## Supplementary Financial Information



For the year ended October 31, 2014
(UNAUDITED)
For further information, please contact:

Amy Cairncross Lynda Gauthier Christopher Taylor

Vice-President \& Head, Investor Relations
Director, Investor Relations
Associate Director, Investor Relations
(416) 955-7803
(416) 955-7808
(416) 955-7872
amy.cairncross@rbc.com
lynda.gauthier@rbc.com
christopher.taylor@rbc.com

## Table of Contents

## Page

## 1 Notes to Users

## 2 Financial Highlights

## Consolidated Results

Statements of income
Revenue from trading activities
Non-interest expense

## Segment Details

Personal \& Commercial Banking
Canadian Banking
Wealth Management
Insurance
Investor \& Treasury Services
Capital Markets
Corporate Support

On- and Off-Balance Sheet
Balance sheets (period-end balances)
Selected average balance sheet items
Assets under administration and management
Statements of comprehensive income
Statements of changes in equity
Securitization

## Capital

Basel III regulatory capital and ratios (all-in basis)
Regulatory capital balance sheet
Flow statement of the movements in regulatory capital
Total capital risk-weighted assets
Market Risk - Risk-weighted assets by approach (all-in basis)
Total capital risk-weighted assets by business segments (all-in-basis)
Movement of total capital risk weighted assets by risk type (all-in basis)

## Page

```
Capital (continued)
    Attributed capita
Credit Quality
    Loans and acceptances
    Gross impaired loans
    Provision for credit losses
    Allowance for credit losses
    Credit quality ratios
```

    Credit Risk Exposure
    Gross credit risk exposure by geography and portfolio
    Reconciliation of gross credit risk exposure to the balance sheet
    Exposure covered by credit risk mitigation
    Credit exposure by residual contractual maturity
    Credit exposure of portfolios under the standardized approach
    by risk weight
    Actual losses vs. estimated losses
    Basel Pillar 3 back-testing (Internal ratings based)
    Credit quality of advanced internal ratings based (AIRB)
            exposure -retail portfolios by portfolio and risk category
    Wholesale credit exposure by portfolio and risk rating
    Realized gains and losses on available-for-sale securities
    Trading credit derivatives
    Other than trading credit derivatives positions
    Fair value of derivative instruments
    Derivatives - Notional amounts
    Derivatives - Related credit risk
    Market risk regulatory capital - Internal models based approach VaR
    Capital - Basel II
    Regulatory capital generation
    Calculation of ROE and RORC
Key performance and Non-GAAP measures
Glossary

## Adoption of IFRS 9 Financial Instruments

Effective Q2 2014, we have prospectively adopted the own credit provisions of IFRS 9 Financial Instruments. Changes in fair value in own credit attributable to changes in credit spreads are now recorded in other comprehensive income.

## Adoption of IAS 19, International Financial Reporting Standards (IFRS) 10, and IFRS 11

On November 1, 2013, we adopted amendments to IAS 19 Employee Benefits as well as IFRS 10 Consolidated Financial Statements and IFRS 11 Joint Arrangements. The financial information presented in this documen reflects the impacts of these standards on our consolidated comparative financial results ( 2012 and 2013). Our 2013 reported capital ratios were not changed as the impact of adoption on our CET1 ratio has been reflected in Q1 2014. Refer to Note 2 (pp. 117-130) in our 2014 Annual Report for further information on future changes in accounting policy and disclosure.

## Capital Disclosure Requirements related to Basel III Pillar

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

## EDTF Disclosures

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

| Type of Risk | Recommendation | Disclosure | Page |
| :---: | :---: | :---: | :---: |
| Capital adequacy and risk-weighted assets | 10 | Composition of capital and reconciliation of the accounting balance sheet to the regulatory balance sheet | 21-24 |
|  | 11 | Flow statement of the movements in regulatory capital | 25 |
|  | 13 | Risk-weighted assets (RWA) by business segments | 28 |
|  | 14 | Analysis of capital requirement, and related measurement model information | 26-27 |
|  | 15 | RWA credit risk and related risk measurements | 40-42 |
|  | 16 | Movement of risk-weighted assets by risk type | 28 |
|  | 17 | Basel Pillar 3 back-testing | 40 |
| Credit risk | 26 | Bank's credit risk profile <br> Reconciliation of gross credit risk exposure to balance sheet | $\begin{aligned} & 29-42 \\ & 38 \\ & \hline \end{aligned}$ |
|  | 28 | Reconciliation of the opening and closing balances of impaired loans and impairment allowances during the year | 31, 35 |
|  | 29 | Quantification of gross notional exposure for OTC derivatives or exchange-traded derivatives | 44 |
|  | 30 | Credit risk mitigation, including collateral held for all sources of credit risk | 39 |

For a full index of where to find all EDTF related disclosures, see p. 107 of our 2014 Annual Report.

| Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3,560 | 3,647 | 3,449 | 3,460 | 3,351 | 3,392 | 3,222 | 3,284 | 3,174 |
| 4,822 | 5,343 | 4,827 | 5,000 | 4,568 | 3,784 | 4,501 | 4,580 | 4,294 |
| 8,382 | 8,990 | 8,276 | 8,460 | 7,919 | 7,176 | 7,723 | 7,864 | 7,468 |
| 345 | 283 | 244 | 292 | 334 | 267 | 287 | 349 | 361 |
| 752 | 1,009 | 830 | 982 | 878 | 263 | 938 | 705 | 770 |
| 4,340 | 4,602 | 4,332 | 4,387 | 4,151 | 3,999 | 4,015 | 4,049 | 3,854 |
| 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 |
| 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 |
| (17) | (26) | (26) | (25) | (24) | (25) | (24) | (25) | (23) |
| (44) | (55) | (52) | (62) | (61) | (63) | (64) | (65) | (65) |
| 2,272 | 2,297 | 2,123 | 2,005 | 2,016 | 2,197 | 1,821 | 1,957 | 1,811 |
| 4 | 3 | 4 | 10 | 13 | 14 | 13 | 13 | 13 |
| 2,276 | 2,300 | 2,127 | 2,015 | 2,029 | 2,211 | 1,834 | 1,970 | 1,824 |


| 2014 | 2013 | $\mathbf{2 0 1 2}$ |
| ---: | ---: | ---: |
|  |  |  |
| 14,116 | 13,249 | 12,439 |
| 19,992 | 17,433 | 16,708 |
| 34,108 | 30,682 | 29,147 |
| 1,164 | 1,237 | 1,299 |
| 3,573 | 2,784 | 3,621 |
| 17,661 | 16,214 | 14,641 |
| 9,004 | 8,342 | 7,558 |
| - | - | $(51)$ |
| 9,004 | 8,342 | 7,507 |
| $(94)$ | $(98)$ | $(97)$ |
| $(213)$ | $(253)$ | $(258)$ |
| 8,697 | 7,991 | 7,152 |
| 21 | 53 | 53 |
| 8,718 | 8,044 | 7,205 |

## Net interest income <br> Non-interest income

Total revenue
Provision for credit losses (PCL)
Insurance policyholder benefits, claims and acquisition expense
Non-interest expense (NIE)
Net income from continuing operations
Net loss from discontinued operations
Net income
Less: Non-controlling interes
Preferred dividends

Net income available to common shareholders
Add: Dilutive impact of exchangeable shares

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$ 1.57$ | $\$ 1.59$ | $\$ 1.47$ | $\$ 1.39$ | $\$ 1.40$ | $\$ 1.52$ | $\$ 1.26$ | $\$ 1.35$ | $\$ 1.25$ |
| $\$ 1.57$ | $\$ 1.59$ | $\$ 1.47$ | $\$ 1.38$ | $\$ 1.39$ | $\$ 1.51$ | $\$ 1.25$ | $\$ 1.34$ | $\$ 1.24$ |
| $1,442,368$ | $1,442,312$ | $1,443,115$ | $1,442,434$ | $1,440,911$ | $1,443,350$ | $1,445,238$ | $1,445,489$ | $1,444,189$ |
| $1,449,342$ | $1,449,455$ | $1,450,271$ | $1,458,742$ | $1,462,728$ | $1,465,991$ | $1,468,008$ | $1,469,330$ | $1,469,304$ |
| $19.0 \%$ | $19.6 \%$ | $19.1 \%$ | $18.1 \%$ | $18.8 \%$ | $21.3 \%$ | $18.7 \%$ | $20.0 \%$ | $19.0 \%$ |
| $29.1 \%$ | $30.6 \%$ | $30.4 \%$ | $28.2 \%$ | $29.1 \%$ | $33.2 \%$ | $30.0 \%$ | $32.2 \%$ | $28.8 \%$ |
| $0.98 \%$ | $1.04 \%$ | $1.01 \%$ | $0.94 \%$ | $0.98 \%$ | $1.05 \%$ | $0.91 \%$ | $0.97 \%$ | $0.92 \%$ |
| $2.51 \%$ | $2.56 \%$ | $2.59 \%$ | $2.43 \%$ | $2.61 \%$ | $2.88 \%$ | $2.51 \%$ | $2.68 \%$ | $2.69 \%$ |
| $51.8 \%$ | $51.2 \%$ | $52.3 \%$ | $51.9 \%$ | $52.4 \%$ | $55.7 \%$ | $52.0 \%$ | $51.5 \%$ | $51.6 \%$ |


|  |  |  |
| ---: | ---: | ---: |
| $\$ 6.03$ | $\$ 5.53$ | $\$ 4.96$ |
| $\$ 6.00$ | $\$ 5.49$ | $\$ 4.91$ |
|  |  |  |
| $1,442,553$ | $1,443,735$ | $1,442,167$ |
| $1,452,003$ | $1,466,529$ | $1,468,287$ |
| $19.0 \%$ | $19.7 \%$ | $19.6 \%$ |
| $29.6 \%$ | $31.1 \%$ | $28.8 \%$ |
| $0.99 \%$ | $0.98 \%$ | $0.93 \%$ |
| $2.52 \%$ | $2.67 \%$ | $2.70 \%$ |
| $51.8 \%$ | $52.8 \%$ | n.a. |


| PROFITABILITY MEASURES |
| :---: |
| Earnings per share (EPS) - basic |
| - diluted |
| Common shares outstanding (000s) ${ }^{1}$ |
| -average (basic) |
| -average (diluted) |
| Return on common equity (ROE) |
| Return on risk capital (RORC) |
| Return on assets |
| Return on RWA ${ }^{2}$ |
| Efficiency ratio |

```
KEY RATIOS
    Diluted EPS growth
    Revenue grow
```

    NIE growth
    PCL on impaired loans as a \% of Average net loans and acceptances
    Net interest margin (total average assets)
    excluding Trading Assets, Trading NII and Insurance Assets
    Non-interest income as \% of total revenue
    Non-interest incon
    |  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $12.9 \%$ | $5.3 \%$ | $17.6 \%$ | $3.0 \%$ | $12.1 \%$ | $2.0 \%$ | $25.0 \%$ | $9.8 \%$ | n.a. |
| $5.8 \%$ | $25.3 \%$ | $7.2 \%$ | $7.6 \%$ | $6.0 \%$ | $(5.2) \%$ | $14.6 \%$ | $6.7 \%$ | n.a. |
| $4.6 \%$ | $15.1 \%$ | $7.9 \%$ | $8.3 \%$ | $7.7 \%$ | $11.3 \%$ | $8.7 \%$ | $15.7 \%$ | n.a. |
| $0.31 \%$ | $0.26 \%$ | $0.23 \%$ | $0.7 \%$ | $0.32 \%$ | $0.26 \%$ | $0.29 \%$ | $0.35 \%$ | $0.37 \%$ |
| $1.49 \%$ | $1.60 \%$ | $1.59 \%$ | $1.56 \%$ | $1.57 \%$ | $1.56 \%$ | $1.54 \%$ | $1.56 \%$ | $1.53 \%$ |
| $2.18 \%$ | $2.27 \%$ | $2.28 \%$ | $2.30 \%$ | $2.31 \%$ | $2.34 \%$ | $2.30 \%$ | $2.30 \%$ | $2.28 \%$ |
| $57.5 \%$ | $59.4 \%$ | $58.3 \%$ | $59.1 \%$ | $57.7 \%$ | $52.7 \%$ | $58.3 \%$ | $58.2 \%$ | $57.5 \%$ |
| $20.8 \%$ | $23.2 \%$ | $23.3 \%$ | $25.3 \%$ | $17.8 \%$ | $13.7 \%$ | $23.1 \%$ | $25.9 \%$ | $23.5 \%$ |


|  |  |  |
| ---: | ---: | ---: |
| $9.3 \%$ | $11.1 \%$ | n.a. |
| $11.2 \%$ | $5.3 \%$ | n.a. |
| $8.9 \%$ | $10.7 \%$ | n.a. |
| $0.27 \%$ | $0.31 \%$ | $0.35 \%$ |
| $1.56 \%$ | $1.56 \%$ | $1.55 \%$ |
|  |  |  |
| $2.26 \%$ | $2.31 \%$ | $2.30 \%$ |
| $58.6 \%$ | $56.8 \%$ | $57.3 \%$ |
| $23.1 \%$ | $20.1 \%$ | $21.2 \%$ |

CAPITAL MEASURES - CONSOLIDATED

```
    Tier }1\mathrm{ capital ratio
    Tier 1 capital ratio 
    Total capital ratio }\mp@subsup{}{}{2
    Total capital risk-weighted assets ($ billions)
```

    Total capital risk-weighted assets
    | BASEL III |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $9.9 \%$ | $9.5 \%$ | $9.7 \%$ | $9.7 \%$ | $9.6 \%$ | $9.2 \%$ | $9.1 \%$ |
| $11.4 \%$ | $11.2 \%$ | $11.4 \%$ | $11.5 \%$ | $11.7 \%$ | $11.3 \%$ | $11.2 \%$ |
| $13.4 \%$ | $13.0 \%$ | $13.2 \%$ | $13.5 \%$ | $14.0 \%$ | $13.7 \%$ | $14.0 \%$ |
| 17.0 X | 17.3 X | 17.5 X | 17.6 X | 16.6 X | 16.8 X | 16.6 X |
| 372.0 | 371.9 | 349.1 | 341.8 | 319.0 | 314.8 | 311.4 |
| 885.0 | 867.9 | 849.8 | 850.8 | 8070 | 7920 | 788.7 |


| BASEL II |  |
| :---: | :---: |
| 9.3\% | n.a. |
| 11.5\% | 13.1\% |
| 14.3\% | 15.1\% |
| 16.2X | 16.7X |
| 303.1 | 280.6 |

rage common shares outstanding does not include treasury shares held.


${ }^{3}$ Growth rates are calculated based on earnings from continuing operations in the same period a year ago.
${ }^{4}$ Effective Q1/13, asset-to-capital multiple and gross adjusted assets are calculated on a transitional basis as per OSFI CAR Guideline.

| FINANCIAL HIGHLIGHTS continued (Millions of Canadian dollars, except otherwise noted) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ADJUSTED BASIS MEASURES - Continuing Ops |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders |  |  |  |  |  |  |  |  |  |  |  |  |
| including dilutive impact of exchangeable shares | 2,276 | 2,300 | 2,127 | 2,015 | 2,029 | 2,211 | 1,834 | 1,970 | 1,824 | 8,718 | 8,044 | 7,205 |
| Less: Net loss from discontinued operations |  |  |  |  |  |  |  |  |  |  |  | (51) |
| Net income available to common shareholders from continuing operations |  |  |  |  |  |  |  |  |  |  |  |  |
| including dilutive impact of exchangeable shares | 2,276 | 2,300 | 2,127 | 2,015 | 2,029 | 2,211 | 1,834 | 1,970 | 1,824 | 8,718 | 8,044 | 7,256 |
| Adjustments for specified items |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles ${ }^{1}$ | 36 | 31 | 31 | 33 | 30 | 31 | 29 | 27 | 26 | 131 | 117 | 112 |
| Loss on announced acquisition of RBC Dexia Investor Services Limited |  |  |  |  | - |  |  | - | - |  | - | 213 |
| Release of tax uncertainty provisions |  |  |  |  | - |  | - | - |  |  |  | (181) |
| Mortgage prepayment interest |  |  | - |  | - | - |  | - |  |  |  | (92) |
| RBC Investor Services restructuring charge |  |  |  |  | - |  | 31 |  |  |  | 31 |  |
| Income tax adjustment related to prior years |  |  |  |  | (124) | (90) |  |  |  |  | (214) |  |
| Charge related to certain individual life insurance policies |  |  |  |  | 118 | - | - | - |  | - | 118 |  |
| Loss on sale of RBC Jamaica |  | 40 |  | 60 |  | - |  |  |  | 100 | - |  |
| Caribbean provision related to post-employment benefits and restructuring charges |  |  |  | 32 | 31 |  |  |  |  | 32 | 31 |  |
|  | 2,312 | 2,371 | 2,158 | 2,140 | 2,084 | 2,152 | 1,894 | 1,997 | 1,850 | 8,981 | 8,127 | 7,308 |
| Adjusted EPS | \$1.60 | \$1.64 | \$1.49 | \$1.48 | \$1.44 | \$1.48 | \$1.30 | \$1.37 | \$1.27 | \$6.21 | \$5.59 | \$5.03 |
| Adjusted diluted EPS | \$1.59 | \$1.64 | \$1.49 | \$1.47 | \$1.42 | \$1.47 | \$1.29 | \$1.36 | \$1.26 | \$6.19 | \$5.54 | \$4.98 |
| Adjusted ROE | 19.3\% | 20.3\% | 19.4\% | 19.2\% | 19.3\% | 20.7\% | 19.4\% | 20.2\% | 19.3\% | 19.6\% | 19.9\% | 19.9\% |
| ECONOMIC PROFIT - Continuing Ops |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,558 |
| Non-controlling interests | (17) | (26) | (26) | (25) | (24) | (25) | (24) | (25) | (23) | (94) | (98) | (97) |
| After-tax effect of amortization of other intangibles | 30 | 29 | 31 | 33 | 30 | 31 | 29 | 27 | 26 | 123 | 117 | 112 |
| Goodwill and other intangibles impairment ${ }^{2}$ | 6 | 2 |  | - |  | - | - | - |  | 8 | - | 168 |
| Capital charge | $(1,121)$ | $(1,107)$ | $(1,052)$ | $(1,061)$ | (972) | (942) | (889) | (899) | (970) | $(4,341)$ | $(3,702)$ | $(3,681)$ |
| Economic profit | 1,231 | 1,276 | 1,154 | 1,039 | 1,135 | 1,349 | 1,025 | 1,150 | 932 | 4,700 | 4,659 | 4,060 |
| ADDITIONAL SHARE INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding (000s) - end of period | 1,442,233 | 1,441,536 | 1,441,349 | 1,442,195 | 1,441,056 | 1,440,178 | 1,444,372 | 1,446,267 | 1,445,303 | 1,442,233 | 1,441,056 | 1,445,303 |
| Treasury shares held |  |  |  |  |  |  |  |  |  |  |  |  |
| - preferred (000s) | (1) | 57 | (11) | 2 | (47) | 17 | 12 | 45 | (42) | (1) | (47) | (42) |
| - common (000s) | (892) | (118) | $(1,097)$ | (556) | (666) | 107 | (701) | 327 | (543) | (892) | (666) | (543) |
| Stock options outstanding (000s) | 8,579 | 9,276 | 9,635 | 10,170 | 10,604 | 11,482 | 12,051 | 12,245 | 12,304 | 8,579 | 10,604 | 12,304 |
| Stock options exercisable (000s) | 4,987 | 5,684 | 6,035 | 6,571 | 5,711 | 6,588 | 7,079 | 7,264 | 6,544 | 4,987 | 5,711 | 6,544 |
| Dividends declared per common share | \$0.75 | \$0.71 | \$0.71 | \$0.67 | \$0.67 | \$0.63 | \$0.63 | \$0.60 | \$0.60 | \$2.84 | \$2.53 | \$2.28 |
| Dividend yield | 3.8\% | 3.7\% | 4.0\% | 3.8\% | 4.0\% | 4.1\% | 4.1\% | 4.1\% | 4.4\% | 3.8\% | 4.0\% | 4.5\% |
| Dividend payout ratio from continuing operations | 48\% | 45\% | 48\% | 48\% | 48\% | 41\% | 50\% | 44\% | 48\% | 47\% | 46\% | 46\% |
| Common dividends | 1,081 | 1,025 | 1,025 | 966 | 965 | 908 | 910 | 868 | 867 | 4,097 | 3,651 | 3,291 |
| Preferred dividends | 44 | 55 | 52 | 62 | 61 | 63 | 64 | 65 | 65 | 213 | 253 | 258 |
| Book value per share | \$33.69 | \$32.58 | \$31.85 | \$31.29 | \$29.87 | \$29.05 | \$27.76 | \$27.26 | \$26.52 | \$33.69 | \$29.87 | \$26.52 |
| Common share price (RY on TSX) |  |  |  |  |  |  |  |  |  |  |  |  |
| - High | \$83.20 | \$81.24 | \$73.69 | \$73.36 | \$70.76 | \$65.66 | \$64.92 | \$62.86 | \$58.78 | \$83.20 | \$70.76 | \$59.13 |
| - Low | \$75.25 | \$72.40 | \$67.65 | \$67.80 | \$63.07 | \$58.55 | \$58.82 | \$54.51 | \$50.45 | \$67.65 | \$54.51 | \$43.30 |
| - Close, end of period | \$80.01 | \$80.47 | \$73.15 | \$68.93 | \$70.02 | \$64.16 | \$60.78 | \$62.12 | \$56.94 | \$80.01 | \$70.02 | \$56.94 |
| Market capitalization (TSX) | 115,393 | 116,000 | 105,435 | 99,411 | 100,903 | 92,402 | 87,789 | 89,842 | 82,296 | 115,393 | 100,903 | 82,296 |
| Market price to book value | 2.38 | 2.47 | 2.30 | 2.20 | 2.34 | 2.21 | 2.19 | 2.28 | 2.15 | 2.38 | 2.34 | 2.15 |

${ }^{1}$ Q4/14 includes $\$ 6$ million (Q3/14-\$2 million) related to the impairment of other intangibles.
${ }^{2} 2012$ results reflect a loss related to our acquisition of the remaining 50 percent of RBC Dexia, renamed RBC Investor Services.

| (Millions of Canadian dollars, except otherwise noted) |
| :--- |
| SELECTED BALANCE SHEET INFORMATION |
| Average loans and acceptances |
| Total assets |
| Average assets |
| Average earning assets |
| Deposits |
| Common equity |
| Average common equity |

## OTHER INFORMATION

Number of employees (full-time equivalent)

## Canada

US
Other
Total
Number of banking branches
Canada
Other
Total
Number of automated teller machines (ATM)

## MARKET RISK MEASURES - Non Trading Banking Activities

Before-tax impact of $1 \%$ increase in rates on:
Net interest income risk
Economic value of equity
Before-tax impact of $1 \%$ decrease in rates on:
Net interest income risk

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 444,300 | 435,500 | 428,900 | 423,300 | 416,800 | 410,200 | 404,400 | 391,000 | 385,900 |
| 940,550 | 913,870 | 895,896 | 904,717 | 859,745 | 850,073 | 866,440 | 836,936 | 823,954 |
| 948,300 | 904,200 | 891,900 | 881,200 | 848,400 | 863,300 | 860,700 | 836,000 | 824,000 |
| 785,000 | 762,400 | 750,900 | 739,800 | 711,400 | 717,000 | 707,000 | 679,700 | 663,100 |
| 614,100 | 601,691 | 590,959 | 594,444 | 563,079 | 550,138 | 535,077 | 518,452 | 512,244 |
| 48,615 | 46,965 | 45,933 | 45,136 | 43,064 | 41,829 | 40,122 | 39,414 | 38,346 |
| 47,450 | 46,400 | 45,550 | 44,050 | 42,500 | 41,000 | 39,850 | 38,850 | 37,900 |


|  |  |  |
| ---: | ---: | ---: |
| 433,000 | 405,700 | 371,700 |
| 940,550 | 859,745 | 823,954 |
| 906,500 | 852,000 | 803,000 |
| 759,600 | 703,700 | 631,100 |
| 614,100 | 563,079 | 512,244 |
| 48,615 | 43,064 | 38,346 |
| 45,700 | 40,600 | 36,500 |



|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
| 53,426 | 52,961 | 52,224 |
| 7,768 | 7,699 | 7,609 |
| 12,304 | 13,587 | 14,544 |
| 73,498 | 74,247 | 74,377 |
|  |  |  |
| 1,272 | 1,255 | 1,239 |
| 94 | 117 | 122 |
| 1,366 | 1,372 | 1,361 |
|  |  |  |
| 4,929 | 4,973 | 5,065 |

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

| $\begin{aligned} & \text { STATEMENTS OF INCOME } \\ & \text { (Millions of Canadian dollars) }\end{aligned}$ | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | 5,476 | 5,673 | 5,420 | 5,450 | 5,391 | 5,349 | 5,132 | 5,276 | 5,201 | 22,019 | 21,148 | 20,769 |
| Interest expense | 1,916 | 2,026 | 1,971 | 1,990 | 2,040 | 1,957 | 1,910 | 1,992 | 2,027 | 7,903 | 7,899 | 8,330 |
| Total | 3,560 | 3,647 | 3,449 | 3,460 | 3,351 | 3,392 | 3,222 | 3,284 | 3,174 | 14,116 | 13,249 | 12,439 |
| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts | 286 | 283 | 276 | 275 | 278 | 273 | 272 | 272 | 279 | 1,120 | 1,095 | 1,052 |
| Other payment services | 100 | 97 | 88 | 89 | 90 | 88 | 82 | 82 | 83 | 374 | 342 | 324 |
| Service charges | 386 | 380 | 364 | 364 | 368 | 361 | 354 | 354 | 362 | 1,494 | 1,437 | 1,376 |
| Insurance premiums, investment and fee income | 1,167 | 1,383 | 1,125 | 1,282 | 1,083 | 561 | 1,246 | 1,021 | 1,098 | 4,957 | 3,911 | 4,897 |
| Trading revenue | (153) | 285 | 300 | 310 | 260 | 100 | 151 | 356 | 258 | 742 | 867 | 1,305 |
| Investment management and custodial fees | 886 | 838 | 819 | 812 | 759 | 732 | 689 | 690 | 641 | 3,355 | 2,870 | 2,006 |
| Mutual fund revenue | 691 | 671 | 624 | 635 | 576 | 574 | 538 | 513 | 494 | 2,621 | 2,201 | 1,896 |
| Securities brokerage commissions | 347 | 340 | 351 | 341 | 334 | 346 | 336 | 321 | 330 | 1,379 | 1,337 | 1,182 |
| Underwriting and other advisory fees | 428 | 552 | 428 | 401 | 394 | 305 | 401 | 469 | 375 | 1,809 | 1,569 | 1,434 |
| Foreign exchange revenue, other than trading | 207 | 215 | 237 | 168 | 187 | 200 | 186 | 175 | 203 | 827 | 748 | 586 |
| Card service revenue | 180 | 181 | 153 | 175 | 145 | 166 | 150 | 171 | 149 | 689 | 632 | 588 |
| Credit fees | 239 | 317 | 237 | 287 | 320 | 240 | 246 | 286 | 220 | 1,080 | 1,092 | 849 |
| Net gain (loss) on available-for-sale securities | 62 | 36 | 71 | 23 | 51 | 27 | 44 | 66 | 80 | 192 | 188 | 148 |
| Share of profit (loss) in joint ventures and associates | 34 | 44 | 40 | 44 | 32 | 43 | 41 | 43 | 35 | 162 | 159 | 163 |
| Other | 348 | 101 | 78 | 158 | 59 | 129 | 119 | 115 | 49 | 685 | 422 | 278 |
| Total | 4,822 | 5,343 | 4,827 | 5,000 | 4,568 | 3,784 | 4,501 | 4,580 | 4,294 | 19,992 | 17,433 | 16,708 |
| Total revenue | 8,382 | 8,990 | 8,276 | 8,460 | 7,919 | 7,176 | 7,723 | 7,864 | 7,468 | 34,108 | 30,682 | 29,147 |
| Provision for credit losses | 345 | 283 | 244 | 292 | 334 | 267 | 287 | 349 | 361 | 1,164 | 1,237 | 1,299 |
| Insurance policyholder benefits, claims and acquisition expense | 752 | 1,009 | 830 | 982 | 878 | 263 | 938 | 705 | 770 | 3,573 | 2,784 | 3,621 |
| Non-interest expense | 4,340 | 4,602 | 4,332 | 4,387 | 4,151 | 3,999 | 4,015 | 4,049 | 3,854 | 17,661 | 16,214 | 14,641 |
| Net income before income taxes | 2,945 | 3,096 | 2,870 | 2,799 | 2,556 | 2,647 | 2,483 | 2,761 | 2,483 | 11,710 | 10,447 | 9,586 |
| Income taxes | 612 | 718 | 669 | 707 | 455 | 362 | 574 | 714 | 584 | 2,706 | 2,105 | 2,028 |
| Net income from continuing operations | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,558 |
| Net loss from discontinued operations |  |  | - | - | - | - | - | - | - | - | - | (51) |
| Net income | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,507 |
| Net income (loss) attributable to: |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders | 2,316 | 2,352 | 2,175 | 2,067 | 2,077 | 2,260 | 1,885 | 2,022 | 1,876 | 8,910 | 8,244 | 7,410 |
| Non-controlling interests (NCI) | 17 | 26 | 26 | 25 | 24 | 25 | 24 | 25 | 23 | 94 | 98 | 97 |
| Net income | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,507 |
| Net income | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,507 |
| Non-controlling interests | (17) | (26) | (26) | (25) | (24) | (25) | (24) | (25) | (23) | (94) | (98) | (97) |
| Preferred dividends | (44) | (55) | (52) | (62) | (61) | (63) | (64) | (65) | (65) | (213) | (253) | (258) |
| Net income available to common shareholders | 2,272 | 2,297 | 2,123 | 2,005 | 2,016 | 2,197 | 1,821 | 1,957 | 1,811 | 8,697 | 7,991 | 7,152 |

Net interest incom
,
Total
Trading revenue by produc
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)
Trading revenue (teb) - Investor \& Treasury Services

| 524 | 578 | 498 | 429 | 390 | 418 | 415 | 438 | 367 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (153) | 285 | 300 | 310 | 260 | 100 | 151 | 356 | 258 |
| 371 | 863 | 798 | 739 | 650 | 518 | 566 | 794 | 625 |
| 120 | 524 | 459 | 457 | 406 | 284 | 343 | 578 | 467 |
| 136 | 251 | 259 | 168 | 173 | 147 | 139 | 135 | 82 |
| 115 | 88 | 80 | 114 | 71 | 87 | 84 | 81 | 76 |
| 371 | 863 | 798 | 739 | 650 | 518 | 566 | 794 | 625 |
| 120 | 524 | 459 | 457 | 406 | 284 | 343 | 578 | 467 |
| 236 | 426 | 380 | 263 | 267 | 241 | 240 | 224 | 184 |
| 115 | 88 | 80 | 114 | 71 | 87 | 84 | 81 | 76 |
| 471 | 1,038 | 919 | 834 | 744 | 612 | 667 | 883 | 727 |
| 62 | 446 | 392 | 393 | 341 | 231 | 272 | 506 | 367 |
| 234 | 414 | 352 | 244 | 261 | 232 | 237 | 212 | 184 |
| 96 | 75 | 66 | 96 | 59 | 80 | 77 | 70 | 65 |
| 392 | 935 | 810 | 733 | 661 | 543 | 586 | 788 | 616 |
| 47 | 51 | 43 | 50 | 41 | 25 | 49 | 48 | 53 |


|  |  |  |
| ---: | ---: | ---: |
| 2,029 | 1,661 | 1,532 |
| 742 | 867 | 1,05 |
| 2,771 | 2,528 | 2,837 |
|  |  |  |
| 1,560 | 1,611 | 1,932 |
| 814 | 594 | 516 |
| 397 | 323 | 389 |
| 2,771 | 2,528 | 2,837 |
|  |  |  |
| 1,560 | 1,611 | 1,932 |
| 1,305 | 972 | 945 |
| 397 | 323 | 389 |
| 3,262 | 2,906 | 3,266 |
|  |  |  |
| 1,293 | 1,350 | 1,584 |
| 1,244 | 942 | 925 |
| 333 | 286 | 323 |
| 2,870 | 2,578 | 2,832 |
|  |  |  |
| 191 | 163 | 247 |

 Financial Statements.

| NON-INTEREST EXPENSE <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human resources |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 1,233 | 1,216 | 1,185 | 1,200 | 1,167 | 1,162 | 1,159 | 1,116 | 1,117 | 4,834 | 4,604 | 4,089 |
| Variable compensation | 923 | 1,253 | 1,104 | 1,108 | 958 | 921 | 963 | 1,082 | 883 | 4,388 | 3,924 | 3,638 |
| Benefits and retention compensation | 361 | 373 | 396 | 431 | 358 | 362 | 374 | 370 | 314 | 1,561 | 1,464 | 1,216 |
| Stock-based compensation ${ }^{1}$ | 64 | 24 | 49 | 111 | 47 | 52 | 76 | 81 | 20 | 248 | 256 | 139 |
| Total Human resources | 2,581 | 2,866 | 2,734 | 2,850 | 2,530 | 2,497 | 2,572 | 2,649 | 2,334 | 11,031 | 10,248 | 9,082 |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation | 53 | 52 | 51 | 51 | 52 | 49 | 49 | 45 | 55 | 207 | 195 | 184 |
| Computer rental and maintenance | 228 | 231 | 231 | 229 | 232 | 224 | 205 | 207 | 205 | 919 | 868 | 713 |
| Office equipment rental and maintenance | 7 | 4 | 6 | 4 | 5 | 4 | 3 | 6 | 2 | 21 | 18 | 16 |
| Total Equipment | 288 | 287 | 288 | 284 | 289 | 277 | 257 | 258 | 262 | 1,147 | 1,081 | 913 |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |
| Premises rent | 132 | 134 | 135 | 130 | 134 | 130 | 122 | 121 | 116 | 531 | 507 | 453 |
| Premises repairs and maintenance | 100 | 113 | 94 | 94 | 93 | 87 | 89 | 90 | 92 | 401 | 359 | 338 |
| Depreciation | 79 | 73 | 72 | 68 | 67 | 61 | 60 | 62 | 62 | 292 | 250 | 219 |
| Property taxes | 22 | 30 | 30 | 24 | 30 | 28 | 32 | 29 | 33 | 106 | 119 | 120 |
| Total Occupancy | 333 | 350 | 331 | 316 | 324 | 306 | 303 | 302 | 303 | 1,330 | 1,235 | 1,130 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 41 | 33 | 39 | 41 | 41 | 44 | 41 | 41 | 41 | 154 | 167 | 168 |
| Postage and courier | 23 | 26 | 27 | 26 | 25 | 25 | 28 | 26 | 26 | 102 | 104 | 104 |
| Marketing and public relations | 154 | 114 | 103 | 71 | 124 | 94 | 88 | 69 | 115 | 442 | 375 | 383 |
| Stationery and printing | 24 | 18 | 21 | 18 | 20 | 24 | 17 | 21 | 24 | 81 | 82 | 93 |
| Total Communications | 242 | 191 | 190 | 156 | 210 | 187 | 174 | 157 | 206 | 779 | 728 | 748 |
| Professional fees | 263 | 178 | 162 | 160 | 222 | 189 | 182 | 160 | 216 | 763 | 753 | 666 |
| Outsourced item processing | 58 | 59 | 69 | 60 | 60 | 61 | 69 | 60 | 55 | 246 | 250 | 254 |
| Amortization of other intangibles |  |  |  |  |  |  |  |  |  |  |  |  |
| Computer software | 141 | 135 | 127 | 117 | 111 | 109 | 104 | 103 | 110 | 520 | 427 | 380 |
| Other | 35 | 36 | 36 | 39 | 36 | 36 | 35 | 32 | 32 | 146 | 139 | 114 |
| Total Amortization of other intangibles | 176 | 171 | 163 | 156 | 147 | 145 | 139 | 135 | 142 | 666 | 566 | 494 |
| Impairment of other intangibles | 6 | 2 | - | - | 10 | - | - | - | - | 8 | 10 | - |
| Impairment of investments in joint ventures and associates | (17) | 5 | 6 | 6 | - | 8 | 6 | 6 | - | - | 20 | 168 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Business and capital taxes | 31 | 31 | 6 | 26 | 35 | 30 | 20 | 25 | 20 | 94 | 110 | 95 |
| Travel and relocation | 52 | 49 | 45 | 40 | 46 | 48 | 39 | 39 | 46 | 186 | 172 | 156 |
| Employee training | 16 | 11 | 10 | 9 | 14 | 10 | 9 | 8 | 12 | 46 | 41 | 36 |
| Donations | 22 | 21 | 12 | 15 | 23 | 20 | 14 | 11 | 22 | 70 | 68 | 62 |
| Other | 289 | 381 | 316 | 309 | 241 | 221 | 231 | 239 | 236 | 1,295 | 932 | 837 |
| Total Other | 410 | 493 | 389 | 399 | 359 | 329 | 313 | 322 | 336 | 1,691 | 1,323 | 1,186 |
| Total non-interest expense | 4,340 | 4,602 | 4,332 | 4,387 | 4,151 | 3,999 | 4,015 | 4,049 | 3,854 | 17,661 | 16,214 | 14,641 |

[^0]| PERSONAL \& COMMERCIAL BANKING ${ }^{1}$ (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | $2012{ }^{2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,447 | 2,475 | 2,378 | 2,443 | 2,405 | 2,445 | 2,270 | 2,314 | 2,301 | 9,743 | 9,434 | 9,059 |
| Non-interest income | 1,104 | 987 | 928 | 968 | 903 | 927 | 877 | 878 | 879 | 3,987 | 3,585 | 3,379 |
| Total revenue | 3,551 | 3,462 | 3,306 | 3,411 | 3,308 | 3,372 | 3,147 | 3,192 | 3,180 | 13,730 | 13,019 | 12,438 |
| Provision for credit losses (PCL) | 314 | 284 | 231 | 274 | 275 | 226 | 253 | 241 | 297 | 1,103 | 995 | 1,165 |
| Non-interest expense | 1,686 | 1,632 | 1,572 | 1,673 | 1,602 | 1,586 | 1,506 | 1,474 | 1,501 | 6,563 | 6,168 | 5,822 |
| Income taxes | 400 | 408 | 388 | 393 | 361 | 393 | 349 | 373 | 356 | 1,589 | 1,476 | 1,395 |
| Net income ${ }^{2}$ | 1,151 | 1,138 | 1,115 | 1,071 | 1,070 | 1,167 | 1,039 | 1,104 | 1,026 | 4,475 | 4,380 | 4,056 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,843 | 1,857 | 1,780 | 1,805 | 1,776 | 1,812 | 1,677 | 1,683 | 1,680 | 7,285 | 6,948 | 6,591 |
| Business Financial Services | 869 | 771 | 737 | 758 | 750 | 781 | 721 | 738 | 742 | 3,135 | 2,990 | 2,894 |
| Cards and Payment Solutions | 634 | 624 | 576 | 615 | 583 | 579 | 552 | 568 | 550 | 2,449 | 2,282 | 2,129 |
| Canadian Banking | 3,346 | 3,252 | 3,093 | 3,178 | 3,109 | 3,172 | 2,950 | 2,989 | 2,972 | 12,869 | 12,220 | 11,614 |
| Caribbean \& U.S. Banking | 205 | 210 | 213 | 233 | 199 | 200 | 197 | 203 | 208 | 861 | 799 | 824 |
| Total | 3,551 | 3,462 | 3,306 | 3,411 | 3,308 | 3,372 | 3,147 | 3,192 | 3,180 | 13,730 | 13,019 | 12,438 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 28.3\% | 29.4 \% | 30.5 \% | 27.7 \% | 27.5 \% | 31.2 \% | 29.5 \% | 34.6 \% | $32.6 \%$ | 29.0\% | 30.5 \% | $31.2 \%$ |
| Return on risk capital (RORC) | 40.0\% | 42.4 \% | 44.4 \% | 40.3 \% | 39.8 \% | 45.7\% | 43.4 \% | 50.1 \% | 47.4 \% | 41.7 \% | 44.5 \% | 44.7 \% |
| Net interest margin (average earning assets) | 2.71\% | 2.79 \% | 2.80 \% | 2.79 \% | 2.76 \% | $2.83 \%$ | 2.74 \% | $2.80 \%$ | 2.82 \% | 2.77 \% | 2.78 \% | $2.86 \%$ |
| Efficiency ratio | 47.5 \% | 47.1 \% | 47.5 \% | 49.0 \% | 48.4 \% | 47.0\% | 47.9 \% | 46.2 \% | 47.2 \% | 47.8 \% | 47.4 \% | 46.8 \% |
| Operating leverage | 2.1 \% | (0.2)\% | 0.7 \% | (6.6)\% | (2.7)\% | (3.4)\% | (0.7)\% | 1.9\% | n.a. | (0.9)\% | (1.3)\% | n.a. |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 375,000 | 369,400 | 365,800 | 365,000 | 362,600 | 359,300 | 356,100 | 343,100 | 339,900 | 368,800 | 355,300 | 330,700 |
| Total earning assets | 357,600 | 352,500 | 347,800 | 347,200 | 345,800 | 342,300 | 339,300 | 327,400 | 324,900 | 351,300 | 338,700 | 316,200 |
| Loans and acceptances | 358,000 | 352,400 | 348,600 | 347,300 | 345,200 | 341,600 | 337,800 | 326,300 | 323,700 | 351,600 | 337,800 | 315,400 |
| Deposits | 285,200 | 279,100 | 275,800 | 275,100 | 268,200 | 264,400 | 260,800 | 255,700 | 250,200 | 278,800 | 262,200 | 243,900 |
| Attributed capital | 16,000 | 15,100 | 14,750 | 15,000 | 15,100 | 14,550 | 14,100 | 12,450 | 12,300 | 15,200 | 14,050 | 12,700 |
| Risk capital | 11,350 | 10,450 | 10,100 | 10,300 | 10,450 | 9,900 | 9,600 | 8,550 | 8,450 | 10,550 | 9,650 | 8,850 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.53 \% | 0.55 \% | 0.55 \% | 0.54 \% | 0.54 \% | 0.53\% | 0.55 \% | 0.55 \% | 0.56 \% | 0.54 \% | 0.55 \% | $0.58 \%$ |
| PCL / Average net loans and acceptances | 0.35 \% | 0.32 \% | 0.27 \% | 0.31 \% | 0.32 \% | 0.26 \% | 0.31 \% | 0.29 \% | 0.37 \% | 0.31 \% | 0.30 \% | $0.37 \%$ |
| Net write-offs / Average net loans and acceptances | 0.26\% | 0.26 \% | 0.27 \% | 0.26 \% | 0.29 \% | 0.28\% | 0.29 \% | 0.26 \% | 0.33\% | 0.26 \% | 0.28\% | 0.33\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{3}$ | 214,200 | 213,600 | 207,400 | 198,400 | 192,200 | 185,800 | 185,800 | 180,800 | 179,200 | 214,200 | 192,200 | 179,200 |
| Assets under management | 4,000 | 3,800 | 3,700 | 3,700 | 3,400 | 3,300 | 3,200 | 3,100 | 3,100 | 4,000 | 3,400 | 3,100 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 1,151 | 1,138 | 1,115 | 1,071 | 1,070 | 1,167 | 1,039 | 1,104 | 1,026 | 4,475 | 4,380 | 4,056 |
| Non-controlling interests | 7 | (2) | (2) | (2) | (1) | (2) | - | (1) |  | 1 | (4) | (3) |
| Add: After-tax effect of amortization of other intangibles | 6 | 7 | 7 | 7 | 8 | 7 | 7 | 4 | 4 | 27 | 26 | 17 |
| Cash net income | 1,164 | 1,143 | 1,120 | 1,076 | 1,077 | 1,172 | 1,046 | 1,107 | 1,030 | 4,503 | 4,402 | 4,070 |
| Less: Capital charge | 378 | 360 | 342 | 359 | 349 | 334 | 315 | 287 | 317 | 1,439 | 1,285 | 1,306 |
| Economic profit | 786 | 783 | 778 | 717 | 728 | 838 | 731 | 820 | 713 | 3,064 | 3,117 | 2,764 |

${ }^{1}$ Reported results include Canadian Banking securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q4/14, the average securitized residential mortgage and credit card loans included were $\$ 54.5$ billion and $\$ 8.0$ billion, respectively. Securitized residential mortgage and credit card loans are included in Total assets, Total earning assets and Loans and acceptances.
${ }^{2}$ Includes a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax) for Canadian Banking.
${ }^{3}$ Canadian Banking AUA includes $\$ 31.2$ billion (Q3/14-\$31.4 billion, Q4/13-\$32.6 billion) of securitized residential mortgage and credit card loans.

| CANADIAN BANKING ${ }^{1}$ (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | $2012{ }^{2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,305 | 2,331 | 2,236 | 2,296 | 2,265 | 2,303 | 2,138 | 2,169 | 2,155 | 9,168 | 8,875 | 8,484 |
| Non-interest income | 1,041 | 921 | 857 | 882 | 844 | 869 | 812 | 820 | 817 | 3,701 | 3,345 | 3,130 |
| Total revenue | 3,346 | 3,252 | 3,093 | 3,178 | 3,109 | 3,172 | 2,950 | 2,989 | 2,972 | 12,869 | 12,220 | 11,614 |
| Provision for credit losses (PCL) | 236 | 230 | 204 | 258 | 249 | 213 | 233 | 213 | 268 | 928 | 908 | 1,015 |
| Non-interest expense | 1,479 | 1,426 | 1,392 | 1,390 | 1,398 | 1,414 | 1,339 | 1,313 | 1,336 | 5,687 | 5,464 | 5,163 |
| Income taxes | 421 | 411 | 387 | 393 | 375 | 394 | 354 | 373 | 350 | 1,612 | 1,496 | 1,391 |
| Net income ${ }^{2}$ | 1,210 | 1,185 | 1,110 | 1,137 | 1,087 | 1,151 | 1,024 | 1,090 | 1,018 | 4,642 | 4,352 | 4,045 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,843 | 1,857 | 1,780 | 1,805 | 1,776 | 1,812 | 1,677 | 1,683 | 1,680 | 7,285 | 6,948 | 6,591 |
| Business Financial Services | 869 | 771 | 737 | 758 | 750 | 781 | 721 | 738 | 742 | 3,135 | 2,990 | 2,894 |
| Cards and Payment Solutions | 634 | 624 | 576 | 615 | 583 | 579 | 552 | 568 | 550 | 2,449 | 2,282 | 2,129 |
| Total | 3,346 | 3,252 | 3,093 | 3,178 | 3,109 | 3,172 | 2,950 | 2,989 | 2,972 | 12,869 | 12,220 | 11,614 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 36.1 \% | 37.7 \% | 37.7 \% | 36.7 \% | 34.4 \% | 37.9 \% | 35.9 \% | 42.8 \% | 40.7 \% | 37.0 \% | 37.5 \% | $38.9 \%$ |
| Return on risk capital (RORC) | 46.5 \% | 49.5 \% | 50.1\% | 48.7 \% | 45.4 \% | 50.3 \% | 47.7 \% | 55.1 \% | 52.5 \% | 48.7\% | 49.4 \% | 49.4 \% |
| Net interest margin (average earning assets) | 2.66 \% | 2.73 \% | 2.74 \% | 2.73 \% | 2.70 \% | 2.77 \% | 2.68 \% | 2.73 \% | 2.74 \% | 2.71 \% | 2.72 \% | 2.78 \% |
| Efficiency ratio | 44.2 \% | 43.8 \% | 45.0\% | 43.7 \% | 45.0 \% | 44.6 \% | 45.4 \% | 43.9 \% | 45.0 \% | 44.2 \% | 44.7 \% | 44.5 \% |
| Operating leverage | 1.8\% | 1.7\% | 0.9 \% | 0.5 \% | 0.0 \% | (4.0)\% | (0.4)\% | 2.1 \% | n.a. | 1.2\% | (0.6)\% | n.a. |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 356,500 | 351,100 | 347,200 | 346,800 | 345,000 | 341,700 | 338,900 | 326,300 | 323,200 | 350,400 | 338,000 | 314,600 |
| Total earning assets | 343,400 | 339,000 | 334,900 | 334,200 | 333,200 | 329,800 | 327,200 | 315,600 | 313,000 | 337,900 | 326,400 | 305,100 |
| Loans and acceptances | 350,200 | 344,800 | 341,000 | 339,600 | 337,700 | 334,200 | 330,600 | 319,000 | 316,300 | 343,900 | 330,400 | 307,900 |
| Residential mortgages | 190,900 | 186,900 | 184,700 | 184,300 | 183,000 | 179,500 | 176,500 | 175,500 | 174,300 | 186,700 | 178,700 | 170,400 |
| Personal ${ }^{3}$ | 85,800 | 85,300 | 84,900 | 84,900 | 85,000 | 85,300 | 85,200 | 79,300 | 78,600 | 85,200 | 83,600 | 76,300 |
| Credit cards | 14,600 | 14,200 | 13,700 | 14,100 | 13,800 | 13,600 | 13,200 | 13,600 | 13,300 | 14,100 | 13,600 | 12,900 |
| Small business | 4,700 | 4,600 | 4,500 | 4,400 | 4,200 | 4,100 | 4,200 | 2,600 | 2,600 | 4,600 | 3,800 | 2,500 |
| Total Retail | 296,000 | 291,000 | 287,800 | 287,700 | 286,000 | 282,500 | 279,100 | 271,000 | 268,800 | 290,600 | 279,700 | 262,100 |
| Wholesale | 54,200 | 53,800 | 53,200 | 51,900 | 51,700 | 51,700 | 51,500 | 48,000 | 47,500 | 53,300 | 50,700 | 45,800 |
| Personal deposits | 168,000 | 165,600 | 164,100 | 162,500 | 160,600 | 158,000 | 156,600 | 152,100 | 149,100 | 165,100 | 156,800 | 146,400 |
| Business deposits | 101,700 | 98,500 | 96,500 | 97,300 | 93,000 | 91,900 | 90,200 | 90,000 | 87,500 | 98,500 | 91,300 | 83,900 |
| Attributed capital | 13,150 | 12,300 | 11,950 | 12,100 | 12,350 | 11,850 | 11,500 | 9,950 | 9,800 | 12,400 | 11,400 | 10,200 |
| Risk capital | 10,200 | 9,350 | 9,000 | 9,100 | 9,350 | 8,950 | 8,650 | 7,750 | 7,600 | 9,400 | 8,650 | 8,050 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.32 \% | 0.33\% | 0.36\% | $0.35 \%$ | 0.35 \% | 0.33 \% | $0.36 \%$ | 0.35 \% | $0.36 \%$ | 0.33\% | $0.36 \%$ | $0.37 \%$ |
| PCL / Average net loans and acceptances | 0.27 \% | 0.26 \% | 0.25 \% | $0.30 \%$ | 0.29 \% | 0.25 \% | 0.29 \% | 0.26 \% | $0.34 \%$ | 0.27 \% | 0.27 \% | $0.33 \%$ |
| Net write-offs / Average net loans and acceptances | $0.26 \%$ | 0.25\% | 0.26 \% | 0.25 \% | 0.28 \% | 0.26 \% | $0.26 \%$ | 0.25 \% | $0.30 \%$ | 0.25 \% | $0.26 \%$ | $0.31 \%$ |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{4}$ | 205,200 | 204,300 | 198,400 | 189,200 | 183,600 | 177,300 | 177,500 | 172,900 | 171,100 | 205,200 | 183,600 | 171,100 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 1,210 | 1,185 | 1,110 | 1,137 | 1,087 | 1,151 | 1,024 | 1,090 | 1,018 | 4,642 | 4,352 | 4,045 |
| Add: After-tax effect of amortization of other intangibles | 3 | 2 | 3 | 3 | 2 | 3 | 3 | - |  | 11 | 8 |  |
| Cash net income | 1,213 | 1,187 | 1,113 | 1,140 | 1,089 | 1,154 | 1,027 | 1,090 | 1,018 | 4,653 | 4,360 | 4,045 |
| Less: Capital charge | 311 | 294 | 276 | 290 | 285 | 273 | 256 | 230 | 253 | 1,171 | 1,044 | 1,052 |
| Economic profit | 902 | 893 | 837 | 850 | 804 | 881 | 771 | 860 | 765 | 3,482 | 3,316 | 2,993 |

${ }^{1}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q4/14, the average securitized residential mortgage and credit card loans included were $\$ 54.5$ billion and $\$ 8.0$ billion, respectively. Securitized residential mortgage and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgages and Credit Cards. ${ }^{2}$ Includes a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax) for Canadian Banking.
As at Q4/14, average personal secured loans was $\$ 64.9$ billion and average personal unsecured loans was $\$ 20.9$ billion. The loans are secured by securities, residential real estate, automotive assets and government guarantees. AUA includes $\$ 31.2$ billion (Q3/14-\$31.4 billion, Q4/13- $\$ 32.6$ billion) of securitized residential mortgage and credit card loans.

| WEALTH MANAGEMENT <br> (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 123 | 117 | 118 | 111 | 103 | 104 | 93 | 96 | 95 | 469 | 396 | 393 |
| Fee-based revenue | 1,112 | 1,059 | 997 | 1,017 | 910 | 890 | 835 | 828 | 769 | 4,185 | 3,463 | 2,964 |
| Transactional and other revenue | 393 | 397 | 422 | 399 | 373 | 374 | 401 | 391 | 380 | 1,611 | 1,539 | 1,438 |
| U.S. Wealth accumulation plan gains/(losses) ${ }^{1}$ | 11 | 12 | 17 | 8 | 29 | 19 | 16 | 25 | 17 | 48 | 89 | 40 |
| Total revenue | 1,639 | 1,585 | 1,554 | 1,535 | 1,415 | 1,387 | 1,345 | 1,340 | 1,261 | 6,313 | 5,487 | 4,835 |
| Provision for credit losses (PCL) | 1,630 | ,585 | 1,554 | 19 | , 42 | 10 | (1) | 1,340 |  | 19 | 51 | (1) |
| Non-interest expense | 1,229 | 1,183 | 1,158 | 1,175 | 1,061 | 1,046 | 1,020 | 1,007 | 961 | 4,745 | 4,134 | 3,770 |
| U.S. Wealth accumulation plan (gains)/losses ${ }^{1}$ | 16 |  | 15 | 16 | 28 | 18 | 19 | 20 | 14 | 55 | 85 | 39 |
| Income taxes | 109 | 109 | 103 | 90 | 82 | 80 | 85 | 84 | 82 | 411 | 331 | 274 |
| Net income | 285 | 285 | 278 | 235 | 202 | 233 | 222 | 229 | 204 | 1,083 | 886 | 753 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. \& International Wealth Management | 630 | 609 | 609 | 582 | 583 | 565 | 542 | 535 | 509 | 2,430 | 2,225 | 1,977 |
| Global Asset Management | 426 | 421 | 417 | 433 | 339 | 347 | 338 | 349 | 289 | 1,697 | 1,373 | 1,117 |
| Total | 1,639 | 1,585 | 1,554 | 1,535 | 1,415 | 1,387 | 1,345 | 1,340 | 1,261 | 6,313 | 5,487 | 4,835 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 19.6\% | 20.3\% | 20.2\% | 16.6\% | 14.4\% | 16.4\% | 16.2\% | 16.4\% | 15.1\% | 19.2\% | 15.8\% | 13.9\% |
| Return on risk capital (RORC) | 63.1\% | 72.0\% | 73.4\% | 59.7\% | 48.6\% | 51.9\% | 51.4\% | 55.9\% | 55.6\% | 66.9\% | 51.9\% | 52.1\% |
| Pre-tax margin | 24.0\% | 24.9\% | 24.5\% | 21.2\% | 20.1\% | 22.6\% | 22.8\% | 23.4\% | 22.7\% | 23.7\% | 22.2\% | 21.2\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 26,800 | 25,800 | 25,800 | 25,000 | 22,900 | 21,900 | 20,700 | 20,800 | 20,200 | 25,800 | 21,600 | 20,900 |
| Loans and acceptances | 16,800 | 15,900 | 15,700 | 14,600 | 13,400 | 12,500 | 11,500 | 11,000 | 10,300 | 15,700 | 12,100 | 9,900 |
| Deposits | 37,900 | 35,900 | 36,200 | 34,800 | 33,200 | 31,900 | 32,000 | 30,400 | 29,200 | 36,200 | 31,900 | 29,200 |
| Attributed capital | 5,650 | 5,450 | 5,500 | 5,400 | 5,350 | 5,450 | 5,400 | 5,300 | 5,150 | 5,500 | 5,400 | 5,150 |
| Risk capital | 1,750 | 1,550 | 1,500 | 1,500 | 1,600 | 1,700 | 1,700 | 1,550 | 1,400 | 1,600 | 1,650 | 1,400 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.07\% | 0.10\% | 0.07\% | 0.52\% | 0.72\% | 0.26\% | 0.02\% | 0.06\% | 0.06\% | 0.07\% | 0.79\% | 0.06\% |
| PCL / Average net loans and acceptances | 0.00\% | (0.02)\% | 0.00\% | 0.52\% | 1.25\% | 0.31\% | (0.02)\% | 0.00\% | 0.00\% | 0.12\% | 0.42\% | (0.01)\% |
| Net write-offs / Average net loans and acceptances | 0.00\% | 0.00\% | 1.62\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.39\% | 0.00\% | (0.01)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business Assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 285,100 | 281,100 | 272,900 | 260,500 | 251,400 | 240,400 | 237,600 | 233,900 | 230,400 | 285,100 | 251,400 | 230,400 |
| U.S. \& International Wealth Management | 432,400 | 419,500 | 417,900 | 414,800 | 387,800 | 375,400 | 366,900 | 359,400 | 347,400 | 432,400 | 387,800 | 347,400 |
| Total | 717,500 | 700,600 | 690,800 | 675,300 | 639,200 | 615,800 | 604,500 | 593,300 | 577,800 | 717,500 | 639,200 | 577,800 |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 55,400 | 52,900 | 50,000 | 46,700 | 43,600 | 41,100 | 40,000 | 37,900 | 36,100 | 55,400 | 43,600 | 36,100 |
| U.S. \& International Wealth Management | 46,300 | 43,200 | 41,600 | 40,200 | 37,100 | 37,200 | 35,800 | 33,800 | 31,300 | 46,300 | 37,100 | 31,300 |
| Global Asset Management ${ }^{2}$ | 350,600 | 346,000 | 334,700 | 324,600 | 306,500 | 294,800 | 293,700 | 281,700 | 272,200 | 350,600 | 306,500 | 272,200 |
| Total | 452,300 | 442,100 | 426,300 | 411,500 | 387,200 | 373,100 | 369,500 | 353,400 | 339,600 | 452,300 | 387,200 | 339,600 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-controlling interests |  | (1) | - | . | 1 | - | - | (1) | - | (1) | - |  |
| Add: After-tax effect of amortization of other intangibles ${ }^{3}$ | 24 | 18 | 17 | 20 | 16 | 17 | 17 | 17 | 17 | 79 | 67 | 66 |
| Adjusted net income | 309 | 302 | 295 | 255 | 219 | 250 | 239 | 245 | 221 | 1,161 | 953 | 819 |
| Less: Capital charge | 134 | 130 | 127 | 130 | 124 | 125 | 120 | 123 | 134 | 521 | 492 | 532 |
| Economic profit | 175 | 172 | 168 | 125 | 95 | 125 | 119 | 122 | 87 | 640 | 461 | 287 |
| (Millions of U.S. dollars) |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. \& International Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue | 565 | 564 | 553 | 539 | 560 | 545 | 532 | 537 | 515 | 2,221 | 2,174 | 1,973 |
| Assets under administration | 383,700 | 384,400 | 381,300 | 372,400 | 371,900 | 365,500 | 364,200 | 360,400 | 347,800 | 383,700 | 371,900 | 347,800 |

[^1]| INSURANCE <br> (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 ${ }^{3}$ | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | $2013{ }^{3}$ | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net earned premiums ${ }^{1}$ | 940 | 923 | 926 | 953 | 926 | 941 | 894 | 913 | 914 | 3,742 | 3,674 | 3,705 |
| Investment income ${ }^{2}$ | 159 | 381 | 138 | 260 | 92 | (439) | 291 | 39 | 93 | 938 | (17) | 929 |
| Fee income | 75 | 79 | 61 | 69 | 82 | 59 | 61 | 69 | 91 | 284 | 271 | 263 |
| Total revenue | 1,174 | 1,383 | 1,125 | 1,282 | 1,100 | 561 | 1,246 | 1,021 | 1,098 | 4,964 | 3,928 | 4,897 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) ${ }^{3}$ | 752 | 1,009 | 830 | 982 | 878 | 263 | 938 | 705 | 770 | 3,573 | 2,784 | 3,621 |
| Non-interest expense | 149 | 143 | 140 | 147 | 143 | 137 | 135 | 136 | 135 | 579 | 551 | 518 |
| Income taxes | 17 | 17 | 1 | (4) | (28) | 1 | 9 | 16 | (2) | 31 | (2) | 45 |
| Net income | 256 | 214 | 154 | 157 | 107 | 160 | 164 | 164 | 195 | 781 | 595 | 713 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Insurance | 646 | 871 | 624 | 770 | 611 | 24 | 790 | 537 | 616 | 2,911 | 1,962 | 2,992 |
| International Insurance | 528 | 512 | 501 | 512 | 489 | 537 | 456 | 484 | 482 | 2,053 | 1,966 | 1,905 |
| Total | 1,174 | 1,383 | 1,125 | 1,282 | 1,100 | 561 | 1,246 | 1,021 | 1,098 | 4,964 | 3,928 | 4,897 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 61.5\% | 53.2\% | 42.1\% | 40.5\% | 31.8\% | 44.5\% | 45.8\% | 42.9\% | 50.5\% | 49.7\% | 41.4\% | 46.7\% |
| Return on risk capital (RORC) | 67.4\% | 58.7\% | 46.7\% | 44.9\% | 36.0\% | 49.8\% | 51.1\% | 47.7\% | 56.1\% | 54.9\% | 46.4\% | 51.7\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 12,700 | 12,100 | 11,500 | 11,600 | 11,600 | 11,900 | 12,000 | 12,000 | 11,900 | 12,000 | 11,900 | 11,500 |
| Attributed capital | 1,650 | 1,600 | 1,500 | 1,500 | 1,300 | 1,400 | 1,450 | 1,500 | 1,500 | 1,550 | 1,400 | 1,500 |
| Risk capital | 1,500 | 1,450 | 1,350 | 1,350 | 1,150 | 1,250 | 1,300 | 1,350 | 1,350 | 1,400 | 1,250 | 1,350 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums and deposits ${ }^{1,4}$ | 1,318 | 1,310 | 1,260 | 1,276 | 1,266 | 1,286 | 1,177 | 1,195 | 1,215 | 5,164 | 4,924 | 4,849 |
| Canadian Insurance | 615 | 637 | 592 | 575 | 605 | 593 | 568 | 578 | 597 | 2,419 | 2,344 | 2,362 |
| International Insurance | 703 | 673 | 668 | 701 | 661 | 693 | 609 | 617 | 618 | 2,745 | 2,580 | 2,487 |
| Fair value changes on investments backing policyholder liabilities ${ }^{5}$ | 43 | 255 | 18 | 123 | (28) | (553) | 170 | (80) | (35) | 439 | (491) | 410 |
| PBCAE <br> Insurance policyholder benefits and claims | 657 | 925 | 728 | 884 | 764 | 154 | 821 | 587 | 631 | 3,194 | 2,326 | 3,055 |
| Insurance policyholder acquisition expense | 95 | 84 | 102 | 884 98 | 114 | 109 | 117 | 118 | 139 | +379 | +458 | +566 |
| Insurance claims and policy benefit liabilities | 8,564 | 8,473 | 8,163 | 8,115 | 8,034 | 7,815 | 8,228 | 7,956 | 7,921 | 8,564 | 8,034 | 7,921 |
| Embedded value | 6,239 | 6,175 | 6,050 | 6,233 | 6,302 | 6,021 | 5,981 | 5,909 | 5,861 | 6,239 | 6,302 | 5,861 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | 700 | 600 | 600 | 500 | 500 | 500 | 400 | 400 | 300 | 700 | 500 | 300 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-controlling interests |  | - | - | - | - | - | - | - | - | - | - |  |
| Add: After-tax effect of amortization of other intangibles | - | - | - | - | - | - | - | - |  | - | - |  |
| Adjusted net income | 256 | 214 | 154 | 157 | 107 | 160 | 164 | 164 | 195 | 781 | 595 | 713 |
| Less: Capital charge | 38 | 38 | 35 | 36 | 29 | 33 | 33 | 34 | 39 | 147 | 129 | 155 |
| Economic profit | 218 | 176 | 119 | 121 | 78 | 127 | 131 | 130 | 156 | 634 | 466 | 558 |

${ }^{1}$ 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 (FVTPL) assets. The investments which support actuarial liabilities are predominantly fixed income assets designated as at FVTPL 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.
${ }^{3}$ Q4/13 results 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.

| (Millions of Canadian dollars, except percentage amounts) |
| :--- |
| Income Statement |
| Net interest income |
| Non-interest income |
| Total revenue |
| Non-interest expense ${ }^{1}$ |
| Income taxes |
| Net income (loss) |


| Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 ${ }^{1}$ | Q1/13 | Q4/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 183 | 182 | 184 | 183 | 165 | 169 | 162 | 175 | 173 |
| 293 | 298 | 292 | 269 | 281 | 287 | 290 | 275 | 241 |
| 476 | 480 | 476 | 452 | 446 | 456 | 452 | 450 | 414 |
| 321 | 330 | 325 | 310 | 324 | 316 | 366 | 342 | 318 |
| 42 | 40 | 39 | 36 | 31 | 36 | 21 | 29 | 25 |


| 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 |


| 19.5\% | 20.1\% | 20.1\% | 19.7\% | 17.9\% | 19.3\% | 13.1\% | 15.3\% | 12.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 25.4\% | 26.7\% | 26.6\% | 26.7\% | 25.0\% | 26.3\% | 18.8\% | 21.9\% | 17.5\% |
| 100,300 | 91,200 | 92,100 | 93,100 | 82,000 | 86,000 | 84,600 | 79,800 | 81,400 |
| 42,300 | 38,700 | 38,900 | 39,800 | 34,300 | 33,500 | 28,600 | 24,200 | 23,100 |
| 2,500 | 2,500 | 2,600 | 2,600 | 2,700 | 3,200 | 2,900 | 2,600 | 2,600 |
| 112,700 | 110,200 | 112,500 | 113,000 | 102,800 | 108,500 | 104,800 | 101,100 | 107,200 |
| 2,250 | 2,150 | 2,200 | 2,050 | 1,950 | 2,050 | 1,950 | 1,950 | 2,100 |
| 1,700 | 1,600 | 1,650 | 1,550 | 1,400 | 1,500 | 1,350 | 1,350 | 1,550 |


|    <br> $19.8 \%$ $16.5 \%$ $5.3 \%$ <br> $26.4 \%$ $23.1 \%$  |
| ---: |
|    <br> 94,200 83,100 66,900 <br> 39,900 30,200 26,200 <br> 2,50 2,900 1,400 <br> 11,100 104,300 92,900 <br> 2,150 2,000 1,700 <br> 1,650 1,400 1,350 |

Business information
Assets under administration



## Other earnings measures

Net income (loss)
Add: After-tax effect of amortization of other intangibles and goodwill impairmen
Adjusted net income
Less: Capital charge

Q2/13 results include a restructuring charge of $\$ 44$ million (\$31 million after-tax) related to our ongoing integration of RBC Investor Services.
${ }^{2} 2012$ 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)

| CAPITAL MARKETS <br> (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 877 | 999 | 848 | 761 | 694 | 727 | 713 | 738 | 663 | 3,485 | 2,872 | 2,559 |
| Non-interest income | 622 | 1,186 | 1,024 | 1,049 | 989 | 701 | 849 | 1,169 | 893 | 3,881 | 3,708 | 3,629 |
| Total revenue (teb) | 1,499 | 2,185 | 1,872 | 1,810 | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 7,366 | 6,580 | 6,188 |
| Provision for credit losses (PCL) | 32 | 1 | 13 | (2) | 11 | 28 | 40 | 109 | 63 | 44 | 188 | 135 |
| Non-interest expense | 899 | 1,269 | 1,111 | 1,065 | 960 | 884 | 958 | 1,054 | 917 | 4,344 | 3,856 | 3,752 |
| Income taxes | 166 | 274 | 241 | 242 | 243 | 130 | 181 | 282 | 167 | 923 | 836 | 725 |
| Net income | 402 | 641 | 507 | 505 | 469 | 386 | 383 | 462 | 409 | 2,055 | 1,700 | 1,576 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate and Investment Banking | 846 | 965 | 800 | 826 | 786 | 669 | 719 | 840 | 687 | 3,437 | 3,014 | 2,533 |
| Global Markets | 650 | 1,220 | 1,071 | 989 | 888 | 752 | 817 | 1,035 | 842 | 3,930 | 3,492 | 3,635 |
| Other | 3 |  | 1 | (5) | 9 | 7 | 26 | 32 | 27 | (1) | 74 | 20 |
| Total | 1,499 | 2,185 | 1,872 | 1,810 | 1,683 | 1,428 | 1,562 | 1,907 | 1,556 | 7,366 | 6,580 | 6,188 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 10.7 \% | 16.9 \% | 14.5 \% | 14.5 \% | 14.0 \% | 12.6 \% | 14.0\% | 16.1 \% | 12.9 \% | 14.1 \% | 14.1 \% | 13.4 \% |
| Return on risk capital (RORC) | 11.4 \% | 18.1 \% | 15.5 \% | 15.6\% | 15.1 \% | 13.6 \% | 15.3 \% | 17.5 \% | 13.9 \% | 15.1 \% | 15.3 \% | 14.7 \% |
| Total compensation to revenue ${ }^{1}$ | 31.6\% | 37.8\% | 38.9 \% | 41.4\% | 35.4 \% | 38.7 \% | 39.0\% | 38.3\% | 35.8\% | $37.7 \%$ | 37.8\% | 39.8\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 416,900 | 391,500 | 384,400 | 376,000 | 358,500 | 372,600 | 374,800 | 367,300 | 356,100 | 392,300 | 368,300 | 349,200 |
| Trading securities | 105,400 | 103,200 | 106,100 | 100,700 | 98,900 | 100,700 | 104,000 | 99,800 | 91,800 | 103,800 | 100,800 | 90,400 |
| Loans and acceptances | 68,500 | 66,300 | 63,800 | 60,600 | 57,400 | 54,800 | 54,000 | 52,800 | 51,300 | 64,800 | 54,700 | 47,000 |
| Deposits | 51,500 | 49,000 | 46,600 | 43,200 | 40,800 | 39,300 | 38,100 | 35,500 | 35,000 | 47,600 | 38,400 | 33,700 |
| Attributed capital | 14,450 | 14,650 | 13,950 | 13,350 | 12,800 | 11,650 | 10,650 | 10,950 | 12,050 | 14,100 | 11,500 | 11,150 |
| Risk capital | 13,500 | 13,700 | 13,000 | 12,400 | 11,850 | 10,700 | 9,800 | 10,050 | 11,150 | 13,150 | 10,600 | 10,200 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.07\% | $0.08 \%$ | $0.09 \%$ | 0.23\% | 0.40 \% | 0.40 \% | 0.56 \% | 0.54 \% | $0.76 \%$ | $0.08 \%$ | 0.42 \% | $0.83 \%$ |
| PCL / Average net loans and acceptances | 0.19 \% | 0.01\% | $0.08 \%$ | (0.01)\% | 0.08 \% | 0.20 \% | 0.31 \% | 0.82 \% | 0.49 \% | $0.07 \%$ | 0.34 \% | 0.29 \% |
| Net write-offs / Average net loans and acceptances | 0.18\% | (0.02)\% | 0.16\% | 0.21\% | 0.18\% | 0.32\% | 0.19 \% | 1.14 \% | (0.02)\% | 0.13\% | 0.45\% | 0.15\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration | 12,500 | 12,000 | 12,100 | 12,200 | 10,700 | 10,100 | 9,500 | 10,100 | 9,400 | 12,500 | 10,700 | 9,400 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-controlling interests |  | - | - | - | - | - | - | - | - | - | - | (1) |
| Add: After-tax effect of amortization of other intangibles ${ }^{2}$ | - | 3 | - | - | - | 1 | (1) | 1 |  | 3 | 1 | 2 |
| Adjusted net income | 402 | 644 | 507 | 505 | 469 | 387 | 382 | 463 | 409 | 2,058 | 1,701 | 1,577 |
| Less: Capital charge | 341 | 350 | 323 | 319 | 294 | 269 | 238 | 252 | 310 | 1,333 | 1,053 | 1,147 |
| Economic profit (loss) | 61 | 294 | 184 | 186 | 175 | 118 | 144 | 211 | 99 | 725 | 648 | 430 |

 includes salary, benefits, stock based compensation, retention costs, and variable compensation.
Q3/14 includes $\$ 2$ million related to the impairment of other intangibles.

| CORPORATE SUPPORT <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | (70) | (126) | (79) | (38) | (16) | (53) | (16) | (39) | (58) | (313) | (124) | (184) |
| Non-interest income | 113 | 21 | 22 | 8 | (17) | 25 | (13) | (7) | 17 | 164 | (12) | 68 |
| Total revenue (teb) | 43 | (105) | (57) | (30) | (33) | (28) | (29) | (46) | (41) | (149) | (136) | (116) |
| Provision for (recovery of) credit losses (PCL) | (1) | (2) | - | 1 | 6 | 3 | (5) | (1) | 1 | (2) | 3 |  |
| Non-interest expense | 40 | 37 | 11 | 1 | 33 | 12 | 11 | 16 | 8 | 89 | 72 | 39 |
| Income taxes | (122) | (130) | (103) | (50) | (234) | (278) | (71) | (70) | (44) | (405) | (653) | (513) |
| Net income (loss) | 126 | (10) | 35 | 18 | 162 | 235 | 36 | 9 | (6) | 169 | 442 | 358 |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| teb adjustment | (101) | (174) | (122) | (95) | (94) | (95) | (101) | (90) | (104) | (492) | (380) | (431) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 16,600 | 14,200 | 12,300 | 10,500 | 10,800 | 11,600 | 12,500 | 13,000 | 14,500 | 13,400 | 11,800 | 15,200 |
| Attributed capital | 7,450 | 7,450 | 7,650 | 6,750 | 6,000 | 5,900 | 6,300 | 6,700 | 4,800 | 7,200 | 6,250 | 3,900 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 126 | (10) | 35 | 18 | 162 | 235 | 36 | 9 | (6) | 169 | 442 | 358 |
| Non-controlling interests | (24) | (23) | (23) | (23) | (24) | (22) | (24) | (23) | (22) | (93) | (93) | (92) |
| Add: After-tax effect of amortization of other intangibles | 1 | (2) | 1 | 1 | 2 | (1) | 1 | - | (1) | 1 | 2 | (1) |
| Adjusted net (loss) income | 103 | (35) | 13 | (4) | 140 | 212 | 13 | (14) | (29) | 77 | 351 | 265 |
| Less: Capital charge | 176 | 179 | 173 | 168 | 132 | 134 | 139 | 158 | 116 | 696 | 563 | 368 |
| Economic profit (loss) | (73) | (214) | (160) | (172) | 8 | 78 | (126) | (172) | (145) | (619) | (212) | (103) |


| BALANCE SHEETS (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end balances ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 17,421 | 16,297 | 15,879 | 13,786 | 15,550 | 13,928 | 14,311 | 13,539 | 12,428 | 17,421 | 15,550 | 12,428 |
| Interest-bearing deposits with banks | 8,399 | 5,383 | 5,210 | 8,245 | 9,039 | 7,348 | 6,966 | 8,480 | 10,246 | 8,399 | 9,039 | 10,246 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 151,380 | 152,756 | 148,398 | 148,774 | 144,023 | 137,556 | 139,787 | 130,758 | 120,783 | 151,380 | 144,023 | 120,783 |
| Available-for-sale | 47,768 | 46,358 | 43,083 | 40,720 | 38,687 | 36,809 | 36,534 | 38,458 | 40,819 | 47,768 | 38,687 | 40,819 |
|  | 199,148 | 199,114 | 191,481 | 189,494 | 182,710 | 174,365 | 176,321 | 169,216 | 161,602 | 199,148 | 182,710 | 161,602 |
| Assets purchased under reverse repurchase |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale | 102,236 | 102,516 | 99,177 | 95,089 | 90,182 | 87,057 | 86,974 | 81,627 | 79,949 | 102,236 | 90,182 | 79,949 |
|  | 437,223 | 432,347 | 423,319 | 417,607 | 410,809 | 404,326 | 398,568 | 382,935 | 380,237 | 437,223 | 410,809 | 380,237 |
| Allowance for loan losses | $(1,994)$ | $(1,926)$ | $(1,883)$ | $(1,979)$ | $(1,959)$ | $(1,921)$ | $(1,966)$ | (1,954) | (1,996) | $(1,994)$ | $(1,959)$ | $(1,996)$ |
|  | 435,229 | 430,421 | 421,436 | 415,628 | 408,850 | 402,405 | 396,602 | 380,981 | 378,241 | 435,229 | 408,850 | 378,241 |
| Segregated fund net assets | 675 | 645 | 593 | 542 | 513 | 463 | 438 | 406 | 383 | 675 | 513 | 383 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Customers' liability under acceptances | 11,462 | 10,443 | 10,911 | 10,503 | 9,953 | 10,211 | 9,275 | 9,312 | 9,385 | 11,462 | 9,953 | 9,385 |
| Derivatives | 87,402 | 72,823 | 72,633 | 79,475 | 74,822 | 77,846 | 93,693 | 87,243 | 91,293 | 87,402 | 74,822 | 91,293 |
| Premises and equipment, net | 2,684 | 2,603 | 2,603 | 2,650 | 2,636 | 2,657 | 2,653 | 2,652 | 2,664 | 2,684 | 2,636 | 2,664 |
| Goodwill | 8,647 | 8,568 | 8,566 | 8,616 | 8,332 | 8,204 | 8,077 | 7,431 | 7,458 | 8,647 | 8,332 | 7,458 |
| Other intangibles | 2,775 | 2,782 | 2,802 | 2,815 | 2,777 | 2,729 | 2,712 | 2,684 | 2,672 | 2,775 | 2,777 | 2,672 |
| Investments in joint ventures and associates | 295 | 306 | 273 | 290 | 247 | 287 | 606 | 613 | 577 | 295 | 247 | 577 |
| Employee benefit assets | 138 | 179 | 299 | 265 | 161 | 173 | 150 | 151 | 129 | 138 | 161 | 129 |
| Other assets | 30,695 | 29,101 | 29,229 | 31,739 | 26,638 | 29,273 | 29,992 | 32,895 | 34,619 | 30,695 | 26,638 | 34,619 |
| Total Assets | 940,550 | 913,870 | 895,896 | 904,717 | 859,745 | 850,073 | 866,440 | 836,936 | 823,954 | 940,550 | 859,745 | 823,954 |
| LIABILITIES AND EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 209,217 | 204,427 | 202,670 | 200,125 | 194,943 | 191,383 | 188,163 | 184,928 | 180,070 | 209,217 | 194,943 | 180,070 |
| Business and government ${ }^{1}$ | 386,660 | 377,635 | 369,206 | 375,785 | 354,593 | 343,900 | 331,856 | 316,449 | 316,339 | 386,660 | 354,593 | 316,339 |
| Bank | 18,223 | 19,629 | 19,083 | 18,534 | 13,543 | 14,855 | 15,058 | 17,075 | 15,835 | 18,223 | 13,543 | 15,835 |
|  | 614,100 | 601,691 | 590,959 | 594,444 | 563,079 | 550,138 | 535,077 | 518,452 | 512,244 | 614,100 | 563,079 | 512,244 |
| Segregated fund liabilities | 675 | 645 | 593 | 542 | 513 | 463 | 438 | 406 | 383 | 675 | 513 | 383 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Acceptances | 11,462 | 10,443 | 10,911 | 10,503 | 9,953 | 10,211 | 9,275 | 9,312 | 9,385 | 11,462 | 9,953 | 9,385 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Obligations related to assets sold under repurchase agreements and securities loaned | 64,331 | 65,423 | 63,790 | 67,015 | 60,416 | 65,550 | 72,384 | 64,329 | 64,032 | 64,331 | 60,416 | 64,032 |
| Derivatives | 88,982 | 75,096 | 73,206 | 80,702 | 76,745 | 80,378 | 97,665 | 92,262 | 96,761 | 88,982 | 76,745 | 96,761 |
| Insurance claims and policy benefit liabilities | 8,564 | 8,473 | 8,163 | 8,115 | 8,034 | 7,815 | 8,228 | 7,956 | 7,921 | 8,564 | 8,034 | 7,921 |
| Employee benefit liabilities | 2,420 | 2,205 | 2,034 | 1,979 | 2,027 | 1,940 | 2,631 | 2,310 | 2,318 | 2,420 | 2,027 | 2,318 |
| Other liabilities ${ }^{1}$ | 37,309 | 37,533 | 37,355 | 34,070 | 34,947 | 31,528 | 35,904 | 36,416 | 37,618 | 37,309 | 34,947 | 37,618 |
| Subordinated debentures | 7,859 | 6,810 | 6,486 | 6,521 | 7,443 | 7,392 | 8,503 | 9,441 | 7,615 | 7,859 | 7,443 | 7,615 |
|  | 886,047 | 860,373 | 843,920 | 852,709 | 810,285 | 801,888 | 819,733 | 790,946 | 779,033 | 886,047 | 810,285 | 779,033 |
| Equity attributable to Shareholders |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 4,075 | 4,750 | 4,250 | 5,100 | 4,600 | 4,600 | 4,813 | 4,813 | 4,813 | 4,075 | 4,600 | 4,813 |
| Common shares | 14,511 | 14,475 | 14,458 | 14,442 | 14,377 | 14,333 | 14,354 | 14,367 | 14,323 | 14,511 | 14,377 | 14,323 |
| Treasury shares - preferred |  | (1) | - | - | 1 | (1) | - | (1) |  | - | 1 | 1 |
|  | 71 | 10 | 73 | 33 | 41 | (10) | 40 | (22) | 30 | 71 | 41 | 30 |
| Retained earnings | 31,615 | 30,526 | 29,489 | 28,544 | 27,438 | 26,468 | 24,876 | 24,289 | 23,162 | 31,615 | 27,438 | 23,162 |
| Other components of equity | 2,418 | 1,954 | 1,913 | 2,117 | 1,208 | 1,038 | 852 | 780 | 831 | 2,418 | 1,208 | 831 |
|  | 52,690 | 51,714 | 50,183 | 50,236 | 47,665 | 46,428 | 44,935 | 44,226 | 43,160 | 52,690 | 47,665 | 43,160 |
| Non-controlling interests | 1,813 | 1,783 | 1,793 | 1,772 | 1,795 | 1,757 | 1,772 | 1,764 | 1,761 | 1,813 | 1,795 | 1,761 |
|  | 54,503 | 53,497 | 51,976 | 52,008 | 49,460 | 48,185 | 46,707 | 45,990 | 44,921 | 54,503 | 49,460 | 44,921 |
| Total Liabilities and Equity | 940,550 | 913,870 | 895,896 | 904,717 | 859,745 | 850,073 | 866,440 | 836,936 | 823,954 | 940,550 | 859,745 | 823,954 |

Amounts have been revised from those previously presented.


[^2]| STATEMENTS OF CHANGES IN EQUITY (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 4,750 | 4,250 | 5,100 | 4,600 | 4,600 | 4,813 | 4,813 | 4,813 | 4,813 | 4,600 | 4,813 | 4,813 |
| Issued |  | 500 |  | 500 |  |  |  |  |  | 1,000 |  |  |
| Redeemed | (675) | - | (850) | - |  | (213) | - |  |  | $(1,525)$ | (213) |  |
| Balance at end of period | 4,075 | 4,750 | 4,250 | 5,100 | 4,600 | 4,600 | 4,813 | 4,813 | 4,813 | 4,075 | 4,600 | 4,813 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 14,475 | 14,458 | 14,442 | 14,377 | 14,333 | 14,354 | 14,367 | 14,323 | 14,279 | 14,377 | 14,323 | 14,010 |
| Issued | 36 | 19 | 30 | 65 | 44 | 25 | 8 | 44 | 44 | 150 | 121 | 313 |
| Purchased for cancellation | - | (2) | (14) |  | - | (46) | (21) |  |  | (16) | (67) |  |
| Balance at end of period | 14,511 | 14,475 | 14,458 | 14,442 | 14,377 | 14,333 | 14,354 | 14,367 | 14,323 | 14,511 | 14,377 | 14,323 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (1) | - | - | 1 | (1) | - | (1) | 1 | (2) | 1 | 1 |  |
| Sales | 24 | 49 | 31 | 20 | 22 | 35 | 25 | 45 | 20 | 124 | 127 | 98 |
| Purchases | (23) | (50) | (31) | (21) | (20) | (36) | (24) | (47) | (17) | (125) | (127) | (97) |
| Balance at end of period | - | (1) | - | - | 1 | (1) | - | (1) | 1 |  | 1 | 1 |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 10 | 73 | 33 | 41 | (10) | 40 | (22) | 30 | 13 | 41 | 30 | 8 |
| Sales | 1,485 | 1,746 | 1,041 | 1,061 | 1,103 | 1,458 | 1,256 | 636 | 778 | 5,333 | 4,453 | 5,186 |
| Purchases | $(1,424)$ | $(1,809)$ | $(1,001)$ | $(1,069)$ | $(1,052)$ | $(1,508)$ | $(1,194)$ | (688) | (761) | $(5,303)$ | $(4,442)$ | $(5,164)$ |
| Balance at end of period | 71 | 10 | 73 | 33 | 41 | (10) | 40 | (22) | 30 | 71 | 41 | 30 |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 30,526 | 29,489 | 28,544 | 27,438 | 26,468 | 24,876 | 24,289 | 23,162 | 22,410 | 27,438 | 23,162 | 20,381 |
| Changes in accounting policy |  |  |  |  |  |  |  |  |  |  |  | (297) |
| Net income attributable to shareholders | 2,316 | 2,352 | 2,175 | 2,067 | 2,077 | 2,260 | 1,885 | 2,022 | 1,876 | 8,910 | 8,244 | 7,410 |
| Other comprehensive income | (101) | (206) | (65) | 77 | (75) | 551 | (202) | 45 | (196) | (295) | 319 | (779) |
| Preferred share dividends | (44) | (55) | (52) | (62) | (61) | (63) | (64) | (65) | (65) | (213) | (253) | (258) |
| Common share dividends | $(1,081)$ | $(1,025)$ | $(1,025)$ | (966) | (965) | (908) | (910) | (868) | (867) | $(4,097)$ | $(3,651)$ | $(3,291)$ |
| Premium paid on common shares purchased for cancellation | - | (11) | (86) | - | - | (234) | (107) | - | - | (97) | (341) |  |
| Premium paid on preferred shares redeemed | - |  | - |  | - | (9) | - | - | - | - | (9) | - |
| Share-based compensation awards | (3) | (1) | (3) | (2) | (4) | (1) | - | (2) | (4) | (9) | (7) | (9) |
| Issuance costs | - | (7) | - | (7) | - | - | - | - | - | (14) | - | - |
| Other | 2 | (10) | 1 | (1) | (2) | (4) | (15) | (5) | 8 | (8) | (26) | 5 |
| Balance at end of period | 31,615 | 30,526 | 29,489 | 28,544 | 27,438 | 26,468 | 24,876 | 24,289 | 23,162 | 31,615 | 27,438 | 23,162 |
| Other components of equity |  |  |  |  |  |  |  |  |  |  |  |  |
| Unrealized gains and losses on available-for-sale securities | 432 | 426 | 394 | 410 | 347 | 271 | 450 | 371 | 419 | 432 | 347 | 419 |
| Unrealized foreign currency translation gains and losses, net of hedging activities | 1,891 | 1,437 | 1,427 | 1,653 | 686 | 450 | 255 | 181 | 196 | 1,891 | 686 | 196 |
| Gains and losses on derivatives designated as cash flow hedges | 95 | 91 | 92 | 54 | 175 | 317 | 147 | 228 | 216 | 95 | 175 | 216 |
| Balance at end of period | 2,418 | 1,954 | 1,913 | 2,117 | 1,208 | 1,038 | 852 | 780 | 831 | 2,418 | 1,208 | 831 |
| Total retained earnings and other components of equity | 34,033 | 32,480 | 31,402 | 30,661 | 28,646 | 27,506 | 25,728 | 25,069 | 23,993 | 34,033 | 28,646 | 23,993 |
|  | 52,690 | 51,714 | 50,183 | 50,236 | 47,665 | 46,428 | 44,935 | 44,226 | 43,160 | 52,690 | 47,665 | 43,160 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,783 | 1,793 | 1,772 | 1,795 | 1,757 | 1,772 | 1,764 | 1,761 | 1,757 | 1,795 | 1,761 | 1,761 |
| Changes in accounting policy |  |  |  |  |  |  |  | - | - | - | - | (3) |
| Dividends | - | (47) | - | (47) | - | (47) | - | (47) | - | (94) | (94) | (92) |
| Net income attributable to Non-controlling interests | 17 | 26 | 26 | 25 | 24 | 25 | 24 | 25 | 23 | 94 | 98 | 97 |
| Net change in unrealized gains (losses) on available-for-sales securities | - | - | - | - | - | - | - | - | - | - | - | 1 |
| Foreign currency translation adjustments | - | - | - | - | - | - | - | - | - | - | - | - |
| Other | 13 | 11 | (5) | (1) | 14 | 7 | (16) | 25 | (19) | 18 | 30 | (3) |
| Balance at end of period | 1,813 | 1,783 | 1,793 | 1,772 | 1,795 | 1,757 | 1,772 | 1,764 | 1,761 | 1,813 | 1,795 | 1,761 |
| Total equity | 54,503 | 53,497 | 51,976 | 52,008 | 49,460 | 48,185 | 46,707 | 45,990 | 44,921 | 54,503 | 49,460 | 44,921 |


| SECURITIZATION (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card loans ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 8,340 | 8,340 | 7,160 | 7,160 | 7,380 | 7,380 | 7,371 | 7,371 | 6,139 | 7,160 | 7,371 | 3,930 |
| Securitized | - | - | 1,180 | - | 647 | - | 533 | - | 1,232 | 1,180 | 1,180 | 3,441 |
| Reversal of prior securitizations | - | - | - | - | (867) | - | (524) | - |  | - | $(1,391)$ |  |
| Closing balance | 8,340 | 8,340 | 8,340 | 7,160 | 7,160 | 7,380 | 7,380 | 7,371 | 7,371 | 8,340 | 7,160 | 7,371 |
| Commercial mortgages ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 1,212 | 1,236 | 1,277 | 1,304 | 1,322 | 1,354 | 1,403 | 1,434 | 1,452 | 1,304 | 1,434 | 1,531 |
| Securitized | 173 |  |  |  |  |  |  |  |  | 173 |  |  |
| Amortization | (55) | (24) | (41) | (27) | (18) | (32) | (49) | (31) | (18) | (147) | (130) | (97) |
| Closing balance | 1,330 | 1,212 | 1,236 | 1,277 | 1,304 | 1,322 | 1,354 | 1,403 | 1,434 | 1,330 | 1,304 | 1,434 |
| Bond participation certificates - sold |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 522 | 599 | 629 | 624 | 634 | 632 | 650 | 661 | 704 | 624 | 661 | 735 |
| Sold |  |  | - |  |  |  | - | - | - | - |  | - |
| Other ${ }^{2}$ | (40) | (77) | (30) | 5 | (10) | 2 | (18) | (11) | (43) | (142) | (37) | (74) |
| Closing balance | 482 | 522 | 599 | 629 | 624 | 634 | 632 | 650 | 661 | 482 | 624 | 661 |
| Bond participation certificates - retained |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | - | 1 | 1 | 5 | 5 | 5 | 6 | 6 | 6 | 5 | 6 | 6 |
| Sold | - | - | - | - | . | - | - | - | - | - | - | - |
| Other ${ }^{2}$ | - | (1) | - | (4) | - | - | (1) | - | - | (5) | (1) | - |
| Closing balance | - | (1) | 1 | 1 | 5 | 5 | 5 | 6 | 6 | - | 5 | 6 |
| Discontinued Operations |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Residential mortgages - sold |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | - | - | - | - | - | - | - | - | - | - | - | 1,265 |
| Sold | - | - | - | - | - | - | - | - | - | - | - | 327 |
| Amortization | - | - | - | - | - | - | - | - | - | - | - | (70) |
| Other ${ }^{2}$ | - | - | - | - | - | - | - | - | - | - | - | $(1,522)$ |
| Closing balance | - | - | - | - | - | - | - | - | - | - | - |  |

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

| SECURITIZATION SUBJECT TO EARLY AMORTIZATION SELLER'S INTEREST <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Our financial assets ${ }^{1}$ Credit cards |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Total drawn | 1,785 | 1,437 | 1,305 | 936 | 1,183 | 1,548 | 1,087 | 1,380 | 1,373 |
| Capital charges drawn | 70 | 56 | 53 | 36 | 45 | 60 | 43 | 56 | 56 |
| Capital charges undrawn | 104 | 83 | 77 | 60 | 73 | 95 | 67 | 84 | 85 |
| Credit card loans securitized |  |  |  |  |  |  |  |  |  |
| Past due ${ }^{2}$ | 73 | 65 | 74 | 57 | 50 | 50 | 61 | 62 | 58 |
| Net write-offs | 42 | 46 | 49 | 36 | 37 | 40 | 46 | 41 | 38 |
| EXPOSURES SECURITIZED <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| Outstanding securitized assets ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Credit cards | 8,340 | 8,340 | 8,340 | 7,160 | 7,160 | 7,380 | 7,380 | 7,371 | 7,371 |
| Commercial mortgages | 1,330 | 1,212 | 1,236 | 1,277 | 1,304 | 1,322 | 1,354 | 1,403 | 1,434 |
| Bond participation certificates | 482 | 522 | 599 | 629 | 624 | 634 | 632 | 650 | 661 |
| Total exposures securitized | 10,152 | 10,074 | 10,175 | 9,066 | 9,088 | 9,336 | 9,366 | 9,424 | 9,466 |


| OFF-BALANCE SHEET ARRANGEMENTS |  | Q4/14 |  |  | Q3/14 |  |  | Q2/14 |  |  | Q1/14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 ${ }^{4,5}$ | 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 ${ }^{4,5}$ |
| Asset-backed securities | 864 | 0.02\% | >100 | 852 | 0.05\% | >100 | 874 | 0.04\% | $>100$ | 942 | 0.55\% |  |
| Auto loans and leases | 10,983 | 0.32\% | 70 | 10,993 | 0.33\% | 66 | 11,298 | 0.39\% | 53 | 11,641 | 0.38\% |  |
| Corporate loan receivables |  |  |  |  |  |  | 71 | 0.90\% | 76 | 77 | 0.85\% |  |
| Credit cards | 7,011 | 4.37\% | 10 | 7,813 | 4.36\% | 11 | 7,668 | 4.49\% | 10 | 7,297 | 4.29\% |  |
| Dealer floor plan receivables | 1,958 | 0.05\% | >100 | 1,919 | 0.19\% | >100 | 1,858 | 0.27\% | >100 | 1,592 | 0.33\% | >10 |
| Electricity market receivables |  | - |  | 122 | - |  | 173 | - | - | 173 | - |  |
| Equipment receivables | 1,466 | 0.22\% | 89 | 1,474 | 0.19\% | >100 | 1,817 | 0.18\% | >100 | 1,846 | 0.24\% |  |
| Fleet finance receivables | 869 | 0.04\% | >100 | 742 | 0.12\% | >100 | 611 | 0.07\% | >100 | 614 | 0.15\% |  |
| Insurance premiums | 144 | 0.43\% | 39 | 95 | 0.47\% | 36 | 95 | 0.48\% | 35 | 97 | 0.39\% |  |
| Residential mortgages | 1,275 |  |  | 1,530 |  |  | 1,530 |  |  | 1,530 | - |  |
| Student loans | 2,858 | 0.79\% | >100 | 2,830 | 1.06\% | 94 | 3,370 | 1.04\% | 94 | 3,067 | 0.97\% | >100 |
| Trade receivables | 2,472 | 0.31\% | 69 | 2,556 | 0.36\% | 67 | 2,569 | 0.44\% | 58 | 3,106 | 0.39\% |  |
| Transportation finance | 1,119 31,019 |  |  | 930 31.856 | - |  | 937 | - |  | 951 | - |  |
| Total off-balance sheet arrangements outstanding securitized assets | 31,019 |  |  | 31,856 |  |  | 32,871 |  |  | 32,933 |  |  |


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.
 these are internally rated as investment grade

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

| SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED <br> (Millions of Canadian dollars) | Q4/14 |  | Q3/14 |  | Q2/14 |  | Q1/14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book | Trading book | $\begin{gathered} \text { Banking } \\ \text { book } \end{gathered}$ | Trading book | Banking book | Trading book | Banking book | Trading book |
| Securitization exposures retained or purchased |  |  |  |  |  |  |  |  |
| Asset-backed securities | 1,591 | 241 | 2,108 | 312 | 2,251 | 209 | 2,200 | 326 |
| Auto loans and leases | 12,665 | 165 | 12,623 | 148 | 13,060 | 135 | 13,171 | 91 |
| Commercial mortgages |  | 376 |  | 407 |  | 343 |  | 300 |
| Credit cards | 8,365 | 191 | 9,075 | 137 | 8,874 | 181 | 8,987 | 176 |
| Dealer floor plan receivables | 1,957 | - | 1,919 | - | 1,858 | - | 1,592 |  |
| Equipment receivables | 1,466 | ${ }^{-}$ | 1,474 | - | 1,817 | - | 1,846 | - |
| Residential mortgages | 3,050 | 1,165 | 2,937 | 1,459 | 2,979 | 1,394 | 2,340 | 1,638 |
| Student loans | 5,678 | 143 | 6,639 | 167 | 7,260 | 138 | 7,040 | 66 |
| Trade receivables | 2,472 |  | 2,411 |  | 2,412 |  | 2,952 |  |
| Other | 2,676 | 723 | 2,303 | 681 | 2,316 | 799 | 2,373 | 597 |
| Total securitization and resecuritization exposures retained or purchased | 39,920 | 3,004 | 41,489 | 3,311 | 42,827 | 3,199 | 42,501 | 3,194 |

SECURITIZATION AND RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3,4}$
(Millions of Canadian dollars)

| Q4/14 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Banking book |  |  |  |  |  |  |  |
| Standardized approach |  | Rating based approach |  | assessment approach |  | Total |  |
| Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges | Exposure | Capital charges |
|  |  | 1,171 | 7 | 26,921 | 158 | 28,092 | 165 |
| 1,464 | 23 | 1,528 | 20 | 5,001 | 52 | 7,993 | 95 |
| 99 | 4 | 691 | 23 | 2,840 | 68 | 3,630 | 95 |
|  | - | 102 | 8 |  |  | 102 | 8 |
| - | - | - | - |  |  |  |  |
| - | - | - | - |  |  | - | - |
| - | - | 103 | 103 | - | - | 103 | 103 |
| 1,563 | 27 | 3,595 | 161 | 34,762 | 278 | 39,920 | 466 |


| Q4/14 |
| :---: |
| Trading book |
| Standardized approach |
| Capital <br> charges |
| Exposure |
| 1,042 6 <br> 753 10 <br> 410 12 <br> 101 10 <br> 152 48 <br> - - <br> 546 548 <br> 3,004 634 |

## $>10 \% \leq 20 \%$ <br> $>20 \% \leq 50 \%$ <br> $\gg 50 \% \leq 100 \%$ <br> $>650 \%<1250 \%$ <br> 1250

SECURITIZATION AND RESECURITIZATION EXPOSURES
RETAINED OR PURCHASED ${ }^{1,2,3,4}$
RETAINED OR PURCHASED
(Millions of Canadian dollars)

| $\leq 10 \%$ |
| :--- |
| $>10 \% \leq 20 \%$ |
| $>20 \% \leq 50 \%$ |
| $>50 \% \leq 100 \%$ |
| $>100 \% \leq 650 \%$ |
| $>650 \%<1250 \%$ |
| 1250 |
| Total securitization and resecuritization exposures retained or purchased |


${ }^{1}$ The amounts reported are based on the regulatory securitization reporting requirements. It includes our credit card loans. It excludes our Canadian residential mortgages under the NHA MBS program which also encompass 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 reflect regulatory exposure values.
${ }^{4}$ 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.

| Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 |
| :---: | :---: | :---: | :---: | :---: |
| 14,684 | 14,649 | 14,644 | 14,663 | 14,607 |
| 31,442 | 30,353 | 29,310 | 28,364 | 28,124 |
| 2,418 | 1,954 | 1,913 | 2,117 | 1,207 |
| 12 | 12 | 12 | 12 | 11 |
| 48,556 | 46,968 | 45,879 | 45,156 | 43,949 |
| 8,653 | 8,573 | 8,566 | 8,616 | 8,361 |
| 2,153 | 2,176 | 2,289 | 2,295 | 2,522 |
| 43 | 53 | 52 | 59 | 62 |
| 95 | 91 | 92 | 54 | 175 |
| 938 | 893 | 805 | 662 | 686 |
| 35 | (18) | 24 | 160 | 182 |
| 138 | 179 | 295 | 244 | 830 |
| - |  |  |  |  |
| - |  |  |  |  |
| - | - |  |  |  |
| 95 | 54 |  | 68 | 590 |
| 49 | 29 |  | 38 | 354 |
| 46 | 25 |  | 30 | 236 |
|  |  |  |  |  |
| 12,150 | 12,001 34,967 | 12,123 33,756 | 12,158 | 13,408 |
| 36,406 | 34,967 | 33,756 | 32,998 | 30,541 |
| 1,000 | 1,000 | 500 | 500 |  |
| 1,000 | 1,000 | 500 | 500 |  |
| 4,794 | 5,439 | 5,466 | 5,913 | 6,652 |
| 2 | 2 | 3 | 3 | 3 |
| 5,796 | 6,441 | 5,969 | 6,416 | 6,655 |

```
1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplu
    R Retained earnings
    * Accumulated other comprehensive income (and other reserves)
    4. Directy issued capital subject to phase eut trom CETl (only appicabil to non-joint stock companies)
    Common Equity Tier 1 capital: Regulatory adjustments
    Prudential valuation adjustments
    Goodwill (net of related tax liability)
    Deferred tax assets excluding those arising from temporary differences (net of related tax liability)
    Cash flow hedge reserve
    Shortfall of provisions to 
    Gains and losses due to changes in own credit risk on fair valued lia
    Defined benefit pension fund net assets (net of related tax liability)
    Investments in own shares (if not already netted off paid-in capital on reported balance sheet)
    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 rights amount above 10% threshola
    *)
    Amount exceeding the 15% threshold
        of which: significant investments in the common stock of financials
        of which: mortgage servicing rights
    Other deductions or regulatory adjustments to CET1 Prary differences
    27 Regulatory adjustments applied to Common Equity Tier 1 due to insufficient Additional Tier 1 and Tier 2 to cover deductions
lol
30 Directly issued capital (AT1): Instruments
    50 Directly issued qualifing Additional Tier 1 instruments plus related stock surplus
    32 of which: classified as liabilities under applicable accounting standards
    Additional Tod capital instruments subject to phase out from Additional Tier 1
    l
    Additional Tier 1 capital before regulatory adjustments
    Adational Ter I capital: Regulatory ajustments
    Reciprocal cross h
    Non-signifcant investments in the capital of banking,\mathrm{ ,inancial and insurance entities, net of eligible short positions (amount above 10% threshola)}
    S Significant investments in the capital of banking, inancial and insurance entities that are outside the scope of regulatory consolidation, net of eligible short positions
    R of which: reverse mortgages
    Reguatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions
44 otal regulatory adjustments to Additional Tier 1 capital
l
苼隹2 2 Capital: Instruments and Provisions 
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
50 Collective allowances
    Tier 2 capital before regulatory adjustments
    S2 Tier 2 Capital: Regulatory adjustments
53 Reciprocal cross holdings in Tier 2 instruments
54 Non-significant investments in the capital of banking, financial and insurance entitie, net of eligibe short positions (amount above 10% threshola)
$55 Signiticant investments in the capital of
7 Tota regulatory adis
58 Tier 2 capital (T2)
59 Total capital (TC = T1 + T2)
60 Total risk-weighted assets
60a Common Equity Tier 1 (CET1) Capital RWA
lol
```

| BASEL III REGULATORY CAPITAL AND RATIOS (ALL-IN BASIS) continued (Millions of Canadian dollars, except percentage and otherwise noted) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capital ratios |  |  |  |  |  |
| 61 Common Equity Tier 1 (as percentage of risk-weighted assets) | 9.9\% | 9.5\% | 9.7\% | 9.7\% | 9.6\% |
| 62 Tier 1 (as percentage of risk-weighted assets) | 11.4\% | 11.2\% | 11.4\% | 11.5\% | 11.7\% |
| 63 Total capital (as percentage of risk-weighted assets) | 13.4\% | 13.0\% | 13.2\% | 13.5\% | 14.0\% |
| 64 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) | 7.0\% | 7.0\% | 7.0\% | 7.0\% | 7.0\% |
| 65 of which: capital conservation buffer requirement | 2.5\% | 2.5\% | 2.5\% | 2.5\% | 2.5\% |
| 66 Not applicable | n.a | n.a | n.a | n.a. | n.a. |
| 67 of which: G-SIB buffer requirement | n.a | n.a | n.a | n.a. | n.a. |
| 67a of which: DSIB buffer requirement | n.a. | n.a. | n.a | n.a. | n.a. |
| 68 Common Equity Tier 1 available to meet buffers (as percentage of risk-weighted assets) | 9.9\% | 9.5\% | 9.7\% | 9.7\% | 9.6\% |
| OSFI all-in target (minimum + capital conservation buffer + DSIB surcharge (if applicable)) |  |  |  |  |  |
| 69 Common Equity Tier 1 all-in target ratio | 7.0\% | 7.0\% | 7.0\% | 7.0\% | 7.0\% |
| 70 Tier 1 capital all-in target ratio | 8.5\% | 8.5\% | n.a. | n.a. | n.a. |
| 71 Total capital all-in target ratio | 10.5\% | 10.5\% | п.a. | п.a. | n.a. |
| Amounts below the thresholds for deduction (before risk-weighting) |  |  |  |  |  |
| 72 Non-significant investments in the capital of other financials | 880 | 387 | 335 | 1,058 | 571 |
| 73 Significant investments in the common stock of financials | 2,806 | 2,729 | 2,687 | 2,769 | 2,747 |
| 74 Mortgage servicing rights (net of related tax liability) |  |  |  |  |  |
| 75 Deferred tax assets arising from temporary differences (net of related tax liability) | 2,656 | 2,517 | 2,286 | 2,181 | 1,835 |
| Applicable caps on the inclusion of allowances in Tier 2 |  |  |  |  |  |
| 76 Allowances eligible for inclusion in Tier 2 in respect of exposures subject to standardized approach (prior to application of cap) | 182 | 193 | 250 | 267 | 262 |
| 77 Cap on inclusion of allowances in Tier 2 under standardized approach | 182 | 193 | 250 | 267 | 262 |
| 78 Allowances eligible for inclusion in Tier 2 in respect of exposures subject to internal ratings-based approach (prior to application of cap) | 1,638 | 1,585 | 1,580 | 1,586 | 1,549 |
| 79 Cap on inclusion of allowances in Tier 2 under internal ratings-based approach | 1,638 | 1,585 | 1,580 | 1,586 | 1,549 |
| 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 | - | - | - |  |  |
| 81 Amounts excluded from CET1 due to cap (excess over cap after redemptions and maturities) | - |  | - |  |  |
| 82 Current cap on AT1 instruments subject to phase out arrangements | 5,913 | 5,913 | 5,913 | 5,913 | 6,652 |
| 83 Amounts excluded from AT1 due to cap (excess over cap after redemptions and maturities) ${ }^{1}$ |  |  |  | 387 | 583 |
| 84 Current cap on T2 instruments subject to phase out arrangements | 7,352 | 7,352 | 7,352 | 7,352 | 8,271 |
| 85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities) | . |  | - |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Assets-to-capital multiple | 17.0x | 17.3X | 17.5X | 17.6X | 16.6X |
| Gross-adjusted assets (\$ billions) | 885.0 | 867.9 | 849.8 | 850.8 | 807.0 |
|  |  |  |  |  |  |
| 29 Common Equity Tier 1 capital (CET1) | 44,599 | 43,818 | 42,254 | 41,921 | 41,543 |
| 45 Tier 1 capital (T1 = CET1 + AT1) | 44,599 | 43,818 | 42,254 | 41,921 | 41,543 |
| 59 Total capital ( $\mathrm{TC}=\mathrm{T} 1+\mathrm{T} 2$ ) | 52,023 | 50,229 | 48,442 | 48,206 | 48,568 |
| 60 Total risk-weighted assets ${ }^{2}$ | 377,958 | 378,086 | 359,383 | 357,263 | 348,238 |
| ${ }^{61}$ Common Equity Tier 1 (as percentage of risk-weighted assets) | 11.8 \% | 11.6\% | 11.8 \% | $11.7 \%$ | 11.9 \% |
| 62 Tier 1 (as percentage of risk-weighted assets) | 11.8 \% | 11.6 \% | 11.8 \% | 11.7\% | 11.9 \% |
| 63 Total capital (as percentage of risk-weighted assets) | 13.8 \% | 13.3 \% | 13.5 \% | 13.5\% | 13.9 \% |

${ }^{1}$ The reduction of the amounts excluded from AT1 due to cap is a result of the redemption of $\$ 900$ million of innovative instruments in Q1/14 and the redemption of $\$ 850$ million of preferred shares in Q2/14. ${ }^{2}$ The transitional RWA does not reflect the CVA phase-in adjustments as implemented under the All-in Basis.


Balance sheet as in
Report to Shareholders

Assets
Cash and due from banks
Interest-bearing deposits with banks
Securities
Non-significant investments in capital of other financial institutions reflected in regulatory capital
Other securities
Assets purchased under reverse repurchase agreements and securities borrowed
Loans
Retail
Wholesale
Allowance for loan losses
Collective allowance reflected in Tier 2 regulatory capital
Shortfall of allowances to expected loss
Allowances not reflected in regulatory capital
Segregated fund net assets
Other
Customers' liability under acceptances
ii
Premises and equipment net
Goodwill
Goodwill related to insurance and joint ventures
Other intangibles
Other intangibles related to insurance and joint ventures
Investments in joint ventures and 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
Other
Significant investments in other financial institutions included in Other Assets but reported above Deferred tax assets
Deferred tax assets excluding those arising from temporary differences
Deferred tax assets arising from temporary differences exceeding regulatory thresholds
Deferred tax liabilities related to permitted tax netting
Deferred tax assets - other temporary differences
Other assets


## Liabilities Deposits <br> \section*{Deposisonal}

Business and government
Bank



Segregated fund liabilities
Other
Acceptances
related to securities sold short
Derivatives related to assets sold under rep
Insurance claims and policy benefit liabilities
Employee benefit liabilities
Gains and losses due to changes in own credit risk on fair value liabilities
related to goodwill
related to intangibles
related to pensions
relates to permitted
Other deferred tax liabilities
Other liabilities
Subordinated debentures
Regulatory capital amortization of maturing debentures
Subordinated debentures not allowed for regulatory capital
of which: are qualifying
of which: are subject to phase out directly issued capital:
of which: are subject to phase out issued by subsidiaries and held by 3rd party
otal liabilities
Equity attributable to shareholders
Common shares
Common shares
Retained earnings
of which relates to contributed surplus
of which relates to retained earning for capital purposes
Of which relates to insurance
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 reg
of which relates to Insurance
Preferred shares
of which: are qualifying
of which: are subject to phase out
Which portion are not allowed for regulatory capital
Treasury shares - preferred - phase-out
Non-controlling interests
of which: are qualifying
portion allowed for inclusion into CET1
portion allowed for inclusion into Tier 1 capital
portion allowed for inclusion into Tier 2 capital
portion allowed for inclusion into Tier 2 capital
of which: portion not allowed
Total equity
otal liabilities and equity
nsurance subsidiaries 1
RBC Reinsurance (lreland) Limited
Inc.
RBC General Insurance Company
RBC Insurance Services Inc.
RBC Life Insurance Company
RBC Insurance Company of Ca
RBC Insurance Holdings Inc.
Royal Bank of Canada Insurance Company Limited
Principal activities
Incorporated in Ireland to provide reinsurance to international clients
Property and casualty inance claims
Service provider for insurance companies listed and the bank (creditor)
Life and health insurance company
Property and casualty insurance company
Holding company
Life, annuity, trade credit, title and property reinsurance company provides coverage to international clients


The list of legal entities that are included within the accounting scope of consolidation but excluded from the requlatory scope of consolidation

| 34,967 | 33,756 | 32,998 | 30,541 | 29,048 |
| :---: | :---: | :---: | :---: | :---: |
| 36 | 19 | 30 | 65 | 44 |
|  | (2) | (14) | - | - |
| $(1,125)$ | $(1,080)$ | $(1,077)$ | $(1,028)$ | $(1,026)$ |
| ) |  |  | - | - |
| 2,316 | 2,352 | 2,175 | 2,067 | 2,095 |
| (53) | 42 | 136 | 23 | (15) |
| 464 | 41 | (204) | 909 | 167 |
| 454 | 10 | (226) | 967 | 233 |
| 6 | 32 | (16) | 63 | 76 |
| 4 | (2) | 38 | (121) | (142) |
| (56) | 106 | 55 | (28) | (140) |
| (143) | (267) | (343) | 449 | 368 |
| 10 | (1) | 7 |  | (37) |
| 41 | 116 | (51) | 586 | 259 |
| (21) | (28) | 38 | 317 | 46 |
|  |  |  |  |  |
| (173) | (354) | (337) | (457) | 100 |
| 36,406 | 34,967 | 33,756 | 32,998 | 30,541 |
| 6,441 | 5,969 | 6,416 | 6,655 | 6,654 |
| - | 500 | - | 500 |  |
| - | - | - | - | - |
| (645) | (28) | (447) | (739) | 1 |
| 5,796 | 6,441 | 5,969 | 6,416 | 6,655 |
| 42,202 | 41,408 | 39,725 | 39,414 | 37,196 |
| 6,780 | 6,512 | 6,564 | 7,520 | 7,478 |
| 1,000 | 1,000 | - | - |  |
| - | - | - | - |  |
| - | - | - | - | - |
| 38 | (732) | (52) | (956) | 42 |
| 7,818 | 6,780 | 6,512 | 6,564 | 7,520 |
| 50,020 | 48,188 | 46,237 | 45,978 | 44,716 |

${ }^{1}$ Restated prior periods to the required EDTF format.
${ }^{2}$ Includes changes in shortfall in allowance, treasury shares, issue costs and other, share-based compensation awards, threshold deduction allocated to loss carry back, de-recognition of cash flow hedge reserves transitional adjustment and common equity issued by consolidated subsidiaries to third parties.
${ }^{3}$ Includes changes to capital issued by consolidated bank subsidiaries to third parties and non-qualifying capital instruments.
${ }^{4}$ Includes changes to non-qualifying capital issued by consolidated bank subsidiaries to third parties, non-qualifying capital instruments and eligible collective allowance.
${ }^{5}$ Excludes $\$ 900$ million of innovative instruments redeemed in Q1/14; excludes $\$ 850$ million preferred shares redeemed in Q2/14, excludes $\$ 675$ million preferred shares redeemed in Q4/14, as they were not included in capital per the OSFI (Basel III) rules.
${ }^{6}$ Excludes $\$ 600$ million subordinated debentures redeemed in Q3/14 and \$1 billion subordinated debentures redeemed in Q1/14, as they were not included in capital per the OSFI (Basel III) rules.


| MARKET RISK - RISK-WEIGHTED ASSETS BY APPROACH (ALL-IN BASIS) (Millions of Canadian dollars, except percentage and otherwise noted) | Q4/14 |  | Q3/14 |  | Q2/14 |  | Q1/14 |  | Q4/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Risk-weighted assets | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | Risk-weighted assets | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | Risk-weighted assets | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | Risk-weighted assets | $\begin{aligned} & \text { Capital } \\ & \text { requirements } \end{aligned}$ | Risk-weighted assets | $\begin{gathered} \text { Capital } \\ \text { requirements } \end{gathered}$ |
| Internal models-based approach |  |  |  |  |  |  |  |  |  |  |
| VaR | 2,401 | 192 | 2,769 | 221 | 4,031 | 322 | 3,717 | 297 | 3,385 | 271 |
| Stressed VaR | 6,552 | 524 | 7,067 | 565 | 10,034 | 803 | 8,665 | 693 | 6,383 | 511 |
| Incremental risk charge | 12,229 | 979 | 12,599 | 1,008 | 12,951 | 1,036 | 11,351 | 908 | 10,894 | 871 |
| Comprehensive risk measure |  |  |  |  |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |  |  |  |  |
|  | 21,182 | 1,695 | 22,435 | 1,794 | 27,016 | 2,161 | 23,733 | 1,898 | 20,662 | 1,653 |
| Standardized approach | 17,278 | 1,382 | 21,607 | 1,729 | 19,088 | 1,527 | 20,322 | 1,626 | 21,522 | 1,722 |
| Total Market Risk RWA | 38,460 | 3,077 | 44,042 | 3,523 | 46,104 | 3,688 | 44,055 | 3,524 | 42,184 | 3,375 |


${ }^{1}$ Organic changes in portfolio size and composition (including new business and maturing loans).
${ }^{2}$ Quality of book changes caused by experience such as underlying customer behaviour 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 calibrations/realignments.
${ }^{4}$ Methodology changes to the calculations driven by regulatory policy changes. In Q3/14 and Q1/14, the change was due to the implementation of CVA excluding foreign exchange impact.
${ }^{5}$ Change in risk due to position changes and market movements.

prescribed by OSFI.
${ }^{7}$ Under/(over) attribution of capital is reported in Corporate Support.

| LOANS AND ACCEPTANCES <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By portfolio and sector |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 219,257 | 215,523 | 211,255 | 210,246 | 209,238 | 206,441 | 201,138 | 199,375 | 198,324 | 219,257 | 209,238 | 198,324 |
| Personal | 96,021 | 95,065 | 94,171 | 93,809 | 92,859 | 92,881 | 92,612 | 85,824 | 85,800 | 96,021 | 92,859 | 85,800 |
| Credit cards | 14,924 | 14,579 | 14,185 | 14,016 | 14,142 | 13,881 | 13,666 | 13,573 | 13,661 | 14,924 | 14,142 | 13,661 |
| Small business | 4,785 | 4,664 | 4,531 | 4,447 | 4,388 | 4,066 | 4,178 | 2,536 | 2,503 | 4,785 | 4,388 | 2,503 |
|  | 334,987 | 329,831 | 324,142 | 322,518 | 320,627 | 317,269 | 311,594 | 301,308 | 300,288 | 334,987 | 320,627 | 300,288 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 5,694 | 5,594 | 5,599 | 5,524 | 5,441 | 5,349 | 5,287 | 5,272 | 5,202 | 5,694 | 5,441 | 5,202 |
| Automotive | 6,209 | 6,402 | 6,768 | 6,456 | 6,167 | 7,192 | 6,851 | 3,799 | 3,585 | 6,209 | 6,167 | 3,585 |
| Consumer goods | 7,172 | 6,827 | 7,337 | 6,393 | 6,230 | 6,068 | 5,759 | 5,631 | 5,432 | 7,172 | 6,230 | 5,432 |
| Energy | 9,615 | 9,325 | 9,922 | 9,127 | 8,906 | 8,956 | 8,735 | 8,744 | 8,802 | 9,615 | 8,906 | 8,802 |
| Non-bank financial services | 5,688 | 5,571 | 5,341 | 5,186 | 4,903 | 4,913 | 4,321 | 3,134 | 3,895 | 5,688 | 4,903 | 3,895 |
| Forest products | 979 | 997 | 1,114 | 959 | 893 | 917 | 992 | 985 | 811 | 979 | 893 | 811 |
| Industrial products | 4,665 | 4,532 | 4,329 | 4,149 | 4,038 | 3,910 | 3,906 | 3,882 | 3,938 | 4,665 | 4,038 | 3,938 |
| Mining and metals | 1,320 | 1,420 | 957 | 1,006 | 1,074 | 1,018 | 1,196 | 1,009 | 965 | 1,320 | 1,074 | 965 |
| Real estate and related ${ }^{1}$ | 30,387 | 29,283 | 27,273 | 25,840 | 24,413 | 23,534 | 22,932 | 21,877 | 20,650 | 30,387 | 24,413 | 20,650 |
| Technology and media | 4,822 | 4,960 | 4,813 | 4,693 | 4,006 | 3,911 | 3,970 | 4,286 | 4,203 | 4,822 | 4,006 | 4,203 |
| Transportation and environment | 5,432 | 5,781 | 5,662 | 5,593 | 5,593 | 5,502 | 5,250 | 5,299 | 5,221 | 5,432 | 5,593 | 5,221 |
| Other ${ }^{2}$ | 25,886 | 26,162 | 25,255 | 24,904 | 22,755 | 21,029 | 21,851 | 21,873 | 21,447 | 25,886 | 22,755 | 21,447 |
| Sovereign | 4,628 | 4,450 | 4,294 | 4,641 | 4,396 | 4,089 | 4,142 | 4,197 | 4,193 | 4,628 | 4,396 | 4,193 |
| Bank | 1,201 | 1,655 | 1,424 | 1,121 | 1,320 | 880 | 1,057 | 951 | 990 | 1,201 | 1,320 | 990 |
|  | 113,698 | 112,959 | 110,088 | 105,592 | 100,135 | 97,268 | 96,249 | 90,939 | 89,334 | 113,698 | 100,135 | 89,334 |
| Total loans and acceptances <br> Allowance for loan losses | $\begin{array}{r} 448,685 \\ (1,994) \end{array}$ | $\begin{array}{r} 442,790 \\ (1,926) \\ \hline \end{array}$ | $\begin{gathered} 434,230 \\ (1,883) \end{gathered}$ | $\begin{array}{r} 428,110 \\ (1,979) \\ \hline \end{array}$ | $\begin{array}{r} 420,762 \\ (1,959) \\ \hline \end{array}$ | $\begin{gathered} 414,537 \\ (1,921) \end{gathered}$ | $\begin{array}{r} 407,843 \\ (1,966) \end{array}$ | $\begin{gathered} 392,247 \\ (1,954) \end{gathered}$ | $\begin{gathered} 389,622 \\ (1,996) \end{gathered}$ | $\begin{array}{r} 448,685 \\ (1,994) \\ \hline \end{array}$ | $\begin{array}{r} 420,762 \\ (1,959) \\ \hline \end{array}$ | $\begin{gathered} 389,622 \\ (1,996) \end{gathered}$ |
| Allowance for loan losses <br> Total loans and acceptances, net of allowance for loan losses | 446,691 | 440,864 | 432,347 | 426,131 | 418,803 | 412,616 | 405,877 | 390,293 | 387,626 | 446,691 | 418,803 | 387,626 |
| Loans and acceptances by geography ${ }^{3}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 215,624 | 212,061 | 207,936 | 206,918 | 206,134 | 203,446 | 198,253 | 196,574 | 195,552 | 215,624 | 206,134 | 195,552 |
| Personal | 86,984 | 86,449 | 85,832 | 85,715 | 85,701 | 86,135 | 86,255 | 79,967 | 80,000 | 86,984 | 85,701 | 80,000 |
| Credit cards | 14,650 | 14,327 | 13,920 | 13,744 | 13,902 | 13,651 | 13,404 | 13,311 | 13,422 | 14,650 | 13,902 | 13,422 |
| Small business | 4,785 | 4,664 | 4,531 | 4,447 | 4,388 | 4,066 | 4,178 | 2,536 | 2,503 | 4,785 | 4,388 | 2,503 |
| Retail | 322,043 | 317,501 | 312,219 | 310,824 | 310,125 | 307,298 | 302,090 | 292,388 | 291,477 | 322,043 | 310,125 | 291,477 |
| Business | 63,925 | 63,383 | 62,761 | 60,100 | 58,959 | 58,318 | 57,912 | 52,464 | 51,212 | 63,925 | 58,959 | 51,212 |
| Sovereign | 3,840 | 3,705 | 3,639 | 3,940 | 3,807 | 3,648 | 3,724 | 3,881 | 3,751 | 3,840 | 3,807 | 3,751 |
| Bank | 413 | 440 | 498 | 657 | 823 | 429 | 428 | 517 | 390 | 413 | 823 | 390 |
| Wholesale | 68,178 | 67,528 | 66,898 | 64,697 | 63,589 | 62,395 | 62,064 | 56,862 | 55,353 | 68,178 | 63,589 | 55,353 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 4,686 | 4,401 | 4,337 | 4,131 | 3,734 | 3,510 | 3,392 | 3,088 | 3,138 | 4,686 | 3,734 | 3,138 |
| Wholesale | 23,639 | 22,959 | 23,089 | 22,469 | 19,443 | 18,321 | 17,622 | 17,298 | 17,081 | 23,639 | 19,443 | 17,081 |
|  | 28,325 | 27,360 | 27,426 | 26,600 | 23,177 | 21,831 | 21,014 | 20,386 | 20,219 | 28,325 | 23,177 | 20,219 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 8,258 | 7,929 | 7,586 | 7,563 | 6,768 | 6,461 | 6,112 | 5,832 | 5,673 | 8,258 | 6,768 | 5,673 |
| Wholesale | 21,881 | 22,472 | 20,101 | 18,426 | 17,103 | 16,552 | 16,563 | 16,779 | 16,900 | 21,881 | 17,103 | 16,900 |
|  | 30,139 | 30,401 | 27,687 | 25,989 | 23,871 | 23,013 | 22,675 | 22,611 | 22,573 | 30,139 | 23,871 | 22,573 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 334,987 | 329,831 | 324,142 | 322,518 | 320,627 | 317,269 | 311,594 | 301,308 | 300,288 | 334,987 | 320,627 | 300,288 |
| Wholesale | 113,698 | 112,959 | 110,088 | 105,592 | 100,135 | 97,268 | 96,249 | 90,939 | 89,334 | 113,698 | 100,135 | 89,334 |
| Total loans and acceptances | 448,685 | 442,790 | 434,230 | 428,110 | 420,762 | 414,537 | 407,843 | 392,247 | 389,622 | 448,685 | 420,762 | 389,622 |
| ${ }^{1}$ Wholesale - Real estate and related loans and acceptances in Q4 <br> ${ }^{2}$ Wholesale - Other in Q4/14 related to financing products, $\$ 3.7$ billi <br> ${ }^{3}$ Geographic information is based on residence of borrower. | ed in Cana | of $\$ 20.3$ bill | , United St | S of $\$ 8.3$ billion | and Other | international | \$4.1 billion. |  |  |  |  |  |


| GROSS IMPAIRED LOANS (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross impaired loans by portfolio and sector Retail |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 678 | 678 | 716 | 734 | 691 | 666 | 692 | 683 | 674 | 678 | 691 | 674 |
| Personal | 300 | 310 | 333 | 407 | 363 | 284 | 294 | 276 | 273 | 300 | 363 | 273 |
| Small business | 47 | 48 | 47 | 45 | 37 | 32 | 34 | 30 | 33 | 47 | 37 | 33 |
|  | 1,025 | 1,036 | 1,096 | 1,186 | 1,091 | 982 | 1,020 | 989 | 980 | 1,025 | 1,091 | 980 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 40 | 34 | 34 | 31 | 43 | 35 | 35 | 37 | 52 | 40 | 43 | 52 |
| Automotive | 12 | 11 | 8 | 10 | 12 | 17 | 13 | 13 | 17 | 12 | 12 | 17 |
| Consumer goods | 108 | 108 | 99 | 90 | 101 | 91 | 86 | 80 | 83 | 108 | 101 | 83 |
| Energy | 6 | 5 | 7 | 1 | 14 | 3 | 1 | 1 | 2 | 6 | 14 | 2 |
| Non-bank financial services | 3 | 7 | 4 | 5 | 1 | 8 | 4 | 2 | 5 | 3 | 1 | 5 |
| Forest products | 25 | 24 | 24 | 26 | 26 | 27 | 27 | 28 | 30 | 25 | 26 | 30 |
| Industrial products | 48 | 54 | 42 | 49 | 54 | 68 | 74 | 71 | 88 | 48 | 54 | 88 |
| Mining and metals | 9 | 10 | 9 | 2 | 2 | 1 | 2 | 2 | 2 | 9 | 2 | 2 |
| Real estate and related ${ }^{1}$ | 314 | 319 | 325 | 313 | 367 | 353 | 372 | 363 | 353 | 314 | 367 | 353 |
| Technology and media | 38 | 40 | 53 | 97 | 117 | 125 | 202 | 173 | 251 | 38 | 117 | 251 |
| Transportation and environment | 32 | 35 | 42 | 37 | 98 | 69 | 62 | 68 | 73 | 32 | 98 | 73 |
| Other ${ }^{2}$ | 315 | 314 | 229 | 261 | 272 | 290 | 284 | 307 | 312 | 315 | 272 | 312 |
| Sovereign | - |  |  | - | - | - |  |  | - | - |  |  |
| Bank | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 2 |
|  | 952 | 963 | 879 | 925 | 1,110 | 1,090 | 1,165 | 1,148 | 1,270 | 952 | 1,110 | 1,270 |
| Total gross impaired loans | 1,977 | 1,999 | 1,975 | 2,111 | 2,201 | 2,072 | 2,185 | 2,137 | 2,250 | 1,977 | 2,201 | 2,250 |
| Individually assessed | 633 | 635 | 572 | 721 | 889 | 813 | 868 | 882 | 983 | 633 | 889 | 983 |
| Collectively assessed | 1,344 | 1,364 | 1,403 | 1,390 | 1,312 | 1,259 | 1,317 | 1,255 | 1,267 | 1,344 | 1,312 | 1,267 |
| Total gross impaired loans | 1,977 | 1,999 | 1,975 | 2,111 | 2,201 | 2,072 | 2,185 | 2,137 | 2,250 | 1,977 | 2,201 | 2,250 |
| Gross impaired loans by geography ${ }^{3}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 388 | 408 | 456 | 477 | 464 | 448 | 486 | 479 | 475 | 388 | 464 | 475 |
| Personal | 224 | 240 | 266 | 272 | 229 | 215 | 235 | 216 | 206 | 224 | 229 | 206 |
| Small business | 47 | 48 | 47 | 45 | 36 | 32 | 34 | 30 | 34 | 47 | 36 | 34 |
| Retail | 659 | 696 | 769 | 794 | 729 | 695 | 755 | 725 | 715 | 659 | 729 | 715 |
| Business | 487 | 480 | 487 | 446 | 526 | 490 | 529 | 503 | 641 | 487 | 526 | 641 |
| Sovereign |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank | - |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale | 487 | 480 | 487 | 446 | 526 | 490 | 529 | 503 | 641 | 487 | 526 | 641 |
| Total - Canada | 1,146 | 1,176 | 1,256 | 1,240 | 1,255 | 1,185 | 1,284 | 1,228 | 1,356 | 1,146 | 1,255 | 1,356 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 13 | 13 | 15 | 15 | 14 | 14 | 9 | 7 | 7 | 13 | 14 | 7 |
| Wholesale | 18 | 18 | 15 | 86 | 98 | 136 | 178 | 153 | 162 | 18 | 98 | 162 |
|  | 31 | 31 | 30 | 101 | 112 | 150 | 187 | 160 | 169 | 31 | 112 | 169 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 353 | 327 | 312 | 377 | 348 | 273 | 256 | 257 | 258 | 353 | 348 | 258 |
| Wholesale | 447 | 465 | 377 | 393 | 486 | 464 | 458 | 492 | 467 | 447 | 486 | 467 |
|  | 800 | 792 | 689 | 770 | 834 | 737 | 714 | 749 | 725 | 800 | 834 | 725 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1,025 | 1,036 | 1,096 | 1,186 | 1,091 | 982 | 1,020 | 989 | 980 | 1,025 | 1,091 | 980 |
| Wholesale | 952 | 963 | 879 | 925 | 1,110 | 1,090 | 1,165 | 1,148 | 1,270 | 952 | 1,110 | 1,270 |
| Total gross impaired loans | 1,977 | 1,999 | 1,975 | 2,111 | 2,201 | 2,072 | 2,185 | 2,137 | 2,250 | 1,977 | 2,201 | 2,250 |

[^3]

|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
| 1,091 | 980 | 1,048 |
| 1,110 | 1,270 | 1,279 |
| 2,201 | 2,250 | 2,327 |
|  |  |  |
| 982 | 1,100 | 1,033 |
| 335 | 669 | 620 |
| 1,317 | 1,769 | 1,653 |
|  | - | $(3)$ |
| $(22)$ | $(41)$ | $(85)$ |
| $(22)$ | $(41)$ | $(88)$ |
|  | $(14)$ | $(8)$ |
| $(214)$ | $(257)$ | $(204)$ |
| $(228)$ | $(265)$ | $(217)$ |
| $(1,108)$ | $(1,023)$ | $(1,077)$ |
| $(221)$ | $(448)$ | $(320)$ |
| $(1,329)$ | $(1,471)$ | $(1,397)$ |
| - | - | - |
| - | - | - |
| - | - | - |
| - | $(3)$ | - |
| $(47)$ | $(63)$ | - |
| $(47)$ | $(66)$ | - |
|  |  |  |
| 74 | 45 | $(8)$ |
| 11 | $(20)$ | $(20)$ |
| 85 | 25 | $(28)$ |
| 1,025 | 1,091 | 980 |
| 952 | 1,110 | 1,270 |
| 1,977 | 2,201 | 2,250 |
|  |  |  |

Net impaired loans by geography ${ }^{2}$ and portfolio
Canada
Residential mortgages
Personal
Small business
Retail
Business
Sovereign
Bank
Wholesale
United States
Retail
Wholesale
Other International
Retail
Wholesale
Total
Retail
Wholesale
Total Net Impaired Loans

| 357 | 377 | 422 | 440 | 428 | 414 | 451 | 442 | 434 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 131 | 142 | 159 | 157 | 132 | 129 | 144 | 126 | 117 |
| 28 | 27 | 26 | 23 | 20 | 20 | 21 | 17 | 22 |
| 516 | 546 | 607 | 620 | 580 | 563 | 616 | 585 | 573 |
| 327 | 324 | 344 | 289 | 356 | 320 | 334 | 340 | 402 |
|  |  |  |  |  |  |  |  |  |
| 327 | 324 | 344 | 289 | 356 | 320 | 334 | 340 | 402 |
| 12 | 12 | 14 | 13 | 12 | 11 | 8 | 5 | 6 |
| 2 | 2 | 3 | 63 | 79 | 101 | 144 | 130 | 124 |
| 14 | 14 | 17 | 76 | 91 | 112 | 152 | 135 | 130 |
| 181 | 214 | 207 | 209 | 202 | 171 | 164 | 161 | 162 |
| 307 | 334 | 276 | 298 | 373 | 345 | 313 | 322 | 347 |
| 488 | 548 | 483 | 507 | 575 | 516 | 477 | 483 | 509 |
| 709 | 772 | 828 | 842 | 794 | 745 | 788 | 751 | 741 |
| 636 | 660 | 623 | 650 | 808 | 766 | 791 | 792 | 873 |
| 1,345 | 1,432 | 1,451 | 1,492 | 1,602 | 1,511 | 1,579 | 1,543 | ,614 |


|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
| 357 | 428 | 434 |
| 131 | 132 | 117 |
| 28 | 20 | 22 |
| 516 | 580 | 573 |
| 327 | 356 | 402 |
| - | - | - |
| 327 | 356 | 402 |
|  |  |  |
| 12 | 12 | 6 |
| 2 | 79 | 124 |
| 14 | 91 | 130 |
| 181 | 202 | 162 |
| 307 | 373 | 347 |
| 488 | 575 | 509 |
| 709 | 794 | 741 |
| 636 | 808 | 873 |
| 1,345 | 1,602 | 1,614 |

[^4]| GROSS IMPAIRED LOANS continued <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net write-offs by geography ${ }^{1}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 8 | 4 | 6 | 5 | 8 | 2 | 2 | 4 | 4 | 23 | 16 | 16 |
| Personal | 96 | 101 | 91 | 97 | 102 | 93 | 91 | 88 | 98 | 385 | 374 | 394 |
| Credit cards | 85 | 87 | 90 | 83 | 80 | 88 | 90 | 88 | 88 | 345 | 346 | 392 |
| Small business | 12 | 8 | 10 | 8 | 5 | 7 | 8 | 6 | 11 | 38 | 26 | 42 |
| Retail | 201 | 200 | 197 | 193 | 195 | 190 | 191 | 186 | 201 | 791 | 762 | 844 |
| Business | 24 | 16 | 28 | 46 | 39 | 48 | 20 | 81 | 35 | 114 | 188 | 102 |
| Sovereign | - | - | - | - | - | - | - | - | - | - | - |  |
| Bank |  | - | - | - |  | - | - | - | - | - | - |  |
| Wholesale | 24 | 16 | 28 | 46 | 39 | 48 | 20 | 81 | 35 | 114 | 188 | 102 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1 | 1 | 1 | - | 1 | 1 | - | 1 | 1 | 3 | 3 | 4 |
| Wholesale | 34 | (1) | 12 | (2) | 3 | 25 | 6 | 14 | - | 43 | 48 | 19 |
|  | 35 | - | 13 | (2) | 4 | 26 | 6 | 15 | 1 | 46 | 51 | 23 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 4 | 9 | 66 | 4 | 10 | 2 | 12 | 15 | 11 | 83 | 39 | 35 |
| Wholesale | 5 | 1 | 8 | 18 | 36 | 27 | 29 | 69 | 20 | 32 | 161 | 160 |
|  | 9 | 10 | 74 | 22 | 46 | 29 | 41 | 84 | 31 | 115 | 200 | 195 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 206 | 210 | 264 | 197 | 206 | 193 | 203 | 202 | 213 | 877 | 804 | 883 |
| Wholesale | 63 | 16 | 48 | 62 | 78 | 100 | 55 | 164 | 55 | 189 | 397 | 281 |
| Total net write-offs | 269 | 226 | 312 | 259 | 284 | 293 | 258 | 366 | 268 | 1,066 | 1,201 | 1,164 |

${ }^{1}$ Geographic information is based on residence of borrower, net of allowance for impaired loans.

Provision for credit losses on impaired loans by portfolio and secto Retail

Residential mortgages
Personal
Small business

## Wholesale

Biness
Agriculture
Aunotive
Energy
Non-bank financial service
Forest products
Mining and metals
Real estate and related
Technology and media
Technology and med
${ }^{2}{ }^{2}$
Sover

Tal provision for credit losses on impaired loans
tal provision for credit losses for loans not yet identified as impaired
sion for
Individually assessed
Total provision for credit losses

## Provision for credit losses by geography ${ }^{3}$ and portfolio

Residential mortgages
Personal
Credit cards
Retail
Business
Sovereign
Sovereign
Bank
Wholesale
Total Canada

## United States

Retail
Wholesale
Other Internationa
Retal

Retai
Wholesale


|  |  |  |
| ---: | ---: | ---: |
| 94 | 41 | 67 |
| 441 | 458 | 445 |
| 353 | 354 | 394 |
| 44 | 32 | 43 |
| 932 | 885 | 949 |
|  |  |  |
|  |  |  |
| 3 | 4 | 8 |
| 2 | 3 | $(2)$ |
| 27 | 17 | 27 |
| 27 | $(6)$ | $(11)$ |
| - | 10 | 1 |
| 7 | 4 | 5 |
| 14 | 21 | 32 |
| 2 | 1 | - |
| 58 | 62 | 82 |
| 14 | 157 | 102 |
| 2 | 35 | 47 |
| 76 | 44 | 61 |
| - | - | - |
| - | - | - |
| 232 | 352 | 352 |
| 1,164 | 1,237 | 1,301 |
| - | - | $(2)$ |
| 1,164 | 1,237 | 1,299 |
|  |  | 287 |
| 160 | 285 | 244 |
| 1,004 | 950 | 1,055 |
| 1,164 | 1,237 | 1,299 |


|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
|  |  |  |
| 27 | 27 | 34 |
| 393 | 391 | 413 |
| 345 | 346 | 391 |
| 44 | 32 | 43 |
| 809 | 796 | 881 |
| 123 | 149 | 207 |
| - | - | - |
| - | - | - |
| 123 | 149 | 207 |
| 932 | 945 | 1,088 |
|  |  |  |
| 2 | 3 | 4 |
| 40 | 32 | 29 |
| 42 | 35 | 33 |
| 121 | 86 | 64 |
| 69 | 171 | 116 |
| 190 | 257 | 180 |
| 932 | 885 | 949 |
| 232 | 352 | 352 |
| 1,164 | 1,237 | 1,301 |
|  |  |  |

[^5]| ALLOWANCE FOR CREDIT LOSSES <br> (Millions of Canadian dollars) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for credit losses on impaired loans by portfolio and sector Retail |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 162 | 106 | 109 | 109 | 103 | 96 | 77 | 77 | 76 | 162 | 103 | 76 |
| Personal | 135 | 137 | 138 | 213 | 178 | 129 | 141 | 148 | 151 | 135 | 178 | 151 |
| Small business | 19 | 21 | 21 | 22 | 16 | 12 | 14 | 13 | 12 | 19 | 16 | 12 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 7 | 6 | 5 |  | 7 | 8 | 7 | 7 | 10 | 7 | 7 | 10 |
| Automotive | 4 | 5 | 4 | 5 | 5 | 6 | 6 | 6 | 7 | 4 | 5 | 7 |
| Consumer goods | 28 | 24 | 23 | 24 | 21 | 21 | 20 | 27 | 27 | 28 | 21 | 27 |
| Energy |  |  |  |  | 1 | 1 | 1 | 2 | 2 |  | 1 | 2 |
| Non-bank financial services | 11 | 11 | 12 | 11 | 11 | 10 | 1 | 1 | 2 | 11 | 11 | 2 |
| Forest products | 12 | 12 | 14 | 9 | 9 | 12 | 12 | 10 | 11 | 12 | 9 | 11 |
| Industrial products | 21 | 24 | 16 | 17 | 20 | 19 | 21 | 21 | 33 | 21 | 20 | 33 |
| Mining and metals | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Real estate and related ${ }^{1}$ | 92 | 86 | 84 | 84 | 83 | 77 | 117 | 102 | 95 | 92 | 83 | 95 |
| Technology and media | 17 | 17 | 18 | 27 | 57 | 68 | 84 | 62 | 111 | 17 | 57 | 111 |
| Transportation and environment | 12 | 12 | 13 | 14 | 16 | 28 | 27 | 31 | 13 | 12 | 16 | 13 |
| Other ${ }^{2}$ | 109 | 103 | 64 | 74 | 69 | 71 | 75 | 84 | 83 | 109 | 69 | 83 |
| Sovereign | - |  | - | - | - | - | - | - |  | - |  |  |
| Bank | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
|  | 316 | 303 | 256 | 275 | 302 | 324 | 374 | 356 | 397 | 316 | 302 | 397 |
| Total | 632 | 567 | 524 | 619 | 599 | 561 | 606 | 594 | 636 | 632 | 599 | 636 |
| Allowance for loans not yet identified as impaired |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 78 | 76 | 58 | 57 | 48 | 47 | 48 | 48 | 48 | 78 | 48 | 48 |
| Personal | 400 | 396 | 396 | 398 | 405 | 407 | 399 | 390 | 392 | 400 | 405 | 392 |
| Credit cards | 385 | 385 | 386 | 384 | 385 | 385 | 393 | 402 | 403 | 385 | 385 | 403 |
| Small business | 45 | 45 | 45 | 45 | 45 | 60 | 59 | 60 | 60 | 45 | 45 | 60 |
|  | 908 | 902 | 885 | 884 | 883 | 899 | 899 | 900 | 903 | 908 | 883 | 903 |
| Wholesale | 454 | 457 | 474 | 476 | 477 | 461 | 461 | 460 | 457 | 454 | 477 | 457 |
| Off-balance sheet and other items | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 | 91 |
| Total | 1,453 | 1,450 | 1,450 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 |
| Total allowance for credit losses | 2,085 | 2,017 | 1,974 | 2,070 | 2,050 | 2,012 | 2,057 | 2,045 | 2,087 | 2,085 | 2,050 | 2,087 |
| Individually assessed - Impaired | 214 | 189 | 147 | 221 | 240 | 216 | 268 | 257 | 298 | 214 | 240 | 298 |
| Collectively assessed - Impaired | 418 | 378 | 377 | 398 | 359 | 345 | 338 | 337 | 338 | 418 | 359 | 338 |
| Collectively assessed - Not yet identified as Impaired | 1,453 | 1,450 | 1,450 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,451 |
| Total allowance for credit losses | 2,085 | 2,017 | 1,974 | 2,070 | 2,050 | 2,012 | 2,057 | 2,045 | 2,087 | 2,085 | 2,050 | 2,087 |

${ }^{1}$ Wholesale - Real estate and related allowance for credit losses in Q4/14 is comprised of allowances based in Canada of $\$ 48$ million, United States of $\$$ nil and Other International of $\$ 44$ million.
W4/14 reted to finacing produts, \$nil; heath, $\$ 6$ millin; holding and investments $\$ 36$ million; other services, $\$ 40$ million; and other, $\$ 27$ million

## Allowance for credit losses on impaired loans by geography ${ }^{1}$ and portfolio

 CanadaResidential mortgages
Personal
Small business
Business
Sovereign
Bank
Canada - Total

Other Internationa
Retail
Other International - Total
Total allowance for impaired loans
Total allowance for loans not yet identified as impared
Total allowance for credit losses


| 31 | 36 | 41 |
| :---: | :---: | :---: |
| 93 | 97 | 89 |
| 19 | 16 | 12 |
| 143 | 149 | 142 |
| 160 | 170 | 239 |
| - | - |  |
| 160 | 170 | 239 |
| 303 | 319 | 381 |
| 1 | 2 | 1 |
| 16 | 19 | 38 |
| 17 | 21 | 39 |
| 172 | 146 | 96 |
| 140 | 113 | 120 |
| 312 | 259 | 216 |
| 632 | 599 | 636 |
| 1,453 | 1,451 | 1,451 |
| 2,085 | 2,050 | 2,087 |


| Allowance for credit losses by type |
| :--- |
| Allowance for loan losses |
| Allowance for off-balance sheet items |
| Total |



## Impairment allowance - movements (Allowance for credit losses continuity)

Allowance for impaired loans
Balance at beginning of period
Amounts write-offs
Recoveries of amounts written off in previous period
Charge to income statement (Provision for credit losses) ${ }^{2}$
Disposal of loans
Exchange and other movements
Balance at the end of the period
Allowance for loans not yet identified as impaired
Balance at beginning of period
Recoveries of amounts written off in previous period
Charge to income statement (Provision for credit losses) ${ }^{2}$
Disposal of loans
Exchange and other movements
Balance at end of the period
Impairment allowance (Allowance for credit losses)
(

| $\begin{gathered} 567 \\ (337) \end{gathered}$ | $\begin{gathered} 524 \\ (299) \end{gathered}$ | $\begin{gathered} 619 \\ (374) \\ \hline \end{gathered}$ | $\begin{gathered} 599 \\ (319) \end{gathered}$ | $\begin{gathered} 561 \\ (348) \end{gathered}$ | $\begin{gathered} 606 \\ (381) \\ \hline \end{gathered}$ | $\begin{gathered} 594 \\ (320) \end{gathered}$ | $\begin{gathered} 636 \\ (422) \end{gathered}$ | $\begin{gathered} 577 \\ (325) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 68 | 73 | 62 | 60 | 64 | 88 | 62 | 56 | 57 |
| 345 | 283 | 244 | 292 | 334 | 268 | 289 | 349 | 361 |
|  | - | - | - | - | (1) | (2) | - |  |
| (11) | (14) | (27) | (13) | (12) | (19) | (17) | (25) | (34) |
| 632 | 567 | 524 | 619 | 599 | 561 | 606 | 594 | 636 |
| 1,450 | 1,450 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 |
| - | - | - |  |  |  |  |  |  |
| - | - | - | - |  | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| 3 | - | (1) | - | - | - | - | - | - |
| 1,453 | 1,450 | 1,450 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 | 1,451 |


|  |  |  |
| ---: | ---: | ---: |
|  |  |  |
| 599 | 636 | 603 |
| $(1,329)$ | $(1,471)$ | $(1,397)$ |
| 263 | 270 | 233 |
| 1,164 | 1,240 | 1,301 |
| - | $(3)$ | - |
| $(65)$ | $(73)$ | $(104)$ |
| 632 | 599 | 636 |
|  |  |  |
| 1,451 | 1,451 | 1,453 |
| - | - | - |
| - | - | $(2)$ |
| - | - | - |
| - | - | - |
|  | - |  |
| 1,453 | 1,451 | 1,451 |
| 2,085 | 2,050 | 2,087 |

Geographic information is based on residence of borrower.
${ }^{2}$ PCL related to the sale of impaired loans is now presented in Disposal of loans.
${ }^{5}$ Exchange and other movements include primarily foreign exchange translations on non-Canadian dollar denominated $A C L$

| CREDIT QUALITY RATIOS ${ }^{1}$ | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total loans and acceptances |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 75\% | 74\% | 75\% | 75\% | 76\% | 77\% | 76\% | 77\% | 77\% | 75\% | 76\% | 77\% |
| Wholesale | 25\% | 26\% | 25\% | 25\% | 24\% | 23\% | 24\% | 23\% | 23\% | 25\% | 24\% | 23\% |
| Canada | 87\% | 87\% | 88\% | 88\% | 89\% | 89\% | 89\% | 89\% | 89\% | 87\% | 89\% | 89\% |
| United States | 6\% | 6\% | 6\% | 6\% | 5\% | 5\% | 5\% | 5\% | 5\% | 6\% | 5\% | 5\% |
| Other International | 7\% | 7\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 7\% | 6\% | 6\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Impaired Loans (GILs) as a \% of Related loans and acceptances | 0.44\% | 0.45\% | 0.45\% | 0.49\% | 0.52\% | 0.50\% | 0.54\% | 0.54\% | 0.58\% | 0.44\% | 0.52\% | 0.58\% |
| Retail | 0.31\% | 0.31\% | 0.34\% | 0.37\% | 0.34\% | 0.31\% | 0.33\% | 0.33\% | 0.33\% | 0.31\% | 0.34\% | 0.33\% |
| Wholesale | 0.84\% | 0.85\% | 0.80\% | 0.88\% | 1.11\% | 1.12\% | 1.21\% | 1.26\% | 1.42\% | 0.84\% | 1.11\% | 1.42\% |
| Canada | 0.29\% | 0.31\% | 0.33\% | 0.33\% | 0.34\% | 0.32\% | 0.35\% | 0.35\% | 0.39\% | 0.29\% | 0.34\% | 0.39\% |
| United States | 0.11\% | 0.11\% | 0.11\% | 0.38\% | 0.48\% | 0.69\% | 0.89\% | 0.78\% | 0.83\% | 0.11\% | 0.48\% | 0.83\% |
| Other International | 2.66\% | 2.61\% | 2.49\% | 2.96\% | 3.49\% | 3.20\% | 3.15\% | 3.31\% | 3.21\% | 2.66\% | 3.49\% | 3.21\% |
| Net Impaired Loans as a \% of Loans and acceptances | 0.30\% | 0.32\% | 0.33\% | 0.35\% | 0.38\% | 0.36\% | 0.39\% | 0.39\% | 0.41\% | 0.30\% | 0.38\% | 0.41\% |
| Retail | 0.21\% | 0.23\% | 0.26\% | 0.26\% | 0.25\% | 0.23\% | 0.25\% | 0.25\% | 0.25\% | 0.21\% | 0.25\% | 0.25\% |
| Wholesale | 0.56\% | 0.58\% | 0.57\% | 0.62\% | 0.81\% | 0.79\% | 0.82\% | 0.87\% | 0.98\% | 0.56\% | 0.81\% | 0.98\% |
| Canada | 0.22\% | 0.23\% | 0.25\% | 0.24\% | 0.25\% | 0.24\% | 0.26\% | 0.26\% | 0.28\% | 0.22\% | 0.25\% | 0.28\% |
| United States | 0.05\% | 0.05\% | 0.06\% | 0.28\% | 0.39\% | 0.51\% | 0.72\% | 0.66\% | 0.63\% | 0.05\% | 0.39\% | 0.63\% |
| Other International | 1.62\% | 1.80\% | 1.75\% | 1.95\% | 2.41\% | 2.24\% | 2.11\% | 2.14\% | 2.25\% | 1.62\% | 2.41\% | 2.25\% |
| PCL as a \% of Average net loans and acceptances | 0.31\% | 0.26\% | 0.23\% | 0.27\% | 0.32\% | 0.26\% | 0.29\% | 0.35\% | 0.37\% | 0.27\% | 0.31\% | 0.35\% |
| PCL on impaired loans as a \% of Average net loans and acceptances | 0.31\% | 0.26\% | 0.23\% | 0.27\% | 0.32\% | 0.26\% | 0.29\% | 0.35\% | 0.37\% | 0.27\% | 0.31\% | 0.35\% |
| Retail | 0.31\% | 0.27\% | 0.26\% | 0.31\% | 0.33\% | 0.25\% | 0.27\% | 0.28\% | 0.30\% | 0.29\% | 0.29\% | 0.33\% |
| Wholesale | 0.29\% | 0.24\% | 0.16\% | 0.16\% | 0.27\% | 0.27\% | 0.35\% | 0.60\% | 0.62\% | 0.21\% | 0.37\% | 0.44\% |
| Canada | 0.24\% | 0.24\% | 0.23\% | 0.27\% | 0.27\% | 0.25\% | 0.29\% | 0.24\% | 0.38\% | 0.25\% | 0.26\% | 0.32\% |
| United States | 0.49\% | 0.07\% | 0.02\% | 0.02\% | (0.14\%) | 0.43\% | 0.36\% | 0.01\% | (0.04\%) | 0.16\% | 0.16\% | 0.22\% |
| Other International | 1.00\% | 0.73\% | 0.42\% | 0.55\% | 1.49\% | 0.25\% | 0.27\% | 2.49\% | 0.55\% | 0.69\% | 1.13\% | 0.97\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| ACL as a \% of Total loans and acceptances | 0.46\% | 0.46\% | 0.45\% | 0.48\% | 0.49\% | 0.49\% | 0.50\% | 0.52\% | 0.54\% | 0.46\% | 0.49\% | 0.54\% |
| ACL against impaired loans as a \% of Total loans and acceptances | 0.14\% | 0.13\% | 0.12\% | 0.14\% | 0.14\% | 0.14\% | 0.15\% | 0.15\% | 0.16\% | 0.14\% | 0.14\% | 0.16\% |
| Retail | 0.07\% | 0.06\% | 0.06\% | 0.08\% | 0.07\% | 0.06\% | 0.06\% | 0.06\% | 0.06\% | 0.07\% | 0.07\% | 0.06\% |
| Wholesale | 0.07\% | 0.07\% | 0.06\% | 0.06\% | 0.07\% | 0.08\% | 0.09\% | 0.09\% | 0.10\% | 0.07\% | 0.07\% | 0.10\% |
| ACL against impaired loans as a \% of GIL | 31.98\% | 28.38\% | 26.50\% | 29.30\% | 27.22\% | 27.08\% | 27.74\% | 27.79\% | 28.33\% | 31.98\% | 27.22\% | 28.33\% |
| Retail | 30.87\% | 25.49\% | 24.44\% | 28.96\% | 27.20\% | 24.12\% | 22.76\% | 23.98\% | 24.34\% | 30.87\% | 27.20\% | 24.34\% |
| Wholesale | 33.18\% | 31.48\% | 29.11\% | 29.73\% | 27.24\% | 29.75\% | 32.11\% | 31.08\% | 31.39\% | 33.18\% | 27.24\% | 31.39\% |
| Total net write-offs as a \% of Average net loans and acceptances | 0.24\% | 0.21\% | 0.30\% | 0.24\% | 0.27\% | 0.28\% | 0.26\% | 0.37\% | 0.28\% | 0.25\% | 0.30\% | 0.31\% |
| Retail | 0.25\% | 0.26\% | 0.34\% | 0.24\% | 0.26\% | 0.24\% | 0.27\% | 0.27\% | 0.28\% | 0.27\% | 0.26\% | 0.30\% |
| Wholesale | 0.22\% | 0.06\% | 0.18\% | 0.24\% | 0.31\% | 0.41\% | 0.24\% | 0.72\% | 0.25\% | 0.17\% | 0.42\% | 0.35\% |
| Canada | 0.23\% | 0.23\% | 0.25\% | 0.25\% | 0.25\% | 0.26\% | 0.24\% | 0.30\% | 0.27\% | 0.24\% | 0.26\% | 0.28\% |
| United States | 0.49\% | 0.00\% | 0.19\% | (0.02\%) | 0.07\% | 0.48\% | 0.12\% | 0.29\% | 0.00\% | 0.17\% | 0.24\% | 0.14\% |
| Other International | 0.12\% | 0.14\% | 1.15\% | 0.35\% | 0.79\% | 0.50\% | 0.74\% | 1.47\% | 0.61\% | 0.42\% | 0.87\% | 1.05\% |

${ }^{1}$ Amounts represent continuing operations.

'Gross credit risk exposure is before allowance tor loan losses. Exposure to Basel III and Basel II (prior to $Q 1 / 13$ ) asset classes of qualifying revolving retail and other retail ree largely included within Personal and Credit cards, while home equity lines of credit are included in Personal
Includes contingent liabilities such as eteters of credit and guarantees, availabe-tor-sale debts securities, deposits with financial institutions and other assets.
For derivative related crededit isk we weutiize the o Office of Superintendent of Fininacial 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 equivalent amount atter factoring in master netting agreements.
Geographic profile is primarity based on country of residence of the borrow

| RECONCILIATION OF GROSS CREDIT RISK EXPOSURE TO BALANCE SHEET <br> (Millions of Canadian dollars) | Q4/14 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Lending-related and other |  |  | Trading-related |  | Amount included in credit risk | Amount not included in credit risk | Total assets per balance sheet |
|  | Loans and acceptances |  |  | Repo-style transactions | Derivatives |  |  |  |
|  | Outstanding | Undrawn commitments | Other |  |  |  |  |  |
| On-balance sheet assets |  |  |  |  |  |  |  |  |
| Cash and due from banks | - | - | 16,028 | - | - | 16,028 | 1,393 | 17,421 |
| Interest-bearing deposits with banks | - | - | 8,399 | - | - | 8,399 | - | 8,399 |
| Securities |  |  |  |  |  |  |  |  |
| Trading | - | - | - | - | - | - | 151,380 | 151,380 |
| Available-for-sale | - | - | 47,768 | - | - | 47,768 |  | 47,768 |
| Assets purchased under reverse repurchase agreements and securities borrowed Loans | - | - | - | 135,580 | - | 135,580 | - | 135,580 |
| Retail | 334,987 | - | - | - | - | 334,987 | - | 334,987 |
| Wholesale | 102,236 | - | - | - | - | 102,236 | - | 102,236 |
| Allowance for loan losses | - | - | - | - | - | - | $(1,994)$ | $(1,994)$ |
| Customers' liability under acceptances | 11,462 | - | - | - | - | 11,462 | - | 11,462 |
| Derivatives | - | - | - | - | 87,402 | 87,402 | - | 87,402 |
| Other ${ }^{1}$ | - | - | - | - | - | - | 45,909 | 45,909 |
| Total balance sheet assets | 448,685 | - | 72,195 | 135,580 | 87,402 | 743,862 | 196,688 | 940,550 |
| Undrawn commitments | - | 201,922 | - | - | - | 201,922 |  |  |
| Repo-style transactions ${ }^{2}$ | - | - | - | 121,060 | - | 121,060 |  |  |
| Netting and other valuation adjustments ${ }^{3}$ | - | - | - | 28,075 | $(14,106)$ | 13,969 |  |  |
| Other ${ }^{4}$ | - | - | 80,712 | - | - | 80,712 |  |  |
| Total credit risk exposure | 448,685 | 201,922 | 152,907 | 284,715 | 73,296 | 1,161,525 |  |  |

[^6]| EXPOSURE COVERED BY CREDIT RISK MITIGATION(Millions of Canadian dollars) | Standardized 04 |  |  |  | 3/14 |  |  |  | 2214 |  |  |  | Q1/14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $1 \mathrm{BB}^{2}$ |  | Standardized |  | $1 \mathrm{IBB}^{2}$ |  | Standardized |  | $\mathrm{IRB}^{2}$ |  | Standardized |  | $1 \mathrm{RBB}^{2}$ |  |
|  | $\begin{gathered} \text { Eligible } \\ \text { financial } \\ \text { collateral } \end{gathered}$ | $\begin{gathered} \hline \text { Guarantees/ } \\ \text { credit } \\ \text { derivatives } \end{gathered}$ | $\begin{gathered} \hline \text { Guarantees/ } \\ \text { credit } \\ \text { derivatives } \end{gathered}$ | Total | $\begin{gathered} \text { Eligibbe } \\ \text { financial } \\ \text { collateral } \end{gathered}$ | $\begin{gathered} \text { Guarantees/ } \\ \text { credit } \\ \text { derivatives } \end{gathered}$ | Guarantees/ credit derivatives | Total | $\begin{gathered} \text { Eligible } \\ \text { financial } \\ \text { collateral }{ }^{11} \end{gathered}$ | Guarantees/ credit derivatives | Guarantees/ credit <br> derivatives | Total | $\begin{gathered} \text { Eligible } \\ \text { financial } \\ \text { collateral }{ }^{1} \end{gathered}$ | Guaranteses credit derivaives | Guarantees/ credit credit derivatives | Tote |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages |  | 9,688 | 72,059 | 81,747 |  | 9,485 | 71,512 | ${ }^{80,997}$ |  | 9,432 | ${ }^{71,627}$ | 81,059 |  | ${ }^{9}, 446$ | 72,840 | 82,286 |
| Personal | 1 | 8,100 | 939 | 9,040 | 2 | 7,738 | ${ }^{954}$ | ${ }^{8,694}$ | 3 | 7,610 | 1,349 | 8,962 | 4 | 7,392 | 1,333 | 8,729 |
| Small business |  |  | 268 | 268 |  |  | 261 | 261 |  |  | 256 | 256 |  |  | 249 | 249 |
|  | 1 | 17,788 | 73,266 | 91,055 | 2 | 17,223 | 72,727 | 89,952 | 3 | 17,042 | 73,232 | 90,277 | 4 | 16,838 | 74,422 | 1,264 |
| Business | 11,859 |  | 2,954 | 14,813 | 12,777 | - | 2,912 | 15,689 | 12,681 |  | 2,993 | 15,674 | 13,305 |  | 2,877 | 16,182 |
| Bank ${ }^{\text {Total exposure covered by credit risk mitigation }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 53,186 65056 | 1,253 1.253 | 2.954 | 54,439 69,263 | 52,027 64804 | 1.904 1.904 | 2912 | ${ }_{6}^{53,931} 6$ | 50,470 63,152 | ${ }_{2}^{2.058}$ | 2.993 | 52.528 68.203 | 47,830 61.135 | 1,136 | 2877 | 48,966 65,148 |
|  | 5,0so | 7,23 | 2,554 | ${ }_{160318}$ | 64,804 | 1,04 | 1 | 59,620 | 6,152 | 2,08 | 2,03 | 8,20 | , | 1,130 | 2,8 |  |


| CREDIT EXPOSURE BY RESIDUAL CONTRACTUAL MATURITY (Millions of Canadian dollars) | Q4/14 |  |  |  | Q314 |  |  |  | 02/44 |  |  |  | Q1/14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Within } 1 \\ \text { year } \end{gathered}$ | Residual contract 1 to 5 years |  | Total | $\begin{gathered} \text { Wirinin } 1 \\ \text { year } \end{gathered}$ | Residual contract 1 to 5 years |  | Total | $\begin{gathered} \text { Withinin } 1 \\ \text { year } \end{gathered}$ | Residual contractu 1 os years |  | Total | $\begin{gathered} \text { Within } 1 \\ \text { year } \end{gathered}$ | Residual contract 1 to 5 years | $\begin{gathered} \hline \text { maturity term } \\ \text { Over } \\ 5 \text { years } \end{gathered}$ | Total |
| Lending-related and other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Outstanding loans and acceptances | 182,203 142.429 | ( $\begin{array}{r}236,969 \\ 57,473\end{array}$ | 29,513 2,020 | 448,685 201,922 | 173,226 138,239 | 237,032 56,054 | 32,532 1,400 | 442,790 195,693 | 169,003 129,231 | 231,752 56,287 | 33,475 1,280 | 434,230 186,798 | 167,312 126,737 | 2 $\begin{array}{r}227,142 \\ 55,979\end{array}$ | 33,656 1,093 | 428,10 183,809 |
| Other ${ }^{3}$ | 115.800 | 31,723 | ${ }_{5.384}^{2,02}$ | 152,907 | 112,081 | ${ }_{\text {29,737 }}$ | 4.199 | 146,017 | 106,587 | - 50,788 | 4.310 | 141,605 | 106,339 | - ${ }^{\text {26,909 }}$ | 4,068 | ${ }_{137,316}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\text { Derivatives }{ }^{5}$ | $\begin{array}{r} 284,222 \\ 23,806 \end{array}$ | - $\begin{array}{r}493 \\ 23,904\end{array}$ | 25.586 | 284,715 73,296 | 288,218 21,57 | 23.407 | 23.893 | 288,218 69,057 | 283,138 19,880 | 23.525 | 24,773 | 283,138 68,178 | 303,246 23,272 | 22,106 | 23,316 | 303,246 68,694 |
|  | 308,028 | 24,397 | 25,586 | 358,011 | 309,975 | 23,407 | 23,893 | 357,275 | 303,018 | 23,525 | 24,773 | 351,316 | 326,518 | - 22,106 | ${ }^{23,316}$ | 371,940 |
| Total exposure ${ }^{6}$ | 748,460 | 350,562 | 62.503 | 1,161,525 | 733,521 | 346,230 | 62.024 | 1,141,775 | 707.839 | 342,272 | 63.838 | 1,113,949 | 726,906 | - 332,136 | 62,133 | 1,121,175 |

[^7]| CREDIT EXPOSURE OF PORTFOLIOS UNDER THE STANDARDIZED APPROACH BY RISK WEIGHT (Millions of Canadian dollars, except percentage amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 Gross exposure ${ }^{1}$ | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk weight ${ }^{2}$ |  |  |  |  |  |  |  |  |  |
| 0\% | 9,317 | 8,042 | 8,063 | 10,353 | 9,334 | 9,621 | 8,248 | 7,765 | 8,077 |
| 20\% | 63,545 | 64,287 | 61,926 | 56,843 | 56,918 | 55,386 | 60,703 | 80,283 | 80,109 |
| 35\% | 1,233 | 981 | 983 | 992 | 854 | 878 | 839 | 848 | 874 |
| 50\% | 3,199 | 2,633 | 4,054 | 2,112 | 1,890 | 2,109 | 2,001 | 2,197 | 2,116 |
| 75\% | 24,278 | 24,220 | 23,972 | 24,459 | 25,232 | 25,089 | 24,182 | 16,638 | 16,931 |
| 100\% | 33,437 | 34,954 | 32,734 | 34,132 | 31,461 | 29,445 | 28,909 | 26,757 | 23,079 |
| 150\% | 460 | 441 | 408 | 459 | 418 | 418 | 655 | 413 | 385 |
| Total | 135,469 | 135,558 | 132,140 | 129,350 | 126,107 | 122,946 | 125,537 | 134,901 | 131,571 |


| ACTUAL LOSSES VS. ESTIMATED LOSSES |
| :--- |
| Residential mortgages <br> Personal <br> Credit cards <br> Small business <br> Retail <br> Business <br> Soverign <br> Bank <br> Wholesale |


BASEL PILLAR 3 BACK-TESTING (INTERNAL RATINGS BASED) ${ }^{6}$

| Retail |
| :--- |
| Residential mortgages |
| $\quad$ Uninsured |
| Insured |
| Personal |
| Credit cards |
| Small business |
| Wholesale |
| Business |
| Sovereign |
| Bank |

BASEL PILLAR 3 BACK-TESTING (INTERNAL RATINGS BASED) ${ }^{8}$

Retail
Residential mortgages
Uninsured
Insured
Insured
Personal
Credit cards
Small business
Wholesale
Business
${ }^{1}$ 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.
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 OSFI's standard mapping. For unrated exposures, mainly in the business and retail classes, we generally apply OSFI prescribed risk weights in accordance with OSF''s standards and guidelines taking into consideration certain exposure specitic factors including counterparty type, exposure type and credit sk mitigation technique employed.
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 or the current and prior 3 -quarter period.
Estimated loss represents expected loss which is calculated using the Basel III "through the cycle" parameters of probability of default x loss given default x exposure at default, estimated based on available historical loss data. Estimated loss rate is the
expected loss divided by loans and acceptances outstanding at the beginning of the applicable consecutive 4 -quarter period defined above. Actual loss will normally exceed estimated loss during economic downturns and come below in periods of expansion
${ }^{5}$ Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information is updated on an annual basis.
${ }^{6}$ Back-testing is performed to
${ }^{7}$ For retail, EAD rate represents the utilization of the authorized credit limit. For wholesale, EAD rate represents the utilization of the undrawn amount where the undrawn amount is equal to the authorized credit limit minus the outstanding balance.
${ }^{8}$ Estimated percentages are as of April 30,2013 (April 30,2012 for Retail LGD) and actual percentages reflect experience in the following 12 months ( 24 months for Retail LGD).

| CREDIT QUALITY OF ADVANCED I BASED (AIRB) EXPOSURE - RETAL BY PORTFOLIO AND RISK RATING (Millions of Canadian dollars, exce | ERNAL RATINGS PORTFOLIOS <br> percentage amounts) | Exposure at default (EAD) ${ }^{1}$ | $\begin{gathered} \begin{array}{c} \text { Notional } \\ \text { of undrawn } \\ \text { commitments } \end{array} \end{gathered}$ | $\begin{aligned} & \text { Exposure } \\ & \text { weighted- } \\ & \text { average } \\ & \text { Ead } \end{aligned}$ | Exposure weighted- averag probablity of detault (PD) $\%^{2}$ | Q4414Exposure. <br> weighted. <br> averae <br> loss given <br> defautr (LCD) ${ }^{2}$${ }^{2}$ |  | $\begin{gathered} \begin{array}{c} \text { Risk } \\ \text { weighted } \\ \text { assets } \\ \text { (RWA) } \end{array} \end{gathered}$ | Expected losses (EL) | $\begin{gathered} \text { EL adjusted } \\ \begin{array}{c} \text { average } \\ \text { risk } \\ \text { weight (\%) } \end{array} \end{gathered}$ | Exposure at default (EAD) ${ }^{1}$ | $\begin{gathered} \text { Notional } \\ \text { of undrawn } \\ \text { commitments } \end{gathered}$ | Exposure weightedEAD \% ${ }^{2}$ | Exposure weighted- areage probality of defaut (PD) \% ${ }^{2}$. | Q3/14 <br> Exposure <br> weighted- <br> average <br> loss given <br> efaut (LGD) \% | $\begin{array}{\|c} \hline \text { Exposure } \\ \text { weighteg- } \\ \text { waerage } \\ \text { resh } \\ \text { weight } \%^{2} \end{array}$ | Risk weighted assets (RWA | Expected losses <br> (EL) | $\begin{gathered} \text { EL adjusted } \\ \text { average } \\ \text { riigk } \\ \text { wight (\%) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Portfolio / Risk Category PD range (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential Mortgages and HELOCs ${ }^{3}$ insured Drawn and Undrawn |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionally low risk 0.000\% to 0.108\% |  | 72,643 |  |  | 0.01\% | 13.54\% | 0.03\% | 24 |  | 0.03\% | 72,145 |  |  | 0.01\% | 13.69\% | 0.04\% | ${ }^{26}$ |  | 0.04\% |
| Very low risk | 0.109\% to 0.214\% | 60 |  |  | 0.16\% | ${ }^{13.68 \%}$ | 0.00\% |  |  | 0.00\% | 62 |  |  | 0.16\% | ${ }^{13.79 \%}$ | 0.00\% |  |  | 0.00\% |
|  | 0.2155\% to 0.308\% | 688 |  |  | 0.30\% | 13.36\% | 7.22\% | 50 |  | 7.22\% | 570 |  |  | 0.30\% | 13.36\% | 7.22\% | 41 |  | 7.22\% |
|  | 0.309\% to 0.590\% | 77 |  |  | 0.47\% | 14.74\% | 11.06\% | 8 |  | 11.06\% | 67 |  |  | 0.52\% | 15.38\% | 12.24\% | 8 |  | 12.24\% |
|  | Uninsured Undrawn |  | ${ }^{73,468}$ |  |  | 0.01\% | 13.54\% | 0.11\% | 82 |  | 0.11\% | 72,844 |  |  | 0.01\% | 13.69\% | 0.10\% | 75 |  | 0.10\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionaly low risk | 0.000\% to 0.108\% | 48,176 | 60,003 | 80.29\% | 0.09\% | 12.66\% | 2.70\% | 1,301 | 5 | 2.84\% | 47,512 | 59,215 | 80.24\% | 0.09\% | 12.66\% | 2.70\% | 1,283 | 5 | 2.84\% |
|  | 0.109\% to 0.214\% | ${ }^{23}$ | ${ }^{23}$ | 100.00\% | 0.17\% | 35.59\% | 12.42\% | 3 |  | 12.42\% | 19 | 19 | 100.00\% | 0.17\% | 35.59\% | 12.42\% | ${ }^{2}$ |  |  |
| Very low ris | 0.215\% to 0.308\% |  |  |  |  |  |  |  |  |  | 1.426 | 1.510 |  | - |  | . |  |  | 11.55\% |
| Low risk | 0.591\% to 0.040\% | 1,4 |  | 94.3\% | 0.6\% |  |  |  |  | 1.5\% |  |  |  |  |  |  |  |  |  |
|  | 1.041\% to $1.788 \%$ |  |  |  |  |  |  |  |  |  | 2 | 2 | 100.00\% | 1.31\% | 35.59\% | 53.33\% | 1 |  | 53.33\% |
| Medium risk | 1.799\% to 2.969\% | 1,145 | 1,190 | 96.21\% | 2.20\% | 12.68\% | 26.25\% | 301 | 3 | 29.74\% | 1,144 | 1,189 | 96.15\% | 2.21\% | 12.68\% | 26.29\% | 301 | 3 | 29.79\% |
|  | 2.970\% to 6.430\% | 69 | 57 | 121.65\% | 4.01\% | 12.66\% | 37.06\% | ${ }^{26}$ |  | 37.06\% | 94 | 78 | 121.5\%\% | 4.01\% | 12.66\% | 37.06\% | 35 |  | 37.06\% |
| High risk | 6.431\% to 99.99\% | 142 | 145 | 97.68\% | 14.34\% | 12.66\% | 57.00\% | 81 | 3 | 79.69\% | 141 | 144 | 97.50\% | 15.29\% | 13.12\% | 58.75\% | 83 | 3 | 83.36\% |
| Defaut | 100\% |  | 5 | 0.00\% | 0.00\% | 0.00\% |  |  |  | 0.00\% |  | 7 | 0.00\% | 0.00\% | 0.00\% |  |  |  | 0.00\% |
| Total Uninsured Undrawn |  | 50,992 | 62,945 | 81.01\% | 0.19\% | 12.67\% | 3.66\% | 1,885 | 12 | 3.95\% | 50,338 | 62,164 | 80.97\% | 0.20\% | 12.67\% | 3.69\% | 1,857 | 12 | 99\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Uninsured Darawn | 0.000\% to 0.108\% | 115,524 | n.a | n.a | 0.10\% | 14.04\% | 3.27\% | 3,775 | 16 | 3.44\% | 113,726 | n.a | n.a | 0.10\% | 14.02\% | 3.26\% | 3,708 | 16 | 3.43\% |
|  | 0.109\% to 0.214\% | 115 | n.a | n.a | 0.17\% | 35.59\% | 12.42\% | 14 |  | 13.16\% | 104 | n.a | n.a | 0.17\% | 35.59\% | 12.42\% | ${ }^{13}$ |  | 12.42\% |
| Very low risk | 0.215\% to 0.308\% | 54 | n.a | n.a | 0.27\% | 33.44\% | 16.84\% | 9 |  | 17.97\% | 53 | n.a | n.a | 0.27\% | 33.44\% | 16.84\% | 9 |  | 16.84\% |
|  | 0.399\% to 0.590\% | 14,182 | n.a | n.a | 0.53\% | 14.35\% | 11.61\% | 1,647 | 11 | 12.56\% | 13,904 | n.a | n.a | 0.53\% | 14.31\% | 11.58\% | , 61 | 11 | 12.53\% |
| Low risk | 0.591\% to 0.040\% | 41 | n.a | n.a | 1.09\% | 39.94\% | 51.90\% | 21 |  | 57.22\% | 15 | n.a | n.a | 0.85\% | 47.84\% | 53.86\% | 8 |  | 53.86\% |
|  | 1.041\% to $1.788 \%$ | 10,010 | n.a | n.a | 1.53\% | 15.26\% | 25.26\% | 2,529 | ${ }^{23}$ | 28.19\% | 9,893 | n.a | n.a | 1.53\% | 15.31\% | 25.31\% | 2,504 | ${ }^{23}$ | 28.24\% |
| Medi | 1.779\% to 2.969\% | 4,378 | n.a | n.a | 2.11\% | 12.81\% | 25.86\% | 1,132 | 12 | 29.24\% | 4,383 | n.a | n.a | 2.11\% | 12.87\% | 26.01\% | 1,140 | 11 | 29.41\% |
|  | 2.970\% to $6.430 \%$ | ${ }^{1,535}$ | n.a | n.a | 4.71\% | 15.58\% | 49.76\% | 764 | 11 | 58.94\% | ${ }^{1,505}$ | n.a | n.a | 4.69\% | 15.56\% | 49.59\% | 746 | 11 | 58.73\% |
| High risk | 6.431\% to $99.99 \%$ | 3,742 | n.a | n.a | 23.45\% | 14.55\% | 68.41\% | 2,560 | 128 | 111.31\% | 3,762 | n.a | n.a | 23.17\% | 14.53\% | 68.49\% | 2,577 | 127 | 110.76\% |
| Default $100 \%$ <br> Total Uninsured Drawn  |  | 362 | n.a | n.a | 100.00\% | 14.85\% | 78.10\% | 283 | 40 | 215.27\% | 375 | n.a | n.a | 100.00\% | 14.86\% | 76.15\% | 285 | 42 | 217.45\% |
|  |  | 149,943 | n.a | n.a | 1.16\% | 14.18\% | 8.49\% | 12,734 | 241 | 10.51\% | 147,720 | n.a | n.a | 1.18\% | 14.15\% | 8.53\% | 12,601 | 242 | 0.58\% |
| Qualitying Revolving Credit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionaly low risk | 0.000\% to 0.108\% |  |  |  |  | - |  |  |  |  |  |  | $\checkmark$ | - | - |  |  |  |  |
|  | 0.109\% to 0.214\% | 36,650 | 30,856 | 85.38\% | 0.21\% | 88.15\% | 9.84\% | 3,608 | 68 | 12.17\% | 35,933 | 30,147 | 85.68\% | 0.21\% | 88.12\% | 9.84\% | 3,537 | ${ }^{67}$ | 12.17\% |
| Very low risk | 0.215\% to 0.308\% | 10,871 | ${ }^{13,721}$ | 74.23\% | 0.26\% | 83.36\% | 11.03\% | 1,199 | 24 | 13.75\% | 10,304 | ${ }^{13,024}$ | 74.29\% | 0.26\% | 82.83\% | 10.97\% | 1,130 | 22 | 13.67\% |
|  | 0.399\% to 0.590\% | 8,735 | 9,925 | 67.35\% | 0.38\% | 93.11\% | 16.80\% | 1,467 | 31 | 21.27\% | 8.862 | 9,892 | 70.55\% | 0.41\% | 93.14\% | 17.53\% | 1,554 | 33 | 22.26\% |
| Low | 0.591\% to 0.040\% | 4,561 | 6,434 | 53.09\% | 0.96\% | 84.25\% | 31.12\% | 1,419 | 37 | 41.27\% | 1,414 | 4,231 | 33.07\% | 0.89\% | 71.04\% | 25.00\% | 353 | 9 | 32.96\% |
|  | 1.041\% to $1.7 .78 \%$ | $\begin{array}{r}3.679 \\ \hline\end{array}$ | +1,393 | 89.68\% | 1.68\% | 89.42\% | 50.58\% | 1,861 1.257 1 | ${ }_{41}^{55}$ | 69.36\% | 5.525 1.800 | 2,401 1,133 1,89 | 87.74\% | 1.51\% | 88.81\% | 46.27\% | 2,556 1,140 | 74 | 63.05\% |
| Medium risk | ${ }^{1.779 \%}$ to $2.969 \%$ | 1,969 | 1,223 | 88.29\% | ${ }^{2.38 \%}$ | ${ }^{86.79 \%}$ | ${ }^{63.84 \%}$ | 1,257 | 41 | 90.12\% | 1,800 | 1,133 | 88.77\% | 2.38\% | ${ }^{88.14 \%}$ | 63.32\% | 1,140 | 38 | 89.38\% |
|  | 2.970\% to 6.430\% | 4,651 | 1,858 | 87.94\% | 4.54\% | 86.00\% | 97.50\% | ${ }_{4}^{4,535}$ | 181 | 146.07\% | ${ }_{4}^{4.516}$ | 1,793 | 87.88\% | 4.55\% | ${ }^{85.87 \%}$ | 97.46\% | 4,401 | 176 | 146.04\% |
| High risk | 6.431\% to $99.99 \%$ | 1,773 | ${ }^{403}$ | 89.31\% | 21.92\% | 86.19\% | 189.83\% | ${ }^{3,366}$ | 337 | 427.64\% | 1,712 | 391 | 88.72\% | 21.99\% | 85.90\% | 189.84\% | 3,250 | 325 | 427.51\% |
| Defaut | 100\% | 52 | 1 | 0.00\% | 100.00\% | 80.43\% | 209.57\% | 109 | 33 | 1005.32\% | 52 | 1 | 0.00\% | 100.00\% | 80.46\% | 203.48\% | 106 | 33 | 1005.80\% |
| Total Qualifying Revolving Credit |  | 72,941 | 65,814 | 77.42\% | 1.29\% | 87.63\% | 25.80\% | 18.821 | 807 | 39.65\% | 70,118 | 63,013 | 77.62\% | 1.30\% | 87.43\% | 25.71\% | 18,027 | 777 | 39.57\% |
| Other Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exceptionaly low risk | 0.000\% to 0.108\% | 12,247 | ${ }^{726}$ | 80.01\% | 0.09\% | 30.71\% | ${ }^{6.81 \%}$ | 834 | 3 | 7.15\% | ${ }^{11,828}$ | 709 | 79.79\% | 0.09\% | 30.31\% | 6.69\% | 791 | 3 | 7.02\% |
|  | 0. $0109 \%$ to $0.224 \%$ | 3,987 | 2,122 | 93.08\% | 0.19\% | 70.08\% | 27.27\% | 1,087 |  | 28.93\% | 3,739 | 2,002 | 92.93\% | 0.19\% | 71.47\% | 27.85\% | 1,041 | 5 | 29.55\% |
| Very low risk | 0.215\% to $0.3088 \%$ | 9,914 4337 | 1,059 | 89.67\% | ${ }^{0.26 \%}$ | ${ }_{\text {cke }}^{\text {52.82\% }}$ | 30.56\% | 3,030 1643 | ${ }_{11}^{16}$ | ${ }_{4}^{32.63 \%}$ | 9,670 | 1,002 2,397 | 899.45\% | ${ }^{0.26 \%}$ |  | 30.50\% | 2,949 | ${ }_{10}^{16}$ | 32.56\% |
|  | 0.399\% to 0.590\% | 4,337 | 2,459 | 89.24\% | 0.44\% | 58.77\% | 37.88\% | 1,643 | 11 | 40.93\% | 4,220 2.446 | 2,1697 167 | 89.21\% $114.62 \%$ | 0.0.4\%\% | 59.25\% $50.76 \%$ | 38.18\% | 1,611 1,141 | 10 | 44.26\% $51.76 \%$ |
| Low risk | 0.591\% to 01.040\%\% | 7,764 <br> 1,721 | 327 413 | 105.73\% | ${ }^{1.019 \%}$ | 459.67\% | 55.39\%\% | ${ }_{1}^{1,031}$ | 44 14 | $63.39 \%$ $69.75 \%$ | 7,251 | ${ }_{607}$ | 91.85\% | 1.24\% | 55.56\%\% | 661.05\% | 1,141 4,426 | 10 50 | 65.7.59\% |
| Medium risk | 1.719\% to $2.969 \%$ | 3,535 | 205 | 107.92\% | 2.55\% | 59.29\% | 80.22\% | 2,836 | 53 | 98.86\% | 3,380 | 196 | 108.38\% | 2.54\% | 60.20\% | 81.43\% | 2,753 | 51 | 100.33\% |
|  | 2.970\% to 6.430\% | 1,752 | 369 | 90.31\% | 4.33\% | 65.46\% | 95.09\% | 1,666 | 49 | 129.92\% | 1,751 | 355 | 89.71\% | 4.33\% | 64.93\% | 94.32\% | 1,652 | 48 | 128.88\% |
| High risk | 6.431\% to 099.99\% | 2,657 | 974 | 103.83\% | 21.17\% | 62.38\% | 133.14\% | 3,537 | 368 | 306.28\% | 2,609 | 911 | 103.87\% | 21.02\% | 61.54\% | 130.79\% | 3,413 | 354 | 300.45\% |
| Defauth |  | 87 | 1 | 0.00\% | 100.00\% | 51.57\% | 100.57\% | 88 | 45 | 738.58\% | 92 | 2 | 0.00\% | 100.00\% | 51.23\% | 95.86\% | 88 | 47 | 738.93\% |
|  |  | 8,001 | 8.655 | 92.23\% | 05\% | 52.94\% | 41.92\% | 20,123 | 608 | 57.74\% | 46,986 | 8.348 | 92.09\% | 2.07\% | 53.03\% | 42.28\% | 19.865 | 594 | 58.11\% |

${ }^{2}$ Tota e exposure includes loans outstanding (drawn) and undrawn commitments and represents exposure at defaut, which is the expected gross exposure upon the defaut of an obiggor. This amount is before allowance for loan losses and after credit risk mitigation
ald
Includes insured drawn and undrawn Canadian residential mortgages and home equity lines of credit (HELOCS).

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{\begin{tabular}{l}
WHOLESALE CREDIT EXPOSURE BY PORTFOLIO AND RISK RATING \\
(Millions of Canadian dollars, except percentage amounts)
\end{tabular}}} \& \multicolumn{7}{|c|}{Q4/14} \& \multicolumn{7}{|c|}{Q3/14} \\
\hline \& \& \& \& Exposure at default (EAD) \({ }^{1}\) \& \[
\begin{array}{r}
\text { National } \\
\text { of undrawn } \\
\text { commitments }
\end{array}
\] \& Exposure
weighted average EAD \% \({ }^{2}\) \& Exposure weighted PD \% \({ }^{2}\) PD \% \& Exposure
weighted
average
loss given
defaulit LGD \({ }^{2}\) \& Exposure
weighted
average
risk
weight \(\%^{2}\) \& \[
\begin{gathered}
\text { Risk } \\
\begin{array}{c}
\text { Reighted } \\
\text { Assets } \\
(\text { BWA }
\end{array}
\end{gathered}
\] \& Exposure at default (EAD) \({ }^{1}\) \& National
of undrawn commitments \& Exposure
weighted average EAD \% \& \[
\begin{aligned}
\& \text { Exposure } \\
\& \text { Evighted } \\
\& \text { average } \\
\& \text { PD } \%^{2}
\end{aligned}
\] \& Exposure
weighted
average
loss given
defautit LGD \(\%^{2}\) \& Exposure
weighted
average
risk
weight \(\%^{2}\) \& Risk weighted Assets (RWA) \({ }^{3}\) \\
\hline Internal rating \({ }^{4}\) \& External rating equivalent (S\&P) \& External rating equivalent (Moody's) \& Probability of default (PD) range \(\%^{5}\) \& \& \& \& \& \& \& \& \& \& \& \& \& \& \\
\hline \multicolumn{18}{|l|}{Business equivalent (S\&P) equivalent (Moody's) (PD) range \%} \\
\hline 2 \& AAA \& Aaa \& 0.000\% to 0.030\% \& 2,617 \& 807 \& 48.30\% \& \({ }^{0.02 \%}\) \& 34.67\% \& 7.85\% \& 205 \& 2.826
720 \& 1,142
1,324
1 \& 56.99\% \& \({ }_{\text {a }}^{0.02 \%} 0\) \& 35.38\% \& 8.53\% \& \(\begin{array}{r}241 \\ 53 \\ \hline\end{array}\) \\
\hline \({ }_{3}^{2}\) \& \({ }_{\text {AA }}^{\text {AA }}\) \& \({ }_{\text {Aa2 }}\) \&  \& 1,281 \& \({ }_{\text {2,420 }}^{1,280}\) \& 52.89\% \& \({ }_{0}^{0.03 \%}\) \& 39.82\%\% \& 12.37\% \& -88 \& 1,067 \& 1,324
1,859 \& 56.38\% \& \({ }^{0.03 \%}\) \& 35.23\% \& 7.37\%
\(12.91 \%\) \& \(\begin{array}{r}53 \\ 138 \\ \hline 1\end{array}\) \\
\hline 4 \& AA. \& нa3 \& 0.000\% to 0.030\% \& 3,487 \& 6,352 \& 56.07\% \& 0.03\% \& 36.76\% \& 15.08\% \& 507 \& 2,795 \& 5,254 \& 59.53\% \& 0.03\% \& 35.15\% \& 13.84\% \& 387 \\
\hline \({ }^{5}\) \& A+ \& \({ }^{\text {A1 }}\) \& 0.031\% to 00.053\% \& 4,584 \& 7,184 \& 56.88\% \& 0.04\%\% \& 39.15\% \& 21.90\% \& 963 \& 4,768 \& 6,984 \& 58.94\% \& 0.04\% \& 37.50\% \& 19,35\% \& \({ }^{887}\) \\
\hline 6 \& A \& \({ }_{\text {A2 }}\) \& 0.054\% to 0.0.77\%\% \& 6,474 \& \({ }^{10,153}\) \& 55.20\% \& 0.06\% \& \({ }^{42.64 \%}\) \& 35.83\% \& 2,174 \& \({ }^{6,544}\) \& 10,425 \& 57.70\% \& 0.00\% \& \({ }^{43.03 \%}\) \& 37.79\% \& 2,321 \\
\hline 7 \& \& \({ }^{\text {A3 }}\) \& 0.0777 to to \(0.123 \%\) \& 9,729 \& 14,634 \& \({ }^{55.62 \%}\) \& 0.09\% \& 40.79\% \& 34.98\% \& \({ }^{3,075}\) \& \({ }^{9,473}\) \& 14,498 \& 57.40\% \& 0.09\% \& \({ }^{40.66 \%}\) \& 34.25\% \& 2,944 \\
\hline 8 \& \({ }_{\text {BBB+ }}\) \& Baal \& 0.124\% to 0.173\% \& 15,112 \& 17,564 \& 55.54\% \& 0.16\% \& 41.61\% \& 43.81\% \& 6,289 \& \({ }^{15,049}\) \& \({ }^{17,338}\) \& 57.82\% \& 0.16\% \& 41.78\% \& 43.39\% \& 6,212 \\
\hline 9 \& BBB \& Baa2 \& \(0.174 \%\) to \(0.233 \%\) \& 20,140 \& \({ }^{23,741}\) \& 57.53\% \& 0.20\% \& 41.68\% \& 46.48\% \& 8,773 \& \({ }^{18,158}\) \& \({ }^{21,596}\) \& 57.42\% \& 0.20\% \& 41.13\% \& 46.98\% \& 8,008 \\
\hline 10 \& BBB- \& Ваа3 \& 0.234\% to 0.360\% \& \({ }^{18,573}\) \& \({ }^{18,045}\) \& 49.33\% \& 0.28\% \& 40.93\% \& 54.66\% \& 9,439 \& 19,107 \& 18,206 \& 54.94\% \& 0.28\% \& 40.45\% \& 52.48\% \& 9,296 \\
\hline 11 \& BB+ \& Ba1 \& 0.361\% to 0.581\% \& 21,354 \& 16,326 \& 39.51\% \& 0.46\% \& 37.82\% \& 62.31\% \& \({ }^{12,583}\) \& 21,439 \& 16,265 \& 46.95\% \& 0.46\% \& 37.54\% \& 59.78\% \& \({ }^{12,105}\) \\
\hline 12 \& B8 \& \({ }^{\text {Ba2 }}\) \& 0.582\% to 0.939\% \& \({ }^{30,637}\) \& \({ }^{18,733}\) \& 38.70\% \& 0.79\% \& \({ }^{37.93 \%}\) \& \({ }^{77.33 \%}\) \& \({ }^{22,844}\) \& \({ }^{30,059}\) \& 17,289 \& 42.21\% \& 0.73\% \& 37.50\% \& 75.64\% \& \({ }^{21,941}\) \\
\hline 1 \& \({ }^{\text {BB- }}\) \& \({ }_{\text {Ba }}^{\text {Ba3 }}\) \& 0.940\% to \(1.724 \%\) \& 21,171 \& 13,308
12303 \& \({ }^{40.95 \%}\) \& 1.1.19\% \& 35.55\% \& 75.34\% \& 15,449

14.106 \& 21,738
15588 \& 13,426
10280 \& ${ }_{43.470 \%}$ \& - $1.1 .18 \%$ \& $35.83 \%$
$3378 \%$ \& ${ }_{7951.29 \%}$ \& ${ }^{15,690}$ <br>
\hline 14
15 \& ${ }_{B}^{B+}$ \& ${ }_{82}^{81}$ \& +1.725\% to $2.948 \%$ 2.949\% to $4.653 \%$ \& 17,348
10,551 \& 12,303
7,884 \& 49.80\% \& ${ }_{3.43 \%}^{2.19 \%}$ \& $35.04 \%$
$35.53 \%$ \& 84.88\%\%

$98.88 \%$ \& | 14,106 |
| :---: |
| 9,527 | \& 15,578

10,358 \& 10,280
8,055 \& 43.70\%
$61.20 \%$ \& 2.18\% \& 33.74\%\% \& ${ }_{98.04 \%}^{79.51 \%}$ \& $\underset{\substack{11,844 \\ 9,456}}{ }$ <br>
\hline 16 \& B. \& ${ }_{\text {в }}$ \& 4.654\% to $7.343 \%$ \& 5,569 \& 3,820 \& 56.47\% \& 5.27\% \& 36.28\% \& 109.10\% \& 5,765 \& 5,021 \& ${ }_{3,651}$ \& 70.91\% \& 5.27\% \& 35.41\% \& 104.95\% \& 5,017 <br>
\hline 17 \& $\mathrm{ccC}_{+}$ \& Caal \& 7.344\% to 00.896\% \& 1,945 \& 1,378 \& 42.58\% \& 8.23\% \& 36.35\% \& 135.58\% \& 2,209 \& 1,873 \& 1,429 \& 43.97\% \& 8.25\% \& 34.90\% \& 128.34\% \& 2,200 <br>
\hline 18 \& ccc \& Caa2 \& 10.897\% to 16.748\% \& 522 \& 303 \& 41.47\% \& 11.60\% \& 29.69\% \& 107.83\% \& 480 \& 553 \& 313 \& 43.41\% \& 11.68\% \& 30.69\% \& 107.19\% \& 515 <br>
\hline 19 \& ccc- \& Саa3 \& 16.749\% to 27.074\% \& 577 \& 177 \& 41.22\% \& 18.34\% \& 31.24\% \& 127.25\% \& 650 \& 325 \& 74 \& 39.10\% \& 17.03\% \& 34.72\% \& 139.07\% \& 427 <br>
\hline 20 \& CC \& Ca \& 27.075\% to 99.999\% \& 155 \& ${ }^{335}$ \& ${ }^{42.09 \%}$ \& 30.18\% \& 35.38\% \& 137.22\% \& 212 \& 284 \& ${ }^{467}$ \& 44.59\% \& 30.73\% \& ${ }^{33.56 \%}$ \& 154.68\% \& ${ }^{439}$ <br>
\hline ${ }_{21}^{21}$ \& ${ }_{\text {Bankruptay }}$ \& ${ }_{\text {Bankruptcy }}^{\text {c }}$ \& 100\%
100\% \& 748
202 \& ${ }_{23}^{86}$ \& 0.0.00\% \& 100.00\%
100.00\% \& $32.62 \%$
$31.29 \%$ \& - ${ }_{\text {108.23\% }} 9.25 \%$ \& 710
193 \& 789
172 \& 81
20 \& 0.00\% \& 100.00\%
10000\% \& $32.34 \%$
$33.20 \%$ \& $118.20 \%$

$15888 \%$ \& | 831 |
| :---: |
|  |
| 273 | <br>

\hline \multicolumn{4}{|l|}{} \& 193,493 \& 176,856 \& 50.94\% \& 1.59\% \& 38.36\% \& 63.56\% \& 116,399 \& 188,996 \& 169,976 \& 54.77\% \& 1.58\% \& 38.01\% \& 62.09\% \& 111,225 <br>
\hline \multicolumn{18}{|l|}{} <br>
\hline 1 \& AAA \& Aaa \& 0.000\% to 0.012\% \& 1,073 \& 4,067 \& 25.76\% \& 0.01\% \& 15.85\% \& 1.13\% \& 12 \& 1,048 \& 3,967 \& 26.37\% \& 0.01\% \& 15.87\% \& 1.14\% \& ${ }^{12}$ <br>
\hline 2 \& ${ }_{\text {AA }}$ \& Aa1 \& 0.013\% to 0.018\% \& ${ }_{943}^{210}$ \& ${ }^{527}$ \& ${ }^{35.53 \%}$ \& 0.01\% \& 32.17\% \& 4.72\% \& \& ${ }_{940}^{619}$ \& 1,197
2
2 \& 55.57\% \& 0.0.1\% \& 19.42\%
$3728 \%$ \& ${ }_{9}^{3.34 \%}$ \% \& ${ }_{93}^{21}$ <br>
\hline 3
4
4 \& ${ }_{\text {A }}^{\text {A }}$. \& ${ }_{\text {Aa3 }}{ }_{\text {Aa2 }}$ \& $0.019 \%$ to $0.026 \%$
$0.027 \%$ to $0.037 \%$ \& $\begin{array}{r}\text { 1,265 } \\ \hline 18\end{array}$ \& 2,023
1,684
1 \& ${ }_{45.34 \%}^{43.14 \%}$ \& -0.0.03\% \& $37.30 \%$

$34.99 \%$ \& 9.7.95\% \& | 92 |
| ---: |
| 139 |
| 18 | \& \% $\begin{array}{r}940 \\ 1,156\end{array}$ \& 2,023

1,645 \& 50.65\% \& 0.0.02\% \& 35.26\% \& ${ }_{9.71 \%}^{9.86 \%}$ \& 93
112
11 <br>
\hline 5 \& $\mathrm{A}_{+}$ \& A1 \& 0.038\% to 0.053\% \& 1,000 \& 1,538 \& 40.71\% \& 0.04\% \& 40.84\% \& 14.28\% \& 142 \& 1,054 \& 1,634 \& 46.99\% \& 0.04\% \& 40.61\% \& 12.49\% \& 131 <br>
\hline 6 \& A \& A2 \& 0.054\% to 0.076\% \& 1,664 \& ${ }_{2,127}$ \& 34.08\% \& 0.06\% \& 42.49\% \& 21.33\% \& 354 \& 1,605 \& 2,086 \& 40.26\% \& 0.06\% \& 42.31\% \& 18.21\% \& 291 <br>
\hline 7 \& A. \& А 3 \& 0.077\% to 0.123\% \& 1,333 \& 1,113 \& 28.97\% \& 0.09\% \& 37.91\% \& 25.43\% \& 338 \& 1,288 \& 969 \& 36.19\% \& 0.09\% \& 38.28\% \& 19.35\% \& 249 <br>
\hline 8 \& ${ }_{\text {BBB+ }}$ \& Baa 1 \& 0.124\% to 0.173\% \& 854 \& 786 \& 40.29\% \& 0.16\% \& 39.86\% \& 34.63\% \& 288 \& 875 \& 733 \& 47.27\% \& 0.16\% \& 39.53\% \& 28.54\% \& 242 <br>
\hline 9 \& BBB \& Baa2 \& $0.174 \%$ to 0.233\% \& 790 \& 673 \& 54.80\% \& 0.19\% \& ${ }^{44.34 \%}$ \& 50.78\% \& 390 \& 754 \& ${ }_{6} 18$ \& 55.82\% \& 0.19\% \& 44.31\% \& 50.53\% \& 370 <br>
\hline 10 \& BBB- \& Baa3 \& 0.234\% to 0.360\% \& 344 \& ${ }^{124}$ \& ${ }^{50.57 \%}$ \& ${ }^{0.28 \%}$ \& 43.12\% \& 48.72\% \& $\begin{array}{r}168 \\ 78 \\ \hline\end{array}$ \& $\begin{array}{r}381 \\ 55 \\ \hline\end{array}$ \& 107 \& 58.33\% \& 0.30\% \& 41.02\% \& 43.32\% \& $\begin{array}{r}165 \\ \hline 33 \\ \hline\end{array}$ <br>
\hline 11 \& ${ }^{\text {BB+ }}$ \& Ba1 \& 0.361\% to 0.581\% \& ${ }^{128}$ \& 86 \& ${ }^{12.20 \%}$ \& 0.44\% \& 38.73\% \& 62.05\% \& 78
74 \& ${ }^{55}$ \& 72 \& 17.78\% \& 0.44\% \& $38.40 \%$
$4417 \%$ \& 61.76\% \& $\begin{array}{r}33 \\ 52 \\ 5 \\ \hline\end{array}$ <br>
\hline 12
13 \& ${ }_{\text {B8 }}^{\text {B8 }}$ \& Ba2

Ba3 \& | $0.582 \%$ to $0.939 \%$ |
| :--- |
| $0.940 \%$ to $1.724 \%$ | \& 282

17 \& 294
25 \& 25.90\%
10.05\% \& - ${ }_{\text {0, }}^{1.12 \%}$ \& 44.38\%
$35.70 \%$ \& 26.28\%
$66.16 \%$ \& 74
12
12 \& 238
21 \& 282
22 \& 44.83\%
$18.26 \%$ \& - ${ }_{\text {0,72\% }}^{1.16 \%}$ \& 34.18\% \& ${ }_{58}^{21.85 \%}$ \& 52
12
12 <br>
\hline 14 \& ${ }_{\text {B+ }}^{+}$ \& ${ }_{81}$ \& $1.725 \%$ to $2.948 \%$ \& 18 \& 28 \& 29.33\% \& 2.29\% \& 36.45\% \& 92.51\% \& 17 \& ${ }_{20}^{21}$ \& 29 \& 30.70\% \& 2.29\% \& 36.54\% \& 91.37\% \& 18 <br>
\hline 15 \& B \& ${ }^{\text {B2 }}$ \& 2.949\% to 4.653\% \& 6 \& 4 \& 25.42\% \& 3.61\% \& 39.32\% \& 118.71\% \& 7 \& 4 \& 2 \& 26.81\% \& 3.61\% \& 35.58\% \& 94.10\% \& 4 <br>
\hline ${ }_{17}^{16}$ \& $\stackrel{\text { B- }}{\text { ccc+ }}$ \& ${ }_{\text {Caa1 }}$ \& 4.654\% to 7.343\% \& 1 \& 3 \& ${ }^{29.97 \%}$ n.a. \& 5.7.7\% \& $42.65 \%$
$30.12 \%$ \& $132.87 \%$
$114.43 \%$ \& 1 \& 2 \& $?$ \& 31.92\% \& ${ }_{\text {nem }}^{\text {n.a. }}$ \& $\xrightarrow{\text { n.a. }}$ \& n.a. \& <br>
\hline 18 \& $\mathrm{CcC}^{\text {c }}$ \& ${ }_{\text {Caa2 }}$ \& - \& 2 \& . \& n.a. \& ${ }_{\text {8. }}^{\text {n.a. }}$ \& 30.12\% n n. \& 114.43\% ${ }_{\text {n.a. }}$ \& - \& 2 \& : \& n.a. \& ${ }_{\text {c }}^{\text {8.9.a. }}$ \& $30.73 \%$
n.a. \&  \& <br>
\hline 19 \& ccc- \& Caa3 \& 16.749\% to 27.074\% \& \& \& \& \& \& \& \& \& \& $\stackrel{\text { n.a. }}{3500 \%}$ \& n.a. \& \& n.a. \& <br>
\hline 20 \& cc \& Ca \& 27.075\% to 99.999\% \& 1 \& 3 \& 25.00\% \& 33.45\% \& 45.00\% \& 102.70\% \& 1 \& 1 \& 3 \& 35.00\% \& 33.45\% \& 45.00\% \& 100.00\% \& 1 <br>

\hline \multirow[t]{2}{*}{| ${ }_{2}^{21}$ |
| :--- |
| Total Sovereign |} \& ${ }_{\text {Dankruptay }}$ \& ${ }_{\text {Bankruptay }}$ \& 100\%

$100 \%$ \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& \& \& \& n.a. \& n.a. \& n.a. \& ${ }^{\text {n.a. }}$ \& <br>
\hline \& \& \& \& 9,931 \& 15,105 \& 37.93\% \& 0.11\% \& 37.08\% \& 21.62\% \& 2,123 \& 10,061 \& 15,391 \& 44.66\% \& 0.11\% \& 36.03\% \& 18.19\% \& 1,806 <br>
\hline \multicolumn{18}{|l|}{Bank} <br>
\hline 1 \& AAA \& Aaa \& 0.000\% to 0.030\% \& - \& \& n.a. \& n.a. \& n.a. \& n.a. \& \& - \& - \& n.a. \& n.a. \& n.a. \& n.a. \& <br>
\hline 2 \& $\mathrm{AA}_{+}$ \& Aa1 \& 0.000\% to 0.030\% \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& <br>
\hline 3
4 \& AA \& Aa2 \& 0.000\% to 0.030\% \& 2 \& 77 \& 25.00\% \& 0.03\% \& 45.00\% \& 11.49\% \& \& , \& 973 \& 25.00\% \& 0.03\% \& 45.00\% \& 10.31\% \& <br>
\hline 4
5 \& ${ }_{\text {A }}^{\text {A }}$ - \& ${ }_{\text {Aa }}$ \& 0.000\% to 0.030\% \& ${ }_{2} 204$ \& 137
167 \& ${ }_{23}^{25.00 \%}$ \& 0.03\% \& 45.00\% \& 8.1.5\% \& 17 \& ${ }_{337}^{386}$ \& 773 \& ${ }_{25}^{25.00 \%}$ \& 0.03\% \& ${ }^{30.68 \%}$ \& 5 $5.75 \%$ \& 22
47 <br>
\hline 5 \& ${ }_{\text {a }}^{\text {a }}$ \& ${ }_{\text {A2 }}$ \& 0.054\% to 0.076\% \& 72
409 \& 695 \& ${ }_{26.14 \%}^{23.56 \%}$ \& ${ }_{0}^{0.04 \%}$ \& 50.70\% \&  \& 1107 \& 339
396 \& ${ }_{662}$ \& ${ }_{27}^{25.00 \%}$ \& -0.06\% \& 50.99\% \& 28.18\% \& 47
112 <br>
\hline 7 \& A. \& А 3 \& 0.077\% to $0.123 \%$ \& 252 \& 561 \& 22.88\% \& 0.09\% \& 44.95\% \& 21.16\% \& 53 \& 384 \& 579 \& 24.44\% \& 0.09\% \& 44.97\% \& 21.53\% \& 83 <br>
\hline 8 \& BBB+ \& Baal \& 0.124\% to 0.173\% \& 269 \& 185 \& 32.67\% \& 0.16\% \& 44.97\% \& 32.35\% \& 87 \& 255 \& 288 \& 36.75\% \& 0.16\% \& 44.97\% \& 31.37\% \& 80 <br>
\hline 9 \& ${ }^{\text {BBB }}$ \& ${ }^{\text {Baa2 }}$ \& $0.1744 \%$ to 0.233\% \& ${ }^{173}$ \& 307 \& ${ }^{41.63 \%}$ \& 0.19\% \& 45.24\% \& 52.74\% \& 91 \& 198 \& 294 \& ${ }^{48.27 \%}$ \& 0.19\% \& ${ }^{45.21 \%}$ \& 54.92\% \& 109 <br>
\hline 10 \& BBB- \& Ваа 3 \& 0.234\% to 0.360\% \& 59 \& 63 \& 26.31\% \& 0.28\% \& 45.16\% \& 50.01\% \& 30 \& 74 \& 156 \& 26.68\% \& 0.28\% \& 45.13\% \& 49.70\% \& 37 <br>
\hline 11 \& BB+ \& Ba1 \& 0.361\% to 0.581\% \& 311 \& 129 \& 30.73\% \& 0.44\% \& 43.13\% \& 60.14\% \& 89 \& 438 \& 232 \& 30.02\% \& 0.44\% \& 43.18\% \& 48.03\% \& $\begin{array}{r}115 \\ \hline 97\end{array}$ <br>
\hline 12
13 \& ${ }_{\text {BB }}^{\text {B8 }}$ \& ${ }_{\substack{\text { Ba2 } \\ \text { Ba3 }}}$ \& 0.588\% to 0.939\% \& 62
48 \& 84
99
99 \& ${ }^{28.11 \%}$ \& 0.72\% \& ${ }_{44}^{41.02 \%}$ \& 8131\%
$118.69 \%$ \& 51
56 \& 114
17 \& 100
54 \& 30.28\% \& 0.72\% ${ }^{1} 168$ \& 42.79\% \& ${ }_{8364 \%}^{86.31 \%}$ \& 97
15 <br>
\hline 14 \& ${ }_{\text {B+ }}^{+}$ \& ${ }_{81}$ \& $1.725 \%$ to $2.948 \%$ \& 10 \& 32 \& 27.25\% \& 2.29\% \& 37.29\% \& 84.86\% \& 9 \& 11 \& 31 \& 29.35\% \& 2.29\% \& 32.96\% \& 76.28\% \& 15 <br>
\hline 15 \& B \& ${ }^{\text {B2 }}$ \& 2.949\% to 4.653\% \& 34 \& 39 \& 37.48\% \& 3.61\% \& 39.98\% \& 105.50\% \& 35 \& 3 \& 10 \& 25.00\% \& 3.61\% \& 37.12\% \& 105.62\% \& 3 <br>
\hline 16
17 \& $\stackrel{\mathrm{B}}{\mathrm{CCC}+}$ \& ${ }_{\text {Caa1 }}$ \&  \& 4 \& 8 \& 25.00\% \& 5.70\% \& 45.00\% \& 138.87\% \& 4 \& 2 \& 5 \& 25.00\% \& 5.70\% \& 45.00\% \& 138.88\% \& 2 <br>
\hline 18 \& ${ }_{\text {ccc }}+$ \& ${ }_{\text {Caa }}$ \& 7.344\% to 10.89\%\%
10.897\% to $16.748 \%$ \& \& \& n.a.
n.a.
arem \& n.a. \& n.a. \& n.a. \& \& \& . \& $\xrightarrow{\text { n.a. }}$ n.a. \& n.a. \& n.a. \& n.a. \& <br>
\hline 19 \& ccc- \& Caa3 \& 16.749\% to 27.074\% \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& <br>
\hline 20
21 \& ${ }_{\text {c }}$ \& ${ }^{\mathrm{Ca}}$ \& ${ }_{\text {100\% }}^{27.075 \% ~ t o ~ 99.999 \% ~}$ \& \& \& n.a. \& n.a. \& n.a. \& ${ }^{\text {n.a. }}$ \& - \& \& \& n.a. \& n.a. \& n.a. \& n.a. \& <br>
\hline 22 \& Bankuptcy \& Bankruptay \& 100\% \& 2 \& \& n.a. \& 100.00\% \& 45.00\% \& 219.76\% \& 8 \& 2 \& \& n.a. \& 100.00\% \& 45.00\% \& 210.97\% \& 7 <br>
\hline \multicolumn{4}{|l|}{Total Bank Bam} \& 1,911 \& 2,513 \& 29.57\% \& 0.39\% \& 45.49\% \& 38.98\% \& 648 \& 2,619 \& 3,670 \& 29.53\% \& 0.28\% \& 43.19\% \& 31.68\% \& 737 <br>
\hline
\end{tabular}

ses and excludes the effects of credit risk mitigation.
${ }^{2}$ Represents the exposure-weighted average of EAD rate, PD, LGD and risk weight within each internal rating. EAD rate is a percentage of the notional of undrawn commitments that is currenty undrawn but expected to be drawn in the event of a defaut.
${ }^{\text {Tisk }}$ Reighted assets are calculated on exposure after credit tisk mitigation.
20 inlusive are non-investment grade. Ratings $21-22$ represent impaired/defaul

REALIZED GAINS AND LOSSES ON AVAILABLE-FOR-SALE
SECURITIES
(Millions of Canadian dollars)

| Realized gains |
| :--- |
| Realized losses and impairments |

Net gains (losses) on Available-for-sale securities
Less: Amount booked in Insurance premium, investment and fee income
Net gains (losses) on Available-for-sale securities net of Insurance premium,
investment and fee income

| TRADING CREDIT DERIVATIVES ${ }^{1}$ <br> (Millions of Canadian dollars) <br> Notional amount <br> Protection purchased <br> Protection sold <br> Fair value <br> Positive <br> Negative <br> Replacement cost ${ }^{3}$ |
| :--- |

OTHER THAN TRADING CREDIT DERIVATIVES POSITIONS ${ }^{4}$ (NOTIONAL AMOUNT AND FAIR VALUE)
(Millions of Canadian dollars)
Notional amount
Automotive
Energy
Energy
Non-bank financial services
Mining \& metals
Real estate \& related
Transportation \& environment
Other
Sovereign
Bank
Net protection purchased
Offsetting protection sold related to the same reference entity
Gross protection purchased
Net protection sold
Offsetting protection purchased related to the same reference entity
Gross protection sold
Gross protection purchased and sold (notional amount)
Fair value ${ }^{2}$
Positive
Negative


| 78 | 40 | 80 | 46 | 62 | 38 | 51 | 83 | 101 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $(14)$ | $(3)$ | $(7)$ | $(17)$ | $(9)$ | $(10)$ | $(7)$ | $(17)$ | $(19)$ |
| 64 | 37 | 73 | 29 | 53 | 28 | 44 | 66 | 82 |
| 2 | 1 | 2 | 6 | 2 | 1 | - | - | 2 |
|  |  |  |  |  |  |  |  |  |


| 244 | 234 | 251 |
| :---: | ---: | ---: |
| $(41)$ | $(43)$ | $(94)$ |
| 203 | 191 | 157 |
| 11 | 3 | 9 |
|  |  |  |
| 192 | 188 | 148 |


| Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 13,293 | 11,419 | 12,366 | 10,332 | 11,043 | 8,571 | 8,336 | 7,112 | 8,701 |
| 11,414 | 8,175 | 9,541 | 8,282 | 9,661 | 7,507 | 6,560 | 5,746 | 6,776 |
|  |  |  |  |  |  |  |  |  |
| 254 | 196 | 250 | 225 | 225 | 211 | 221 | 239 | 287 |
| 301 | 264 | 293 | 272 | 276 | 248 | 246 | 264 | 306 |
| 178 | 127 | 163 | 118 | 106 | 85 | 75 | 91 | 121 |


| Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

${ }^{1}$ Comprises credit default swaps, total return swaps, credit default baskets and credit default options. As at Q4/14, over $96 \%$ of our net exposures are with investment grade counterparties
Gross fair value before netting
Replacement cost includes the impact of netting but excludes collateral.
Comprises credit default swaps.

${ }^{1}$ As at Q4/14, positive and negative fair values exclude market and credit valuation adjustments of $\$ 758$ million and $\$ 36$ million respectively that are determined on a pooled basis
As at Q4/14, positive and negative fair values exclude market and credit valuation adjustments of $\$ 758$ million and $\$ 36$ million respectively 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
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
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.
Notional amounts do not represent assets or liabilities and therefore are not recorded in our Consolidated Balance Sheet. As of Q4/14, the notional amounts exclude exchange traded options written of $\$ 77.2$ billion, over-the -counter options written of $\$ 322.9$ billions and non-trading credit derivatives of
$\$ 1.3$ billion. It includes interest rate and cross currency swaps of $\$ 5.9$ billion related to a consolidated structured entity.
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 Suppor
Annex, to the Internaitionat Swaps and Derivatives Association master agreement.
Comprises precious metal, commodity, stable value and equity-linked derivative contracts.

| DERIVATIVE - RELATED CREDIT RISK (Millions of Canadian dollars) | Q4/14 |  |  |  | Q3/14 |  |  |  | Q214 |  |  |  | Q1/14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Notional amount | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }{ }^{2} \end{gathered}$ | Notional amount | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \begin{array}{c} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }{ }^{2} \end{array} \end{gathered}$ | Notional amount | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\qquad$ equivalen amou | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }{ }^{2} \end{gathered}$ | Notional amount | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ |
| Over-the-counter contracts Interest rate contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 371,934 | 183 | 276 | 70 | 366,623 | 54 | 162 | 33 | 353,880 | 68 | 217 | 36 | 371,627 | 78 | 246 | 36 |
| Swaps | 6,781,361 | 12,445 | 22,308 | 4,660 | 6,145,276 | 11,383 | 20,564 | 4,417 | 5,984,298 | 12,777 | 21,124 | 4,545 | 5,569,553 | 12,709 | 19,708 | 4,589 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 1,051,028 | 5,731 | 11,049 | 3,201 | 1,019,915 | 2,498 | 7,681 | 2,586 | 1,009,415 | 2,043 | 6,995 | 2,313 | 1,016,605 | 4,712 | 9,266 | 3,002 |
| Swaps | 839,760 | 3,190 | 6,576 | 2,516 | 790,052 | 2,894 | 7,195 | 2,680 | 726,962 | 3,676 | 7,492 | 2,436 | 678,443 | 3,530 | 7,463 | 2,403 |
| Options purchased | 43,882 | 225 | 443 | 201 | 42,787 | 242 | 462 | 211 | 40,152 | 278 | 488 | 194 | 37,875 | 309 | 512 | 247 |
| Credit derivatives ${ }^{3}$ | 24,707 | 178 | 2,053 | 1,136 | 19,594 | 127 | 1,490 | 823 | 21,907 | 163 | 1,671 | 870 | 18,614 | 118 | 1,330 | 642 |
| Other contracts ${ }^{4}$ | 98,290 | 1,780 | 6,670 | 3,996 | 95,340 | 2,323 | 7,717 | 4,506 | 96,974 | 1,827 | 7,303 | 4,371 | 91,801 | 1,451 | 6,475 | 3,879 |
| Exchange traded contracts ${ }^{5}$ | 225,132 | 3,530 | 10,358 | 207 | 223,888 | 2,924 | 10,087 | 202 | 222,402 | 2,690 | 8,549 | 171 | 244,318 | 2,381 | 8,889 | 178 |
| Total derivatives ${ }^{6}$ | 9,659,602 | 27,627 | 60,398 | 16,373 | 8,915,475 | 22,786 | 56,021 | 15,833 | 8,671,001 | 23,975 | 54,586 | 15,365 | 8,226,343 | 25,703 | 54,560 | 15,351 |
| DERIVATIVE - RELATED CREDIT RISK (Millions of Canadian dollars) | Q4/13 |  |  |  | Q3/13 |  |  |  | Q2/13 |  |  |  | Q1/13 |  |  |  |
|  | Notional amount | Replacement cost | $\begin{gathered} \text { Credif } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ | Notional amount | $\begin{aligned} & \text { Replacement } \\ & \text { cost } \end{aligned}$ | $\begin{gathered} \text { Credif } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | $\begin{gathered} \text { Risk- } \\ \text { weighted } \\ \text { equivalent }^{2} \end{gathered}$ | Notional amount | Replacement cost | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | Risk- weighted equivalent ${ }^{2}$ | Notional amount | Replacement cost | $\begin{gathered} \text { Credif } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | Risk- weighted equivalent ${ }^{2}$ |
| Over-the-counter contracts Interest rate contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 458,489 | 94 | 278 | 48 | 538,347 | 108 | 320 | 51 | 450,886 | 50 | 221 | 42 | 466,370 | 50 | 311 | 93 |
| Swaps | 5,306,023 | 13,133 | 20,914 | 5,465 | 4,864,434 | 12,064 | 19,858 | 5,352 | 4,430,192 | 15,188 | 17,071 | 5,465 | 4,442,248 | 13,874 | 16,937 | 5,519 |
| Foreign exchange contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 919,226 | 2,463 | 6,891 | 2,232 | 957,253 | 4,117 | 6,671 | 2,160 | 865,142 | 3,357 | 7,198 | 2,365 | 923,317 | 4,981 | 9,121 | 2,761 |
| Swaps | 624,193 | 2,500 | 6,262 | 1,946 | 594,099 | 2,464 | 6,556 | 1,925 | 591,937 | 1,919 | 6,975 | 1,960 | 593,941 | 1,900 | 6,912 | 1,938 |
| Options purchased | 34,865 | 259 | 444 | 221 | 29,436 | 68 | 225 | 98 | 28,687 | 313 | 752 | 363 | 27,029 | 285 | 669 | 317 |
| Credit derivatives ${ }^{3}$ | 20,704 | 106 | 1,480 | 719 | 16,078 | 85 | 798 | 366 | 14,896 | 75 | 521 | 280 | 12,858 | 91 | 422 | 218 |
| Other contracts ${ }^{4}$ | 86,143 | 1,864 | 6.838 | 3,519 | 88,389 | 2,378 | 8,379 | 4,146 | 89,988 | 1,270 | 6,349 | 3,451 | 90,237 | 1,431 | 6,660 | 3,720 |
| Exchange traded contracts ${ }^{5}$ | 225,819 | 2,867 | 11,186 | 224 | 194,660 | 3,009 | 10,807 | 932 | 362,032 | 2,644 | 14,196 | 284 | 345,366 | 1,969 | 13,296 | 266 |
| Total derivatives ${ }^{6}$ | 7,844,997 | 23,685 | 54,927 | 14,737 | 7,431,654 | 24,651 | 54,136 | 15,326 | 6,953,788 | 25,064 | 53,695 | 14,427 | 7,025,002 | 24,757 | 54,701 | 15,030 |

As at Q4/14, the notional amounts exclude exchange traded options written of $\$ 77.2$ bililion, over-the-counter options written of $\$ 322.9$ billion, and non-trading credit derivatives of $\$ 1.3$ billion.

Comprises credit default swaps, total return swaps, credit default baskets and credit default o
Comprises precious metal, commodity stable value and equity linked derivative contracts.
Commencing Q1/13, exchange traded instruments were included in the calculation of credit tisk.
As at $Q 4 / 14$, the total credit equivalent amount reported above is net of $\$ 11.4$ billion in collateral and does not reflect the netting of the credit valuation adjustment losses of $\$ 234$ million described in footnote 2.

 those trading positions that have approval to use the internal models based approach.

Common shares
Contributed surplus ${ }^{1}$
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 ${ }^{4}$
nvestment 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 capital

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
nvestment in insurance subsidiaries
Securitization-related deductions ${ }^{8}$
Expected loss in excess of allowance - IRB approach
Othe
Total Tier 2 regulatory capital ${ }^{6}$
Total regulatory capital

## Capital measures <br> Tier 1 common ratio <br> Tier 1 capital ratio <br> Total capital ratio

Assets-to-capital multiple

IFRS
14,354


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.
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.
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 $\$$ nil. Of the total deduction from Tier 2, \$226 million is related to the banking book and $\$ 223$ million is related to the trading book.

Replaced with the Flow statement of the movements in regulatory capital table on pg. 25

Q2/13

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 |
| - | - |
| 50 | 622 |
|  | 155 |
| $(904)$ | 136 |
| $(749)$ | $(794)$ |
| 239 | 940 |


| 956 | 3,893 |
| :---: | :---: |
| 44 | 313 |
| n.a. | n.a. |
|  |  |
| 17 | 22 |
| 49 | (60) |
|  | $(1,026)$ |
| 110 | (751) |
| 56 | 320 |
| (473) | $(2,136)$ |
| (417) | $(1,816)$ |
| 649 | 1,326 |

${ }^{1}$ Effective Q1/13 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 <br> (Millions of Canadian dollars, except percentage and per share amounts) | Q4/14 | Q3/14 | Q2/14 | Q1/14 | Q4/13 | Q3/13 | Q2/13 | Q1/13 | Q4/12 | 2014 | 2013 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal \& Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,143 | 1,118 | 1,096 | 1,048 | 1,047 | 1,143 | 1,016 | 1,082 | 1,005 | 4,405 | 4,288 | 3,962 |
| Average risk capital Add: Average goodwill and other intangibles | $\begin{array}{r} 11,350 \\ 4,650 \end{array}$ | $\begin{array}{r} 10,450 \\ 4,650 \end{array}$ | $\begin{array}{r} 10,100 \\ 4,650 \end{array}$ | $\begin{array}{r} 10,300 \\ 4,700 \end{array}$ | $\begin{array}{r} 10,450 \\ 4,650 \end{array}$ | $\begin{aligned} & 9,900 \\ & 4,650 \end{aligned}$ | $\begin{aligned} & 9,600 \\ & 4,500 \end{aligned}$ | $\begin{aligned} & 8,550 \\ & 3,900 \end{aligned}$ | 8,450 3,850 | $\begin{array}{r} 10,550 \\ 4,650 \end{array}$ | 9,650 4,400 | 8,850 3,850 |
| Average attributed capital | 16,000 | 15,100 | 14,750 | 15,000 | 15,100 | 14,550 | 14,100 | 12,450 | 12,300 | 15,200 | 14,050 | 12,700 |
| ROE ${ }^{1}$ | 28.3\% | 29.4\% | 30.5\% | 27.7\% | 27.5\% | 31.2\% | 29.5\% | 34.6\% | 32.6\% | 29.0\% | 30.5\% | 31.2\% |
| RORC | 40.0\% | 42.4\% | 44.4\% | 40.3\% | 39.8\% | 45.7\% | 43.4\% | 50.1\% | 47.4\% | 41.7\% | 44.5\% | 44.7\% |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,198 | 1,170 | 1,096 | 1,120 | 1,069 | 1,133 | 1,006 | 1,073 | 1,001 | 4,584 | 4,281 | 3,973 |
| Average risk capital | 10,200 | 9,350 | 9,000 | 9,100 | 9,350 | 8,950 | 8,650 | 7,750 | 7,600 | 9,400 | 8,650 | 8,050 |
| Add: Average goodwill and other intangibles | 2,950 | 2,950 | 2,950 | 3,000 | 3,000 | 2,900 | 2,850 | 2,200 | 2,200 | 3,000 | 2,750 | 2,150 |
| Average attributed capital | 13,150 | 12,300 | 11,950 | 12,100 | 12,350 | 11,850 | 11,500 | 9,950 | 9,800 | 12,400 | 11,400 | 10,200 |
| ROE ${ }^{1}$ | 36.1\% | 37.7\% | 37.7\% | 36.7\% | 34.4\% | 37.9\% | 35.9\% | 42.8\% | 40.7\% | 37.0\% | 37.5\% | 38.9\% |
| RORC | 46.5\% | 49.5\% | 50.1\% | 48.7\% | 45.4\% | 50.3\% | 47.7\% | 55.1\% | 52.5\% | 48.7\% | 49.4\% | 49.4\% |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 280 | 278 | 272 | 227 | 195 | 225 | 213 | 219 | 195 | 1,057 | 852 | 717 |
| Average risk capital | 1,750 | 1,550 | 1,500 | 1,500 | 1,600 | 1,700 | 1,700 | 1,550 | 1,400 | 1,600 | 1,650 | 1,400 |
| Add: Average goodwill and other intangibles | 3,900 | 3,900 | 4,000 | 3,900 | 3,750 | 3,750 | 3,700 | 3,750 | 3,750 | 3,900 | 3,750 | 3,750 |
| Average attributed capital | 5,650 | 5,450 | 5,500 | 5,400 | 5,350 | 5,450 | 5,400 | 5,300 | 5,150 | 5,500 | 5,400 | 5,150 |
| ROE | 19.6\% | 20.3\% | 20.2\% | 16.6\% | 14.4\% | 16.4\% | 16.2\% | 16.4\% | 15.1\% | 19.2\% | 15.8\% | 13.9\% |
| RORC | 63.1\% | 72.0\% | 73.4\% | 59.7\% | 48.6\% | 51.9\% | 51.4\% | 55.9\% | 55.6\% | 66.9\% | 51.9\% | 52.1\% |
| Insurance |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 254 | 212 | 152 | 155 | 105 | 158 | 162 | 161 | 192 | 773 | 586 | 701 |
| Average risk capital | 1,500 | 1,450 | 1,350 | 1,350 | 1,150 | 1,250 | 1,300 | 1,350 | 1,350 | 1,400 | 1,250 | 1,350 |
| Add: Average goodwill and other intangibles | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 |
| Average attributed capital ${ }^{2}$ | 1,650 | 1,600 | 1,500 | 1,500 | 1,300 | 1,400 | 1,450 | 1,500 | 1,500 | 1,550 | 1,400 | 1,500 |
| ROE ${ }^{1}$ | 61.5\% | 53.2\% | 42.1\% | 40.5\% | 31.8\% | 44.5\% | 45.8\% | 42.9\% | 50.5\% | 49.7\% | 41.4\% | 46.7\% |
| RORC | 67.4\% | 58.7\% | 46.7\% | 44.9\% | 36.0\% | 49.8\% | 51.1\% | 47.7\% | 56.1\% | 54.9\% | 46.4\% | 51.7\% |
| Investor \& Treasury Services |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 111 | 107 | 108 | 103 | 88 | 100 | 62 | 76 | 66 | 429 | 326 | 88 |
| Average risk capital | 1,700 | 1,600 | 1,650 | 1,550 | 1,400 | 1,500 | 1,350 | 1,350 | 1,550 | 1,650 | 1,400 | 1,350 |
| Add: Average goodwill and other intangibles | 550 | 550 | 550 | 500 | 550 | 550 | 600 | 600 | 550 | 500 | 600 | 350 |
| Average attributed capital ${ }^{2}$ | 2,250 | 2,150 | 2,200 | 2,050 | 1,950 | 2,050 | 1,950 | 1,950 | 2,100 | 2,150 | 2,000 | 1,700 |
| ROE ${ }^{1}$ | 19.5\% | 20.1\% | 20.1\% | 19.7\% | 17.9\% | 19.3\% | 13.1\% | 15.3\% | 12.9\% | 19.8\% | 16.5\% | 5.3\% |
| RORC | 25.4\% | 26.7\% | 26.6\% | 26.7\% | 25.0\% | 26.3\% | 18.8\% | 21.9\% | 17.5\% | 26.4\% | 23.1\% | 6.6\% |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 389 | 624 | 491 | 486 | 451 | 368 | 366 | 444 | 388 | 1,990 | 1,629 | 1,496 |
| Average risk capital | 13,500 | 13,700 | 13,000 | 12,400 | 11,850 | 10,700 | 9,800 | 10,050 | 11,150 | 13,150 | 10,600 | 10,200 |
| Add: Average goodwill and other intangibles | 950 | 950 | 950 | 950 | 950 | 950 | 850 | 900 | 900 | 950 | 900 | 950 |
| Average attributed capital ${ }^{2}$ | 14,450 | 14,650 | 13,950 | 13,350 | 12,800 | 11,650 | 10,650 | 10,950 | 12,050 | 14,100 | 11,500 | 11,150 |
| ROE ${ }^{1}$ | 10.7\% | 16.9\% | 14.5\% | 14.5\% | 14.0\% | 12.6\% | 14.0\% | 16.1\% | 12.9\% | 14.1\% | 14.1\% | 13.4\% |
| RORC | 11.4\% | 18.1\% | 15.5\% | 15.6\% | 15.1\% | 13.6\% | 15.3\% | 17.5\% | 13.9\% | 15.1\% | 15.3\% | 14.7\% |
| Corporate Support ${ }^{2,3}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 95 | (42) | 4 | (14) | 130 | 203 | 2 | (25) | (35) | 43 | 310 | 239 |
| Average risk capital and other | 2,350 | 2,200 | 2,100 | 2,250 | 2,150 | 2,100 | 2,100 | 2,100 | 2,050 | 2,250 | 2,100 | 2,000 |
| Add: Average under/(over) attribution of capital | 5,100 | 5,250 | 5,550 | 4,500 | 3,850 | 3,800 | 4,200 | 4,600 | 2,750 | 4,950 | 4,150 | 1,900 |
| Average attributed capital | 7,450 | 7,450 | 7,650 | 6,750 | 6,000 | 5,900 | 6,300 | 6,700 | 4,800 | 7,200 | 6,250 | 3,900 |
| RBC |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,558 |
| Net (loss) from discontinued operations |  |  |  |  |  |  |  |  |  |  |  | (51) |
| Net income | 2,333 | 2,378 | 2,201 | 2,092 | 2,101 | 2,285 | 1,909 | 2,047 | 1,899 | 9,004 | 8,342 | 7,507 |
| Net income available to common shareholders | 2,272 | 2,297 | 2,123 | 2,005 | 2,016 | 2,197 | 1,821 | 1,957 | 1,811 | 8,697 | 7,991 | 7,152 |
| Average risk capital ${ }^{2}$ | 30,950 | 29,850 | 28,650 | 28,200 | 27,500 | 26,250 | 24,850 | 24,100 | 25,050 | 29,400 | 25,700 | 24,800 |
| Average risk capital from continuing operations ${ }^{2}$ | 30,950 | 29,850 | 28,650 | 28,200 | 27,500 | 26,250 | 24,850 | 24,100 | 25,050 | 29,400 | 25,700 | 24,400 |
| Average common equity | 47,450 | 46,400 | 45,550 | 44,050 | 42,500 | 41,000 | 39,850 | 38,850 | 37,900 | 45,700 | 40,600 | 36,500 |
| ROE ${ }^{1}$ | 19.0\% | 19.6\% | 19.1\% | 18.1\% | 18.8\% | 21.3\% | 18.7\% | 20.0\% | 19.0\% | 19.0\% | 19.7\% | 19.6\% |
| ROE from continuing operations ${ }^{1}$ | 19.0\% | 19.6\% | 19.1\% | 18.1\% | 18.8\% | 21.3\% | 18.7\% | 20.0\% | 19.0\% | 19.0\% | 19.7\% | 19.7\% |
| RORC ${ }^{3}$ | 29.1\% | 30.6\% | 30.4\% | 28.2\% | 29.1\% | 33.2\% | 30.0\% | 32.2\% | 28.8\% | 29.6\% | 31.1\% | 28.8\% |
| RORC from continuing operations ${ }^{3}$ | 29.1\% | 30.6\% | 30.4\% | 28.2\% | 29.1\% | 33.2\% | 30.0\% | 32.2\% | 28.8\% | 29.6\% | 31.1\% | 29.5\% |

Business segment ROE is based on Average attributed capital. Under/(over) attribution of capital is reported in Corporate Support.
${ }^{2}$ Effective Q3/12 discontinued operations are included in Corporate Suppor
${ }^{3}$ We do not report ROE and RORC for Corporate Support as they are considered not meaningful.

 "How we measure and report our business segments" section of our Annual Report. Readers are cautioned that non-GAAP measures do not have any standardized meanings prescribed by GAAP and therefore are unlikely 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 capital
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 measures
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.

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.
$\frac{\text { Taxable equivalent basis (teb) }}{\text { Income from certain specified tax-advantaged sources is increased to a level that would make it comparable }}$ 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.
$\frac{\text { Total trading revenue }}{\text { Total trading revenue is comprised of trading related revenue recorded in Net interest income and }}$
Non-interest income.
Net impaired loans
Gross impaired loans less the associated allowance for credit losses on impaired loans by portfolio.

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

## Efficiency ratio

Non-interest expense as a percentage of total revenue.

## Return on assets

Net income as a percentage of average assets.

## Return on risk-weighted assets

Net income as a percentage of average risk-weighted 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

Average earning assets include interest-bearing deposits with other banks including certain components
of cash and due from banks, securities, assets purchased under reverse repurchase agreements and securities borrowed, loans, and excludes segregated fund net asset and other assets. The averages are based on the daily balances for the period.

## Capital charge

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

Dividend yield
Dividends per common share divided by the average of the high and low share prices in the relevant period.
Diluted EPS
Diluted EPS is net income attributable to common shareholders divided by the average diluted shares outstanding. Both net income and number of shares outstanding have been adjusted for the impact of exchangeable shares.

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 standardized approach for all other products. For Operational risk, we use the Standardized Approach. In addition, Basel III requires a transitional capital floor adjustment.
$\frac{\text { n.a. }}{\text { Not }}$
Not applicable


[^0]:    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.

[^1]:    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.
    Excludes assets held by clients of Phillips, Hager \& North Investment Management Ltd. for which we earn either a nominal or no management fee. Q4/14 AUM excludes $\$ 0.4$ billion of these assets.
    ${ }^{3}$ Q4/14 includes $\$ 6$ million related to the impairment of other intangibles.

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

[^3]:    Wholesale - Real estate and related gross impaired loans in Q4/14 is comprised of amounts based in Canada of $\$ 171$ million, United States of $\$$ nil and Other International of $\$ 143$ million.
    Wholesale - Other in Q4/14 related to financing products, $\$$ nil; health, $\$ 18$ million; holding and investments, $\$ 132$ million; other services, $\$ 99$ million; and other, $\$ 66$ million.
    Geographic information is based on residence of borrower.

[^4]:    Certain GIL movements for Canadian Banking retail and wholesale portfoiios are generally allocated to New impaired, as Return to performing status, Repayments, Sold, and Exchange and other movements amounts are not reasonably determinable. Certain GIL movements for Caribbean Banking retail and wholesale portfolios are generally allocated to Exchange and other movements, as Return to performing status, Repayments, and Sold amounts are not reasonably determinable. Geographic information is based on residence of borrower, net of allowance for impaired loans.

[^5]:    ${ }^{1}$ Wholesale - Real estate and related provision for credit losses in Q4/14 are comprised of losses based in Canada of $\$ 15$ million, United States of $\$$ nil, and Other International of $\$ 7$ million
    ${ }^{2}$ Wholesale - Other in Q4/14 related to financing products, \$nil; health, \$nil; holding and investments, \$nil; other services, $\$ 4$ million; and other, $\$ 9$ million.
    ${ }^{3}$ Geographic information is based on residence of borrower.

[^6]:    ${ }^{1}$ Represents other on-balance sheet assets such as goodwill, other intangibles, premises and equipment.
    ${ }^{2}$ Collateral on Obligations related to assets sold under repurchase agreements and securities loaned, and off-balance sheet securities borrowing and lending.
    ${ }^{3}$ Impact of netting agreements and other valuation adjustments on derivatives and repo-style transactions.
    ${ }^{4}$ Represents commitments related to securities lending indemnifications, financial guarantees and letters of credit.

[^7]:    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 Defaut (LGD) estimates in our intermal LGD risk rating system
    hncludes contingent liabilities such as letters of credit and guarantees, availiabe-for-sale debt securities, deposits with financial instituions and oner assets.
    Includes repurchase and reverse repurchase agreements and securtities lending and borrowing transactions.
    Credit equivalent amount atter 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.

