 | 14,323 | 14,010 | 13,378 |
| Issued | 44 | 25 | 8 | 44 | 44 | 73 | 93 | 103 | 69 | 121 | 313 | 632 |
| Purchased for cancellation | - | (46) | (21) | - | - | - |  |  |  | (67) | - |  |
| Balance at end of period | 14,377 | 14,333 | 14,354 | 14,367 | 14,323 | 14,279 | 14,206 | 14,113 | 14,010 | 14,377 | 14,323 | 14,010 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (1) | - | (1) | 1 | (2) | (1) |  |  | 1 | 1 | - | (2) |
| Sales | 22 | 35 | 25 | 45 | 20 | 25 | 24 | 29 | 22 | 127 | 98 | 97 |
| Purchases | (20) | (36) | (24) | (47) | (17) | (26) | (25) | (29) | (23) | (127) | (97) | (95) |
| Balance at end of period | 1 | (1) | - | (1) | 1 | (2) | (1) |  |  | 1 | 1 |  |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (10) | 40 | (22) | 30 | 13 | (21) | 15 | 8 | (62) | 30 | 8 | (81) |
| Sales | 1,103 | 1,458 | 1,256 | 636 | 778 | 1,169 | 1,444 | 1,795 | 1,778 | 4,453 | 5,186 | 6,074 |
| Purchases | $(1,052)$ | $(1,508)$ | $(1,194)$ | (688) | (761) | $(1,135)$ | $(1,480)$ | $(1,788)$ | $(1,708)$ | $(4,442)$ | $(5,164)$ | $(5,985)$ |
| Balance at end of period | 41 | (10) | 40 | (22) | 30 | 13 | (21) | 15 | 8 | 41 | 30 | 8 |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 27,251 | 26,191 | 25,375 | 24,270 | 23,310 | 21,983 | 21,364 | 20,381 | 19,669 | 24,270 | 20,381 | 17,287 |
| Net income attributable to shareholders | 2,095 | 2,279 | 1,912 | 2,045 | 1,888 | 2,216 | 1,508 | 1,830 | 1,546 | 8,331 | 7,442 | 6,343 |
| Preferred share dividends | (61) | (63) | (64) | (65) | (65) | (64) | (65) | (64) | (65) | (253) | (258) | (258) |
| Common share dividends | (965) | (908) | (910) | (868) | (867) | (824) | (822) | (778) | (777) | $(3,651)$ | $(3,291)$ | $(2,979)$ |
| Premium paid on common shares purchased for cancellation | - | (234) | (107) | - | - | - | - | - | - | (341) | - |  |
| Premium paid on preferred shares redeemed | - | (9) | - | - | - | - | - | - | - | (9) | - | - |
| Share-based compensation awards | (4) | (1) | - | (2) | (4) | - | (3) | (2) | (16) | (7) | (9) | (33) |
| Issuance costs and other | (2) | (4) | (15) | (5) | 8 | (1) | 1 | (3) | 24 | (26) | 5 | 21 |
| Balance at end of period | 28,314 | 27,251 | 26,191 | 25,375 | 24,270 | 23,310 | 21,983 | 21,364 | 20,381 | 28,314 | 24,270 | 20,381 |
| Other components of equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Unrealized gains and losses on available-for-sale securities | 347 | 271 | 450 | 371 | 419 | 367 | 258 | 302 | 259 | 347 | 419 | 259 |
| Unrealized foreign currency translation gains and losses, net of hedging activities | 685 | 452 | 256 | 181 | 195 | 140 | 9 | 119 | 71 | 685 | 195 | 71 |
| Gains and losses on derivatives designated as cash flow hedges | 175 | 317 | 147 | 228 | 216 | 248 | 190 | 246 | 160 | 175 | 216 | 160 |
| Balance at end of period | 1,207 | 1,040 | 853 | 780 | 830 | 755 | 457 | 667 | 490 | 1,207 | 830 | 490 |
| Total retained earnings and other components of equity | 29,521 | 28,291 | 27,044 | 26,155 | 25,100 | 24,065 | 22,440 | 22,031 | 20,871 | 29,521 | 25,100 | 20,871 |
|  | 48,540 | 47,213 | 46,251 | 45,312 | 44,267 | 43,168 | 41,437 | 40,972 | 39,702 | 48,540 | 44,267 | 39,702 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,757 | 1,772 | 1,764 | 1,761 | 1,757 | 1,773 | 1,758 | 1,761 | 1,749 | 1,761 | 1,761 | 2,094 |
| Purchases of treasury shares | - | - | - | - | - | - | - | - | - | - | - | (324) |
| Dividends | - | (47) | - | (47) |  | (46) | - | (46) |  | (94) | (92) | (93) |
| Net income attributable to Non-controlling interests | 24 | 25 | 24 | 25 | 23 | 24 | 25 | 25 | 25 | 98 | 97 | 101 |
| Net change in unrealized gains (losses) on available-for-sales securities | - | - | - | - | - | - | - | 1 | - | - | 1 | (2) |
| Foreign currency translation adjustments | - | - | - | - | - | - | (1) | 1 | 2 | - | - | (1) |
| Other | 14 | 7 | (16) | 25 | (19) | 6 | (9) | 16 | (15) | 30 | (6) | (14) |
| Balance at end of period | 1,795 | 1,757 | 1,772 | 1,764 | 1,761 | 1,757 | 1,773 | 1,758 | 1,761 | 1,795 | 1,761 | 1,761 |
| Total equity | 50,335 | 48,970 | 48,023 | 47,076 | 46,028 | 44,925 | 43,210 | 42,730 | 41,463 | 50,335 | 46,028 | 41,463 |

## Credit card loans

Opening balance
Securitized
Reversal of prior securitizations
Closing balance
Commercial mortgages
Opening balanc
Amortization
Amortization
Closing balance
Bond participation certificates - sold Opening balance
Sold
Other ${ }^{2}$
Closing balance
Bond participation certificates - retained
Opening balance
Sold
Closing balance

## Discontinued Operations

U.S. Residential mortgages - sold

Opening balance
Sold
Amortization
Closing balance

| $\begin{aligned} & 7,380 \\ & 647 \end{aligned}$ | 7,380 | $\begin{array}{r} 7,371 \\ 533 \end{array}$ | 7,371 | $\begin{aligned} & 6,139 \\ & 1,232 \end{aligned}$ | $\begin{aligned} & 4,923 \\ & 1,216 \end{aligned}$ | $\begin{array}{r} 3,930 \\ 993 \end{array}$ | 3,930 | 3,063 867 | 7,371 1,180 | 3,930 3,441 | 3,265 2,124 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (867) | - | (524) | - | - | - | - |  |  | $(1,391)$ | - | $(1,459)$ |
| 7,160 | 7,380 | 7,380 | 7,371 | 7,371 | 6,139 | 4,923 | 3,930 | 3,930 | 7,160 | 7,371 | 3,930 |
| $\begin{gathered} 1,322 \\ (18) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,354 \\ (32) \\ \hline \end{array}$ | $\begin{array}{r} 1,403 \\ (49) \\ \hline \end{array}$ | $\begin{gathered} 1,434 \\ (31) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,452 \\ (18) \\ \hline \end{array}$ | $1,472$ (20) | $\begin{array}{r} 1,504 \\ (32) \\ \hline \end{array}$ | $\begin{array}{r} 1,531 \\ (27) \\ \hline \end{array}$ | $\begin{gathered} 1,560 \\ (29) \end{gathered}$ | $\begin{gathered} 1,434 \\ (130) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,531 \\ (97) \\ \hline \end{array}$ | $\begin{gathered} 1,705 \\ (174) \\ \hline \end{gathered}$ |
| 1,304 | 1,322 | 1,354 | 1,403 | 1,434 | 1,452 | 1,472 | 1,504 | 1,531 | 1,304 | 1,434 | 1,531 |
| 634 | 632 | 650 | 661 | 704 | 702 | 735 | 735 | 723 | 661 | 735 | 935 |
| (10) | 2 | (18) | (11) | (43) | 2 | (33) | - | 12 | (37) | (74) | (200) |
| 624 | 634 | 632 | 650 | 661 | 704 | 702 | 735 | 735 | 624 | 661 | 735 |
| 5 | 5 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 19 |
| - | - | - | - | - |  |  | - |  |  |  |  |
| - | - | (1) | - | - | - |  | - |  | (1) | - | (13) |
| 5 | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 6 | 5 | 6 | 6 |
| - | - | - | - | - |  | 1,478 | 1,265 | 1,065 | - | 1,265 | 667 |
| - | - | - | - | - |  | 70 | 257 | 193 | - | 327 | 716 |
| - | - | - | - | - | - | (20) | (50) | (39) | - | (70) | (111) |
| - | - | - | - | - | - | $(1,528)$ | 6 | 46 | - | $(1,522)$ | (7) |
| - | - | - | - | - | - | - | 1,478 | 1,265 | - | - | 1,265 |
| - | - | - | - | - | - | - | - | - | - | - | 137 |

U.S. residential mortgages securitized and not administered by the bank

Amounts include assets that we have securitized but continue to service.
${ }^{2}$ Other primarily relates to foreign exchange translation gains and losses. For bond participation certificates, maturity of bonds is also included in this category.

| SECURITIZATION SUBJECT TO EARLY AMORTIZATION SELLER'S INTEREST <br> (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Our financial assets ${ }^{1}$ Credit cards |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Total drawn | 1,183 | 1,548 | 1,087 | 1,380 | 1,373 | 2,523 | 895 | 1,824 | 2,029 |
| Capital charges drawn | 45 | 60 | 43 | 56 | 56 | 104 | 36 | 76 | 71 |
| Capital charges undrawn | 73 | 95 | 67 | 84 | 85 | 156 | 70 | 145 | 129 |
| Credit card loans securitized |  |  |  |  |  |  |  |  |  |
| Past due ${ }^{2}$ | 50 | 50 | 61 | 62 | 58 | 55 | 41 | 46 | 44 |
| Net write-offs | 37 | 40 | 46 | 41 | 38 | 40 | 34 | 25 | 22 |
|  |  |  |  |  |  |  |  |  |  |
| EXPOSURES SECURITIZED (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 |
| Outstanding securitized assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Credit cards | 7,160 | 7,380 | 7,380 | 7,371 | 7,371 | 6,139 | 4,923 | 3,930 | 3,930 |
| Commercial and residential mortgages | 1,304 | 1,322 | 1,354 | 1,403 | 1,434 | 1,452 | 1,472 | 2,982 | 43,555 |
| Bond participation certificates | 624 | 634 | 632 | 650 | 661 | 704 | 702 | 735 | 735 |
| Total exposures securitized | 9,088 | 9,336 | 9,366 | 9,424 | 9,466 | 8,295 | 7,097 | 7,647 | 48,220 |


| OFF-BALANCE SHEET ARRANGEMENTS |  | Q4/13 |  |  | Q3113 |  |  | Q2113 |  |  | Q1/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OUTSTANDING SECURITIZED ASSETS <br> (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 loss rate ${ }^{4,5}$ | Average coverage multiple of average net losses ${ }^{4,5}$ | Securitized exposures ${ }^{3}$ | Annualized average net loss rate ${ }^{4}$ | Average coverage multiple of average net losses ${ }^{4,5}$ | $\begin{aligned} & \text { Securitized } \\ & \text { exposures }{ }^{3} \end{aligned}$ | Annualized average net loss rate ${ }^{4,5}$ | Average coverage multiple of average net losses ${ }^{4,5}$ |
| Asset-backed securities | 896 | 1.06\% | 23 | 1,029 | 1.57\% | 23 | 1,253 | 1.98\% | 20 | 1,297 | 1.55\% | 27 |
| Auto loans and leases | 11,264 | 0.42\% | 52 | 11,320 | 0.36\% | 58 | 10,970 | 0.37\% | 60 | 9,831 | 0.34\% | 59 |
| Corporate loan receivables | 78 | 0.66\% | 96 | 84 | 0.89\% | 69 | 89 | 1.46\% | 40 | 94 | 2.28\% | 25 |
| Credit cards | 6,866 | 4.43\% | 10 | 6,500 | 4.18\% | 11 | 6,147 | 4.27\% | 11 | 6,482 | 4.30\% | 11 |
| Dealer floor plan receivables | 1,538 | 0.32\% | >100 | 1,526 | 0.35\% | >100 | 1,409 | 0.40\% | 99 | 1,401 | 0.31\% | >100 |
| Electricity market receivables | 173 |  |  | 199 |  |  | 199 |  |  | 199 |  |  |
| Equipment receivables | 1,720 | 0.25\% | 65 | 1,310 | 0.41\% | 43 | 1,285 | 0.32\% | 57 | 1,271 | 0.42\% | 43 |
| Fleet finance receivables | 592 | 0.11\% | $>100$ | 587 | 0.14\% | 98 | 604 | 0.16\% | 84 | 575 | 0.12\% | $>100$ |
| Insurance premiums | 90 | 0.42\% | 40 | 89 | 0.42\% | 40 | 87 | 0.41\% | 40 | 86 | 0.52\% | 31 |
| Residential mortgages | 1,530 |  |  | 1,275 |  |  | 1,255 |  |  | 1,270 |  |  |
| Student loans | 3,518 | 1.01\% | 94 | 3,773 | 1.34\% | 75 | 2,575 | 1.10\% | 93 | 2,813 | 1.35\% | 77 |
| Trade receivables | 2,859 | 0.24\% | 92 | 2,821 | 0.25\% | 90 | 2,907 | 0.22\% | $>100$ | 2,879 | 0.14\% | >100 |
| Transportation finance Total off-balance sheet arrangements outstanding securitized assets | 31,552 |  |  | 30,782 |  |  | $\begin{array}{r}26,044 \\ \hline 20\end{array}$ |  |  | 28,470 |  |  |

Amounts reported are based on regulatory securitization reporting requirements as it includes our credit card loans. It excludes our Canadian residential mortgages under the National Housing Act MBS (NHA MBS) program, which also encompasses our Canadian social housing mortgages. These amounts
differ from, and are not directly comparable to amounts reported in our Annual Report due to the differences between IFRS accounting and regulatory consolidation.
${ }^{2}$ Amounts represent credit card loans securitized greater than 90 days past due
${ }^{3}$ Comprised of multi-seller asset-backed commercial paper conduit programs. The outstanding securitized assets reflect our maximum exposure to loss for liquidity and credit facilities only, and excludes derivative transactions with RBC. Of the outstanding securitized assets, $99 \%$ of these are internally rated as investment grade

Average annual net loss rates reflect impaired/past due assets. In our conduit programs, our risk of loss is significantly reduced due to the presence of first loss credit protection provided by the sellers of the financial assets. This protection provides an average coverage multiple as disclosed above,
${ }_{5}{ }_{5}$ representing the number of times the credit enhancement provided by others, would cover losses. Refer to our 2013 Annual Report for a detailed discussion on credit protection and other factors, including additional credit enhancements which reduce our risk of loss
${ }^{5}$ Amounts are reported on a two-month lag.

| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3}$ <br> (Millions of Canadian dollars) | Q4/13 |  | Q3/13 |  | Q2/13 |  | Q1/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book | Trading book | Banking book | Trading book ${ }^{4}$ | Banking book | Trading book | Banking book | Trading book |
| Securitization exposures retained or purchased |  |  |  |  |  |  |  |  |
| Asset-backed securities | 2,164 | 454 | 2,651 | 528 | 3,091 | 72 | 3,222 | 295 |
| Auto loans and leases | 12,731 | 39 | 12,802 | 130 | 12,775 | 106 | 11,755 | 139 |
| Commercial mortgages | - | 282 | - | 350 | - | 348 | - | 204 |
| Credit cards | 8,440 | 223 | 8,247 | 170 | 7,870 | 329 | 8,150 | 239 |
| Dealer floor plan receivables | 1,538 | - | 1,526 | - | 1,409 | - | 1,401 | 12 |
| Equipment receivables | 1,720 | - | 1,310 | - | 1,285 |  | 1,272 | 2 |
| Residential mortgages | 2,314 | 1,641 | 2,117 | 1,409 | 2,102 | 701 | 2,150 | 617 |
| Student loans | 7,036 | 98 | 7,439 | 46 | 6,455 | 58 | 6,693 | 108 |
| Trade receivables | 2,715 |  | 2,679 |  | 2,826 |  | 2,799 |  |
| Other | 1,792 | 465 | 1,627 | 398 | 1,838 | 427 | 1,836 | 363 |
| Total securitization and resecuritization exposures retained or purchased | 40,450 | 3,202 | 40,398 | 3,031 | 39,651 | 2,041 | 39,278 | 1,979 |


| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3,5}$ <br> (Millions of Canadian dollars) | Q4/13 |  |  |  |  |  |  |  | Q4/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book |  |  |  |  |  |  |  | Trading book <br> Standardized approach |  |
|  | Standardized approach |  | Rating based approach |  | Internal assessment approach |  | Total |  |  |  |
|  | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges |
| <10\% | - | - | 1,641 | 10 | 25,746 | 149 | 27,387 | 159 | 511 | 3 |
| > $10 \% \leq 20 \%$ | 999 | 16 | 721 | 10 | 6,523 | 67 | 8,243 | 93 | 660 | 10 |
| > 20\% $\leq 50 \%$ | 160 | 7 | 650 | 20 | 2,932 | 70 | 3,742 | 97 | 509 | 18 |
| > 50\% $\leq 100 \%$ |  | - | 118 | 9 | - | - | 118 | 9 | 239 | 15 |
| > 100\% $\leq 650 \%$ |  | - | 684 | 21 | - | - | 684 | 21 | 425 | 133 |
| > $650 \%$ < 1250\% | - | - | - | - | - | ${ }^{-}$ |  | - |  | - |
| 1250 |  | - | 132 | 131 | 144 | 33 | 276 | 164 | 858 | 858 |
| Total securitization and resecuritization exposures retained or purchased | 1,159 | 23 | 3,946 | 201 | 35,345 | 319 | 40,450 | 543 | 3,202 | 1,037 |

## SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3,5}$ <br> (Millions of Canadian dollars)



| Q1/13 |  |
| :---: | :---: |
| Trading book |  |
| Total |  |
| Exposure | Capital charges |
| 551 | 3 |
| 408 | 7 |
| 279 | 8 |
| 150 | 9 |
| 150 | 43 |
| 441 | 497 |
|  |  |


| RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3}$(Millions of Canadian dollars) | Q4/13 |  | Q3/13 |  | Q2/13 |  | Q1/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book | Trading book | Banking book | Trading book ${ }^{4}$ | Banking book | Trading book | Banking book | Trading book |
| AAA to AA- | 2,971 | 314 | 2,940 | 213 | 2,798 | 71 | 2,838 | 131 |
| A+ to A- |  | 459 |  | 495 |  | 110 | - | 141 |
| $\mathrm{BBB}+$ to BB - | - | 165 | - | 123 |  | 180 | - | 116 |
| BB-and below | 144 | 84 | 143 | 72 | 141 | 51 | 143 | 40 |
| Unrated |  | 78 |  | 51 |  | 60 |  | 55 |
| Total resecuritization exposures retained or purchased | 3,115 | 1,100 | 3,083 | 954 | 2,939 | 472 | 2,981 | 483 |

[^4]2 Retained earnings
${ }^{3}$ Accumulated other comprehensive income (and other reserves)
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)
Common Equity Tier 1 capital before regulatory adjustments

## Common Equity Tier 1 capital: Regulatory adjustment

Regulatory adjustment in respect of own use property
Goodwill (net of related tax liability)
Other intangibles other than mortgage-servicing rights (net of related tax liability)
10 Deferred tax assets excluding those arising from temporary differences (net of related tax liability)
Cash flow hedge reserve
Securitizatiovisions to expected losses
Securitization gain on sale
Gains and losses due to changes in own credit risk on fair value liabilities
Defined benefit pension fund net assets (net of related tax liability)
7 Reciprocal cross holdings in common equity
Non-significant investments in the capital of banking, financial and insurance entities, net of eligible short positions (amount above $10 \%$ threshold)
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) Mortgage servicing rignts (amount above $10 \%$ itreshold
(emporary differences (amount above 10\% threshold, net of related tax liability)
Amount exceeding the $15 \%$ threshold
of which: significant investments in
which: mortgage servicing rights
of which: deferred tax assets arising from temporary differences
26 Other deductions or regulatory adjustments to CET1 as determined by OSFI
Other deductions or regulatory adjustments to CET1 as determined by OSFI
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
29 Common Equity Tier 1 capital (CET1)
Additional Tier 1 capital (AT1): Instruments
30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus
31 of which: classified as equity under applicable accounting standards
32 of which: classified as liabilities under applicable eaccounting standar
33 Directly issued capital instruments subject to phase out from Additional Tier 1
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
36 Additional Tier 1 capital before regulatory adjustments
Additional Tier 1 capital: Regulatory adjustments
Investments in own Additional Tier 1 instruments
38 Reciprocal cross holdings in Additional Tier 1 instruments
Non-significant investments in the capital of banking, financial and insurance entities, net of eligible short positions (amount above $10 \%$ threshold)
Significant investments in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions
41
41 a
41 b Other deductions from Tier 1 capital as determined by OSFI
41b
of which: Valuation adjustment for less liquid 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
4 Additional Tier 1 Capital (AT1)
5 Tier 1 capital (T1 $=$ CET1 + AT1)
Tier 2 Capital: Instruments and Provisions
46 Directly issued qualifying Tier 2 instruments plus related stock surplu
47 Directly issued capital instruments subject to phase out from Tier 2
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)
49 of which: instruments issued by subsidiaries subject to phase out
51 Tier 2 capital before regulatory adjustments
Tier 2 Capital: Regulatory adjustments
52 Investments in own 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 regulatory 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)
60 Total risk-weighted assets

| 14,607 | 14,518 | 14,596 | 14,562 |
| :---: | :---: | :---: | :---: |
| 28,124 | 27,056 | 25,990 | 25,159 |
| 1,207 | 1,040 | 853 | 780 |
| 11 | 11 | 11 | 10 |
| 43,949 | 42,625 | 41,450 | 40,511 |
| - | - | - |  |
| 8,361 | 8,234 | 8,106 | 7,459 |
| 2,522 | 2,509 | 2,508 | 2,463 |
| 62 | 25 | 24 |  |
| 175 | 317 | 147 | 228 |
| 686 | 749 | 661 | 621 |
| 82 | 168 | 178 | 205 |
| 182 | 16 | 178 | 987 |
| 830 | 1,089 | 1,078 | 987 |
|  |  |  |  |
| - |  | - |  |
| - | 243 | 259 | 237 |
| - |  |  |  |
| 590 | 243 | 201 | 190 |
| 354 | 156 | 130 | 123 |
| 236 | 87 | 71 | 67 |
| - |  |  |  |
|  |  |  |  |
| 13,408 | 13,577 | 13,162 | 12,396 |
| 30,541 | 29,048 | 28,288 | 28,115 |
| - |  |  |  |
| - | - | - |  |
| 6,652 | 6,652 | 6,652 | 6,652 |
| 3 | 2 | 2 |  |
| - | - | - |  |
| 6,655 | 6,654 | 6,654 | 6,654 |
| - | - |  |  |
|  |  |  |  |
| - | - | - |  |
| - |  |  |  |
| - | - |  |  |
|  |  |  |  |
| 6,655 | 6,654 | 6,654 | 6,654 |
| 37,196 | 35,702 | 34,942 | 34,769 |
| - |  | - |  |
| 7,234 | 7,185 | 8,247 | 8,247 |
| 24 | 25 | 26 | 26 |
| 22 | 23 | 24 | 24 |
| 262 | 268 | 312 | 245 |
| 7,520 | 7,478 | 8,585 | 8,518 |
| - |  |  |  |
| - | - | - |  |
| - |  |  |  |
| - |  |  |  |
|  |  |  |  |
|  | 7,478 | 8,585 | 8,518 |
| 318,981 | 314,804 | 311,437 | 303,128 |

continued on next page

61 Common Equity Tier 1 (as percentage of risk-weighted assets)
62 Tier 1 (as percentage of risk-weighted assets)
63 Total capital (as percentage of risk-weighted assets)
64 Institution-specific 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)
66 not applicable
67 of which: G-SIB buffer requirement
7a of which: D-SIB buffer requirement
68 Common Equity Tier 1 available to meet buffers (as percentage of risk-weighted assets)

## OSFI all-in target

69 Common Equity Tier 1 all-in target ratio
ier 1 capital all-in target ratio
1 Total capital all-in target ratio

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $9.6 \%$ | $9.2 \%$ | $9.1 \%$ | $9.3 \%$ |
| $11.7 \%$ | $11.3 \%$ | $11.2 \%$ | $11.5 \%$ |
| $1.0 \%$ | $13.7 \%$ | $14.0 \%$ | $14.3 \%$ |
| $7.0 \%$ | $7.0 \%$ | $7.0 \%$ | $7.0 \%$ |
| $2.5 \%$ | $2.5 \%$ | $2.5 \%$ | $2.5 \%$ |
| n.a | n.a. | n.a. | n.a. |
| n.a | n.a. | n.a. | n.a. |
| n.a | n.a. | n.a. | n.a. |
| $9.6 \%$ | $9.2 \%$ | $9.1 \%$ | 9.3\% |
|  |  |  |  |
| $7.0 \%$ | $7.0 \%$ | $7.0 \%$ | 7.0\% |
| n.a. | n.a. | n.a. | n.a. |
| n.a. | n.a. | n.a. | n.a. |
|  |  |  |  |
| 571 | 1,756 | 737 | 907 |
| 2,747 | 2.797 | 2.745 | 2,731 |
| - | - | - | - |
| 1,835 | 1.560 | 1.498 | 1,486 |
|  |  |  |  |
|  |  | 312 | 244 |
| 262 | 268 | 312 | 242 |
| 262 | 268 | 312 | 244 |
| 1,549 | 1,528 | 1,477 | 1,543 |
| 1,549 | 1,528 | 1.477 | 1,543 |
|  |  |  |  |
| - | - | - | - |
| - | - | - | - |
| 6,652 | 6,652 | 6,652 | 6,652 |
| 583 | 547 | 776 | 770 |
| 8,271 | 8,271 | 8,271 | 8,271 |
| - | - | 52 | 989 |

Amounts below the thresholds for deduction (before risk-weighting)
72 Non-significant investments in the capital of other financial
73 Significant investments in the common stock of financia
75 Deferred tax assets arising from temporary differences (net of related tax liability)
Applicable caps on the inclusion of allowances in Tier 2
76 Allowances eligible for inclusion in Tier 2 in respect of exposures subject to standardised approach (prior to application of cap)
77 Cap on inclusion of allowances in Tier 2 under standardised 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
1 Amounts excluded from CET1 due to cap (excess over cap after redemptions and maturities)
2 Current cap on AT1 instruments subject to phase out arrangements
Amounts excluded from AT1 due to cap (excess over cap after redemptions and maturities) ${ }^{1}$
34 Current cap on T2 instruments subject to phase out arrangements
85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities) ${ }^{2}$

## ASSETS TO CAPITAL MULTILE (GROSS ADJUSTED ASSETS OVER TRADITIONAL TOTAL CAPITAL)

| Q4/13 | Q3113 | Q2/13 | Q1/13 |
| :--- | :--- | :--- | :--- |
|  |  |  |  |
| 16.6 X | 16.8 X | 16.6 X | 16.2 X |
| 807.0 | 792.0 | 788.7 | 762.7 |

## BASEL III REGULATORY CAPITAL AND RATIOS (TRANSITIONAL BASIS) <br> (Millions of Canadian dollars, except percentage and otherwise noted)

Gross-adjusted assets (\$ billions)

29 Common Equity Tier 1 capital (CET1)
45 Tier 1 capital ( $\mathrm{T} 1=\mathrm{CET} 1+$ AT1 $)$
59 Total capital ( $\mathrm{TC}=\mathrm{T} 1+\mathrm{T}$ )
61 Common Equity Tier 1 (as percentage of risk-weighted assets)
62 Tier 1 (as percentage of risk-weighted assets)
63 Total capital (as percentage of risk-weighted assets)

| Q4/13 | Q3/13 | Q2/13 | Q1/13 |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| 41,543 | 40,161 | 39,330 | 38,969 |
| 41,543 | 40,161 | 39,330 | 38,969 |
| 48,568 | 47,085 | 47,410 | 47,015 |
| 348,238 | 332,863 | 325,651 | 313,475 |
| $11.9 \%$ | $12.1 \%$ | $12.1 \%$ | $12.4 \%$ |
| $11.9 \%$ | $12.1 \%$ | $12.1 \%$ | $12.4 \%$ |
| $13.9 \%$ | $14.2 \%$ | $14.6 \%$ | $15.0 \%$ |

${ }^{1}$ The reduction of the Amounts excluded from AT1 due to cap is as a result of the redemption of $\$ 212.5$ million of preferred shares Series AH in Q3/13
${ }^{2}$ The reduction of the Amounts excluded from T2 due to cap is as a result of the redemption of $\$ 1$ billion of subordinated debentures Tier 2 capital instruments in Q2/13.

## ssets

Cash and due from banks
interest-bearing deposits with banks
Assets purchased under reverse repurchase agreements and securities borrowed
Loans
Retail

Allowance for loan losses
Investments for account of segregated fund holders
ther
Derivatives
Premises and equipment, net
Goodwill
Other intangible
sestments in associates
repaid pension burance subsidiaries
Other assets

## Total assets

## Liabilities

Deposits
Business and government
Business and government

Insurance and investment contracts for account of segregated fund holders
Other
Acceptances
Obligations related to securities sold shor
Obligations related to assets sold under repurchase agreements and securities loaned
Derivatives
surance claims and policy benefit liabilities
Accrued pension and other post-employment benefits
Other liabilities
Subordinated debenture
Trust capital securitie
Total liabilities
quity attributable to shareholders
Preferred shares
Treasury shares - preferred

- common

Other components of equity
Total equity attributable to shareholders
Non-controlling interest
Total equity
Total liabilities and equity $\qquad$
$\begin{array}{r}15,870 \\ 9,061 \\ \hline 18278\end{array}$

| Insurance subsidiaries ${ }^{1}$ | Principal activities |
| :--- | :--- |
| RBC Reinsurance Ireland) Limited | Incorporated in rreland to provide reinsurance to international clients |
| Assured Assistance Inc. | Service provider for Insurance claims |
| RBC General Insurance Company | Property and casualty insurance company |
| RBC Insurance Services Inc. | Service providef for insurance companies listed and the bank (creditor) |
| RBC Life Insurance Company | Life and health insurance company |
| RBC Insurance Company of Canada | Property and casualty insurance company |
| RBC Insurance Holdings Inc. | Holding company |
| Royal Bank of Canada Insurance Company Limited | Life, annuity, trade credit, title and property reinsurance company provides coverage to international clients |

> uity

| Equity | Assets |
| :---: | :---: |
| 18 | 15 |
| 4 |  |
| 282 | 1,361 |
| 16 | 13 |
| 1,505 | 9,158 |
| 180 | 508 |
| 1 |  |
| 1,134 | 998 |
| 3,140 | 12,053 |

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

Assets
Cash and due from banks
Interest-bearing deposits with banks
Securities
Non-significant investments in capital of other financial institutions reflected in requlatory capital
Other securities
Assets purchased under reverse repurchase agreements and securities borrowed
Loans
Retail
Wholesale
Allowance for loan losses
General allowance reflected in Tier 2 regulatory capital
Shortfall of allowances to expected loss
Allowances not reflected in regulatory capital
Investments for account of segregated fund holders
Other
Customer's liability under acceptances
Derivatives
Premises and equipment, ne
Goodwil
of which relates to insurance
Other intangibles
of which relates to insurance
nvestments in associates
Significant investments in other financial institutions and insurance subsidiaries *
Significant investments exceeding regulatory thresholds
Significant investments not exceeding regulatory thresholds
Defined-benefit pension fund net assets

|  |  |
| :---: | :---: |
|  | e <br> f <br> n <br> k <br> g o y |



| Liabilities |
| :--- |
| Deposits |
| Personal |
| Business and government |

Personal
Business
Business and governmen

Insurance and investment contracts for account of segregated fund holders
Other
Acceptances
Obligations related to securities sold shor
Obligations related to assets sold under repurchase agreements and securities loaned
Derivatives
Insurance claims and policy benefit liabilities
Accrued pension and other post-employment benefits
Other liabilities
Gains and losses due to changes in own credit risk on fair value liabilities
Deferred tax liabilities
related to goodwill
Other deferred tax liabilitie
Other liabilities
Subordinated debentures
Regulatory capital amortization of maturing debentures
Subordinated debentures not allowed for regulatory capital
Subordinated debentures used for regulatory capital:
fwich: qualifying
act to phase out directly issued capital
of which: are subject to phase out issued by 3rd party subsidaries:
Trust capital securities
of which: are qualifying
of which: are subject to phase out
of which: portion not allowed for regulatory capital

## otal liabilities

quity attributable to shareholders
Common shares
Retained earnings
of which relates to contributed surplus
of which relates to retained earning for capital purposes
Gains and Ios
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
of which relates to Insurance
Preferred shares
of which: are subject to phase out
of which portion are not allowed for regulatory capital
Treasury shares - preferred - phase-out
Treasury shares - Common
Non-controlling interests
of which: are qualifying
ortion al inclusion into CET1
portion allowed for inclusion into Tier 1 capital
portion allowed for inclusion into Tier 2 capital
which: are subject to phase out
of which: portion not allowed for regulatory capital
Total equity

|  | $\begin{array}{r} 194,297 \\ 350,640 \\ 13,543 \\ \hline \end{array}$ | $\begin{array}{r} 194,297 \\ 350,942 \\ 13,543 \\ \hline \end{array}$ |
| :---: | :---: | :---: |
|  | 558,480 513 | 558,782 |
|  | 9,953 | 9,953 |
|  | 47,128 | 47,128 |
|  | 60,416 | 60,416 |
|  | 76,745 | 76,745 |
|  | 8,034 |  |
|  | 1,759 | 1,741 |
|  | 39,113 | 38,481 |
| j |  | 182 |
|  |  | 195 |
| w |  |  |
| x |  | 274 |
| x' |  | (79) |
|  |  | 38,104 |
| r | 7,443 | 7,443 |
| r' |  | 187 |
|  |  | 7,256 |
| r" |  | 7,234 |
| r'" |  | 22 |
| v | 900 | 900 |
| $v{ }^{\text {' }}$ |  | 813 |
| v" |  | 87 |
|  | 810,484 | 801,589 |
|  | 48,540 | 48,521 |
| a | 14,377 | 14,377 |
|  | 28,314 | 28,314 |
| a' | - | 190 |
| b | - | 28,124 |
| c | 1,207 | 1,188 |
| h |  | 175 |
|  |  | 685 |
|  |  | 347 |
| c' |  | (19) |
| p | 4,600 | 4,600 |
| $\mathrm{p}^{\prime}$ |  | 4,331 |
| $\mathrm{p}^{\prime \prime}$ |  | 269 |
| $p^{\prime \prime}$ | 1 | 1 |
| a" | 41 | 41 |
| z | 1,795 | 1,795 |
| d |  | 11 |
| q |  | 3 |
| $s$ |  | 2 |
| z' |  | 1,507 |
| z" |  | 272 |
|  | 50,335 | 50,316 |
|  | 860,819 | 851,905 |

## Common Equity Tier 1 Capital: Instruments and Reserves

1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus
2 Retained earnings
3 Accumulated other comprehensive income (and other reserves)
4 Directly issued capital subject to phase out from CET1 (only applicable to non-joint stock companies)
5 Common share capial issued by subsidiaries and held by third
6 Common Equity Tier 1 capital before regulatory adjustments
Common Equity Tier 1 capital: Regulatory adjustments
7 Regulatory adjustment in respect of own use property
8 Goodwill (net of related tax liability)
10 Deferred tax assets excluding those arising from temporary differences (net of related tax liability)
11 Gains and losses on derivatives designated as cash flow hedges
12 Shortfall of provisions to expected losses
13 Securitization gain on sale
Gefind losses due to changes in own credit risk on fair valued liabilities
5 6 Investments in own shand net assets (net of related tax liability)
17 Recirpocal 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
24
25
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
Adition
30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus
30 Directly issued qualify ing Addititonal Tier 1 instruments plus related stock
31 of which: classified as equity under applicable accounting standards
31
32 of which: classififed as equabilitites under applicable accounting standards
33
33 Directly issued capital instruments subject to phase out from Additional Tier 1
34 Additional Tier 1 instruments (and CET1 instruments not included in row 5 ) is
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
35 of which: instruments issued by subsidiaries subject to phase out

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
41 Other deductions from Tier 1 capital as determined by OSFI
of which: Reverse mortgages
42 Regulatory adiustments of which: Valuation adjustment for less liquid positions
42 Regulatory adjustments applied to Additional Tier 1 due to
43 Total regulatory adjustments to Additional Tier 1 capital
44 Additional Tier 1 Capital (AT1)
45 Tier 1 capital (T1 = CET1 + AT1)
Tier 2 Capital: Instruments and Provisions
46 Directly issued qualifying Tier 2 instruments plus related stock surplus
47 Directly issued capital instruments subject to phase out from Tier 2
48 Tier 2 instruments (and CET1 and AT1 instruments not included in row
4 of which: instruments issued by subsidiaries subject to phase out rows 5 or 34 ) issued by subsidiaries and held by third parties (amount allowed in group Tier 2)
50 Collective allowances
51 Tier 2 capital before regulatory adjustments
Tier 2 Capital: Regulatory Adjustments
$\begin{array}{lll}52 & \text { Investments in own Tier } 2 \text { instruments } \\ 53 & \text { Reciprocal cross holdings in Tier } 2 \text { instruments }\end{array}$
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 regulatory 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)
59 Total capital ( $\mathrm{TC}=\mathrm{T} 1+\mathrm{T} 2$ )

\begin{tabular}{|c|c|}
\hline \[
\begin{gathered}
\text { a+a'a" } \\
\text { b } \\
\text { c-c' } \\
\\
d \\
\hline
\end{gathered}
\] \& \(\begin{array}{r}14,607 \\ 28,124 \\ 1,207 \\ \hline 11\end{array}\) \\
\hline \[
\begin{gathered}
\text { e-w } \\
\text { f-x } \\
\text { g } \\
\text { h } \\
\text { i } \\
\text { j } \\
\text { k+y }
\end{gathered}
\] \& \(\begin{array}{r}43,949 \\ \\ 8,361 \\ \text { 2,522 } \\ 62 \\ 175 \\ 686 \\ \hline\end{array}\) \\
\hline  \& \begin{tabular}{r}
13,408 \\
\hline 30,541 \\
\\
\hline \\
\hline \\
6,652 \\
3
\end{tabular} \\
\hline \& 6,655 \\
\hline \& 6,655
37,196 \\
\hline  \& 37,196

7
7,234
24
22
262
262 <br>
\hline \& 7,520 <br>
\hline \& 7,520 <br>
\hline
\end{tabular}

| Common Equity Tier 1 capital |
| :--- |
| Opening amount |
| New (redeemed) capital |
| Common shares |
| New issuances incl. Options |
| Repurchased |
| Contributed surplus |
| Treasury stock |

Internal Capital Generation and Other
Net income after taxes
Non-controlling interes
Dividends (common \& preferred)
Other, including premium paid on $\mathrm{c} / \mathrm{s}$ repurchases \& issuance costs
Movements in other components of equity
Unrealized foreign currency translation gains (losses), net of hedging activities
Unrealized gains (losses) on available-for-sale securities
Gains (losses) on derivatives designated as cash flow hedges

Other
Goodwill and other intangible assets (net of related tax liability)
Other regulatory adjustments
Defined benefit pension fund assets (net of related tax liability)
Investment in common equity of deconsolidated subsidiaries \& other significant investments
Deferred tax assets excluding those arising from temporary differences (net of related tax liability)
Other

| 29,048 | 28,288 | 28,115 | 27,155 |
| :---: | :---: | :---: | :---: |
| 44 | 25 | 8 | 44 |
| - | (46) | (21) |  |
| (5) | (7) | (15) | (5) |
| 51 | (50) | 63 | (54) |
| 1,068 | 1,066 | 831 | 1,112 |
| 2,119 | 2,304 | 1,936 | 2,070 |
| (24) | (25) | (24) | (25) |
| $(1,026)$ | (971) | (974) | (933) |
| (1) | (242) | (107) | - |
| 167 | 187 | 73 | (63) |
| 233 | 196 | 75 | (14) |
| 76 | (179) | 79 | (49) |
| (142) | 170 | (81) | - |
| - | - | - | - |
| - | - | - | (444) |
| (140) | (129) | (692) | (7) |
| 308 | (286) | (74) | 377 |
| 259 | (10) | (91) | 193 |
| 47 | (11) | (30) | 153 |
| (37) | (1) | (18) | 63 |
| 39 | (264) | 65 | (32) |
| 30,541 | 29,048 | 28,288 | 28,115 |

Additional Tier 1 capital
Additional Tier 1 ca
Opening amount
New elghe Tier 1 capital
Change in Non-qualifying Additional included in Tier 1 capital subject to phase-out
delitional Tier 1 capital lis
Regulatory adjustments

| 6,654 | 6,654 | 6,654 | 7,396 |
| :---: | :---: | :---: | :---: |
| - | - | - | 30 |
| - | - | - | (2) |
| - | - | - | (770) |
| 1 | - | - | - |
| - | - | - | - |
| 6,655 | 6,654 | 6,654 | 6,654 |
| 37,196 | 35,702 | 34,942 | 34,769 |
|  |  |  |  |
| 7,478 | 8,585 | 8,518 | 7,688 |
| - | - | - | - |
| - | - | - | (205) |
| 49 | $(1,064)$ | - | 1,022 |
| - | - | - | (40) |
| - | - | - |  |
| (7) | (43) | 67 | 53 |
| 7,520 | 7,478 | 8,585 | 8,518 |
|  |  |  |  |
| 44,716 | 43,180 | 43,527 | 43,287 |

[^5]$\xrightarrow[\text { Capital }]{\text { Q4/13 }}$ Capital
requirements requirements

Credit risk

| Credit risk ${ }^{5}$ <br> Lending-related and other |
| :---: |
|  |  |
|  |
| Other retail (Personal, Credit cards and Small business treated |
| Business (Corporate, Commercial, Medium-sized enterprises and Non-bank financial institutions) |
| Sovereign (Government) |
| Bank |
| Total lending-related and other Trading-related |
| Trading-related |
| Repo-style transactions |
| Derivatives |
| Total trading-related |
| Total lending-related and other and trading-related |
| Bank book equities ${ }^{6,7}$ Securitization exposures |
|  |  |
|  |
| Other assets ${ }^{9}$ |
|  |


| 183,461 | 5\% | 908 | 7,582 | - | 8,490 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 219,150 | 22\% | 6,198 | 42,220 |  | 48,418 |
| 199,344 | 51\% | 15,331 | 86,449 |  | 101,780 |
| 46,302 | 8\% | 1,687 | 2,223 |  | 3,910 |
| 73,492 | 7\% | 2,168 | 3,241 |  | 5,409 |
| 721,749 | 23\% | 26,292 | 141,715 | - | 168,007 |
| 251,648 | 1\% | 57 | 2,578 | 27 | 2,662 |
| 67,055 | 25\% | 3,005 | 13,095 | 389 | 16,489 |
| 318,703 | 6\% | 3,062 | 15,673 | 416 | 19,151 |
| 1,040,452 | 18\% | 29,354 | 157,388 | 416 | 187,158 |
| 1,723 | 99\% |  | 1,712 |  | 1,712 |
| 40,460 | 17\% | 280 | 6,509 |  | 6,789 |
| n.a. | n.a. | n.a. | 9,813 |  | 9,813 |
| 35,234 | 77\% | n.a. | n.a. | 27,169 | 27,169 |
| 1,117,869 | 21\% | 29,634 | 175,422 | 27,585 | 232,641 |



| Market risk ${ }^{10,11}$ <br> Interest rate <br> Equity <br> Foreign exchange <br> Commodities Specific risk incremental risk charge ${ }^{12,13}$ |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |

Transitional adjustment prescribed by OSFI

|  | 2,509 | 852 | - | 3,361 |
| :---: | :---: | :---: | :---: | :---: |
|  | 322 | 3,008 |  | 3,330 |
|  | 1,551 | 110 |  | 1,661 |
|  | 971 | 19 |  | 990 |
|  | 16,169 | 5,779 | - | 21,948 |
|  |  | 10,894 |  | 10,894 |
|  | 21,522 | 20,662 | - | 42,184 |
|  | 44.156 | n.a. | n.a. | 44.156 |
|  |  |  |  |  |
|  |  |  | - |  |
| 1,117,869 | 95,312 | 196,084 | 27,585 | 318,981 |

Other retail (Personal, Credit cards and Small business treated as retail)
financial institutions)
Sovere
Bank
Total le
Trading-related
Derivatives
Total lending-related and other and trading-related
Bank book equities ${ }^{6}$,
Regulatory scaling factor ${ }^{8}$
Tal ${ }^{3}{ }^{3}{ }^{9}$

25,518
$\begin{array}{lll}314,804 & 311,437 & 303,128\end{array}$
${ }^{1}$ Effective Q1/13 numbers are calculated using guidelines issued by OSFI under the Basel III All-in framework. Prior periods used the Basel II framework.
${ }^{2}$ Total exposure represents exposure at default 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 and collateral held.
${ }^{3}$ Represents the average of counterparty risk weights within a particular category.
${ }^{4}$ The minimum capital requirements for each category can be calculated by multiplying the total RWA by $8 \%$.
${ }^{6}$ For credit tisk, a majority of our portifolios use the nernal Ratings Based (Ndequacy Requirement (CAR) Auidelines define banking book equities based on the economic substance of the trarized Approach,
信 As at Q4/13, the amount of publicily-traded equity exposures was $\$ 736$ million and private equity exposures amounted to $\$ 987$ million. The Q4/113 publicly-traded equity exposures includes $\$ 584$ million of equities previously included in other assets. Total exposure represents exposure at default, which is the expected gross exposure upon the default of an obligor.
${ }^{7}$ The amount of available-for-sale securites held in the
The
${ }^{8}$ 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 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 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.
${ }^{11}$ Regulatory capital for our correlation trading portfolios is determined through the standardized approach as prescribed by oSFI. Therefore, we do not have a comprehensive Resk Charge for these portfolios. Our securitization and re-securitization positions in our trading book also have capital requirements
under the standardized approach. The changes in value due to market and credit risk in the seceuritization and re securitization in the trading book are managed through the daily mark-to-market processs. Furthermore, we employ market risk measures such as sensitivities to changes in option-adiusted spreads ${ }_{12}^{\text {and }}$ The underlying asset prices as well as VaR and stress testing measures.
generate a statisticaly charge (IRC) was $\$ 850$ million as at $Q 4 / 13$. The average was $\$ 867$ million, high was $\$ 1,001$ million and low was $\$ 753$ million for $Q 4 / 13$. The IRC is measured over a one-year horizon at a $99.9 \%$ confidence level. We utilize a technique known as the Monte Carlo simulation process to maximum of one year. The determination of liquididity is based on issuer type and crediit rating. Credit rating migration and defautl probabilities are based on historical data ${ }^{13}$ The models are subject to
${ }^{14}$ the Var mearasure.

| MARKET RISK - RISK-WEIGHTED ASSETS BY APPROACH (ALL-IN BASIS) (Millions of Canadian dollars, except percentage and otherwise noted) | Q4/13 |  | Q3/13 |  | Q2/13 |  | Q1/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Risk-weighted } \\ & \text { assets } \end{aligned}$ | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | $\begin{aligned} & \text { Risk-weighted } \\ & \text { assets } \end{aligned}$ | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | $\begin{gathered} \text { Risk-weighted } \\ \text { assets } \end{gathered}$ | Capital requirements | $\begin{aligned} & \text { Risk-weighted } \\ & \text { assets } \end{aligned}$ | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ |
| Internal models-based approach |  |  |  |  |  |  |  |  |
| VaR | 3,385 | 271 | 2,920 | 234 | 3,064 | 245 | 3,267 | 261 |
| Stressed VaR | 6,383 | 511 | 5,500 | 440 | 5,272 | 422 | 5,911 | 473 |
| Incremental risk charge | 10,894 | 871 | 10,550 | 844 | 10,410 | 833 | 10,594 | 848 |
| Comprehensive risk measure | - | - |  | - |  | - |  |  |
| Other | - |  | - |  | - - |  |  |  |
|  | 20,662 | 1,653 | 18,970 | 1,518 | 18,746 | 1,500 | 19,772 | 1,582 |
| Standardized approach | 21,522 | 1,722 | 18,963 | 1,517 | 19,104 | 1,528 | 18,328 | 1,466 |
| Total Market Risk RWA | 42,184 | 3,375 | 37,933 | 3,035 | 37,850 | 3,028 | 38,100 | 3,048 |


| RISK-WEIGHTED ASSETS BY BUSINESS SEGMENTS (ALL-IN BASIS) (Millions of Canadian dollars) | Q4/13 <br> Total Risk- <br> Weighted <br> Assets |  |  |
| :---: | :---: | :---: | :---: |
| Personal and Commercial Banking <br> $\quad$ Canadian Banking <br> Caribbean \& U.S. Banking <br> Wealth Management <br> Insurance <br> Investo \& Treasury Services <br> Capital Markets <br> Corporate Support <br> Total | $\begin{array}{r} 108,210 \\ 14,65 \\ 18,764 \\ 6,929 \\ 68,39 \\ 146,23 \\ 14,237 \\ \hline, 997 \\ \hline 18,981 \end{array}$ |  |  |
| MOVEMENT OF RISK WEIGHTED ASSETS BY RISK TYPE (ALL-IN BASIS) (Millions of Canadian dollars, except percentage and otherwise noted) | $\begin{gathered} \text { Non- } \\ \text { counterparty } \\ \text { credit risk } \end{gathered}$ |  | Total |
| Credit risk RWA <br> Opening balance of credit isk RWA <br> Portfolio size ${ }^{1}$ <br> Portfolio credit quality ${ }^{2}$ Model updates ${ }^{3}$ Methodology and policy ${ }^{4}$ Acquisitions and dispositions Foreign exchange movements Other | $\begin{array}{r} 213,180 \\ (2,678) \\ 932 \\ \hline \end{array}$ | $\begin{array}{r}20,347 \\ (3,417) \\ 20019 \\ \hline \\ \hline\end{array}$ | 233,527 <br> $(6,095)$ <br> 2,951 <br>  <br> $\vdots$ <br> 2,906 <br> $(648)$ |
| Closing balance of creditit risk RWA | 213,109 | 19,532 | 232,641 |
| Market risk RWA <br> Opening balance of market risk RWA | n.a. | n.a. | 37,933 |
| Movement in risk levels ${ }^{5}$ | n.a. | n.a. | 816 |
| Model updates ${ }^{3}$ | n.a | n.a. | 142 |
| Methodology and policy ${ }^{4}$ | n.a. | n.a. |  |
| Acquisitions and dispositions Foreig exchange movements | n.a. | n.a. |  |
| Foreign exchange movements Other | n.a. | n.a. | 555 |
| Olosing balance of market risk RWA | n.a. | n.a. | ${ }_{42,184}^{(262)}$ |
| Operational risk RWA <br> Opening balance of operational risk RWA Revenue generation | n.a. n.a. | n.a. n.a. | $\begin{array}{r}43,344 \\ \hline 1212\end{array}$ |
| Closing balance of operational risk RWA | n.a. | n.a. | 44,156 |


| ATTRIBUTED CAPITAL (Millions of Canadian dollars) | Q4/13 | Q313 | Q213 | Q1/13 | Q4/12 | Q3/12 | Q212 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Attributed capital |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Market tisk (trading and non-trading) | 3,050 | 3,150 | 3,400 | 3,700 | 3,700 | 3,650 | 3,900 | 3,850 | 3,250 | 3,300 | 3,800 | 3,200 |
| Operational risk | 4,000 | 3,950 | 4,050 | 4,100 | 3,850 | 3,850 | 3,750 | 3,650 | 3,300 | 4,050 | 3,750 | 3,400 |
| Business and fixed assets risk | 2,550 | 2,500 | 2,600 | 2,850 | 2,850 | 2,850 | 2,750 | 2,600 | 2,350 | 2,650 | 2,750 | 2,400 |
| Insurance risk | 500 | 450 | 450 | 500 | 450 | 450 | 450 | 450 | 450 | 500 | 450 | 400 |
| Goodwill and intangibles | 11,150 | 10,950 | 10,800 | 10,150 | 10,100 | 9,750 | 9,700 | 9,700 | 9,750 | 10,750 | 9,800 | 9,450 |
| Regulatory capital allocation ${ }^{6}$ | 4,950 | 4.500 | 2,650 | 1.550 | 3,100 | 4,250 | 4,050 | 4,950 | 5,200 | 3.400 | 4.100 | 2,400 |
| Attributed capital | 38,650 | 37,200 | 35,650 | 34,250 | 35,150 | 34,100 | 33,600 | 33,950 | 32,650 | 36,450 | 34,200 | 29,050 |
| Under/(over) attribution of capital ${ }^{6,7}$ Average common equity from discontinued operations | 4,700 | 5,000 | 5,350 | 5,750 | 3,700 | 3,600 | 2,400 400 | 400 1,250 | 350 1,400 | 5,200 | 2,550 400 | 750 2,800 |
| Total average common equity | 43,350 | 42,200 | 41,000 | 40,000 | 38,850 | 37,700 | 36,400 | 35,600 | 34,400 | 41,650 | 37,150 | 32,600 |

Organic changes in portfolio size and composition (including new business and maturing loans).
Quality of book changes caused by experience such as underlying customer behaviiur or demographics and credit migration
${ }^{3}$ 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 calibrationsfrealignments
${ }^{5}$ Change in risk due to position changes and market movements.
${ }^{6}$ Effective Q1/12, we prospectively revised our capital allocation methodology to further align our allocation processes with evolving regulatory capital requirements. The revised methodology replaced the pro-rata allocation of unallocated capital that was
used in 2011. The revised methodology resulted in a reduction in attributed capital for Personal and Commercial Banking and an increase in attributed capital for Capital Markets. The Methodology is annually revised to anticipate and incorporate any
changes in the regulatory (Basel and/or OSFI) environment that affects our capital requirement. As such OSF's decision to delay Credit Valuation Adjustment (CVA) resulted in the exclusion of it from this calculation in 2013 resulting in the reduction of
${ }^{2}$ atributed capital.
Under/(over) attribution of capital is reported in Corporate Support

| LOANS AND ACCEPTANCES (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By portfolio and sector |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 209,238 | 206,441 | 201,138 | 199,375 | 198,324 | 196,652 | 193,231 | 189,822 | 188,406 | 209,238 | 198,324 | 188,406 |
| Personal | 94,311 | 94,191 | 93,663 | 86,709 | 86,697 | 85,073 | 83,008 | 82,146 | 80,921 | 94,311 | 86,697 | 80,921 |
| Credit cards | 14,142 | 13,881 | 13,666 | 13,573 | 13,661 | 13,423 | 13,035 | 12,748 | 12,937 | 14,142 | 13,661 | 12,937 |
| Small business | 3,987 | 3,775 | 4,053 | 2,536 | 2,503 | 2,489 | 2,477 | 2,448 | 2,481 | 3,987 | 2,503 | 2,481 |
|  | 321,678 | 318,288 | 312,520 | 302,193 | 301,185 | 297,637 | 291,751 | 287,164 | 284,745 | 321,678 | 301,185 | 284,745 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 5,441 | 5,349 | 5,287 | 5,272 | 5,202 | 5,085 | 5,085 | 5,026 | 4,880 | 5,441 | 5,202 | 4,880 |
| Automotive | 6,167 | 7,192 | 6,851 | 3,799 | 3,585 | 3,469 | 3,587 | 3,303 | 3,025 | 6,167 | 3,585 | 3,025 |
| Consumer goods | 6,230 | 6,068 | 5,759 | 5,631 | 5,432 | 5,506 | 5,208 | 5,065 | 5,341 | 6,230 | 5,432 | 5,341 |
| Energy | 8,906 | 8,956 | 8,735 | 8,744 | 8,802 | 8,961 | 7,689 | 7,171 | 6,394 | 8,906 | 8,802 | 6,394 |
| Non-bank financial services | 4,903 | 4,913 | 4,321 | 3,134 | 3,895 | 3,455 | 2,234 | 1,921 | 2,007 | 4,903 | 3,895 | 2,007 |
| Forest products | 893 | 917 | 992 | 985 | 811 | 875 | 895 | 777 | 698 | 893 | 811 | 698 |
| Industrial products | 4,038 | 3,910 | 3,906 | 3,882 | 3,938 | 4,024 | 3,639 | 3,428 | 3,381 | 4,038 | 3,938 | 3,381 |
| Mining and metals | 1,074 | 1,018 | 1,196 | 1,009 | 965 | 877 | 892 | 923 | 1,122 | 1,074 | 965 | 1,122 |
| Real estate and related ${ }^{1}$ | 24,413 | 23,534 | 22,932 | 21,877 | 20,650 | 19,346 | 18,400 | 17,026 | 15,569 | 24,413 | 20,650 | 15,569 |
| Technology and media | 4,006 | 3,911 | 3,970 | 4,286 | 4,203 | 3,830 | 3,357 | 3,166 | 2,712 | 4,006 | 4,203 | 2,712 |
| Transportation and environment | 5,593 | 5,502 | 5,250 | 5,299 | 5,221 | 5,101 | 5,174 | 5,022 | 4,927 | 5,593 | 5,221 | 4,927 |
| Other ${ }^{2}$ | 21,520 | 19,825 | 20,926 | 20,991 | 20,554 | 20,855 | 20,154 | 18,615 | 17,011 | 21,520 | 20,554 | 17,011 |
| Sovereign | 4,396 | 4,089 | 4,142 | 4,197 | 4,193 | 4,275 | 4,027 | 3,807 | 4,050 | 4,396 | 4,193 | 4,050 |
| Bank | 1,320 | 880 | 1,057 | 951 | 990 | 972 | 1,302 | 1,469 | 1,324 | 1,320 | 990 | 1,324 |
|  | 98,900 | 96,064 | 95,324 | 90,057 | 88,441 | 86,631 | 81,643 | 76,719 | 72,441 | 98,900 | 88,441 | 72,441 |
| Total loans and acceptances Allowance for loan losses | $\begin{gathered} 420,578 \\ (1,959) \end{gathered}$ | $\begin{gathered} 414,352 \\ (1,921) \\ \hline \end{gathered}$ | $\begin{array}{r} 407,844 \\ (1,966) \\ \hline \end{array}$ | $\begin{array}{r} 392,250 \\ (1,954) \end{array}$ | $\begin{array}{r} 389,626 \\ (1,997) \\ \hline \end{array}$ | $\begin{gathered} 384,268 \\ (1,937) \end{gathered}$ | $\begin{array}{r} 373,394 \\ (2,019) \end{array}$ | $\begin{array}{r} 363,883 \\ (1,965) \\ \hline \end{array}$ | $\begin{array}{r} 357,186 \\ (1,967) \\ \hline \end{array}$ | $\begin{gathered} 420,578 \\ (1,959) \end{gathered}$ | $\begin{array}{r} 389,626 \\ (1,997) \\ \hline \end{array}$ | $\begin{array}{r} 357,186 \\ (1,967) \\ \hline \end{array}$ |
| Alotal loans and acceptances, net of allowance for loan losses | 418,619 | 412,431 | 405,878 | 390,296 | 387,629 | 382,331 | 371,375 | 361,918 | 355,219 | 418,619 | 387,629 | 355,219 |
| Loans and acceptances by geography ${ }^{3}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 206,134 | 203,446 | 198,253 | 196,574 | 195,552 | 193,886 | 190,537 | 187,075 | 185,620 | 206,134 | 195,552 | 185,620 |
| Personal | 87,153 | 87,445 | 87,306 | 80,852 | 80,897 | 79,502 | 77,482 | 76,682 | 75,668 | 87,153 | 80,897 | 75,668 |
| Credit cards | 13,902 | 13,651 | 13,404 | 13,311 | 13,422 | 13,204 | 12,812 | 12,509 | 12,723 | 13,902 | 13,422 | 12,723 |
| Small business | 3,987 | 3,775 | 4,053 | 2,536 | 2,503 | 2,489 | 2,477 | 2,448 | 2,481 | 3,987 | 2,503 | 2,481 |
| Retail | 311,176 | 308,317 | 303,016 | 293,273 | 292,374 | 289,081 | 283,308 | 278,714 | 276,492 | 311,176 | 292,374 | 276,492 |
| Business | 57,724 | 57,114 | 56,987 | 51,582 | 50,319 | 50,091 | 47,766 | 43,911 | 45,186 | 57,724 | 50,319 | 45,186 |
| Sovereign | 3,807 | 3,648 | 3,724 | 3,881 | 3,751 | 3,651 | 3,322 | 3,141 | 3,304 | 3,807 | 3,751 | 3,304 |
| Bank | 823 | 429 | 428 | 517 | 390 | 428 | 501 | 437 | 747 | 823 | 390 | 747 |
| Wholesale | 62,354 | 61,191 | 61,139 | 55,980 | 54,460 | 54,170 | 51,589 | 47,489 | 49,237 | 62,354 | 54,460 | 49,237 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 3,734 | 3,510 | 3,392 | 3,088 | 3,138 | 3,077 | 3,109 | 3,076 | 3,101 | 3,734 | 3,138 | 3,101 |
| Wholesale | 19,443 | 18,321 | 17,622 | 17,298 | 17,081 | 16,224 | 14,035 | 13,519 | 11,094 | 19,443 | 17,081 | 11,094 |
|  | 23,177 | 21,831 | 21,014 | 20,386 | 20,219 | 19,301 | 17,144 | 16,595 | 14,195 | 23,177 | 20,219 | 14,195 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 6,768 | 6,461 | 6,112 | 5,832 | 5,673 | 5,479 | 5,334 | 5,374 | 5,152 | 6,768 | 5,673 | 5,152 |
| Wholesale | 17,103 | 16,552 | 16,563 | 16,779 | 16,900 | 16,237 | 16,019 | 15,711 | 12,110 | 17,103 | 16,900 | 12,110 |
|  | 23,871 | 23,013 | 22,675 | 22,611 | 22,573 | 21,716 | 21,353 | 21,085 | 17,262 | 23,871 | 22,573 | 17,262 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 321,678 | 318,288 | 312,520 | 302,193 | 301,185 | 297,637 | 291,751 | 287,164 | 284,745 | 321,678 | 301,185 | 284,745 |
| Wholesale | 98,900 | 96,064 | 95,324 | 90,057 | 88,441 | 86,631 | 81,643 | 76,719 | 72,441 | 98,900 | 88,441 | 72,441 |
| Total loans and acceptances | 420,578 | 414,352 | 407,844 | 392,250 | 389,626 | 384,268 | 373,394 | 363,883 | 357,186 | 420,578 | 389,626 | 357,186 |

${ }^{1}$ Wholesale - Real estate and related loans and acceptances in Q4/13 is comprised of amounts based in Canada of $\$ 17.5$ billion, United States of $\$ 4.5$ billion and Other International of $\$ 2.4$ billion.
${ }^{2}$ Wholesale - Other in Q4/13 related to other services $\$ 8.1$ billion, financing products $\$ 3.1$ billion, holding and investments $\$ 5.0$ billion, health $\$ 3.8$ billion, and other $\$ 1.5$ billion.
${ }^{3}$ Geographic information is based on residence of borrower.

## Gross impaired loans by portfolio and secto

## Retail <br> Residential mortgages <br> Personal Small busines <br> holesal <br> Business Agricultur <br> Agriculture Automotive <br> Consumer goods <br> Energy <br> Non-bank financial services <br> Forest products <br> Industrial products Mining and metals <br> Real estate and related ${ }^{1}$ <br> Real estate and relaed <br> Transportation and environmen <br> Other ${ }^{2}$ <br> Other ${ }^{2}$ <br> Bank <br> Total gross impaired loans

Individually assessed
Collectively assessed
Total gross impaired loans

## Gross impaired loans by geography ${ }^{3}$ and portfolio

Canada
al mortgages
Personal
Small business

Business
Sovereign
Bank
Wholesale
Total - Canada
United States
Retail
Wholesale
Other International
Retail
Wholesale
Total
Retail
Wholesale
Total gross impaired loans $\qquad$
${ }^{1}$ Wholesale - Real estate and related loans and acceptances in Q4/13 is comprised of amounts based in Canada of $\$ 169$ million, United States of $\$$ nil and Other International of $\$ 198$ million.
${ }^{2}$ Wholesale - Other in Q4/13 related to other services $\$ 101$ million, financing products $\$ 38$ million, holding and investments $\$ 39$ million, health $\$ 25$ million, and other $\$ 69$ million
${ }^{3}$ Geographic information is based on residence of borrower

| GROSS IMPAIRED LOANS continued <br> (Millions of Canadian dollars) <br> Changes in gross impaired loans <br> Balance at beginning of period <br> Retail <br> Wholesale <br> Balance at beginning of period - discontinued operations <br> Retail <br> Wholesale <br> New impaired ${ }^{1}$ <br> Retail <br> Wholesale <br> Return to performing status ${ }^{1}$ <br> Retail <br> Wholesale <br> Repayments ${ }^{1}$ <br> Retail <br> Wholesale <br> Write-offs <br> Retail <br> Wholesale <br> Sold ${ }^{1}$ <br> Retail <br> Wholesale <br> Exchange and other movements ${ }^{1}$ <br> Retail <br> Wholesale <br> Balance at end of period <br> Retail <br> Wholesale |
| :--- |


| Changes in gross impaired loans |
| :--- |
| Balance at beginning of period |
| Retail |
| Wholesale |
| Balance at beginning of period - discontinued ope |
| Retail |
| Wholesale |
| New impaired ${ }^{1}$ |
| Retail |
| Wholesale |
| Return to performing status ${ }^{1}$ |
| Retail |
| Wholesale |
| Repayments ${ }^{1}$ |
| Retail |
| Wholesale |
| Write-offs |
| Retail |
| Wholesale |
| Sold ${ }^{1}$ |
| Retail |
| Wholesale |
| Exchange and other movements ${ }^{1}$ |
| Retail |
| Wholesale |
| Balance at end of period |
| Retail |
| Wholesale |

Total Net Impaired Loans

${ }^{2}$ Certain GIL movements for Canadian Banking and Caribbean Banking retail and wholesale portfolios are generally allocated to Return to performing status, Repayments, Sold, and Exchange and other, as amounts are not reasonably determinable.
${ }^{2}$ Geographic information is based on residence of borrower, net of allowance for impaired loans

| GROSS IMPAIRED LOANS continued <br> (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2113 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net write-offs by geography ${ }^{1}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 8 | 2 | 2 | 4 | 4 | 5 | 4 | 3 | 4 | 16 | 16 | 12 |
| Personal | 102 | 93 | 91 | 88 | 98 | 97 | 101 | 98 | 99 | 374 | 394 | 398 |
| Credit cards | 80 | 88 | 90 | 88 | 88 | 96 | 104 | 104 | 102 | 346 | 392 | 448 |
| Small business | 5 | 7 | 8 | 6 | 11 | 9 | 16 | 6 | 8 | 26 | 42 | 38 |
| Retail | 195 | 190 | 191 | 186 | 201 | 207 | 225 | 211 | 213 | 762 | 844 | 896 |
| Business | 39 | 49 | 21 | 81 | 37 | 39 | 17 | 12 | 36 | 190 | 105 | 100 |
| Sovereign | - | - | - | - | - | - | - |  |  |  |  |  |
| Bank | - | - | - | - | - | - | - | - | - | - |  | - |
| Wholesale | 39 | 49 | 21 | 81 | 37 | 39 | 17 | 12 | 36 | 190 | 105 | 100 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1 | 1 | - | 1 | 1 | 2 | - | 1 | 1 | 3 | 4 | 2 |
| Wholesale | 3 | 25 | 6 | 14 | - | 15 | 2 | 2 | (1) | 48 | 19 | (24) |
|  | 4 | 26 | 6 | 15 | 1 | 17 | 2 | 3 | - | 51 | 23 | (22) |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 10 | 2 | 12 | 15 | 11 | 14 | 9 | 1 | 16 | 39 | 35 | 39 |
| Wholesale | 36 | 27 | 29 | 69 | 20 | 113 | 7 | 20 | 24 | 161 | 160 | 99 |
|  | 46 | 29 | 41 | 84 | 31 | 127 | 16 | 21 | 40 | 200 | 195 | 138 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 206 | 193 | 203 | 202 | 213 | 223 | 234 | 213 | 230 | 804 | 883 | 937 |
| Wholesale | 78 | 101 | 56 | 164 | 57 | 167 | 26 | 34 | 59 | 399 | 284 | 175 |
| Total net write-offs | 284 | 294 | 259 | 366 | 270 | 390 | 260 | 247 | 289 | 1,203 | 1,167 | 1,112 |

${ }^{1}$ Geographic information is based on residence of borrower, net of allowance for impaired loans.
Provision for credit losses on impaired loans by portfolio and sector

## Retai <br> Residential mortgages

Personal
Small business

## holesale <br> Agriculture <br> Automotive <br> Consumer goods <br> Energy <br> on-bank financial services <br> Forest products <br> Industrial products <br> Real estate and related <br> Real estate and related <br> Transportation and environment <br> Other ${ }^{2}$ <br> Sovereig

Total provision for credit losses on impaired loans
Total provision for credit losses for loans not yet identified as impaired otal provision for credit losses
Individually assessed
Collectively assesse
Total provision for credit losses
5


[^6]${ }^{3}$ Geographic information is based on residence of borrower.
Allowance for credit losses on impaired loans by portfolio and sector
Retail
Residential mortgages
Personal
Small business
Wholesale
Business
Agriculture
Automotive
Consumer goods
Energy
Non-bank financial services
Forest products
Industrial product
Mining and metals
Real estate and related
Technology and media
Technology and media
Transportation and environment
Other ${ }^{2}$
overeig
Bank
Total
Alowance for loans not yet identified as impaired
Retai
Retail
Personal
Credit cards
Small business

Wholesale
Off-balance sheet and other items
Total

## tal allowance for credit losse

Individually assessed - Impaired
Collectively assessed - Impaired
Collectively assessed - Not yet identified as Impaired Total allowance for credit losses

| 103 | 96 | 77 | 77 | 76 | 93 | 87 | 74 | 71 | 103 | 76 | 71 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 178 | 129 | 141 | 148 | 151 | 142 | 140 | 151 | 145 | 178 | 151 | 145 |
| 16 | 12 | 14 | 13 | 12 | 13 | 14 | 16 | 15 | 16 | 12 | 15 |
| 297 | 237 | 232 | 238 | 239 | 248 | 241 | 241 | 231 | 297 | 239 | 231 |
| 7 | 8 | 7 | 7 | 10 | 9 | 10 | 11 | 14 | 7 | 10 | 14 |
| 5 | 6 | 6 | 6 | 7 | 8 | 15 | 18 | 19 | 5 | 7 | 19 |
| 21 | 21 | 20 | 27 | 27 | 27 | 29 | 20 | 21 | 21 | 27 | 21 |
| 1 | 1 | 1 | 2 | 2 | 6 | 6 | 5 | 7 | 1 | 2 | 7 |
| 11 | 10 | 1 | 1 | 2 | 1 | - | - | 12 | 11 | 2 | 12 |
| 9 | 12 | 12 | 10 | 11 | 8 | 7 | 8 | 7 | 9 | 11 | 7 |
| 20 | 19 | 21 | 21 | 33 | 33 | 35 | 16 | 17 | 20 | 33 | 17 |
| 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 |
| 83 | 77 | 117 | 102 | 95 | 97 | 90 | 77 | 86 | 83 | 95 | 86 |
| 57 | 68 | 84 | 62 | 111 | 50 | 28 | 24 | 21 | 57 | 111 | 21 |
| 16 | 28 | 27 | 31 | 13 | 11 | 67 | 56 | 34 | 16 | 13 | 34 |
| 69 | 71 | 75 | 84 | 84 | 76 | 97 | 94 | 102 | 69 | 84 | 102 |
|  | - | - | - | - | - |  |  |  |  |  |  |
| 2 | 2 | 2 | 2 | 2 | 2 | 33 | 33 | 33 | 2 | 2 | 33 |
| 302 | 324 | 374 | 356 | 398 | 329 | 418 | 364 | 374 | 302 | 398 | 374 |
| 599 | 561 | 606 | 594 | 637 | 577 | 659 | 605 | 605 | 599 | 637 | 605 |
| 48 | 47 | 48 | 48 | 48 | 47 | 48 | 38 | 41 | 48 | 48 | 41 |
| 405 | 407 | 399 | 390 | 392 | 399 | 403 | 412 | 412 | 405 | 392 | 412 |
| 385 | 385 | 393 | 402 | 403 | 422 | 415 | 415 | 415 | 385 | 403 | 415 |
| 45 | 60 | 59 | 60 | 60 | 60 | 60 | 60 | 60 | 45 | 60 | 60 |
| 883 | 899 | 899 | 900 | 903 | 928 | 926 | 925 | 928 | 883 | 903 | 928 |
| 477 | 461 | 461 | 460 | 457 | 432 | 434 | 435 | 434 | 477 | 457 | 434 |
| 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 |
| 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 | 1,453 |
| 2,050 | 2,012 | 2,057 | 2,045 | 2,088 | 2,028 | 2,110 | 2,056 | 2,058 | 2,050 | 2,088 | 2,058 |
| 240 | 216 | 268 | 257 | 298 | 232 | 313 | 253 | 252 | 240 | 298 | 252 |
| 359 | 345 | 338 | 337 | 339 | 345 | 346 | 352 | 353 | 359 | 339 | 353 |
| 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 | 1,453 |
| 2,050 | 2,012 | 2,057 | 2,045 | 2,088 | 2,028 | 2,110 | 2,056 | 2,058 | 2,050 | 2,088 | 2,058 |

${ }^{1}$ Wholesale - Real estate and related allowance for credit losses in Q4/13 is comprised of allowances based in Canada of $\$ 43$ million, United States of $\$$ nil and Other International of $\$ 40$ million
${ }^{2}$ Wholesale - Other in Q4/13 related to financing products, $\$ 4$ million; other services, $\$ 26$ million; health, $\$ 7$ million; holding and investments, $\$(4)$ million; and other, $\$ 36$ million.

| ALLOWANCE FOR CREDIT LOSSES continued (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for credit losses on impaired loans by geography ${ }^{1}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 36 | 34 | 35 | 37 | 41 | 40 | 46 | 51 | 47 | 36 | 41 | 47 |
| Personal | 97 | 86 | 91 | 90 | 89 | 86 | 93 | 92 | 88 | 97 | 89 | 88 |
| Small business | 16 | 12 | 13 | 13 | 12 | 13 | 14 | 16 | 15 | 16 | 12 | 15 |
| Retail | 149 | 132 | 139 | 140 | 142 | 139 | 153 | 159 | 150 | 149 | 142 | 150 |
| Business | 170 | 170 | 195 | 163 | 239 | 168 | 177 | 166 | 179 | 170 | 239 | 179 |
| Sovereign | - |  |  | - | - | - | - |  |  |  |  |  |
| Bank | - | - | - | - | - | - | - | - | - |  | - |  |
| Wholesale | 170 | 170 | 195 | 163 | 239 | 168 | 177 | 166 | 179 | 170 | 239 | 179 |
| Canada - Total | 319 | 302 | 334 | 303 | 381 | 307 | 330 | 325 | 329 | 319 | 381 | 329 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 2 | 3 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 |
| Wholesale | 19 | 35 | 34 | 23 | 38 | 43 | 38 | 20 | 25 | 19 | 38 | 25 |
| United States - Total | 21 | 38 | 35 | 25 | 39 | 44 | 39 | 21 | 26 | 21 | 39 | 26 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 146 | 102 | 92 | 96 | 96 | 108 | 87 | 81 | 80 | 146 | 96 | 80 |
| Wholesale | 113 | 119 | 145 | 170 | 121 | 118 | 203 | 178 | 170 | 113 | 121 | 170 |
| Other International - Total | 259 | 221 | 237 | 266 | 217 | 226 | 290 | 259 | 250 | 259 | 217 | 250 |
| Total allowance for impaired loans | 599 | 561 | 606 | 594 | 637 | 577 | 659 | 605 | 605 | 599 | 637 | 605 |
| Total allowance for loans not yet identified as impaired | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 | 1,453 |
| Total allowance for credit losses | 2,050 | 2,012 | 2,057 | 2,045 | 2,088 | 2,028 | 2,110 | 2,056 | 2,058 | 2,050 | 2,088 | 2,058 |


| Allowance for credit losses by type |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan losses | 1,959 | 1,921 | 1,966 | 1,954 | 1,997 | 1,937 | 2,019 | 1,965 | 1,967 | 1,959 | 1,997 | 1,967 |
| Allowance for off-balance sheet items | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 |
| Total | 2,050 | 2,012 | 2,057 | 2,045 | 2,088 | 2,028 | 2,110 | 2,056 | 2,058 | 2,050 | 2,088 | 2,058 |


| Allowance for credit losses continuity |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for impaired loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 561 | 606 | 594 | 637 | 577 | 659 | 605 | 605 | 624 | 637 | 605 | 931 |
| Balance at beginning of period - discontinued operations | - | - | - | - | - | - | - | - |  | - | - | (274) |
| Write-offs | (348) | (382) | (321) | (422) | (327) | (449) | (319) | (305) | (345) | $(1,473)$ | $(1,400)$ | $(1,356)$ |
| Recoveries | 64 | 88 | 62 | 56 | 57 | 59 | 59 | 58 | 56 | 270 | 233 | 244 |
| Provision for credit losses ${ }^{2}$ | 335 | 268 | 290 | 349 | 362 | 329 | 348 | 268 | 276 | 1,242 | 1,303 | 1,137 |
| Disposal of loans |  | (1) | (2) |  |  | (4) | - |  |  | (3) |  | (6) |
| Exchange and other movements ${ }^{3}$ | (13) | (18) | (17) | (26) | (32) | (17) | (34) | (21) | (6) | (74) | (104) | (71) |
| Allowance for impaired loans at end of period | 599 | 561 | 606 | 594 | 637 | 577 | 659 | 605 | 605 | 599 | 637 | 605 |
| Allowance for loans not yet identified as impaired |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 | 1,453 | 2,035 |
| Balance at beginning of period - discontinued operations | - | - | - | - | - | - | - | - | - |  | - | (580) |
| Provision for credit losses | - | - | - | - | - | (1) | - | (1) | - |  | (2) | 2 |
| Exchange and other movements ${ }^{3}$ | - | - | - |  | - | 1 | - | (1) | 2 | - | - | (4) |
| Allowance for loans not yet identified as impaired at end of period | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 | 1,453 |
| Allowance for credit losses | 2,050 | 2,012 | 2,057 | 2,045 | 2,088 | 2,028 | 2,110 | 2,056 | 2,058 | 2,050 | 2,088 | 2,058 |

[^7]| CREDIT QUALITY RATIOS ${ }^{1}$ | Q4/13 | Q3113 | Q2/13 ${ }^{2}$ | Q1/13 ${ }^{2}$ | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total loans and acceptances |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 76\% | 77\% | 77\% | 77\% | 77\% | 77\% | 78\% | 79\% | 80\% | 76\% | 77\% | 80\% |
| Wholesale | 24\% | 23\% | 23\% | 23\% | 23\% | 23\% | 22\% | 21\% | 20\% | 24\% | 23\% | 20\% |
| Canada | 89\% | 89\% | 89\% | 89\% | 89\% | 89\% | 90\% | 90\% | 91\% | 89\% | 89\% | 91\% |
| United States | 6\% | 5\% | 5\% | 5\% | 5\% | 5\% | 4\% | 4\% | 4\% | 6\% | 5\% | 4\% |
| Other International | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 5\% | 6\% | 6\% | 5\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Impaired Loans (GILs) as a \% of Related loans and acceptances | 0.52\% | 0.50\% | 0.54\% | 0.54\% | 0.58\% | 0.55\% | 0.63\% | 0.64\% | 0.65\% | 0.52\% | 0.58\% | 0.65\% |
| Retail | 0.34\% | 0.31\% | 0.33\% | 0.33\% | 0.33\% | 0.33\% | 0.36\% | 0.38\% | 0.37\% | 0.34\% | 0.33\% | 0.37\% |
| Wholesale | 1.12\% | 1.13\% | 1.22\% | 1.27\% | 1.44\% | 1.33\% | 1.61\% | 1.60\% | 1.77\% | 1.12\% | 1.44\% | 1.77\% |
| Canada | 0.34\% | 0.32\% | 0.35\% | 0.35\% | 0.39\% | 0.35\% | 0.41\% | 0.40\% | 0.40\% | 0.34\% | 0.39\% | 0.40\% |
| United States | 0.48\% | 0.69\% | 0.89\% | 0.78\% | 0.83\% | 0.93\% | 0.80\% | 0.68\% | 0.86\% | 0.48\% | 0.83\% | 0.86\% |
| Other International | 3.49\% | 3.20\% | 3.15\% | 3.31\% | 3.21\% | 3.37\% | 4.04\% | 4.27\% | 5.20\% | 3.49\% | 3.21\% | 5.20\% |
| Net Impaired Loans as a \% of Loans and acceptances | 0.38\% | 0.36\% | 0.39\% | 0.39\% | 0.41\% | 0.40\% | 0.46\% | 0.47\% | 0.48\% | 0.38\% | 0.41\% | 0.48\% |
| Retail | 0.25\% | 0.23\% | 0.25\% | 0.25\% | 0.25\% | 0.24\% | 0.28\% | 0.30\% | 0.29\% | 0.25\% | 0.25\% | 0.29\% |
| Wholesale | 0.82\% | 0.80\% | 0.83\% | 0.88\% | 0.99\% | 0.95\% | 1.10\% | 1.12\% | 1.25\% | 0.82\% | 0.99\% | 1.25\% |
| Canada | 0.25\% | 0.24\% | 0.26\% | 0.26\% | 0.28\% | 0.26\% | 0.31\% | 0.30\% | 0.30\% | 0.25\% | 0.28\% | 0.30\% |
| United States | 0.39\% | 0.51\% | 0.72\% | 0.66\% | 0.63\% | 0.70\% | 0.57\% | 0.55\% | 0.67\% | 0.39\% | 0.63\% | 0.67\% |
| Other International | 2.41\% | 2.24\% | 2.11\% | 2.13\% | 2.26\% | 2.33\% | 2.69\% | 3.04\% | 3.75\% | 2.41\% | 2.26\% | 3.75\% |
| PCL as a \% of Average net loans and acceptances | 0.32\% | 0.26\% | 0.29\% | 0.35\% | 0.37\% | 0.34\% | 0.39\% | 0.30\% | 0.31\% | 0.31\% | 0.35\% | 0.33\% |
| PCL on impaired loans as a \% of Average net loans and acceptances | 0.32\% | 0.26\% | 0.29\% | 0.35\% | 0.37\% | 0.34\% | 0.39\% | 0.30\% | 0.31\% | 0.31\% | 0.35\% | 0.33\% |
| Retail | 0.33\% | 0.25\% | 0.27\% | 0.28\% | 0.30\% | 0.33\% | 0.36\% | 0.33\% | 0.32\% | 0.28\% | 0.33\% | 0.36\% |
| Wholesale | 0.27\% | 0.28\% | 0.36\% | 0.61\% | 0.63\% | 0.40\% | 0.54\% | 0.17\% | 0.26\% | 0.38\% | 0.44\% | 0.24\% |
| Canada | 0.27\% | 0.25\% | 0.29\% | 0.24\% | 0.38\% | 0.29\% | 0.33\% | 0.29\% | 0.27\% | 0.26\% | 0.32\% | 0.32\% |
| United States | (0.14\%) | 0.43\% | 0.36\% | 0.01\% | (0.04\%) | 0.38\% | 0.60\% | (0.06)\% | 0.47\% | 0.16\% | 0.22\% | (0.11\%) |
| Other International | 1.49\% | 0.25\% | 0.27\% | 2.50\% | 0.55\% | 1.28\% | 1.29\% | 0.68\% | 0.94\% | 1.13\% | 0.97\% | 0.87\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| ACL as a \% of Total loans and acceptances | 0.49\% | 0.49\% | 0.50\% | 0.52\% | 0.54\% | 0.53\% | 0.57\% | 0.57\% | 0.57\% | 0.49\% | 0.54\% | 0.57\% |
| ACL against impaired loans as a \% of Total loans and acceptances | 0.14\% | 0.14\% | 0.15\% | 0.15\% | 0.16\% | 0.15\% | 0.18\% | 0.17\% | 0.17\% | 0.14\% | 0.16\% | 0.17\% |
| Retail | 0.07\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.07\% | 0.06\% | 0.07\% | 0.06\% | 0.06\% |
| Wholesale | 0.07\% | 0.08\% | 0.09\% | 0.09\% | 0.10\% | 0.09\% | 0.11\% | 0.10\% | 0.10\% | 0.07\% | 0.10\% | 0.10\% |
| ACL against impaired loans as a \% of GIL | 27.22\% | 27.08\% | 27.75\% | 27.79\% | 28.33\% | 27.23\% | 27.89\% | 26.06\% | 26.00\% | 27.22\% | 28.33\% | 26.00\% |
| Retail | 27.20\% | 24.12\% | 22.76\% | 23.98\% | 24.34\% | 25.55\% | 23.01\% | 21.98\% | 22.01\% | 27.20\% | 24.34\% | 22.01\% |
| Wholesale | 27.24\% | 29.75\% | 32.12\% | 31.08\% | 31.39\% | 28.62\% | 31.76\% | 29.71\% | 29.28\% | 27.24\% | 31.39\% | 29.28\% |
| Total net write-offs as a \% of Average net loans and acceptances | 0.27\% | 0.28\% | 0.26\% | 0.37\% | 0.28\% | 0.41\% | 0.29\% | 0.27\% | 0.33\% | 0.30\% | 0.31\% | 0.33\% |
| Retail | 0.26\% | 0.24\% | 0.27\% | 0.27\% | 0.28\% | 0.30\% | 0.34\% | 0.30\% | 0.33\% | 0.26\% | 0.30\% | 0.35\% |
| Wholesale | 0.32\% | 0.42\% | 0.24\% | 0.73\% | 0.26\% | 0.79\% | 0.14\% | 0.18\% | 0.33\% | 0.42\% | 0.35\% | 0.25\% |
| Canada | 0.25\% | 0.26\% | 0.24\% | 0.30\% | 0.27\% | 0.29\% | 0.30\% | 0.27\% | 0.30\% | 0.26\% | 0.28\% | 0.32\% |
| United States | 0.07\% | 0.48\% | 0.12\% | 0.29\% | 0.00\% | 0.39\% | 0.07\% | 0.08\% | 0.00\% | 0.24\% | 0.14\% | (0.20)\% |
| Other International | 0.79\% | 0.50\% | 0.74\% | 1.48\% | 0.59\% | 2.54\% | 0.35\% | 0.49\% | 1.06\% | 0.87\% | 1.05\% | 0.92\% |

[^8]| GROSS CREDIT RISK EXPOSURE BY GEOGRAPHY AND PORTFOLIO ${ }^{1,2}$ <br> (Millions of Canadian dollars) | Lending-related and other |  |  | Tracing-related |  | Q413 | Q3113 | Q213 | Q1/13 | Q4112 | Q312 | Q212 | Q1/12 | Q4111 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loans and acceptances |  | Other ${ }^{3}$ | $\begin{gathered} \text { Repo-style } \\ \text { transactions }{ }^{4} \end{gathered}$ | Derivatives ${ }^{\text {5,6 }}$ | Total | Total | Total | Total | Total | Total | Total | Total | Total |
|  | Outstanding | $\begin{aligned} & \text { Undrawn } \\ & \text { commitments } \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit risk exposure by geography ${ }^{7}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 206,134 | 78. |  |  |  | 206,134 | 203,446 | 198,253 | ${ }^{196,574}$ | 195,552 | 193,913 | 190,572 | 187,100 | 185,633 |
| Personal | 87,153 | 76,847 | 21 |  |  | 164,021 | 163,141 | 159,988 | 152,323 | 150,628 | 147,765 | 144,176 | 141,433 | 148,911 |
| Credit cards | 13,902 | 19,951 |  |  |  | 33,853 | 34,327 | 32,079 | 32,970 | 31,101 | 34,231 | 33,261 | 37,002 | 39,233 |
| Small business | 3,987 | 4,043 | 41 |  |  | 8,071 | 7,815 | 7,980 | 6,400 | 6,476 | 6,380 | 6,286 | 6,186 | 6,691 |
| Retail | 311,176 | 100,841 | 62 |  |  | 412,079 | 408,729 | 398,300 | 388,267 | 383,757 | 382,289 | 374,295 | 371,721 | 380,468 |
| Business | 57,724 | 25,143 | 13,671 | 23,343 | 18,998 | 138,879 | 136,815 | 139,061 | 159,819 | 138,477 | 129,904 | 128,322 | 110,185 | 111,664 |
| Sovereign | 3,807 | 3,582 | 11,244 | 18,445 | 1,781 | 38,859 | 40,144 | 39,403 | 36,619 | 37,682 | 38,834 | 37,616 | 35,429 | 27,838 |
| Bank | 823 | 66 | 33,071 | 13,606 | 2,840 | 50,406 | 57,019 | 57,498 | 56,581 | 51,774 | 59,223 | 35,995 | 42,012 | 41,299 |
| Wholesale | 62,354 | 28,791 | 57,986 | 55,394 | 23,619 | 228,144 | 233,978 | 235,962 | 253,019 | 227,933 | 227,961 | 201,933 | 187,626 | 180,801 |
| Total Canada | 373,530 | 129,632 | 58,048 | 55,394 | 23,619 | 640,223 | 642,707 | 634,262 | 641,286 | 611,690 | 610,250 | 576,228 | 559,347 | 561,269 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential morgages | 378 | - |  |  |  | 378 | 350 | 317 | 296 | 275 | 273 | 264 | 2,233 | 2,227 |
| Personal | 3,306 | 270 | 3 |  |  | 3,579 | 3,390 | 3,292 | 3,022 | 3,089 | 3,028 | 3,063 | 9,094 | 8,733 |
| Credit cards | 50 | 260 |  |  | - | 310 | 293 | 284 | 276 | 266 | 260 | 256 | 665 | 653 |
| Small business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 3,734 | 530 | 3 |  | - | 4,267 | 4,033 | 3,893 | 3,594 | 3,630 | 3,561 | 3,583 | 11,992 | 11,613 |
| Business | 19,415 | 34,150 | 10,204 | 80,689 | 7.562 | 152,020 | 148,833 | 151,173 | 131,033 | 118,916 | 107,200 | 93,111 | 105,285 | 89,148 |
| Sovereign |  | ${ }^{843}$ | 394 |  | 802 | 2,039 | 2,547 | 4,428 | ${ }^{3,926}$ | 5,750 | 5.071 | 5,192 | ${ }_{6}^{6,232}$ | 5,438 |
| Bank | 28 | 110 | 10,210 | 39,793 | 3,465 | 53,606 | 53,656 | 51,163 | 51,550 | 41,396 | 42,881 | 40,629 | 41,767 | 41,125 |
| Wholesale | 19,443 | 35,103 | 20,808 | 120,482 | 11,829 | 207,665 | 205,036 | 206,764 | 186,509 | 166,062 | 155,152 | 138,932 | 153,284 | 135,711 |
| Total United States | 23,177 | 35,633 | 20,811 | 120,482 | 11,829 | 211,932 | 209,069 | 210,657 | 190,103 | 169,692 | 158,713 | 142,515 | 165,276 | 147,324 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 2,726 | - |  | - | - | 2,726 | 2,645 | 2,568 | 2,505 | 2,497 | 2,493 | 2,430 | 2,458 | 2,465 |
| Personal | 3,852 | 346 | 8 |  |  | 4,206 | 3,983 | 3,658 | 3,443 | 3,293 | 3,119 | 3,040 | 3,074 | 2,946 |
| $\begin{aligned} & \text { Small business } \\ & \text { Retail } \end{aligned}$ | 190 | 136 |  |  | - | 326 | 325 | 340 | 342 | 330 | 323 | 308 | 335 | 344 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 6,768 | 482 | 8 | - | - | 7,258 | 6,953 | 6,566 | 6,290 | 6,120 | 5,935 | 5,778 | 5,867 | 5,755 |
| Business | 16,045 | 11,200 | 7,370 | 32,470 | 10,933 | 78.018 | 84,824 | 83,349 | 87,224 | 75,170 | 73,578 | 80,555 | 81,175 | ${ }^{68,397}$ |
| Sovereign | 589 | 1,102 | 23,151 | 8,748 | 5,736 | 39,326 | 38,647 | 35,516 | 42,563 | 30,024 | 28,616 | 24,243 | 20,484 | 22,721 |
| Bank | 469 |  | 23,726 | 34,554 | 14,938 | 73,781 | 69,055 | 75,627 | 76,116 | 82,136 18733 | 86,776 | 79,138 | $\begin{array}{r}88,745 \\ \hline 19404\end{array}$ | 79,579 |
| Wholesale | 17,103 | 12,396 | 54,247 | 75,772 | 31,607 | 191,125 | 192,526 | 194,492 | 205,903 | 187,330 | 188,970 | 183,936 | 190,404 | 170,697 |
| Total Other International | 23,871 | 12,878 | 54,255 | 75,772 | 31,607 | 198,383 | 199,479 | 201,058 | 212,193 | 193,450 | 194,905 | 189,714 | 196,271 | 176,452 |
| Total exposure | 420,578 | 178,143 | 133,114 | 251,648 | 67,055 | 1,050,538 | 1,051,255 | 1,045,977 | 1,043,582 | 974,832 | 963,868 | 908,457 | 920,894 | 885,045 |

${ }_{2}^{1}$ Amounts prior to Q2/12 represent consolidated (combined continuing and discontinued) operation
${ }^{\text {In }}$ Includes contingent liabilities such as letters of credit and guarantees, available-for-sale debt securities and deposits with financial institutions.
${ }^{5}{ }^{5}$ norludes derivative related credif rif risk we utilize the office of Superintendent of financial Institutions (OSFI) prescribed Current Exposure Method. Wrong-way risk, which arises when the exposure to a counterparty is positively correlated to the probability of default of that counterparty, is considered in our determination of exposure. Credit tuivalent amount after factoring in master netting agreements.
Geographic information is based on residence of borrower.

| EXPOSURE COVERED BY CREDIT RISK MITIGATION (Millions of Canadian dollars) | Q4113 |  |  |  | Q313 |  |  |  | Q213 |  |  |  | Q1/13 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Standardized |  | $\mathrm{RRB}^{2}$ |  | Standardized |  | $1 \mathrm{RB}^{2}$ |  | Standardized |  | $\mathrm{IRB}^{2}$ |  | Standardized |  | $\mathrm{IRB}^{2}$ |  |
|  | Eligible financial collateral | Guarantees credit derivatives | Guaranteesl credit derivatives | Total | Eligible financial collateral | $\begin{gathered} \text { Guarantees/ } \\ \text { credit } \\ \text { derivatives } \end{gathered}$ | Guarantees/ credit derivatives | Total | Eligible financial collateral | $\begin{array}{c}\text { Guaranteesl } \\ \text { credit } \\ \text { derivatives }\end{array}$ | Guarantees/ $\underset{\text { derivative }}{\text { credit }}$ derivatives | Total | Eligible financial collateral | Guarantees/ credit derivatives | Guarantees/ credit derivatives | Total |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages |  | 9,518 | 73,625 | 83,143 |  | 9,137 | 74,453 | 83,590 | - | 8,246 | 71,233 | 79,479 |  | 7,915 | 67,420 | 75,335 |
| Personal | 8 | 7,712 | 1,298 | 9,018 |  | 6,707 | 1,329 | 8,036 | . | 6,094 | 1,208 | 7,302 |  | 6,091 | 1,216 | 7,307 |
| Small business |  |  | 245 | 245 |  |  | 238 | 238 |  |  | 229 | 229 |  |  | 225 | 225 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business Sovereign | 11,382 2 |  | 2,590. | ${ }^{13,972}$ | 8,961 | - | 2,405 | 11,366 | 8,563 |  | 2,180 | 10,743 | 26,419 |  | 1,425. | 27,844 |
| Bank | 47,251 | 1,485 |  | 48,736 | 46,615 | 1,119 |  | 47,734 | 47,681 | 1,072 |  | 48,753 | 47,458 | 1.823 |  | 49,281 |
|  | 58,635 | 1,485 | 2,590 | 62,710 | 55,576 | 1,119 | 2,405 | 59,100 | 56,244 | 1,072 | 2,180 | 59,496 | 73,877 | 1,823 | 1,425 | 77,125 |
| Total exposure covered by credit risk mitigation | 58,643 | 18,715 | 77,758 | 155,116 | 55,576 | 16,963 | 78,425 | 150,964 | 56,244 | 15,412 | 74,850 | 146,506 | 73,877 | 15,829 | 70,286 | 159,992 |


| CREDIT EXPOSURE BY RESIDUAL CONTRACTUAL MATURITY (Millions of Canadian dollars) | Q413 |  |  |  | Q313 |  |  |  | Q2113 |  |  |  | Q1113 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Within 1 | ( | maturity term Over <br> 5 years | Total | Within 1 | lual contrac | maturity term <br> over <br> 5 years | Total | Within 1 | Leal contrac | maturity term Over <br> 5 years | Total | Within 1 | lual contracals 1 to 5 years | maturity term Over 5 years | Total |
| Lending-related |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Outstanding loans and acceptances | 166,563 | 221,578 | 32,437 | 420,578 | 163,228 | 218,843 | 32,281 | 414,352 | 160,569 | 214,295 | 32,980 | 407,844 | 157,072 | 201,532 | 33,646 | 392,250 |
| Undrawn commitments | 125,600 | 50,792 | 1,751 | 178,143 | 125,265 | 49,194 | 1,334 | 175,793 | 115,188 | 47,044 | 995 | 163,227 | 115,972 | 44,949 | 1,050 | 161,971 |
| Other ${ }^{3}$ | 105,735 | 22,556 | 4,823 | 133,114 | 99,563 | 22,450 | 4,453 | 126,466 | 103,163 | 23,661 | 4,533 | 131,357 | 104,804 | 24,125 | 4,758 | 133,687 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repo-style transactions ${ }^{4}$ | 249,829 | 1,819 |  | 251,648 | 269,707 |  |  | 269,707 | 276,275 |  |  | 276,275 | 288,535 |  | - | 288,535 |
| Derivatives ${ }^{\text {a }}$ | 21,096 | 22,835 | 23,124 | 67,055 | 21,261 | 22,368 | 21,308 | 64,937 | 22,109 | 19.645 | 25,520 | 67,274 | 24,556 | 18,011 | 24,572 | 67,139 |
|  | 270,925 | 24,654 | 23,124 | 318,703 | 290,968 | 22,368 | 21,308 | 334,644 | 298,384 | 19,645 | 25,520 | 343,549 | 313,091 | 18,011 | 24,572 | 355,674 |
| Total exposure ${ }^{\text {6 }}$ | 668,823 | 319,580 | 62,135 | 1,050,538 | 679,024 | 312,855 | 59,376 | 1,051,255 | 677,304 | 304,645 | 64,028 | 1,045,977 | 690,939 | 288,617 | 64,026 | 1,043,582 |

${ }^{1}$ Eligible financial collateral includes cash and deposit, gold, as well as qualifying debt securities, equities and mutual funds.
${ }^{2}$ Under the IRB Approach, disclosure on eligible financial collateral is not required as the benefit the collateral provides has been taken into account in the Loss Given Default (LGD) estimates in our internal LGD risk rating system.
${ }^{2}$ Indududes incontingent liabilities such as en eltergs of creditiand and guaranteess, available-for-sale debt securities, and deposits with financial institutions.
${ }^{4}$ Includes repurchase and reverse repurchase agreements and securtites borrowing and lending transactions.
${ }^{5}$ Credit equivalent amount after factoring in master netting agreements.
Represents exposure at default, 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 EXPOSURE OF PORTFOLIOS UNDER THE STANDARDIZED APPROACH BY RISK WEIGHT | Q4/13 | Q3113 | Q2113 | Q1/13 | Q4/12 | Q312 | Q2112 | Q1/12 | Q4/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of Canadian dollars, except percentage amounts) | Gross exposure ${ }^{2}$ |  |  |  |  |  |  |  |  |
| Risk weight ${ }^{3}$ |  |  |  |  |  |  |  |  |  |
| 0\% | 9,334 | 9,621 | 8,248 | 7,765 | 8,077 | 8,107 | 4,849 | 5,501 | 7,646 |
| 20\% | 56,918 | 55,386 | 60,703 | 80,283 | 80,109 | 83,526 | 57,563 | 47,099 | 47,765 |
| 35\% | 854 | 878 | 839 | 848 | 874 | 895 | 911 | 1,408 | 1,530 |
| 50\% | 1,890 | 2,109 | 2,001 | 2,197 | 2,116 | 3,532 | 1,224 | 1,063 | 919 |
| 75\% | 25,232 | 25,089 | 24,182 | 16,638 | 16,931 | 16,759 | 15,794 | 23,421 | 23,067 |
| 100\% | 31,461 | 29,445 | 28,909 | 26,757 | 23,079 | 21,100 | 19,034 | 29,625 | 27,343 |
| 150\% | 418 | 418 | 655 | 413 | 385 | 502 | 570 | 1,491 | 1,628 |
| Total | 126,107 | 122,946 | 125,537 | 134,901 | 131,571 | 134,421 | 99,945 | 109,608 | 109,898 |


| ACTUAL LOSSES VS. ESTIMATED LOSSES | Q4/13 |  |  | Q3/13 |  | Q213 |  | Q1/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \text { loss rate }{ }^{4} \end{gathered}$ | Estimated loss rate ${ }^{5}$ | Average historical actual ${ }^{6}$ loss rate | $\begin{gathered} \text { Actual } \\ \text { loss rate }{ }^{4} \end{gathered}$ | Estimated loss rate ${ }^{5}$ | $\begin{gathered} \text { Actual } \\ \text { loss rate }{ }^{4} \end{gathered}$ | Estimated loss rate ${ }^{5}$ | $\begin{gathered} \text { Actual } \\ \text { loss rate }{ }^{4} \end{gathered}$ | Estimated loss rate ${ }^{5}$ |
| Residential mortgages | 0.02\% | 0.08\% | 0.02\% | 0.02\% | 0.07\% | 0.03\% | 0.07\% | 0.03\% | 0.07\% |
| Personal | 0.50\% | 0.70\% | 0.72\% | 0.44\% | 0.75\% | 0.48\% | 0.75\% | 0.51\% | 0.78\% |
| Credit cards | 2.56\% | 3.10\% | 3.21\% | 2.63\% | 3.20\% | 2.71\% | 3.20\% | 2.82\% | 3.25\% |
| Small business | 0.89\% | 2.00\% | 1.63\% | 1.06\% | 2.05\% | 1.24\% | 2.05\% | 1.72\% | 2.09\% |
| Retail | 0.28\% | 0.42\% | 0.40\% | 0.27\% | 0.42\% | 0.29\% | 0.42\% | 0.31\% | 0.44\% |
| Business | 0.39\% | 0.80\% | 0.50\% | 0.49\% | 0.75\% | 0.52\% | 0.75\% | 0.56\% | 0.77\% |
| Sovereign | 0.00\% | 0.02\% | 0.00\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% |
| Bank | 0.00\% | 0.08\% | 0.13\% | 0.00\% | 0.07\% | 0.00\% | 0.07\% | 0.00\% | 0.07\% |
| Wholesale | 0.37\% | 0.75\% | 0.48\% | 0.46\% | 0.71\% | 0.49\% | 0.70\% | 0.53\% | 0.73\% |


| BASEL BACK-TESTING (INTERNAL RATINGS BASED) ${ }^{7}$ | Average probability of default (PD) |  | Average loss given default (LGD) |  | Average Exposure at Default (EAD) ${ }^{8}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual \% | Estimated \% | Actual \% | Estimated \% | Actual \% | Estimated \% |
| Retail |  |  |  |  |  |  |
| Residential mortgages |  |  |  |  |  |  |
| Uninsured | 0.67\% | 1.23\% | 3.85\% | 10.70\% | 100.00\% | 100.00\% |
| Insured | 1.29\% | 2.66\% | n.a | n.a | 100.00\% | 100.00\% |
| Personal | 0.67\% | 1.12\% | 56.32\% | 56.80\% | 97.59\% | 98.71\% |
| Credit cards | 0.72\% | 1.33\% | 92.69\% | 93.80\% | 89.96\% | 94.05\% |
| Small business | 2.41\% | 3.82\% | 47.14\% | 60.07\% | 97.55\% | 98.36\% |
| Wholesale |  |  |  |  |  |  |
| Business | 0.59\% | 2.64\% | 17.47\% | 35.63\% | 13.84\% | 24.50\% |
| Sovereign | 0.08\% | 0.61\% | 3.30\% | 28.53\% | 0.00\% | 25.31\% |
| Bank | 0.16\% | 1.03\% | n.a. | 42.59\% | 0.00\% | 11.38\% |


| RETAIL CREDIT EXPOSURE <br> BY PORTFOLIO AND RISK CATEGORY <br> (Millions of Canadian dollars, except percentage amounts) | Q4/13 |  |  |  |  | Q3113 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Residential mortgages | Personal | $\begin{aligned} & \text { Credit } \\ & \text { cards } \end{aligned}$ | $\begin{gathered} \text { Small } \\ \text { business } \end{gathered}$ | Total | Residential mortgages | Personal | $\begin{aligned} & \text { Credit } \\ & \text { cards } \end{aligned}$ | $\begin{gathered} \text { Small } \\ \text { business } \end{gathered}$ | Total |
| Low risk (0.00\%-1.00\%) | 178,353 | 143,747 | 25,429 | 4,567 | 352,096 | 176,061 | 143,191 | 25,973 | 4,297 | 349,522 |
| Medium risk ( $1.10 \%-6.40 \%$ ) | 24,011 | 23,890 | 7,907 | 2,214 | 58,022 | 24,060 | 23,388 | 7,779 | 2,243 | 57,470 |
| High risk (6.50\%-99.99\%) | 6,183 | 3,774 | 1,153 | 1,212 | 12,322 | 5,654 | 3,651 | 1,193 | 1,243 | 11,741 |
| $1 \mathrm{mpaired}(100 \%){ }_{\text {, }}$ | 691 | 363 |  | 37 | 1,091 | 666 | 284 |  | 32 | 982 |
| Total exposure ${ }^{9}$ | 209,238 | 171,774 | 34,489 | 8,030 | 423,531 | 206,441 | 170,514 | 34,945 | 7,815 | 419,715 |

Amounts prior to Q2/12 represent consolidated (combined continuing and discontinued) operations.
${ }^{3}$ To determine the appropriate risk weight, credit assessments by OSFI-recognized external credit rating agencies of S\&P, Moody's, Fitch and DBRS are used. For rated exposures, primarily in the sovereign and bank classes, we assign the risk weight corresponding to OSF's standard mapping. For unrated exposures, mainly in the business and retail classes, we generally apply OSFI prescribed risk weights in accordance with OSFI's standards and guidelines taking into consideration certain exposure specific factors including counterparty type, exposure type and credit risk mitigation technique employed
${ }^{4}$ Actual loss reflects internal credit loss experience realized over a given period. Actual loss rate is the sum of provision for credit losses on impaired loans divided by average of loans and acceptances period end outstanding for the current and prior 3 -quarter period.
Estimated loss rate is the expected loss divided by calculated using the Basel III "through the cycle" parameters of probability of default $x$ loss given defautt $x$ exposure at default, estimated based on available historical loss data. economic downturns and come below in periods of expansion.
${ }_{7}^{6}$ Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information is updated on an annual basis.
7 Back-testing is performed to check the effectiveness of the models used to measure PD, LGD and EAD. Estimated percentages are as of July 31, 2012 (July 31,2011 for Retail LGD) and actual percentages reflect experiencer
in the following 12 months ( 24 months for Retail LGD).
${ }^{\circ}$ 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 ${ }^{\text {the }}$ outstanding balance
Total exposure represents exposure at default, 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
such as guarantees. Exposure under Basel IIl asset classes of qualifying revolving retail and other retail are largely included within Personal and Credit cards, while home equuity lines of credit are included in Personal.



In certain cases the Average "Pro
holerain cases the Average "Pro
Represents the exposure-weighted average of probability of default, loss given (
Risk weighted assets are calculated on exposure atter credit risk nitigation.
${ }^{5}$ 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

| REALIZED GAINS AND LOSSES ON AVAILABLE-FOR-SALE SECURITIES <br> (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Realized gains | 62 | 38 | 51 | 83 | 101 | 59 | 53 | 38 | 31 | 234 | 251 | 308 |
| Realized losses and writedowns | (9) | (10) | (7) | (17) | (19) | (17) | (69) | (17) | (25) | (43) | (122) | (194) |
| Net gains (losses) on Available-for-sale securities | 53 | 28 | 44 | 66 | 82 | 42 | (16) | 21 | 6 | 191 | 129 | 114 |
| Less: Amount booked in Insurance premium, investment and fee income | 2 | 1 | - | - | 2 | - | 1 | 6 | 8 | 3 | 9 | 10 |
| Net gains (losses) on Available-for-sale securities net of Insurance premium, investment and fee income | 51 | 27 | 44 | 66 | 80 | 42 | (17) | 15 | (2) | 188 | 120 | 104 |


| TRADING CREDIT DERIVATIVES (Millions of Canadian dollars) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Notional amount |  |  |  |  |  |  |  |  |  |
| Protection purchased | 11,043 | 8,571 | 8,336 | 7,112 | 8,701 | 8,785 | 8,691 | 9,554 | 24,284 |
| Protection sold | 9,661 | 7,507 | 6,560 | 5,746 | 6,776 | 6,742 | 7,410 | 8,311 | 21,352 |
| Fair value ${ }^{2}$ |  |  |  |  |  |  |  |  |  |
| Positive | 225 | 211 | 221 | 239 | 287 | 379 | 436 | 496 | 599 |
| Negative | 276 | 248 | 246 | 264 | 306 | 402 | 435 | 517 | 815 |
| Replacement cost ${ }^{3}$ | 106 | 85 | 75 | 91 | 121 | 167 | 195 | 258 | 291 |

OTHER THAN TRADING CREDIT DERIVATIVES POSITIONS ${ }^{4}$
(NOTIONAL AMOUNT AND FAIR VALUE)

| Q4/13 | Q3113 | Q2/13 | Q1/13 | Q4/12 | Q3/12 | Q2/12 | Q1/12 | Q4/11 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | - | - | - | 20 | 90 | 133 | 135 | 135 |
| - | - | 91 | 90 | 90 | 90 | 89 | 90 | 140 |
| 836 | 992 | 980 | 969 | 906 | 929 | 936 | 876 | 887 |
| - | - | - | - | - | - | - | 20 | 68 |
| 113 | 87 | 35 | 35 | 35 | 15 | 15 | 15 | 15 |
| 203 | 200 | 197 | 165 | 240 | 296 | 269 | 313 | 321 |
| 29 | 29 | 28 | 28 | 28 | 20 | 45 | 45 | 45 |
| - | - | 59 | 58 | 60 | 60 | 60 | 61 | 76 |
| 224 | 215 | 216 | 214 | 215 | 216 | 212 | 216 | 214 |
| 1,405 | 1,523 | 1,606 | 1,559 | 1,594 | 1,716 | 1,759 | 1,771 | 1,901 |
| 1,405 | 1.523 | 1,606 | 1,559 | 1,594 | 1,716 | 1.759 | , |  |
| 1,405 | 1,523 | 1,606 | 1,559 | 1,594 | 1,716 | 1,759 | 1,771 | 1,901 |
| - | - | - | - | - | - | - | - |  |
| - | - | - | - | - | - | - | - |  |
| - | - | - | - | - | - | - | - |  |
| 1,405 | 1,523 | 1,606 | 1,559 | 1,594 | 1,716 | 1,759 | 1,771 | 1,901 |
| - | - | 4 | 10 | 5 | 17 | 20 | 24 | 41 |
| 56 | 48 | 47 | 47 | 29 | 23 | 26 | 21 | 19 |

${ }^{1}$ Comprises credit default swaps, total return swaps and credit default baskets. As at Q4/13, over $99 \%$ of our net exposures are with investment grade counterparties.
1 Comprises credit default swaps,
${ }^{2}$ Gross fair value before netting.
${ }^{3}$ Replacement cost includes the impact of netting but excludes collateral.
${ }^{4}$ Comprises credit default swaps.

| FAIR VALUE OF DERIVATIVE INSTRUMENTS (Millions of Canadian dollars) | Q4/13 |  |
| :---: | :---: | :---: |
|  | Fair value |  |
|  | Positive | Negative |
| Held or issued for trading purposes | 103,373 | 106,861 |
| Held or issued for other than trading purposes | 3,144 | 1,377 |
| Total gross fair values before netting ${ }^{1}$ | 106,517 | 108,238 |
| Impact of master netting agreements that qualify for balance sheet offset ${ }^{2}$ | $(31,190)$ | $(31,493)$ |
| that do not qualify for balance sheet offset ${ }^{3}$ | $(51,653)$ | $(51,653)$ |
| Total | 23,674 | 25,092 |
| DERIVATIVES - NOTIONAL AMOUNTS ${ }^{4,5}$ (Millions of Canadian dollars) | Q4/13 | Q3/13 |
| Over-the-counter contracts Interest rate contracts |  |  |
|  |  |  |
| Centrally cleared | 3,620,020 | 3,218,489 |
| Non-centrally cleared | 2,314,027 | 2,333,250 |
| Foreign exchange contracts Non-centrally cleared | 1,578,284 | 1,580,788 |
| Credit derivatives <br> Non-centrally cleared ${ }^{6}$ | 20,704 | 16,078 |
| Other contracts ${ }^{7}$ <br> Non-centrally cleared | 86,143 | 88,389 |
| Exchange traded contracts | 206,675 | 194,660 |
| Total | 7,825,853 | 7,431,654 |

[^9]
${ }^{1}$ As at Q4/13, the notional amounts exclude exchange traded options written of $\$ 85.7$ billion, over-the-counter options wirten of $\$ 244.5$ billion, and non-trading credit derivatives of $\$ 1.4$ billion.
${ }^{2}$ Commencing Q1/13, the isk weighted equivalent is calculated using guidelines issued by OSFI under the Basel III framework whereas all prior periods have been calculated under the Basel IIf framework.
Comprises credit default swaps, total return swaps and credit defautt baskets.
Comprises precious metal, commodity, stable value and equity-linked derivative contracts.
The Q3/13 amounts have been restated for comparative purposes.
Q1/13, exchange traded instruments wern
As at $\mathrm{Q} 4 / 13$, the total credit equivalent amount after netting includes collateral applied of 59.6 billion.

${ }^{1}$ The table shows VaR and stressed VaR for trading activities that have a capital requirement under the internal models-based approach, for which we have been granted approval by OSFI. Regulatory capital for market risk is allocated based on VaR and stressed VaR only for those trading positions that have approval to use the internal models based approach.

Contributed surplus

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 14,354 | 14,292 | 14,185 | 14,128 |
| n.a. | n.a. | n.a. | n.a. |
| 24,270 | 23,310 | 21,983 | 21,364 |
| 444 | 889 | 1,333 | 1,778 |
|  |  |  | $(33)$ |
| $(30)$ | $(59)$ | $(2)$ | 120 |
| 195 | 140 | 9 | - |
| - | - | - | $(7,608)$ |
| $(7,485)$ | $(7,466)$ | $(7,440)$ | $(105)$ |
| $(52)$ | $(80)$ | $(74)$ | $(582)$ |
| $(448)$ | $(501)$ | $(509)$ | $(1,618)$ |
| $(1,562)$ | $(1,512)$ | $(1,498)$ | $(158)$ |
| $(306)$ | $(295)$ | $(269)$ | $(1)$ |
| $(1)$ | $(1)$ | - | 27,285 |
| 29,379 | 28,717 | 27,718 | 4,811 |
| 4,814 | 4,810 | 4,810 | 2,599 |
| 2,580 | 2,600 | 2,592 | 32 |
| 34 | 33 | 31 | 34,727 |
| 36,807 | 36,160 | 35,151 |  |
|  |  |  |  |
| 809 | 817 | 820 | 839 |
| 6,686 | 6,709 | 6,613 | 6,787 |
| - | - | - | - |
| - | - | - | - |
| 221 | 220 | 180 | 165 |
| - | - | - | 998 |
| 191 | 180 | 185 | 409 |
| - | - | - | - |
| $(52)$ | $(80)$ | $(73)$ | $(104)$ |
| $(1,561)$ | $(1,511)$ | $(1,498)$ | $(1,618)$ |
| $(449)$ | $(501)$ | $(509)$ | $(583)$ |
| $(305)$ | $(295)$ | $(269)$ | $(159)$ |
| - | $(1)$ | $(1)$ | 1 |
| 5,540 | 5,538 | 5,448 | 6,735 |
|  |  |  |  |
| 42,347 | 41,698 | 40,599 | 41,462 |
|  |  |  |  |

IFRS
2012
CGAAP 2011

Adjustment for transition to IFRS
Net after tax fair value losses arising from changes in institutions' own credit risk
Foreign currency translation adjustments ${ }^{2}$
Net after-tax unrealized loss on available-for-sale equity securities ${ }^{2}$
Goodwill ${ }^{3}$
Substantial investments
Securitization-related deductions ${ }^{4}$
Investment in insurance subsidiaries
Expected loss in excess of allowance - IRB Approach
Other
Total Tier 1 common
Non-cumulative preferred shares
Innovative capital instruments ${ }^{5}$
Other non-controlling interests
Total Tier 1 regulatory capital ${ }^{6}$

## Tier 2 regulatory capita

Permanent subordinated debentures
Non-permanent subordinated debentures ${ }^{7}$
nnovative capital instruments (excess over 15\% of Tier 1)
Excess of non-cumulative preferred shares
Net after-tax unrealized gain on available-for-sale equity securities ${ }^{2}$
Trust subordinated notes
Allowance against non-impaired loans
Excess Allowance (re IRB Approach)
Substantial investments
Investment in insurance subsidiaries
Securitization-related deductions ${ }^{8}$
Expected loss in excess of allowance - IRB approach
Other
Total Tier 2 regulatory capital
Total regulatory capital

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $10.5 \%$ | $10.3 \%$ | $10.4 \%$ | $9.6 \%$ |
| $13.1 \%$ | $13.0 \%$ | $13.2 \%$ | $12.2 \%$ |
| $15.1 \%$ | $15.0 \%$ | $15.2 \%$ | $14.5 \%$ |
| 16.7 X | 16.7 X | 16.8 X | 16.6 X |


|  |
| ---: |
| $10.6 \%$ |
| $13.3 \%$ |
| $15.3 \%$ |
| 16.1 X |


|  |  |
| ---: | ---: |
| $10.5 \%$ |  |
| $13.1 \%$ |  |
| $15.1 \%$ |  |
| $16.7 X$ |  |

${ }^{1}$ Under IFRS, we record items related to Contributed surplus directly to Retained earnings.
${ }^{2}$ As prescribed by OSFI, certain items of Other components of equity are included in the determination of regulatory capital. Accumulated net foreign currency translation adjustments are included in Tier 1 capital. Net unrealized fair value losses on available-for-sale equities are deducted in the determination of Tier 1 capital while net unrealized fair value gains on available-for-sale equities are included in Tier 2A capital.
${ }^{3}$ Basel II goodwill deduction reflects total consolidated goodwill.
${ }^{4}$ Securitization deduction from Tier 1 capital consists of Seller's interest in credit cards of $\$ 9$ million and securitizations rated below BB- of $\$ 439$ million and unrated positions of $\$$ nil. Of the total deduction from Tier $1 \$ 225$ million is related to the banking book and $\$ 223$ million is related to the trading book.
${ }^{5}$ Innovative capital instruments are included in Other Liabilities on the Balance Sheet.
${ }^{6}$ As defined in the guidelines issued by OSFI.
${ }^{7}$ Subordinated debentures that are within five years of maturity are subject to straight-line amortization to zero during their remaining term and, accordingly, are included at their amortized value ${ }^{8}$ Securitization deduction from Tier 2 capital consists of Seller's interest in credit cards of $\$ 9$ million and securitizations rated below BB- of $\$ 440$ million and unrated positions of $\$ n i l$. Of the total deduction from Tier $2, \$ 226$ million is related to the banking book and $\$ 223$ million is related to the trading book


Regulatory capital generation
Internal capital generation ${ }^{2}$
External capital generation:
Common shares
Contributed surplus ${ }^{3}$
Preferred shares
Trust capital securities
Treasury shares - common
Subordinated debentures
Trust subordinated notes

Other comprehensive income
Other ${ }^{4,5}$

Total regulatory capital generation


| 938 | 1,112 |
| :---: | ---: |
|  |  |
| $(13)$ | 44 |
| n.a. | n.a. |
| - | - |
| - | $(52)$ |
| 63 | 630 |
| - | - |
| - | 622 |
| 50 | 136 |
| 155 | $(930)$ |
| $(904)$ | $(794)$ |
| $(749)$ | 940 |
| 239 |  |


| BASEL II |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Q4/12 | Q3/12 | Q2/12 | Q1/12 | 2012 |
| 956 | 1,328 | 621 | 988 | 3,893 |
| 44 | 73 | 93 | 103 | 313 |
| n.a. | n.a. | n.a. | n.a. | n.a. |
| - | - |  | - |  |
| 17 | 34 | (36) | 7 | 22 |
| 49 | (72) | (98) | 61 | (60) |
| - | - | (998) | (28) | $(1,026)$ |
| 110 | 35 | $(1,039)$ | 143 | (751) |
| 56 | 110 | (48) | 202 | 320 |
| (473) | (374) | (397) | (892) | $(2,136)$ |
| (417) | (264) | (445) | (690) | $(1,816)$ |
| 649 | 1,099 | (863) | 441 | 1,326 |

${ }^{1}$ Effective Q1 2013 numbers are calculated using guidelines issued by OSFI under the Basel III All-in framework. Prior periods are calculated using Basel II framework.
${ }^{2}$ Internal capital generation is net income attributable to shareholders less dividends.
${ }^{3}$ Under IFRS, we record items related to Contributed surplus directly to Retained earnings.
${ }^{4}$ Includes changes to investments in insurance subsidiaries, regulatory capital deductions for goodwill, substantial investments, eligible general allowance, non-controlling interests, securitization related amounts, treasury shares (other than common) other adjustments to retained earnings and the impact of the transition to Basel III for all capital components except subordinated debentures and other comprehensive income.
${ }^{5}$ Transitional adjustments for IFRS are shown under Other.

| CALCULATION OF ROE AND RORC (Millions of Canadian dollars, except percentage and per share amounts) | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4112 | Q3112 | Q2112 | Q1/12 | Q4/11 | 2013 | 2012 | 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal \& Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,059 | 1,156 | 1,035 | 1,099 | 1,013 | 1,079 | 917 | 987 | 921 | 4,349 | 3,996 | 3,644 |
| Average risk capital | 10,450 | 9,900 | 9,600 | 8,550 | 8,450 | 8,700 | 9,050 | 9,250 | 9,750 | 9,650 | 8,850 | 8,050 |
| Add: Average goodwill and other intangibles | 4,650 | 4,650 | 4,500 | 3,900 | 3,850 | 3,850 | 3,800 | 3,800 | 3,800 | 4,400 | 3,850 | 3,750 |
| Average attributed capital | 15,100 | 14,550 | 14,100 | 12,450 | 12,300 | 12,550 | 12,850 | 13,050 | 13,550 | 14,050 | 12,700 | 11,800 |
| ROE ${ }^{1}$ | 27.8\% | 31.6\% | 30.1\% | 35.1\% | 32.8\% | 34.2\% | 29.1\% | 30.0\% | 26.9\% | 31.0\% | 31.5\% | 30.9\% |
| RORC | 40.3\% | 46.2\% | 44.2\% | 50.9\% | 47.8\% | 49.2\% | 41.3\% | 42.4\% | 37.5\% | 45.2\% | 45.1\% | 45.1\% |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,085 | 1,145 | 1,025 | 1,090 | 1,011 | 1,110 | 918 | 975 | 927 | 4,345 | 4,014 | 3,590 |
| Average risk capital | 9,350 | 8,950 | 8,650 | 7,750 | 7,600 | 7,900 | 8,250 | 8,450 | 8,850 | 8,650 | 8,050 | 7,350 |
| Add: Average goodwill and other intangibles | 3,000 | 2,900 | 2,850 | 2,200 | 2,200 | 2,150 | 2,150 | 2,150 | 2,200 | 2,750 | 2,150 | 2,100 |
| Average attributed capital | 12,350 | 11,850 | 11,500 | 9,950 | 9,800 | 10,050 | 10,400 | 10,600 | 11,050 | 11,400 | 10,200 | 9,450 |
| ROE ${ }^{1}$ | 34.8\% | 38.4\% | 36.6\% | 43.4\% | 41.1\% | 43.8\% | 36.0\% | 36.6\% | 33.3\% | 38.1\% | 39.3\% | 38.0\% |
| RORC | 46.0\% | 50.9\% | 48.6\% | 55.9\% | 53.0\% | 55.8\% | 45.3\% | 45.8\% | 41.5\% | 50.1\% | 49.9\% | 48.8\% |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 198 | 228 | 217 | 223 | 198 | 147 | 203 | 179 | 169 | 866 | 727 | 772 |
| Average risk capital | 1,600 | 1,700 | 1,700 | 1,550 | 1,400 | 1,400 | 1,350 | 1,350 | 1,400 | 1,650 | 1,400 | 1,200 |
| Add: Average goodwill and other intangibles | 3,750 | 3,750 | 3,700 | 3,750 | 3,750 | 3,800 | 3,800 | 3,800 | 3,900 | 3,750 | 3,750 | 3,650 |
| Average attributed capital | 5,350 | 5,450 | 5,400 | 5,300 | 5,150 | 5,200 | 5,150 | 5,150 | 5,300 | 5,400 | 5,150 | 4,850 |
| ROE | 14.6\% | 16.6\% | 16.4\% | 16.7\% | 15.3\% | 11.3\% | 16.1\% | 13.8\% | 12.7\% | 16.1\% | 14.1\% | 15.9\% |
| RORC | 49.5\% | 52.6\% | 52.3\% | 56.8\% | 56.4\% | 41.8\% | 61.8\% | 51.9\% | 47.9\% | 52.8\% | 52.8\% | 65.2\% |
| Insurance |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average risk capital | 1,150 | 1,250 | 1,300 | 1,350 | 1,350 | 1,350 | 1,350 | 1,400 | 1,800 | 1,250 | 1,350 | 1,400 |
| Add: Average goodwill and other intangibles | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 |
| Average attributed capital ${ }^{3}$ | 1,300 | 1,400 | 1,450 | 1,500 | 1,500 | 1,500 | 1,500 | 1,550 | 1,950 | 1,400 | 1,500 | 1,550 |
| ROE ${ }^{1}$ | 31.9\% | 44.6\% | 46.0\% | 43.1\% | 50.7\% | 47.3\% | 40.6\% | 48.5\% | 40.3\% | 41.6\% | 46.8\% | 37.6\% |
| RORC | 36.0\% | 49.9\% | 51.3\% | 47.9\% | 56.2\% | 52.6\% | 45.1\% | 53.1\% | 43.3\% | 46.5\% | 51.8\% | 41.3\% |
| Investor \& Treasury Services |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 89 | 100 | 64 | 77 | 67 | 49 | (124) | 79 | 37 | 330 | 71 | 219 |
| Average risk capital | 1,400 | 1,500 | 1,350 | 1,350 | 1,550 | 1,200 | 1,250 | 1,450 | 900 | 1,400 | 1,350 | 850 |
| Add: Average goodwill and other intangibles | 550 | 550 | 600 | 600 | 550 | 200 | 250 | 350 | 300 | 600 | 350 | 350 |
| Average attributed capital ${ }^{3}$ | 1,950 | 2,050 | 1,950 | 1,950 | 2,100 | 1,400 | 1,500 | 1,800 | 1,200 | 2,000 | 1,700 | 1,200 |
| ROE ${ }^{1}$ | 18.0\% | 19.5\% | 13.4\% | 15.6\% | 13.0\% | 13.9\% | (33.2)\% | 17.9\% | 12.0\% | 16.7\% | 4.3\% | 18.4\% |
| RORC | 25.2\% | 26.6\% | 19.2\% | 22.2\% | 17.6\% | 16.1\% | (40.8)\% | 21.5\% | 16.3\% | 23.4\% | 5.4\% | 25.6\% |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 454 | 371 | 369 | 446 | 390 | 410 | 350 | 353 | 108 | 1,640 | 1,503 | 1,225 |
| Average risk capital | 11,850 | 10,700 | 9,800 | 10,050 | 11,150 | 10,500 | 9,800 | 9,400 | 8,000 | 10,600 | 10,200 | 7,050 |
| Add: Average goodwill and other intangibles | 950 | 950 | 850 | 900 | 900 | 850 | 900 | 1,000 | 950 | 900 | 950 | 950 |
| Average attributed capital ${ }^{3}$ | 12,800 | 11,650 | 10,650 | 10,950 | 12,050 | 11,350 | 10,700 | 10,400 | 8,950 | 11,500 | 11,150 | 8,000 |
| ROE ${ }^{1}$ | 14.1\% | 12.7\% | 14.2\% | 16.2\% | 12.9\% | 14.3\% | 13.3\% | 13.5\% | 4.7\% | 14.2\% | 13.5\% | 15.2\% |
| RORC | 15.2\% | 13.7\% | 15.4\% | 17.6\% | 14.0\% | 15.5\% | 14.5\% | 14.9\% | 5.3\% | 15.5\% | 14.7\% | 17.3\% |
| Corporate Support ${ }^{\text {2,3 }}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 129 | 203 | (1) | (27) | (36) | 291 | (21) | 2 | 88 | 304 | 236 | 164 |
| Average risk capital and other | 2,150 | 2,100 | 2,100 | 2,100 | 2,050 | 2,100 | 1,900 | 2,000 | 1,700 | 2,100 | 2,000 | 1,650 |
| Add: Average under/(over) attribution of capital | 4,700 | 5,000 | 5,350 | 5,750 | 3,700 | 3,600 | 2,400 | 400 | 350 | 5,200 | 2,550 | 750 |
| Average attributed capital | 6,850 | 7,100 | 7,450 | 7,850 | 5,750 | 5,700 | 4,300 | 2,400 | 2,050 | 7,300 | 4,550 | 2,400 |
| RBC |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,563 | 1,876 | 1,609 | 8,429 | 7,590 | 6,970 |
| Net (loss) from discontinued operations |  |  |  |  |  |  | (30) | (21) | (38) |  | (51) | (526) |
| Net income | 2,119 | 2,304 | 1,936 | 2,070 | 1,911 | 2,240 | 1,533 | 1,855 | 1,571 | 8,429 | 7,539 | 6,444 |
| Net income available to common shareholders | 2,034 | 2,216 | 1,848 | 1,980 | 1,823 | 2,152 | 1,443 | 1,766 | 1,481 | 8,078 | 7,184 | 6,085 |
| Average risk capital ${ }^{3}$ | 27,500 | 26,250 | 24,850 | 24,100 | 25,050 | 24,350 | 24,300 | 25,500 | 24,300 | 25,700 | 24,800 | 21,400 |
| Average risk capital from continuing operations ${ }^{3}$ | 27,500 | 26,250 | 24,850 | 24,100 | 25,050 | 24,350 | 23,900 | 24,250 | 22,900 | 25,700 | 24,400 | 19,600 |
| Average common equity | 43,350 | 42,200 | 41,000 | 40,000 | 38,850 | 37,700 | 36,400 | 35,600 | 34,400 | 41,650 | 37,150 | 32,600 |
| ROE ${ }^{1}$ | 18.6\% | 20.9\% | 18.5\% | 19.6\% | 18.7\% | 22.7\% | 16.1\% | 19.7\% | 17.1\% | 19.4\% | 19.3\% | 18.7\% |
| ROE from continuing operations ${ }^{1}$ | 18.6\% | 20.9\% | 18.5\% | 19.6\% | 18.7\% | 22.7\% | 16.5\% | 20.0\% | 17.5\% | 19.4\% | 19.5\% | 20.3\% |
| RORC ${ }^{2}$ | 29.3\% | 33.5\% | 30.5\% | 32.6\% | 29.0\% | 35.1\% | 24.2\% | 27.5\% | 24.2\% | 31.4\% | 29.0\% | 28.4\% |
| RORC from continuing operations ${ }^{2}$ | 29.3\% | 33.5\% | 30.5\% | 32.6\% | 29.0\% | 35.1\% | 25.1\% | 29.3\% | 26.3\% | 31.4\% | 29.7\% | 33.7\% |

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.
Effective Q3/12 discontinued operations are included in Corporate Suppor.


 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, consistent with our desired solvency standard and credit ratings.

## Risk 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

## 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 capita for the period.

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 measure
Adjusted basis measures such as cash 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.

## 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

## Diluted EPS

Diluted EPS is net income from continuing operations 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.

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.

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 net identifiable assets acquired. An intangible asset is an identifiable non-monetary asset without physical substance.

Gross-adjusted assets (GAA)
GAA are used in the calculation of the Assets-to-Capital multiple. They represent our total assets including specified off-balance sheet items and net of prescribed deductions. Off balance sheet items for this calculation are direct credit substitutes, including letters of credit and guarantees, transaction-related contingencies, trade-related contingencies and sale and repurchase agreements.

## Taxable 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.

## Ratios

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.
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 CET 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.
Return on assets
Net income as a percentage of average assets.

Calculations
Assets-to-capital multiple
Total assets plus specified off balance sheet items, as defined by the Office of the Superintendent of Financial Institutions Canada (OSFI), divided by total regulatory capital.

## 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

The average carrying value of deposits with banks, securities, assets purchased under reverse repurchase agreements and certain securities borrowed, and loans based on 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

## 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.

## Market capitalization

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

Net interest margin (average assets
Net interest income as a percentage of total average assets.
Net interest margin (average earning assets)
Net interest income as a percentage of total average earning assets.
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
Risk-weighted assets (RWA) - Basel III
Used in the calculation of risk-based capital ratios as defined by the guidelines issued by OSFI based on Basel III effective January 1, 2013 and on the "Basel III: A global regulatory framework for more resilient 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 standardised approach for all other products. For Operational risk, we use the Standardised Approach In addition, Basel III requires a transitional capital floor adjustment.
n.a.

Not applicable


[^0]:    ${ }^{\top}$ Return on risk-weighted assets (RWA) for fiscal 2011 is based on RWA reported under CGAAP and Income reported under IFRS
    Return on risk-weighted assets (RWA) for fiscal 2011 is base
    ${ }^{2}$ Effective Q3/12, we no longer have discontinued operations.
    ${ }^{2}$ Efrocewthe rates are calculated based on earnings from continuing operations in the same period a year ago.
    ${ }^{4}$ Q2/12 includes goodwill and intangibles writedown of $\$ 161$ million (before- and after-tax) as well as the other acquisition costs of $\$ 15$ million (before- and after-tax) related to our previously announced acquisition of RBC Dexia. Exlcuding these items, NIE growth was $3.7 \%$. Common shares outstanding at the end of the period does not include treasury shares held. Average common shares outstanding does not include treasury shares held.

[^1]:    
    

[^2]:    ${ }^{1}$ Stock-based compensation includes the cost of stock options, stock appreciation rights, performance deferred shares, deferred compensation plans and the impact of related economic hedges
     intangibles.

[^3]:    ${ }^{1}$ Calculated using methods intended to approximate the average of the daily balances for the period, as applicable. Certain averages have been updated from those previously presented.
    ${ }^{2}$ IFRS 2011 averages are calculated based on Q1/11 and Q2/11 consolidated Balance Sheet amounts, and Q3/11 and Q4/11 continuing operations amounts.
    ${ }^{3}$ 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).
    ${ }^{4}$ RBC AUA includes $\$ 32.6$ billion (July 31, 2013- $\$ 33.3$ billion, October 31, 2012- $\$ 38.4$ billion) of securitized mortgages and credit card loans.

[^4]:    
    These amounts differ from, and are not directly comparable to amounts reported in our Report to Shareholders due to the differences between IFRS accounting and regulatory consolidation.
    ${ }^{2}$ Amounts reflect regulatory exposure values,
    ${ }^{2}$ Amounts reflect regulatory exposure values.
    ${ }^{4}$ Comparative amounts presented have been revised from those previously reported.
    ${ }^{5}$ Capital charges for Standardized approach deductions are net of ACL and partial write-offs. Capital charges for Rating based approach and Internal assessment approach are gross of ACL and partial write-offs.

[^5]:    ${ }_{2}^{1}$ Excludes $\$ 200$ million preferred shares redeemed in Q3/13 as they were not included in capital per the OSFI (Basel III) rules.
    ${ }^{2}$ Includes an issuance of $\$ 2$ billion subordinated debentures in Q1/13, deemed to be non-qualifying as per OSFI (Basel III) rules and are subject to phase-ou
    ${ }^{3}$ Excludes $\$ 1$ billion subordinated debentures redeemed in Q3/13 as they were not included in capital per the OSFI (Basel III) rules.

[^6]:    ${ }^{1}$ Wholesale - Real estate and related provision for credit losses in Q4/13 are comprised of losses based in Canada of $\$ 10.9$ million, United States of $\$(0.3)$, and Other International of $\$ 10.9$ million.
    ${ }^{2}$ Wholesale - Other in Q4/13 related to financing products, $\$ 0.4$ million; holding and investments, $\$ 2.0$ million; other services, $\$ 3.7$ million; health, $\$ 0.1$ million; and other, $\$ 12.8$ million

[^7]:    Geographic information is based on residence of borrower.
    ${ }^{3}$ PCL related to the sale of impaired loans is now presented in Disposal of loans.
    Exchange and other movements include primarily foreign exchange translations on non-Canadian dollar denominated ACL

[^8]:    ${ }^{1}$ Amounts represent continuing operations. Effective Q3/12, we no longer have discontinued operations. Certain ratios have been updated from those previously provided.
    ${ }^{2}$ Certain ratios have been updated from those previously provided.

[^9]:    ${ }^{1}$ As at Q4/13, positive fair values exclude market and credit valuation adjustments of $\$ 505$ million that are determined on a pooled basis.
    ${ }^{2}$ Impact of offsetting derivative assets and liabilities on contracts where we have both (a) unconditional and legally enforceable netting agreement in place and (b) we intend to settle the contracts on either a net basis or simultaneously. The right of setoff is considered unconditional if its exercise is not contingent upon the occurrence of a
    future event; it is considered conditional if it becomes exercisable only upon the occurrence of a future event, such as bankruptcy, insolvency, default, or change in control.
    ${ }^{3}$ Additional impact of offsetting credit exposures on contracts that do not qualify for balance sheet offset.
    ${ }^{4}$ Notional amounts do not represent assets or liabilities and therefore are not recorded in our Consolidated Balance Sheet.
    ${ }^{5}$ The majority of non-centrally cleared over the counter derivative activity is conducted with other professional market counterparties, under bilateral collateral arrangements with very low unsecured thresholds and daily collateral valuations. These collateral arrangements take the form of Credit Support Annex, to the International Swaps and Derivatives Association master agreement.
    ${ }^{6}$ The Q3/13 amounts have been restated for comparative purposes.
    ${ }^{7}$ Comprises precious metal, commodity, stable value and equity-linked derivative contracts.

