

## Supplementary Financial Information

## Q3 2012

Issued November 16, 2012 to reflect changes to business segments announced on September 11, 2012 Refer to the Table of contents for new and revised pages

For the period ended July 31, 2012
(UNAUDITED)
For further information, please contact:

Vice-President \& Head, Investor Relations

Director, Investor Relations
Associate Director, Investor Relations
(416) 955-7803
(416) 955-7809
(416) 955-7808
(416) 955-2049
amy.cairncross@rbc.com karen.mccarthy@rbc.com lynda.gauthier@rbc.com robert.colangelo@rbc.com

## Page

## Notes to Users (Revised) <br> Key performance and Non-GAAP measures

Financial Highlights

## Consolidated Results

5 Statements of income
$6 \quad$ Gains (losses) on certain market and credit related items (Revised)
7 Non-interest expense
Segment Details
Personal \& Commercial Banking (New)
8A Canadian Banking (As reported in Q3 2012)
9 Wealth Management
10 Insurance
11 Investor \& Treasury Services (New)
12 Capital Markets (Revised)
13 Corporate Support
14 Discontinued operations

## 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

Capital

Page
Capital (continued)
Risk-weighted assets
Regulatory capital generation
Attributed capital

## 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
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
Retail credit exposure 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
Derivative-related credit risk

Calculation of ROE and RORC (Revised)
Glossary

 Gains (losses) market and credit related items (pg. 6), and Calculation of ROE and RORC (pg. 38). We have continued to provide the financial details of our Canadian Banking business (pg. 8A). The segment page for International Banking has been removed as this segment no longer exists under our new structure.

RBC adopted IFRS effective November 1, 2010 (Transition date) and provided comparative results for 2011 under IFRS.
RBC Investor Services, formerly RBC Dexia IS, Caribbean banking units, formerly operating as RBTT Financial Group (RBTT) and Blue Bay results are reported on a one-month lag.

## Presentation Changes - IFRS

## iscontinued operation


 Liberty Life Insurance Company announced in October 2010 has also been reflected as discontinued operations under IFRS from the Transition date.

## Significant reporting changes made to this document effective Q3/12

 RBC Dexia which has been subsequently rebranded RBC Investor Services (RBCIS). For further details, refer to the "Key corporate events of 2012" section of our Q3 2012 RTS.


## Significant reporting changes made to this document effective Q2/12

Sale of U.S. regional retail banking operations
On March 2, 2012, we completed the disposition of our U.S. regional retail banking operations to PNC Financial Services Group, Inc. These operations were classified as discontinued operations. For further details, refer to the
"Key corporate events of 2012" section of our Q3 2012 Report to Shareholders.
Announced acquisition of the other 50\% stake in RBC Dexia Investor Services Limited (RBC Dexia)



Cash collateral for derivatives and margin deposits with exchanges

 purchased under reverse repurchase agreements and securities borrowed and Obligations related to assets sold under repurchase agreements and securities loaned, respectively.

## significant reporting changes made to this document effective Q1/12

Cash and Other assets
We reclassified certain amounts on the Balance Sheet from Cash to Other assets to align to the IFRS definition of cash equivalents, which treats precious metals as commodities rather than cash.
Share of profit in associates
We reclassified certain amounts on the Statement of Income relating to non-associates, which were reported in the Share of profit in associates category under Canadian GAAP, to the Other category
Gains (Losses) on Certain Market and Credit Related Items
We updated the 'Fair value adjustments on RBC debt - Other segments' amounts reported in the Gains (Losses) on Certain Market and Credit Related Items table to capture amounts previously omitted

## Embedded value

Effective Q4/10, we updated the embedded value amounts reported in Insurance to capture dividend payments previously omitted
Realized gains/losses on AFS Securities
We updated realized gains and realized losses/writedowns. No net impact to the net gain and losses reported.
Allowance for credit losses
We updated the individually and collectively assessed amounts
Selected average balances
We have updated certain average balances reported on pages 4, 13, and 16.
Financial Highlight changes
We updated certain financial highlights measures to correct amounts previously reported.

## AS REPORTED IN Q3 201

Key performance and Non-GAAP measures
Management measures and evaluates the performance of our consolidated operations and each of our segments based on a number of different measures including net income and non-GAAP measures.
 measures do not have any standardized meaning prescribed by GAAP and therefore may not be comparable to similar measures presented by other companies.

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

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.

Economic profit
Economic profit is net income (loss) after non-controlling interests excluding the after-tax effect of amortization of other intangibles, less a capital charge for use of attributed capital.
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.

## Risk capital

$\frac{\text { Risk capital includes credit, market (trading and non-trading), insurance-specific, operational, business and fixed assets risk capital } . . .}{}$
Unattributed capita
Unattributed capital represents common equity in excess of common equity attributed to our business segments and is reported in the Corporate Support segment.


[^0]

[^1]| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STATEMENTS OF INCOME | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| (Millions of Canadian dollars) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | 5,379 | 5,100 | 5,171 | 5,216 | 5,249 | 5,098 | 5,250 | 15,650 | 20,813 | 17,746 | 19,272 |
| Interest expense | 2,090 | 2,069 | 2,168 | 2,259 | 2,360 | 2,382 | 2,455 | 6,327 | 9,456 | 7,408 | 8,567 |
| Total | 3,289 | 3,031 | 3,003 | 2,957 | 2,889 | 2,716 | 2,795 | 9,323 | 11,357 | 10,338 | 10,705 |
| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |
| Accounts | 263 | 254 | 256 | 263 | 249 | 247 | 249 | 773 | 1,008 | 1,009 | 991 |
| Other payment services | 84 | 79 | 78 | 80 | 80 | 77 | 78 | 241 | 315 | 312 | 308 |
| Service charges | 347 | 333 | 334 | 343 | 329 | 324 | 327 | 1,014 | 1,323 | 1,321 | 1,299 |
| Insurance premiums, investment and fee income | 1,323 | 926 | 1,550 | 1,214 | 1,349 | 1,086 | 825 | 3,799 | 4,474 | 4,485 | 4,067 |
| Trading revenue | 295 | 349 | 396 | (219) | (132) | 285 | 721 | 1,040 | 655 | 1,333 | 2,380 |
| Investment management and custodial fees | 515 | 496 | 497 | 497 | 507 | 490 | 505 | 1,508 | 1,999 | 1,774 | 1,615 |
| Mutual fund revenue | 514 | 506 | 499 | 505 | 519 | 510 | 441 | 1,519 | 1,975 | 1,571 | 1,400 |
| Securities brokerage commissions | 292 | 304 | 287 | 331 | 307 | 344 | 349 | 883 | 1,331 | 1,271 | 1,357 |
| Underwriting and other advisory fees | 379 | 386 | 294 | 277 | 361 | 352 | 495 | 1,059 | 1,485 | 1,193 | 1,049 |
| Foreign exchange revenue, other than trading | 129 | 177 | 146 | 181 | 161 | 173 | 169 | 452 | 684 | 608 | 635 |
| Card service revenue | 243 | 206 | 237 | 221 | 225 | 202 | 234 | 686 | 882 | 521 | 728 |
| Credit fees | 267 | 173 | 188 | 173 | 196 | 150 | 188 | 628 | 707 | 621 | 522 |
| Securitization revenue |  | - | (1) | (1) | (1) | 2 | - | (1) | - | 764 | 1,169 |
| Net gain (loss) on available-for-sale securities | 42 | (17) | 15 | (2) | 64 | 58 | (16) | 40 | 104 | 38 | (611) |
| Share of profit in associates | 9 | 6 | 10 | (12) | 3 | 2 | - | 25 | (7) | n.a. | n.a |
| Other | 112 | 48 | 119 | 227 | 120 | 137 | 185 | 279 | 669 | 244 | 126 |
| Total | 4,467 | 3,893 | 4,571 | 3,735 | 4,008 | 4,115 | 4,423 | 12,931 | 16,281 | 15,744 | 15,736 |
| Total revenue | 7,756 | 6,924 | 7,574 | 6,692 | 6,897 | 6,831 | 7,218 | 22,254 | 27,638 | 26,082 | 26,441 |
| Provision for credit losses | 324 | 348 | 267 | 276 | 320 | 273 | 264 | 939 | 1,133 | 1,240 | 2,167 |
| Insurance policyholder benefits, claims and acquisition expense | 1,000 | 640 | 1,211 | 867 | 1,081 | 843 | 567 | 2,851 | 3,358 | 3,546 | 3,042 |
| Non-interest expense | 3,759 | 3,857 | 3,671 | 3,530 | 3,417 | 3,551 | 3,669 | 11,287 | 14,167 | 13,469 | 13,436 |
| Income taxes | 433 | 516 | 549 | 410 | 396 | 482 | 722 | 1,498 | 2,010 | 1,996 | 2,015 |
| Net income from continuing operations | 2,240 | 1,563 | 1,876 | 1,609 | 1,683 | 1,682 | 1,996 | 5,679 | 6,970 | n.a. | n.a |
| Non-controlling interest in net income of subsidiaries | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 99 | 100 |
| Net income from continuing operations - CGAAP | n.a. | n.a. | n.a. | n.a. | n.a. |  |  |  |  | 5,732 | 5,681 |
| Net loss from discontinued operations |  | (30) | (21) | (38) | (389) | (51) | (48) | (51) | (526) | (509) | $(1,823)$ |
| Net income ${ }^{1}$ | 2,240 | 1,533 | 1,855 | 1,571 | 1,294 | 1,631 | 1,948 | 5,628 | 6,444 | 5,223 | 3,858 |
| Net income (loss) attributable to: |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders | 2,216 | 1,508 | 1,830 | 1,546 | 1,269 | 1,606 | 1,922 | 5,554 | 6,343 | n.a. | n.a. |
| Non-controlling interests | 24 | 25 | 25 | 25 | 25 | 25 | 26 | 74 | 101 | n.a. | n.a. |
| Net income | 2,240 | 1,533 | 1,855 | 1,571 | 1,294 | 1,631 | 1,948 | 5,628 | 6,444 | n.a. | n.a. |
| Net income ${ }^{1}$ | 2,240 | 1,533 | 1,855 | 1,571 | 1,294 | 1,631 | 1,948 | 5,628 | 6,444 | 5,223 | 3,858 |
| Non-controlling interests | (24) | (25) | (25) | (25) | (25) | (25) | (26) | (74) | (101) | n.a. | n.a |
| Preferred dividends | (64) | (65) | (64) | (65) | (64) | (64) | (65) | (193) | (258) | (258) | (233) |
| Net income available to common shareholders | 2,152 | 1,443 | 1,766 | 1,481 | 1,205 | 1,542 | 1,857 | 5,361 | 6,085 | 4,965 | 3,625 |

[^2]
${ }^{1}$ Reported as Trading revenue.
${ }^{2}$ Reported as Non- Interest Income - Other.
${ }^{3}$ Q1/11 amounts included a gain related to MBIA settlement.
${ }^{4}$ SPE consolidated due to adoption of IFRS.

| IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| 1,077 | 1,044 | 1,060 | 1,060 | 1,025 | 990 | 999 | 3,181 | 4,074 | 3,777 | 3,817 |
| 907 | 948 | 911 | 684 | 699 | 872 | 1,045 | 2,766 | 3,300 | 3,335 | 3,505 |
| 281 | 297 | 311 | 276 | 257 | 275 | 291 | 889 | 1,099 | 1,132 | 1,085 |
| 48 | 24 | 47 | 12 | 48 | 46 | 82 | 119 | 188 | 186 | 73 |
| 2,313 | 2,313 | 2,329 | 2,032 | 2,029 | 2,183 | 2,417 | 6,955 | 8,661 | 8,430 | 8,480 |
| 65 | 62 | 63 | 62 | 58 | 62 | 59 | 190 | 241 | 238 | 232 |
| 202 | 194 | 190 | 197 | 185 | 186 | 180 | 586 | 748 | 686 | 703 |
| 4 | 5 | 5 | 5 | 6 | 6 | 4 | 14 | 21 | 20 | 23 |
| 271 | 261 | 258 | 264 | 249 | 254 | 243 | 790 | 1,010 | 944 | 958 |
| 122 | 117 | 115 | 103 | 111 | 109 | 106 | 354 | 429 | 404 | 389 |
| 86 | 89 | 83 | 98 | 82 | 85 | 79 | 258 | 344 | 308 | 321 |
| 40 | 38 | 38 | 40 | 38 | 35 | 33 | 116 | 146 | 143 | 121 |
| 33 | 30 | 28 | 27 | 30 | 28 | 22 | 91 | 107 | 105 | 103 |
| 281 | 274 | 264 | 268 | 261 | 257 | 240 | 819 | 1,026 | 960 | 934 |
| 47 | 45 | 45 | 46 | 45 | 43 | 40 | 137 | 174 | 176 | 185 |
| 24 | 28 | 26 | 23 | 25 | 28 | 26 | 78 | 102 | 99 | 98 |
| 96 | 93 | 81 | 111 | 104 | 89 | 71 | 270 | 375 | 372 | 307 |
| 26 | 19 | 25 | 23 | 20 | 28 | 24 | 70 | 95 | 103 | 96 |
| 193 | 185 | 177 | 203 | 194 | 188 | 161 | 555 | 746 | 750 | 686 |
| 167 | 158 | 154 | 213 | 159 | 157 | 163 | 479 | 692 | 572 | 484 |
| 64 | 70 | 65 | 64 | 63 | 73 | 66 | 199 | 266 | 278 | 283 |
| 96 | 92 | 94 | 87 | 85 | 82 | 78 | 282 | 332 | 295 | 236 |
| 34 | 35 | 35 | 39 | 38 | 38 | 34 | 104 | 149 | 145 | 157 |
| 130 | 127 | 129 | 126 | 123 | 120 | 112 | 386 | 481 | 440 | 393 |
| 7 | 161 | - | - | - | - | - | 168 | - | - | - |
| 19 | 37 | 25 | 22 | 26 | 24 | 21 | 81 | 93 | 142 | 175 |
| 39 | 38 | 36 | 44 | 44 | 37 | 35 | 113 | 160 | 143 | 133 |
| 9 | 8 | 8 | 13 | 9 | 9 | 8 | 25 | 39 | 32 | 34 |
| 16 | 13 | 11 | 22 | 13 | 12 | 12 | 40 | 59 | 55 | 52 |
| 250 | 212 | 215 | 259 | 247 | 237 | 191 | 677 | 934 | 723 | 824 |
| 333 | 308 | 295 | 360 | 339 | 319 | 267 | 936 | 1,285 | 1,095 | 1,218 |
| 3,759 | 3,857 | 3,671 | 3,530 | 3,417 | 3,551 | 3,669 | 11,287 | 14,167 | 13,469 | 13,436 |

${ }^{1}$ Stock-based compensation includes the cost of stock options, stock appreciation rights, performance deferred shares, deferred compensation plans and the impact of related economic hedges.
${ }^{2}$ As a result of our announced acquisition of the other 50 percent interest in RBC Dexia Investor Services Limited, that we did not already own, we were required to revalue our existing 50 percent interest in the joint venture. This revaluation resulted in a total writedown of $\$ 168$ million (before- and after-tax) of goodwill and intangibles.
Income Statement
Net interest income
Non-interest income
Total revenue
Provision for credit losses (PCL)
Non-interest expense
Income taxes
Non-controlling interest in net inco
Net income ${ }^{2}$

$\quad$| Total revenue by business |
| :--- |
| Personal Financial Services |
| Business Financial Services |
| Cards and Payment Solutions |
| Canadian Banking |
| Caribbean \& U.S. Banking ${ }^{3}$ |
| Total |


| Financial ratios |
| :--- |
| Return on equity (ROE) |
| Return on risk capital (RORC) |
| Net interest margin (average |
| Efficiency ratio |
| Operating leverage | | Average balances |
| :--- |
| Total assets |
| Total earning assets |
| Loans and acceptances |
| Deposits |
| Attributed capital |
| Risk capital |


| IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| 2,391 | 2,165 | 2,203 | 2,176 | 2,131 | 2,065 | 2,143 | 6,759 | 8,515 | 8,095 | 7,596 |
| 909 | 863 | 883 | 872 | 868 | 878 | 892 | 2,655 | 3,510 | 3,306 | 3,111 |
| 3,300 | 3,028 | 3,086 | 3,048 | 2,999 | 2,943 | 3,035 | 9,414 | 12,025 | 11,401 | 10,707 |
| 300 | 318 | 251 | 270 | 311 | 275 | 286 | 869 | 1,142 | 1,333 | 1,346 |
| 1,508 | 1,444 | 1,454 | 1,469 | 1,443 | 1,394 | 1,376 | 4,406 | 5,682 | 5,600 | 5,350 |
| 390 | 326 | 369 | 362 | 363 | 350 | 386 | 1,085 | 1,461 | 1,366 | 1,252 |
| п.a. | n.a. | п.a. | п.a. | п.a. | n.a. | n.a. | n.a. | n.a. | 3 | 6 |
| 1,102 | 940 | 1,012 | 947 | 882 | 924 | 987 | 3,054 | 3,740 | 3,099 | 2,753 |
|  |  |  |  |  |  |  |  |  |  |  |
| 1,768 | 1,568 | 1,575 | 1,571 | 1,547 | 1,522 | 1,552 | 4,911 | 6,192 | 5,760 | 5,305 |
| 736 | 695 | 721 | 708 | 696 | 663 | 683 | 2,152 | 2,750 | 2,557 | 2,457 |
| 589 | 554 | 589 | 572 | 558 | 560 | 567 | 1,732 | 2,257 | 2,238 | 2,128 |
| 3,093 | 2,817 | 2,885 | 2,851 | 2,801 | 2,745 | 2,802 | 8,795 | 11,199 | 10,555 | 9,890 |
| 207 | 211 | 201 | 197 | 198 | 198 | 233 | 619 | 826 | 846 | 817 |
| 3,300 | 3,028 | 3,086 | 3,048 | 2,999 | 2,943 | 3,035 | 9,414 | 12,025 | 11,401 | 10,707 |
|  |  |  |  |  |  |  |  |  |  |  |
| 34.2\% | 29.1\% | 30.0\% | 26.9\% | 28.7\% | 33.2\% | 35.9\% | 31.1\% | 30.9\% | 28.0\% | 27.1\% |
| 49.2\% | 41.3\% | 42.4\% | 37.5\% | 41.8\% | 49.6\% | 55.0\% | 44.2\% | 45.1\% | 42.9\% | 44.0\% |
| 2.97\% | 2.82\% | 2.84\% | 2.84\% | 2.84\% | 2.88\% | 2.90\% | 2.88\% | 2.86\% | 2.86\% | 2.88\% |
| 45.7\% | 47.7\% | 47.1\% | 48.2\% | 48.1\% | 47.4\% | 45.3\% | 46.8\% | 47.3\% | 49.1\% | 50.0\% |
| 5.5 \% | (0.7)\% | (4.0)\% | n.a. | n.a. | n.a. | n.a. | 0.3 \% | n.a. | 1.8\% | n.a |
|  |  |  |  |  |  |  |  |  |  |  |
| 335,200 | 327,500 | 322,600 | 318,400 | 311,200 | 306,600 | 306,100 | 328,400 | 310,700 | 295,200 | 275,500 |
| 319,800 | 312,200 | 308,600 | 304,500 | 297,800 | 293,700 | 292,800 | 313,500 | 297,200 | 283,000 | 263,800 |
| 318,000 | 311,700 | 308,300 | 303,500 | 296,300 | 290,900 | 288,300 | 312,700 | 294,800 | 277,900 | 258,700 |
| 245,800 | 240,600 | 239,200 | 233,300 | 223,600 | 214,300 | 213,300 | 241,800 | 221,200 | 203,600 | 189,000 |
| 12,550 | 12,850 | 13,050 | 13,550 | 11,850 | 11,100 | 10,600 | 12,800 | 11,800 | 10,800 | 9,850 |
| 8,700 | 9,050 | 9,250 | 9,750 | 8,150 | 7,450 | 6,950 | 9,000 | 8,050 | 7,050 | 6,100 |
|  |  |  |  |  |  |  |  |  |  |  |
| 0.59\% | 0.66\% | 0.68\% | 0.68\% | 0.69\% | 0.70\% | 0.72\% | 0.60\% | 0.70\% | 0.77\% | 1.70\% |
| 0.38\% | 0.41\% | 0.32\% | 0.35\% | 0.42\% | 0.39\% | 0.39\% | 0.37\% | 0.39\% | 0.48\% | 0.52\% |
| 0.36\% | 0.34\% | 0.30\% | 0.37\% | 0.37\% | 0.39\% | 0.42\% | 0.34\% | 0.38\% | 0.67\% | 0.78\% |
|  |  |  |  |  |  |  |  |  |  |  |
| 173,600 | 172,300 | 169,400 | 165,900 | 165,800 | 168,300 | 162,100 | 173,600 | 165,900 | 156,000 | 141,500 |
| 2,900 | 2,700 | 2,800 | 2,700 | 2,600 | 2,600 | 2,600 | 2,900 | 2,700 | 2,600 | 3,800 |
|  |  |  |  |  |  |  |  |  |  |  |
| 1,102 | 940 | 1,012 | 947 | 882 | 924 | 987 | 3,054 | 3,740 | 3,099 | 2,753 |
| (1) | - | (2) | - | (1) | (1) | (1) | (3) | (3) | n.a. | n.a. |
| 4 | 5 | 4 | 3 | 6 | 4 | 3 | 13 | 16 | 42 | 49 |
| 1,105 | 945 | 1,014 | 950 | 887 | 927 | 989 | 3,064 | 3,753 | 3,141 | 2,802 |
| 326 | 325 | 338 | 369 | 325 | 292 | 289 | 989 | 1,275 | 1,219 | 1,135 |
| 779 | 620 | 676 | 581 | 562 | 635 | 700 | 2,075 | 2,478 | 1,922 | 1,667 |


| Credit quality <br> Gross impaired loans / Average net loans and acceptances <br> PCL / Average net loans and acceptances <br> Net write-offs / Average net loans and acceptances |
| :--- |
| Business information <br> Assets under administration <br> Assets under management |

Other earnings measures
Net income
Non-controlling interests
Add: After-tax effect of amortization of other intangibles
Cash net income
Less: Capital charge
Economic profit
Net income
Non-controlling interes
Add: After-tax effect of
Cash net income
Less: Capital charge

Economic profit
${ }^{1}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q3/12, the average securitized residential mortgage and credit card loans included were $\$ 46.1$ billion and $\$ 6.1$ billion, respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit cards. Under IFRS, thes transactions are being reported on our balance sheet
${ }^{2}$ Q3/12 results include a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax). Q2/11 includes a gain on the sale of the remaining VISA shares of $\$ 29$ million ( $\$ 21$ million after-tax).
${ }^{3}$ Includes RBTT Financial Group (RBTT). Results are reported on a one-month- lag
${ }^{4}$ Effective Q1/12, we prospectively revised our capital allocation methodology to further align our allocation processes with evolving regulatory capital requirements. The revised methodology replaced the pro-rata allocation of unallocated capital that was used in 2011 and the impacts are being phased-in over fiscal 2012 in anticipation of our requirement to report under Basel III requirements in 2013. The revised methodology resulted in a reduction in attributed capital for Canadian Banking and an increase in attributed capital for Capital Markets.
${ }^{5}$ RBC AUA includes $\$ 37.9$ billion (April 30, 2012-\$36.5 billion, July 31, 2011 - $\$ 34.7$ billion) of securitized mortgages and credit card loans.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CANADIAN BANKING ${ }^{1}$ <br> (Millions of Canadian dollars, except percentage amounts) | IFRS |  |  |  |  |  |  | $\begin{gathered} \text { IFRS } \\ \hline 2012 \\ 9 \text { months } \end{gathered}$ | $\begin{array}{\|l\|} \hline \text { IFRS } \\ \hline 2011 \\ \hline \end{array}$ | CGAAP |  |
|  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |  |  | 2010 | 2009 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,248 | 2,017 | 2,064 | 2,036 | 2,000 | 1,933 | 1,991 | 6,329 | 7,960 | 7,488 | 6,947 |
| Non-interest income | 845 | 800 | 821 | 815 | 801 | 812 | 811 | 2,466 | 3,239 | 3,067 | 2,943 |
| Total revenue | 3,093 | 2,817 | 2,885 | 2,851 | 2,801 | 2,745 | 2,802 | 8,795 | 11,199 | 10,555 | 9,890 |
| Provision for credit losses (PCL) | 234 | 271 | 243 | 234 | 267 | 260 | 272 | 748 | 1,033 | 1,191 | 1,275 |
| Non-interest expense | 1,330 | 1,277 | 1,294 | 1,303 | 1,298 | 1,244 | 1,237 | 3,901 | 5,082 | 4,995 | 4,729 |
| Income taxes | 402 | 332 | 354 | 366 | 348 | 346 | 360 | 1,088 | 1,420 | 1,325 | 1,223 |
| Net income ${ }^{2}$ | 1,127 | 937 | 994 | 948 | 888 | 895 | 933 | 3,058 | 3,664 | 3,044 | 2,663 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,768 | 1,568 | 1,575 | 1,571 | 1,547 | 1,522 | 1,552 | 4,911 | 6,192 | 5,760 | 5,305 |
| Business Financial Services | 736 | 695 | 721 | 708 | 696 | 663 | 683 | 2,152 | 2,750 | 2,557 | 2,457 |
| Cards and Payment Solutions | 589 | 554 | 589 | 572 | 558 | 560 | 567 | 1,732 | 2,257 | 2,238 | 2,128 |
| Total | 3,093 | 2,817 | 2,885 | 2,851 | 2,801 | 2,745 | 2,802 | 8,795 | 11,199 | 10,555 | 9,890 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{3,4}$ | 43.8\% | 36.0\% | 36.6\% | 33.3\% | 36.0\% | 40.6\% | 43.7\% | 38.7\% | 38.0\% | 35.6\% | 35.9\% |
| Return on risk capital (RORC) | 55.8\% | 45.3\% | 45.8\% | 41.5\% | 46.4\% | 53.1\% | 57.7\% | 48.9\% | 48.8\% | 46.9\% | 48.4\% |
| Net interest margin (average earning assets) ${ }^{4}$ | 2.91\% | 2.72\% | 2.75\% | 2.75\% | 2.75\% | 2.79\% | 2.80\% | 2.79\% | 2.77\% | 2.75\% | 2.76\% |
| Efficiency ratio ${ }^{4}$ | 43.0\% | 45.3\% | 44.9\% | 45.7\% | 46.3\% | 45.3\% | 44.1\% | 44.4\% | 45.4\% | 47.3\% | 47.8\% |
| Operating leverage ${ }^{4}$ | 8.0\% | 0.0\% | (1.6)\% | n.a. | n.a. | n.a. | n.a. | 2.1\% | n.a. | 1.1\% | 3.8\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 318,100 | 311,500 | 308,000 | 303,800 | 297,000 | 292,400 | 291,000 | 312,500 | 296,100 | 279,900 | 258,900 |
| Total earning assets | 307,900 | 301,700 | 298,600 | 294,300 | 288,100 | 283,800 | 282,400 | 302,700 | 287,200 | 272,100 | 251,600 |
| Loans and acceptances | 310,500 | 304,200 | 300,600 | 295,800 | 289,200 | 283,600 | 280,500 | 305,100 | 287,300 | 269,500 | 249,600 |
| Residential mortgages | 171,700 | 168,600 | 167,100 | 164,500 | 160,600 | 157,500 | 156,200 | 169,100 | 159,700 | 151,000 | 141,800 |
| Personal ${ }^{5}$ | 76,800 | 75,300 | 74,400 | 73,000 | 71,200 | 69,500 | 68,300 | 75,500 | 70,500 | 63,700 | 53,000 |
| Credit cards | 13,000 | 12,500 | 12,800 | 12,800 | 12,800 | 12,800 | 13,200 | 12,800 | 12,900 | 12,500 | 12,500 |
| Small business | 2,700 | 2,600 | 2,600 | 2,600 | 2,600 | 2,700 | 2,700 | 2,600 | 2,600 | 2,700 | 2,800 |
| Total Retail | 264,200 | 259,000 | 256,900 | 252,900 | 247,200 | 242,500 | 240,400 | 260,000 | 245,700 | 229,900 | 210,100 |
| Wholesale | 46,300 | 45,200 | 43,700 | 42,900 | 42,000 | 41,100 | 40,100 | 45,100 | 41,600 | 39,600 | 39,500 |
| Deposits | 231,800 | 227,100 | 225,500 | 219,500 | 211,000 | 202,400 | 201,200 | 228,100 | 208,600 | 191,400 | 176,000 |
| Attributed capital | 10,050 | 10,400 | 10,600 | 11,050 | 9,550 | 8,850 | 8,300 | 10,350 | 9,450 | 8,350 | 7,250 |
| Risk capital | 7,900 | 8,250 | 8,450 | 8,850 | 7,450 | 6,800 | 6,300 | 8,200 | 7,350 | 6,350 | 5,400 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.37\% | 0.42\% | 0.43\% | 0.43\% | 0.45\% | 0.49\% | 0.50\% | 0.37\% | 0.44\% | 0.52\% | 0.50\% |
| PCL / Average net loans and acceptances | 0.30\% | 0.36\% | 0.32\% | 0.31\% | 0.37\% | 0.38\% | 0.38\% | 0.33\% | 0.36\% | 0.44\% | 0.51\% |
| Net write-offs / Average net loans and acceptances | 0.32\% | 0.33\% | 0.30\% | 0.32\% | 0.35\% | 0.37\% | 0.34\% | 0.32\% | 0.35\% | 0.43\% | 0.47\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{6}$ | 165,600 | 164,500 | 161,500 | 158,000 | 158,600 | 161,200 | 154,600 | 165,600 | 158,000 | 148,200 | 133,800 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Add: After-tax effect of amortization of other intangibles | - | - | - | - | - | - | - |  |  | 6 | 6 |
| Cash net income | 1,127 | 937 | 994 | 948 | 888 | 895 | 933 | 3,058 | 3,664 | 3,050 | 2,669 |
| Less: Capital charge | 261 | 263 | 275 | 301 | 260 | 233 | 227 | 799 | 1,021 | 945 | 834 |
| Economic profit | 866 | 674 | 719 | 647 | 628 | 662 | 706 | 2,259 | 2,643 | 2,105 | 1,835 |

${ }^{1}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q3/12, the average securitized residential mortgage and credit card loans included were $\$ 46.1$ billion and $\$ 6.1$ billion, respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit cards. Under IFRS, these transactions are being reported on our balance sheet.
${ }^{2}$ Q3/12 results include a favourable mortgage prepayment adjustment of $\$ 125$ million ( $\$ 92$ million after-tax). Q2/11 includes a gain on the sale of the remaining VISA shares of $\$ 29$ million ( $\$ 21$ million after-tax).
${ }^{3}$ Effective Q1/12, we prospectively revised our capital allocation methodology to further align our allocation processes with evolving regulatory capital requirements. The revised methodology replaced the pro-rata allocation of unallocated capital that was used in 2011 and the impacts are being phased-in over fiscal 2012 in anticipation of our requirement to report under Basel III requirements in 2013. The revised methodology resulted in a reduction in attributed capital for Banking and an increase in attributed capital for Capital Markets.
Excluding the adjustment noted in (2) above, Q3/12 ROE was $38.9 \%$, NIM was $2.74 \%$, efficiency ratio was $44.8 \%$ and operating leverage was $3.5 \%$.
${ }^{5}$ As at Q3/12, average personal secured loans was $\$ 45.2$ billion and average personal unsecured loans was $\$ 31.6$ billion.
${ }^{6}$ RBC AUA includes $\$ 37.9$ billion (April 30, 2012- $\$ 36.5$ billion, July 31, 2011- $\$ 34.7$ billion) of securitized mortgages and credit card loans.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WEALTH MANAGEMENT | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| (Millions of Canadian dollars, except percentage amounts) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 98 | 98 | 102 | 96 | 91 | 88 | 90 | 298 | 365 | 305 | 397 |
| Fee-based revenue | 742 | 732 | 721 | 726 | 734 | 702 | 659 | 2,195 | 2,821 | 2,362 | 2,154 |
| Transactional and other revenue | 327 | 389 | 365 | 329 | 331 | 426 | 436 | 1,081 | 1,522 | 1,521 | 1,529 |
| Total revenue | 1,167 | 1,219 | 1,188 | 1,151 | 1,156 | 1,216 | 1,185 | 3,574 | 4,708 | 4,188 | 4,080 |
| Provision for credit losses (PCL) | - | (1) | - | - | - | - |  | (1) |  | 3 |  |
| Non-interest expense | 944 | 941 | 939 | 893 | 895 | 914 | 884 | 2,824 | 3,586 | 3,295 | 3,262 |
| Income taxes | 67 | 67 | 61 | 79 | 69 | 75 | 88 | 195 | 311 | 221 | 235 |
| Net income | 156 | 212 | 188 | 179 | 192 | 227 | 213 | 556 | 811 | 669 | 583 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 422 | 434 | 422 | 426 | 421 | 444 | 433 | 1,278 | 1,724 | 1,502 | 1,365 |
| U.S. \& International Wealth Management | 474 | 508 | 486 | 466 | 451 | 512 | 519 | 1,468 | 1,948 | 1,949 | 2,081 |
| Global Asset Management ${ }^{1}$ | 271 | 277 | 280 | 259 | 284 | 260 | 233 | 828 | 1,036 | 737 | 634 |
| Total | 1,167 | 1,219 | 1,188 | 1,151 | 1,156 | 1,216 | 1,185 | 3,574 | 4,708 | 4,188 | 4,080 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 11.3\% | 16.1\% | 13.8\% | 12.7\% | 14.3\% | 17.8\% | 19.5\% | 13.7\% | 15.9\% | 17.6\% | 14.2\% |
| Return on risk capital (RORC) | 41.8\% | 61.8\% | 51.9\% | 47.9\% | 59.9\% | 77.3\% | 82.9\% | 51.6\% | 65.2\% | 64.6\% | 49.2\% |
| Pre-tax margin | 19.1\% | 22.9\% | 21.0\% | 22.4\% | 22.6\% | 24.8\% | 25.4\% | 21.0\% | 23.8\% | 21.3\% | 20.0\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 21,100 | 21,000 | 21,300 | 22,300 | 21,400 | 20,600 | 19,400 | 21,100 | 20,900 | 18,400 | 20,500 |
| Loans and acceptances | 10,200 | 9,700 | 9,400 | 8,900 | 8,300 | 7,900 | 7,600 | 9,800 | 8,200 | 6,800 | 5,800 |
| Deposits | 29,400 | 29,200 | 29,000 | 28,300 | 27,300 | 28,600 | 28,500 | 29,200 | 28,200 | 29,000 | 31,500 |
| Attributed capital | 5,200 | 5,150 | 5,150 | 5,300 | 5,050 | 5,000 | 4,150 | 5,150 | 4,850 | 3,650 | 3,900 |
| Risk capital | 1,400 | 1,350 | 1,350 | 1,400 | 1,200 | 1,150 | 1,000 | 1,350 | 1,200 | 1,000 | 1,100 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.03 \% | $0.03 \%$ | 0.02 \% | $0.10 \%$ | 0.10\% | 0.13\% | $0.04 \%$ | $0.03 \%$ | 0.11\% | 0.04\% | 0.00\% |
| PCL / Average net loans and acceptances | 0.00 \% | (0.04)\% | (0.01)\% | $0.00 \%$ | $0.00 \%$ | 0.00 \% | $0.00 \%$ | (0.02)\% | 0.00\% | 0.04\% | 0.00\% |
| Net write-offs / Average net loans and acceptances | $0.00 \%$ | (0.04)\% | (0.01)\% | 0.00 \% | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ | (0.02)\% | 0.00\% | 0.04\% | 0.00\% |
| Business informationAssets under administration |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 222,500 | 225,100 | 216,200 | 209,700 | 211,600 | 215,000 | 209,700 | 222,500 | 209,700 | 201,200 | 182,000 |
| U.S. \& International Wealth Management | 339,700 | 335,000 | 318,000 | 317,500 | 313,700 | 322,900 | 333,300 | 339,700 | 317,500 | 320,400 | 320,300 |
| Total | 562,200 | 560,100 | 534,200 | 527,200 | 525,300 | 537,900 | 543,000 | 562,200 | 527,200 | 521,600 | 502,300 |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 34,700 | 34,400 | 33,500 | 31,700 | 32,000 | 31,700 | 31,500 | 34,700 | 31,700 | 29,700 | 25,000 |
| U.S. \& International Wealth Management | 30,000 | 29,100 | 27,800 | 26,800 | 24,000 | 23,800 | 23,600 | 30,000 | 26,800 | 22,900 | 21,000 |
| Global Asset Management ${ }^{1,2}$ | 259,800 | 258,800 | 251,900 | 247,200 | 254,200 | 252,800 | 250,100 | 259,800 | 247,200 | 209,200 | 199,700 |
| Total | 324,500 | 322,300 | 313,200 | 305,700 | 310,200 | 308,300 | 305,200 | 324,500 | 305,700 | 261,800 | 245,700 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 156 | 212 | 188 | 179 | 192 | 227 | 213 | 556 | 811 | 669 | 583 |
| Add: After-tax effect of amortization of other intangibles | 18 | 16 | 15 | 18 | 18 | 17 | 15 | 49 | 68 | 49 | 48 |
| Adjusted net income | 174 | 228 | 203 | 197 | 210 | 244 | 228 | 605 | 879 | 718 | 631 |
| Less: Capital charge | 135 | 130 | 133 | 144 | 137 | 131 | 113 | 398 | 525 | 410 | 447 |
| Economic profit | 39 | 98 | 70 | 53 | 73 | 113 | 115 | 207 | 354 | 308 | 184 |
| (US\$ millions, except percentage and per share amounts) |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Business information <br> Assets under administration |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |

${ }^{1}$ BlueBay Asset Management plc results are reported on a one-month lag
${ }^{2}$ Excludes assets held by clients of Phillips, Hager \& North Investment Management Ltd. for which we earn either a nominal or no management fee. Q3/12 AUM excludes $\$ 0.7$ billion of these assets.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INSURANCE | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| (Millions of Canadian dollars, except percentage amounts) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |
| Net earned premiums ${ }^{1}$ | 902 | 932 | 957 | 897 | 891 | 864 | 881 | 2,791 | 3,533 | 3,313 | 2,882 |
| Investment income ${ }^{2}$ | 363 | (59) | 532 | 254 | 399 | 166 | (116) | 836 | 703 | 928 | 940 |
| Fee income | 58 | 53 | 61 | 64 | 59 | 56 | 60 | 172 | 239 | 248 | 241 |
| Total revenue | 1,323 | 926 | 1,550 | 1,215 | 1,349 | 1,086 | 825 | 3,799 | 4,475 | 4,489 | 4,063 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) | 1,000 | 640 | 1,211 | 867 | 1,081 | 843 | 567 | 2,851 | 3,358 | 3,546 | 3,042 |
| Non-interest expense | 126 | 126 | 129 | 129 | 126 | 121 | 122 | 381 | 498 | 468 | 457 |
| Income taxes | 18 | 9 | 20 | 19 | 1 | (1) | - | 47 | 19 | (16) | 37 |
| Net income | 179 | 151 | 190 | 200 | 141 | 123 | 136 | 520 | 600 | 491 | 527 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Insurance | 873 | 449 | 1,054 | 757 | 875 | 652 | 392 | 2,376 | 2,676 | 2,756 | 2,664 |
| International and Other Insurance | 450 | 477 | 496 | 458 | 474 | 434 | 433 | 1,423 | 1,799 | 1,733 | 1,399 |
| Total | 1,323 | 926 | 1,550 | 1,215 | 1,349 | 1,086 | 825 | 3,799 | 4,475 | 4,489 | 4,063 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 47.3\% | 40.6\% | 48.5\% | 40.3\% | 34.5\% | 34.8\% | 40.5\% | 45.5\% | 37.6\% | 37.2\% | 45.7\% |
| Return on risk capital (RORC) | 52.6\% | 45.1\% | 53.1\% | 43.3\% | 37.7\% | 38.5\% | 45.7\% | 50.4\% | 41.3\% | 42.7\% | 53.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 11,700 | 11,400 | 11,100 | 10,800 | 10,600 | 10,200 | 10,500 | 11,400 | 10,500 | 9,900 | 8,500 |
| Attributed capital | 1,500 | 1,500 | 1,550 | 1,950 | 1,600 | 1,400 | 1,300 | 1,500 | 1,550 | 1,300 | 1,150 |
| Risk capital | 1,350 | 1,350 | 1,400 | 1,800 | 1,450 | 1,300 | 1,150 | 1,350 | 1,400 | 1,150 | 950 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |
| Premiums and deposits ${ }^{1,3}$ | 1,213 | 1,189 | 1,232 | 1,205 | 1,211 | 1,138 | 1,147 | 3,634 | 4,701 | 4,457 | 3,880 |
| Canadian Insurance | 602 | 572 | 591 | 605 | 605 | 568 | 577 | 1,765 | 2,355 | 2,191 | 1,977 |
| International and Other Insurance | 611 | 617 | 641 | 600 | 606 | 570 | 570 | 1,869 | 2,346 | 2,266 | 1,903 |
| Insurance policyholder benefits and claims | 864 | 495 | 1,065 | 720 | 933 | 695 | 409 | 2,424 | 2,757 | 2,989 | 2,520 |
| Insurance policyholder acquisition expense | 136 | 145 | 146 | 147 | 148 | 148 | 158 | 427 | 601 | 557 | 522 |
| Insurance claims and policy benefit liabilities | 7,965 | 7,621 | 7,681 | 7,119 | 7,371 | 6,896 | 6,740 | 7,965 | 7,119 | 6,273 | 5,223 |
| Fair value changes on investments backing policyholder liabilities ${ }^{4}$ | 256 | (196) | 385 | 123 | 280 | 54 | (243) | 445 | 214 | 389 | 458 |
| Embedded value | 5,707 | 5,507 | 5,458 | 5,327 | 5,084 | 4,914 | 4,971 | 5,707 | 5,327 | 5,466 | 5,162 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Business information Assets under management | 400 | 400 | 300 | 300 | 300 | 300 | 300 | 400 | 300 | 300 | 200 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 179 | 151 | 190 | 200 | 141 | 123 | 136 | 520 | 600 | 491 | 527 |
| Add: After-tax effect of amortization of other intangibles | - | - | - | - | - | - |  |  |  | - |  |
| Adjusted net income | 179 | 151 | 190 | 200 | 141 | 123 | 136 | 520 | 600 | 491 | 527 |
| Less: Capital charge | 39 | 37 | 40 | 53 | 43 | 37 | 36 | 116 | 169 | 146 | 130 |
| Economic profit | 140 | 114 | 150 | 147 | 98 | 86 | 100 | 404 | 431 | 345 | 397 |

Premium and deposits equals net earned premiums excluding the cost of premiums to other institutions for reinsurance coverage, plus segregated fund deposits.
${ }^{2}$ Investment income can experience volatility arising from fluctuation in the fair value through profit or loss assets. The investments which support actuarial liabilities are predominantly fixed income assets designated as fair value through profit or los and
the impact of which is reflected in insurance policyholder benefits and claims.
${ }^{3}$ Premiums and deposits include premiums on risk-based insurance and annuity products, and individual and group segregated fund deposits, consistent with insurance industry practices.
${ }^{4}$ The revenue impact of the change in fair value on investments backing policyholder liabilities is reflected in Investment income and largely offset in PBCAE.

| NEW PAGE | IFRS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INVESTOR \& TREASURY SERVICES <br> (Millions of Canadian dollars, except percentage amounts) |  |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
|  | Q3/12 ${ }^{1}$ | Q2112 ${ }^{1}$ | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Income Stateme |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 152 | 164 | 180 | 163 | 152 | 126 | 132 | 496 | 573 | 498 | 838 |
| Non-interest income | 152 | 118 | 145 | 99 | 128 | 177 | 165 | 415 | 569 | 623 | 1,084 |
| Total revenue ${ }^{2,3}$ | 304 | 282 | 325 | 262 | 280 | 303 | 297 | 911 | 1,142 | 1,121 | 1,922 |
| Provision for credit losses (PCL) |  | - | - | - | - | - | - | - |  | 15 | 21 |
| Non-interest expense | 226 | 378 | 214 | 209 | 207 | 204 | 201 | 818 | 821 | 783 | 830 |
| Income taxes | 27 | 25 | 28 | 13 | 20 | 29 | 29 | 80 | 91 | 102 | 371 |
| Non-controlling interest in net income of subsidiaries | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | (1) | 3 |
| Net income (loss) | 51 | (121) | 83 | 40 | 53 | 70 | 67 | 13 | 230 | 222 | 697 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 13.9\% | (33.2)\% | 17.9\% | 12.0\% | 16.8\% | 22.8\% | 22.5\% | 0.4\% | 18.4\% | 19.7\% | 64.3\% |
| Return on risk capital (RORC) | 16.1\% | (40.8)\% | 21.5\% | 16.3\% | 23.3\% | 31.7\% | 32.1\% | 0.5\% | 25.6\% | 25.8\% | 84.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 69,300 | 68,900 | 74,600 | 77,100 | 71,000 | 66,300 | 65,100 | 71,000 | 70,000 | 60,400 | 62,800 |
| Loans and acceptances | 2,000 | 2,000 | 1,500 | 3,000 | 1,700 | 1,900 | 2,500 | 1,800 | 2,300 | 4,800 | 4,900 |
| Deposits | 96,600 | 102,700 | 102,400 | 107,100 | 98,400 | 102,000 | 105,100 | 100,600 | 103,200 | 93,100 | 103,300 |
| Attributed capital | 1,400 | 1,500 | 1,800 | 1,200 | 1,200 | 1,200 | 1,150 | 1,550 | 1,200 | 1,050 | 1,050 |
| Risk capital | 1,200 | 1,250 | 1,450 | 900 | 850 | 850 | 800 | 1,300 | 850 | 850 | 800 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration | 2,670,900 | 2,808,800 | 2,709,800 | 2,744,400 | 2,831,900 | 2,892,700 | 2,881,200 | 2,670,900 | 2,744,400 | 2,779,500 | 2,484,400 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 51 | (121) | 83 | 40 | 53 | 70 | 67 | 13 | 230 | 222 | 697 |
| Non-controlling interests | - |  | - | (1) | - | - | - |  | (1) | n.a. | n.a. |
| Add: After-tax effect of amortization of other intangibles and goodwill impairment | 13 | 169 | 8 | 9 | 8 | 8 | 8 | 190 | 33 | 31 | 31 |
| Adjusted net income | 64 | 48 | 91 | 48 | 61 | 78 | 75 | 203 | 262 | 253 | 728 |
| Less: Capital charge | 35 | 38 | 46 | 34 | 32 | 32 | 31 | 119 | 129 | 122 | 124 |
| Economic profit | 29 | 10 | 45 | 14 | 29 | 46 | 44 | 84 | 133 | 131 | 604 |

 RBC Dexia. For further information, refer to the Key corporate events of the 2012 section of our Q3 2012 Report to Shareholders
${ }^{2}$ The acquisition of the remaining 50\% stake in RBC Dexia closed on July 27,2012 and was subsequently rebranded RBC Investor Services (RBCIS). Our third quarter reflects $100 \%$ of RBCIS's results from July 27,2012 to July 31,2012
RBCIS results are reported on a one-month lag
${ }^{3} 2009$ trading revenue was at an elevated level mainly due to narrowing spreads, increased volumes and interest rate volatility.

| REVISED FROM Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CAPITAL MARKETS <br> (Millions of Canadian dollars, except percentage amounts) | IFRS |  |  |  |  |  |  | IFRS | $\frac{\text { IFRS }}{2011}$ | CGAAP |  |
|  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ |  | 2010 | 2009 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 631 | 661 | 604 | 560 | 532 | 563 | 542 | 1,896 | 2,197 | 2,283 | 2,715 |
| Non-interest income | 982 | 895 | 859 | 408 | 515 | 818 | 1,386 | 2,736 | 3,127 | 3,140 | 2,996 |
| Total revenue (teb) | 1,613 | 1,556 | 1,463 | 968 | 1,047 | 1,381 | 1,928 | 4,632 | 5,324 | 5,423 | 5,711 |
| Provision for credit losses (PCL) | 24 | 31 | 17 | 5 | 9 | (3) | (25) | 72 | (14) | 5 | 682 |
| Non-interest expense | 932 | 968 | 930 | 802 | 727 | 885 | 1,073 | 2,830 | 3,487 | 3,242 | 3,458 |
| Income taxes | 228 | 186 | 145 | 36 | 81 | 146 | 296 | 559 | 559 | 709 | 468 |
| Non-controlling interest in net income of subsidiaries | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 5 | (1) |
| Net income | 429 | 371 | 371 | 125 | 230 | 353 | 584 | 1,171 | 1,292 | 1,462 | 1,104 |
| Total revenue (teb) |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue | 1,613 | 1,556 | 1,463 | 968 | 1,047 | 1,381 | 1,928 | 4,632 | 5,324 | 5,423 | 5,711 |
| Revenue related to VIEs offset in non-controlling interests | - | - | - | - | - | - | 4 |  | 4 | 14 | (22) |
| Total revenue excluding VIEs | 1,613 | 1,556 | 1,463 | 968 | 1,047 | 1,381 | 1,924 | 4,632 | 5,320 | 5,409 | 5,733 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Markets | 848 | 962 | 983 | 534 | 547 | 839 | 1,223 | 2,793 | 3,143 | 3,495 | 4,991 |
| Corporate and Investment Banking | 732 | 594 | 520 | 548 | 621 | 532 | 670 | 1,846 | 2,371 | 1,952 | 1,534 |
| Other | 33 | - | (40) | (114) | (121) | 10 | 35 | (7) | (190) | (24) | (814) |
| Total | 1,613 | 1,556 | 1,463 | 968 | 1,047 | 1,381 | 1,928 | 4,632 | 5,324 | 5,423 | 5,711 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{1}$ | 14.3\% | 13.3\% | 13.5\% | 4.7\% | 10.6\% | 18.4\% | 29.4\% | 13.7\% | 15.2\% | 18.3\% | 13.6\% |
| Return on risk capital (RORC) | 15.5\% | 14.5\% | 14.9\% | 5.3\% | 12.0\% | 21.1\% | 33.6\% | 15.0\% | 17.3\% | 21.0\% | 15.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 362,400 | 334,500 | 343,750 | 352,900 | 313,600 | 307,300 | 314,100 | 346,900 | 322,000 | 277,400 | 295,700 |
| Trading securities | 89,600 | 91,800 | 88,600 | 101,300 | 118,900 | 118,900 | 110,100 | 90,000 | 112,300 | 102,600 | 95,400 |
| Loans and acceptances | 49,400 | 45,200 | 42,200 | 38,900 | 35,100 | 33,500 | 33,600 | 45,600 | 35,300 | 25,400 | 35,500 |
| Deposits | 32,000 | 29,800 | 29,900 | 26,700 | 26,600 | 26,600 | 26,300 | 30,500 | 26,500 | 16,400 | 21,100 |
| Attributed capital | 11,350 | 10,700 | 10,400 | 8,950 | 8,000 | 7,500 | 7,650 | 10,800 | 8,000 | 7,650 | 7,700 |
| Risk capital | 10,500 | 9,800 | 9,400 | 8,000 | 7,050 | 6,550 | 6,650 | 9,900 | 7,050 | 6,700 | 6,600 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.41 \% | 0.63 \% | 0.46 \% | 0.59 \% | 0.65 \% | 0.49 \% | 0.61 \% | $0.45 \%$ | 0.65 \% | 1.48 \% | 2.40 \% |
| PCL / Average net loans and acceptances | 0.20 \% | 0.27 \% | 0.16 \% | 0.05 \% | 0.10 \% | (0.04)\% | (0.29)\% | 0.21 \% | (0.04)\% | 0.02 \% | 1.92 \% |
| Net write-offs / Average net loans and acceptances | 0.52 \% | 0.00 \% | 0.10 \% | 0.10 \% | (0.09)\% | 0.01 \% | (0.30)\% | 0.22 \% | (0.07)\% | 0.96 \% | $1.49 \%$ |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration | 7,000 | 6,800 | 6,300 | 6,700 | 6,300 | 6,100 | 6,100 | 7,000 | 6,700 | 6,200 | 5,000 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-controlling interests |  | (2) | 1 | (1) | - | (1) | (3) | (1) | (5) | n.a. | n.a. |
| Add: After-tax effect of amortization of other intangibles | 1 | - | 1 | 1 | 1 | 2 | 1 | 2 | 5 | 5 | 13 |
| Adjusted net income | 430 | 369 | 373 | 125 | 231 | 354 | 582 | 1,172 | 1,292 | 1,467 | 1,117 |
| Less: Capital charge | 296 | 271 | 270 | 244 | 218 | 199 | 207 | 837 | 868 | 867 | 883 |
| Economic profit (loss) | 134 | 98 | 103 | (119) | 13 | 155 | 375 | 335 | 424 | 600 | 234 |

'Effective Q1/12, we prospectively revised our capital allocation methodology to further align our allocation processes with evolving regulatory capital requirements. The revised methodology replaced the pro-rata allocation of unallocated capital
that was used in 2011 and the impacts are being phased-in over fiscal 2012 in anticipation of our requirement to report under Basel lll requirements in 2013. The revised methodology resulted in a reduction in attributed capital for Canadian Banking and an increase in attributed capital for Capital Markets.

| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| 17 | (57) | (86) | (38) | (17) | (126) | (112) |
| 32 | (30) | 48 | 86 | 83 | 28 | 60 |
| 49 | (87) | (38) | 48 | 66 | (98) | (52) |
|  | - | (1) | 1 | - | 1 | 3 |
| 23 | - | 5 | 28 | 19 | 33 | 13 |
| (297) | (97) | (74) | (99) | (138) | (117) | (77) |
| n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a |
| 323 | 10 | 32 | 118 | 185 | (15) | 9 |

$\square$

|  |
| ---: |
| $(126)$ |
| 50 |
| $(76)$ |
| $(1)$ |
| 28 |
| $(468)$ |
| $n$ |
| 3 |


| (293) | (843) | (841) |
| :---: | :---: | :---: |
| 257 | 303 | 799 |
| (36) | (540) | (42) |
| 5 | (116) | 118 |
| 93 | 81 | 79 |
| (431) | (386) | (348) |
| n.a. | 92 | 92 |
| 297 | (211) | 17 |


$\square$


## Other earnings measures

Net income (loss)
Non-controlling interests
Add: After-tax effect of amortization of other intangible
Adjusted net (loss) inc
Economic profit (loss)

${ }^{1}$ Under Canadian GAAP, this amount comprises of the PCL for loans not yet identified as impaired and an adjustment related to losses on securitized card loans managed by Canadian Banking. In Q2/11 and 2009, PCL also included an amount related to the reclassification of certain AFS securities to loans.
${ }^{2}$ Net income reflects income attributable to both shareholders and NCI. Net income attributable to NCI for the three months ended July 31, 2012 was $\$ 24$ million (April 30, 2012 - $\$ 23$ million; July 31,2011 - $\$ 23$ million).
For the nine months ended July 31, 2012, net income attributable to NCI was $\$ 70$ million (July 31, 2011-\$69 million).
${ }^{3}$ Average assets under Canadian GAAP included adjustments relating to securitized assets managed by Canadian Banking

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DISCONTINUED OPERATIONS ${ }^{1}$ | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| (Millions of Canadian dollars, except percentage amounts) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | - | 46 | 154 | 160 | 161 | 173 | 189 | 200 | 683 | 639 | 836 |
| Non-interest income | - | 10 | 58 | (10) | 3 | 215 | 120 | 68 | 328 | 1,725 | 1,830 |
| Total revenue |  | 56 | 212 | 150 | 164 | 388 | 309 | 268 | 1,011 | 2,364 | 2,666 |
| Provision for credit losses (PCL) |  | 34 | 83 | 15 | 92 | 108 | 111 | 117 | 326 | 621 | 1,246 |
| Insurance policyholder benefits, claims and acquisitions expense (PBCAE) |  | - | - | - | - | 178 | 62 | - | 240 | 1,562 | 1,567 |
| Non-interest expense |  | 73 | 185 | 199 | 206 | 208 | 221 | 258 | 834 | 922 | 1,124 |
| Goodwill impairment charge |  |  |  |  |  |  |  |  |  |  | 1,000 |
| Income taxes | - | (18) | (28) | (20) | (52) | (46) | (37) | (46) | (155) | (348) | (448) |
| Net (loss) |  | (33) | (28) | (44) | (82) | (60) | (48) | (61) | (234) | (393) | $(1,823)$ |
| Gain (loss) on sale ${ }^{2}$ | - | 3 | 7 | 6 | (307) | 9 | - | 10 | (292) | (116) | - |
| Net loss from discontinued operations | - | (30) | (21) | (38) | (389) | (51) | (48) | (51) | (526) | (509) | $(1,823)$ |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | 8,100 | 26,450 | 27,700 | 26,200 | 31,300 | 32,900 | 11,500 | 29,500 | 34,300 | 40,600 |
| Total earning assets |  | 6,400 | 20,990 | 25,000 | 23,600 | 28,000 | 29,200 | 9,100 | 26,400 | 28,300 | 34,400 |
| Loans and acceptances |  | 5,100 | 16,100 | 17,100 | 16,600 | 17,300 | 18,300 | 7,100 | 17,300 | 20,100 | 25,400 |
| Deposits | - | 5,600 | 17,900 | 21,100 | 19,600 | 19,000 | 19,300 | 7,800 | 19,700 | 18,900 | 22,400 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances |  | 1.31\% | 7.68\% | 7.58\% | 8.15\% | 8.29\% | 8.87\% | - | 7.47\% | 11.28\% | 10.37\% |
| PCL / Average net loans and acceptances |  | 2.75\% | 2.04\% | 0.36\% | 2.20\% | 2.57\% | 2.39\% | - | 1.88\% | 3.02\% | 4.78\% |
| Net write-offs / Average net loans and acceptances | - | 3.21\% | 2.41\% | 1.99\% | 2.96\% | 3.46\% | 2.97\% | - | 2.84\% | 3.10\% | 3.05\% |
| Other information |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) | - | 15 | 4,756 | 4,763 | 4,801 | 4,836 | 5,000 | - | 4,763 | 4,979 | 5,206 |
| Number of banking branches |  |  | 422 | 424 | 424 | 423 | 426 | - | 424 | 426 | 438 |
| Number of automated teller machines (ATM) | - | - | 469 | 469 | 470 | 470 | 476 | - | 469 | 476 | 486 |
| U.S. banking loans |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | - | - | 1,936 | 1,897 | 1,851 | 1,812 | 1,931 | - | 1,897 | 2,042 | 2,185 |
| Home equity | - | - | 3,578 | 3,579 | 3,474 | 3,448 | 3,689 | - | 3,579 | 3,818 | 4,108 |
| Lot loans |  | - | 484 | 501 | 506 | 524 | 587 | - | 501 | 622 | 801 |
| Credit cards |  | - | 223 | 214 | 197 | 190 | 194 | - | 214 | 193 | 193 |
| Other | - | - | 229 | 226 | 216 | 208 | 222 | - | 226 | 216 | 228 |
| Total retail | - | - | 6,450 | 6,417 | 6,244 | 6,182 | 6,623 | - | 6,417 | 6,891 | 7,515 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |
| Commercial loans | - | - | 9,989 | 10,249 | 9,988 | 10,140 | 10,897 | - | 10,249 | 11,151 | 12,542 |
| Residential builder finance loans |  | - | 430 | 463 | 505 | 554 | 633 | - | 463 | 699 | 1,140 |
| RBC Real Estate Finance Inc. (REFI) |  | 84 | 94 | 121 | 144 | 166 | 225 | - | 121 | 251 | 642 |
| Other | - | - | - |  | - |  |  | - |  | 688 | 1,193 |
| Total wholesale | - | 84 | 10,513 | 10,833 | 10,637 | 10,860 | 11,755 | - | 10,833 | 12,789 | 15,517 |
| Total U.S. banking loans | - | 84 | 16,963 | 17,250 | 16,881 | 17,042 | 18,378 | - | 17,250 | 19,680 | 23,032 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Capital Ratios for Significant Banking Subsidiary RBC Bank (USA) ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio |  | - | 12.9\% | 12.8\% | 13.0\% | 12.7\% | 12.3\% | - | 12.8\% | 12.6\% | 9.9\% |
| Total capital ratio | - | - | 16.1\% | 15.9\% | 15.9\% | 15.8\% | 15.4\% | - | 15.9\% | 15.8\% | 13.2\% |

${ }^{1}$ On April 29, 2011, we completed the divestiture of Liberty Life Insurance Company (Liberty Life), our U.S. life insurance business, to Athene Holding Ltd for US\$628 million (C\$ 641 million). As a result of this transaction, we classified the results of Liberty Life as discontinued operations. As well, on June 20, 2011, we announced a definitive agreement to sell our U.S. regional retail banking operations to PNC Financial Services Group, Inc. Discontinued operations also includes the results of our U.S. builder finance oans portfolio, as this loan portfolio is being wound down. Comparative financial information, starting from 2009, has been restated to reflect these results of operations as discontinued operations. Under IFRS, Balance Sheet adjustments related to
discontinued operations are made prospectively from the date of classification as discontinued operations (US. Retail Banking in Q3/11, Liberty Life at November 1, 2010). The results of discontinued operations are reported as a separate component of income
or loss for both current and all comparative periods.
${ }^{2}$ Our estimated loss on sale of our U.S. regional retail banking operations was $\$ 304$ million after taxes. Goodwill impairment was taken on transition to IFRS, which decreased Retained Earnings by $\$ 1.3$ billion
${ }^{3}$ This table is a Basel II Pillar 3 disclosure requirement. Ratios have been calculated using guidelines issued by the U.S. Federal Reserve Board under Basel I. RBC Bank USA was sold and the sale transaction was completed in Q2/12.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCE SHEETS ${ }^{1}$ <br> (Millions of Canadian dollars) | IFRS |  |  |  |  |  |  | IFRS | CGAAP |  |
|  | Q3/12 | Q2112 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | 2011 | 2010 | 2009 |
| Period-end balances ASSETS |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 10,586 | 8,828 | 12,005 | 12,428 | 11,669 | 8,264 | 7,854 | 12,428 | 8,440 | 7,584 |
| Interest-bearing deposits with banks | 11,386 | 11,925 | 5,844 | 6,460 | 6,705 | 8,026 | 6,883 | 6,460 | 13,254 | 8,919 |
| Securities |  |  |  |  |  |  |  |  |  |  |
| Trading | 117,050 | 125,046 | 123,565 | 128,128 | 147,023 | 155,141 | 150,343 | 128,128 | 144,925 | 136,213 |
| Available-for-sale | 41,340 | 39,396 | 41,621 | 38,894 | 36,747 | 44,102 | 52,362 | 38,894 | 38,594 | 41,085 |
|  | 158,390 | 164,442 | 165,186 | 167,022 | 183,770 | 199,243 | 202,705 | 167,022 | 183,519 | 177,298 |
| Assets purchased under reverse repurchase agreements and securities borrowed | 107,841 | 108,600 | 96,212 | 84,947 | 76,900 | 79,830 | 79,259 | 84,947 | 72,698 | 41,580 |
|  |  |  |  |  |  |  |  |  |  |  |
| Retail <br> Wholesale | 297,637 | 291,751 | 287,164 | 284,745 | 277,507 | 277,442 | 274,792 | 284,745 | 214,937 | 197,709 |
|  | 77,516 | 72,987 | 68,739 | 64,752 | 60,796 | 68,731 | 68,423 | 64,752 | 60,107 | 62,850 |
| Allowance for loan losses | 375,153 | 364,738 | 355,903 | 349,497 | 338,303 | 346,173 | 343,215 | 349,497 | 275,044 | 260,559 |
|  | $(1,937)$ | $(2,019)$ | $(1,965)$ | $(1,967)$ | $(1,984)$ | $(2,658)$ | $(2,784)$ | $(1,967)$ | $(2,038)$ | $(2,164)$ |
|  | 373,216 | 362,719 | 353,938 | 347,530 | 336,319 | 343,515 | 340,431 | 347,530 | 273,006 | 258,395 |
| Investments for account of segregated fund holders | 357 | 351 | 343 | 320 | 312 | 304 | 277 | 320 | n.a. | n.a. |
| Other |  |  |  |  |  |  |  |  |  |  |
| Customers' liability under acceptances | 9,115 | 8,656 | 7,980 | 7,689 | 7,333 | 7,203 | 7,499 | 7,689 | 7,371 | 9,024 |
| Derivatives | 103,257 | 87,863 | 103,341 | 99,650 | 85,183 | 82,494 | 73,461 | 99,650 | 106,155 | 92,095 |
| Premises and equipment, net | 2,672 | 2,753 | 2,614 | 2,490 | 2,341 | 2,657 | 2,582 | 2,490 | 2,139 | 1,954 |
| Goodwill | 7,466 | 7,440 | 7,608 | 7,610 | 7,542 | 7,519 | 7,705 | 7,610 | 6,660 | 6,867 |
| Other intangibles | 2,649 | 2,132 | 2,124 | 2,115 | 1,963 | 2,059 | 2,093 | 2,115 | 1,710 | 1,791 |
| Assets of discontinued operations |  | 277 | 26,324 | 27,152 | 26,094 |  | 5,555 | 27,152 | 34,364 | 36,721 |
| Investments in associates | 163 | 162 | 153 | 142 | 140 | 139 | 134 | 142 | n.a. | n.a. |
| Prepaid pension benefit cost | 984 | 1,051 | 302 | 311 | 298 | 265 | 252 | 311 | n.a. | n.a. |
| Other assets | 36,312 | 33,172 | 31,042 | 27,967 | 25,572 | 26,731 | 25,282 | 27,967 | 16,890 | 12,761 |
|  | 824,394 | 800,371 | 815,016 | 793,833 | 772,141 | 768,249 | 761,972 | 793,833 | 726,206 | 654,989 |
| LIABILITIES AND EQUITY |  |  |  |  |  |  |  |  |  |  |
| ${ }_{\text {Deposits }}$ |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Business and government | 308,261 | 302,947 | 300,100 | 297,511 | 293,866 | 298,628 | 297,296 | 297,511 | 239,233 | 212,913 |
| Bank | 17,845 | 19,577 | 17,623 | 15,561 | 19,236 | 15,725 | 18,860 | 15,561 | 23,981 | 24,647 |
|  | 502,804 | 495,875 | 489,827 | 479,102 | 473,767 | 478,508 | 477,789 | 479,102 | 414,561 | 378,457 |
| Insurance and investment contracts for account of segregated fund holders | 357 | 351 | 343 | 320 | 312 | 304 | 277 | 320 | n.a. | n.a. |
| Other |  |  |  |  |  |  |  |  |  |  |
| Acceptances | 9,115 | 8,656 | 7,980 | 7,689 | 7,333 | 7,203 | 7,499 | 7,689 | 7,371 | 9,024 |
| Obligations related to securities sold short 43,562 50,150 37,358 44,284 50,566 62,042 56,440 44,284 <br> Obligations related to assets sold under   46,597 41,359     |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Derivatives | 108,819 | 92,104 | 106,763 | 100,522 | 87,498 | 85,200 | 76,789 | 100,522 | 108,908 | 84,386 |
| Insurance claims and policy benefit liabilities | 7,965 | 7,621 | 7,681 | 7,119 | 7,371 | 6,896 | 6,740 | 7,119 | 6,273 | 5,223 |
| Liabilities of discontinued operations |  | 34 | 19,488 | 20,076 | 19,314 |  | 4,822 | 20,076 | 24,454 | 27,343 |
| Accrued pension and other post-employment benefits | 1,631 | 1,667 | 1,609 | 1,639 | 1,603 | 1,588 | 1,580 | 1,639 | n.a. | n.a. |
| Other liabilities | 40,762 | 37,086 | 38,031 | 39,241 | 37,761 | 37,300 | 33,625 | 39,241 | 28,220 | 28,177 |
| Subordinated debentures | 7,646 | 7,553 | 8,744 | 8,749 | 8,614 | 8,577 | 9,035 | 8,749 | 6,681 | 6,461 |
| Trust capital securities | 900 | 895 | 900 | 894 | 900 | 1,641 | 1,635 | 894 | 727 | 1,395 |
| Non-controlling interest in subsidiaries |  | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 2,256 | 2,071 |
|  | 779,469 | 757,161 | 772,286 | 752,370 | 732,159 | 729,160 | 723,457 | 752,370 | 687,255 | 618,083 |
| Equity attributable to Shareholders |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 |
| Common shares | 14,279 | 14,206 | 14,113 | 14,010 | 13,941 | 13,550 | 13,419 | 14,010 | 13,378 | 13,075 |
| Contributed surplus | n.a. | n.a. | n.a. | п.a. | n.a. | n.a. | n.a. | n.a. | 236 | 246 |
| Treasury shares - preferred- common | ${ }^{(2)}$ | (1) | - | - | 1 | ${ }^{(2)}$ | (2) |  | (2) | (2) |
|  | 13 | (21) | 15 | 8 | (62) | 5 | (59) | 8 | (81) | (95) |
| Retained earnings | 23,310 | 21,983 | 21,364 | 20,381 | 19,669 | 19,203 | 18,415 | 20,381 | 22,706 | 20,585 |
| Other components of equity | 755 | 457 | 667 | 490 | (129) | (568) | (124) | 490 | $(2,099)$ | $(1,716)$ |
|  | 43,168 | 41,437 | 40,972 | 39,702 | 38,233 | 37,001 | 36,462 | 39,702 | 38,951 | 36,906 |
| Non-controlling interests | 1,757 | 1,773 | 1,758 | 1,761 | 1,749 | 2,088 | 2,053 | 1,761 | n.a. | n.a. |
|  | 44,925 | 43,210 | 42,730 | 41,463 | 39,982 | 39,089 | 38,515 | 41,463 | n.a. | n.a |
|  | 824,394 | 800,371 | 815,016 | 793,833 | 772,141 | 768,249 | 761,972 | 793,833 | 726,206 | 654,989 |

${ }^{1}$ The classification of our U.S. Retail Banking operations as discontinued operations will be reflected in our Consolidated Balance Sheets beginning in the quarter ending July 31 , 2011. The sale of Liberty Life Insurance Company announced in
October 2010 will be reflected as discontinued operations under IFRS from the Transition date.

| SELECTED AVERAGE BALANCE SHEET ITEMS ${ }^{1}$ (Millions of Canadian dollars) |
| :---: |
| Securities |
| Assets purchased under reverse repurchase agreements and securities borrowed |
| Total loans ${ }^{3}$ |
| Retail ${ }^{3}$ |
| Wholesale ${ }^{3}$ |
| Customers' 'liability under acceptances |
| Average earning assets |
| Total assets |
| Deposits |
| Common equity |
| Total equity |


| IFRS |  |  |  |  |  |  | IFRS | IFRS ${ }^{2}$ | CGAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q312 | Q2112 | Q1/12 | Q4/11 | Q3111 | Q2111 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| 158,400 | 164,600 | 165,300 | 179,400 | 194,300 | 206,700 | 200,000 | 162,800 | 195,000 | 186,600 | 179,200 |
| 108,300 | 100,400 | 95,500 | 91,800 | 80,300 | 76,000 | 81,000 | 101,400 | 82,400 | 57,500 | 44,500 |
| 368,800 | 358,000 | 351,500 | 344,200 | 331,600 | 341,600 | 339,700 | 359,400 | 339,300 | 264,700 | 254,200 |
| 304,800 | 298,800 | 296,100 | 290,200 | 283,300 | 284,300 | 281,300 | 299,900 | 284,800 | 214,200 | 194,800 |
| 65,900 | 61,200 | 57,500 | 56,000 | 50,300 | 60,100 | 61,300 | 61,500 | 56,900 | 52,700 | 61,300 |
| 8,900 | 8,300 | 7,800 | 7,800 | 7,400 | 7,500 | 7,500 | 8,300 | 7,600 | 8,000 | 10,200 |
| 643,400 | 629,900 | 618,800 | 623,800 | 612,500 | 625,200 | 622,200 | 630,700 | 620,900 | 518,900 | 489,300 |
| 815,000 | 787,800 | 814,500 | 823,700 | 767,600 | 759,000 | 764,600 | 805,900 | 778,900 | 683,000 | 695,300 |
| 493,800 | 492,700 | 490,000 | 482,700 | 465,700 | 476,000 | 474,900 | 492,100 | 474,800 | 391,800 | 399,700 |
| 37,700 | 36,400 | 35,600 | 34,400 | 33,050 | 31,850 | 31,000 | 36,600 | 32,600 | 33,250 | 30,450 |
| 42,200 | 41,000 | 39,500 | 39,000 | 38,600 | 37,850 | 36,800 | 40,900 | 38,100 | 37,900 | 34,500 |

|ASSETS UNDER ADMINISTRATION AND MANAGEMENT
(Millions of Canadian dollars)
Assets under administration - RBC ${ }^{4}$
Institutional
Personal
Retail mutual funds
Total assets under administration
Assets under administration - RBCIs
Assets under management - RBc ${ }^{4}$

| Institutional |
| :--- |
| Personal |
| Retail mutual funds |
| Total assets under management |


| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3112 | Q2112 | Q1/12 | Q4/11 | Q3/11 | Q2111 | Q1/11 |
| 150,000 | 151,200 | 148,400 | 153,600 | 153,100 | 158,500 | 163,000 |
| 495,100 | 492,700 | 484,100 | 470,300 | 467,600 | 475,800 | 472,800 |
| 97,700 | 95,300 | 77,400 | 75,900 | 76,700 | 78,000 | 75,400 |
| 742,800 | 739,200 | 709,900 | 699,800 | 697,400 | 712,300 | 711,200 |
| 2,670,900 | 2,808,800 | 2,709,800 | 2,744,400 | 2,831,900 | 2,892,700 | 2,881,200 |
| 132,700 | 130,200 | 124,700 | 124,200 | 125,700 | 120,600 | 121,800 |
| 70,100 | 69,000 | 67,100 | 64,100 | 64,100 | 63,900 | 64,900 |
| 125,000 | 126,200 | 124,500 | 120,400 | 123,300 | 126,700 | 121,400 |
| 327,800 | 325,400 | 316,300 | 308,700 | 313,100 | 311,200 | 308,100 |


Millions of Canadian dollars)

## Net income

Net change in unrealized gains (losses) on available-for-sater
Net unrealized gains (losses) on available-for-sale securities
Reclassification of net losses) on available-for-sale securties
Foreign currency translation adjustments
Unrealized foreign currency translation gains (losses)
Net foreign currency translation (losses) gains from
Reclassification of losses (gains) on foreign currency
Net change in cash flow hedges
Net gains (losses) on derivatives designated as cash flow hedges
Reclassification of losses (gains) on derivatives designated as cash
signated as cash flow
Total other comprehensive income (loss), net of taxes

## Total comprehensive income

alal comprehensive income atributable to:
Shareholders
Non-controlling interests

| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q312 | Q2112 | Q1/12 | Q4/11 | Q3111 | Q2111 | Q1/11 |
| 2,240 | 1,533 | 1,855 | 1,571 | 1,294 | 1,631 | 1,948 |
| 121 | (68) | 57 | (52) | 191 | 29 | (198) |
| (12) | (43) | (14) | (54) | 32 | (29) |  |
| 109 | (43) | 43 | (54) | 222 | (20) | (165) |
| 244 | (326) | 51 | 1,132 | 141 | $(1,402)$ | (496) |
| (124) | 216 | (3) | (647) | (63) | 943 | 484 |
| 11 | (11) | 1 | (1) |  |  |  |
| 131 | (111) | 49 | 484 | 78 | (459) | (12) |
| 49 | (64) | 67 | 142 | 98 | 16 | 42 |
| 9 | 8 | 19 | 47 | 41 | 19 | 25 |
| 58 | (56) | 86 | 189 | 139 | 35 | 67 |
| 298 | (210) | 178 | 619 | 439 | (444) | (110) |
| 2,538 | 1,323 | 2,033 | 2,190 | 1,733 | 1,187 | 1,838 |
| 2,514 | 1,298 | 2,007 | 2,164 | 1,709 | 1,161 | 1,813 |
| 24 | 25 | 26 | 26 | 24 | 26 | 25 |
| 2,538 | 1,323 | 2,033 | 2,190 | 1,733 | 1,187 | 1,838 |




Calculated using methods intended to approximate the average of the daily balances for the period, as applicable
RS 2011 averages are calculated based on Q1/11 and Q2/11 consolidated Balance Sheet amounts, and Q3/11 and Q4/11 continuing operations amounts.
${ }^{3}$ Average total loans are reported net of allowance for loan losses. Average retail and wholesale balances are reported on a gross basis (before deducting allowance for loan losses),
The acquisition of the remaining $50 \%$ stake in RBC Dexia closed on July 27,2012 and was subsequently rebranded RBC Investor Services ( RBCIS ). Our third quarter reflects $100 \%$ of RBCIS's results from July 27,2012 to July 31,2012

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STATEMENTS OF CHANGES IN EQUITY | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
| (Millions of Canadian dollars) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 2,663 |
| Issued |  |  | - | - | - | - |  |  |  | - | 2,150 |
| Balance at end of period | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 14,206 | 14,113 | 14,010 | 13,941 | 13,550 | 13,419 | 13,378 | 14,010 | 13,378 | 13,075 | 10,384 |
| Issued | 73 | 93 | 103 | 69 | 391 | 131 | 41 | 269 | 632 | 303 | 2,691 |
| Balance at end of period | 14,279 | 14,206 | 14,113 | 14,010 | 13,941 | 13,550 | 13,419 | 14,279 | 14,010 | 13,378 | 13,075 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 246 | 242 |
| Renounced stock appreciation rights | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | - | (7) |
| Share-based compensation awards | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | (9) | (11) |
| Other | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | (1) | 22 |
| Balance at end of period | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 236 | 246 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (1) | - | - | 1 | (2) | (2) | (2) |  | (2) | (2) | (5) |
| Sales | 25 | 24 | 29 | 22 | 25 | 20 | 30 | 78 | 97 | 129 | 2,757 |
| Purchases | (26) | (25) | (29) | (23) | (22) | (20) | (30) | (80) | (95) | (129) | $(2,754)$ |
| Balance at end of period | (2) | (1) | - | - | 1 | (2) | (2) | (2) |  | (2) | (2) |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (21) | 15 | 8 | (62) | 5 | (59) | (81) | 8 | (81) | (95) | (104) |
| Sales | 1,169 | 1,444 | 1,795 | 1,778 | 1,366 | 1,778 | 1,152 | 4,408 | 6,074 | 6,814 | 12,212 |
| Purchases | $(1,135)$ | $(1,480)$ | $(1,788)$ | $(1,708)$ | $(1,433)$ | $(1,714)$ | $(1,130)$ | $(4,403)$ | $(5,985)$ | $(6,800)$ | $(12,203)$ |
| Balance at end of period | 13 | (21) | 15 | 8 | (62) | 5 | (59) | 13 | 8 | (81) | (95) |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 21,983 | 21,364 | 20,381 | 19,669 | 19,203 | 18,415 | 17,287 | 20,381 | 17,287 | 20,585 | 19,816 |
| Transition adjustment - Financial instruments |  |  |  |  |  | - |  |  |  |  | 66 |
| Net income attributable to Shareholders | 2,216 | 1,508 | 1,830 | 1,546 | 1,269 | 1,606 | 1,922 | 5,554 | 6,343 | 5,223 | 3,858 |
| Preferred share dividends | (64) | (65) | (64) | (65) | (64) | (64) | (65) | (193) | (258) | (258) | (233) |
| Common share dividends | (824) | (822) | (778) | (777) | (776) | (713) | (713) | $(2,424)$ | $(2,979)$ | $(2,843)$ | $(2,819)$ |
| Share-based compensation awards | - | - | (1) | (16) | (1) | (2) | (14) | (1) | (33) | n.a. | n.a. |
| Other | (1) | (2) | (4) | 24 | 38 | (39) | (2) | (7) | 21 | (1) | (103) |
| Balance at end of period | 23,310 | 21,983 | 21,364 | 20,381 | 19,669 | 19,203 | 18,415 | 23,310 | 20,381 | 22,706 | 20,585 |
| Other components of equity |  |  |  |  |  |  |  |  |  |  |  |
| Transition adjustment - Financial instruments | - | - | - | - | - | - | - | - | - | 59 | 59 |
| Unrealized gains and losses on available-for-sale securities | 367 | 258 | 302 | 259 | 314 | 92 | 111 | 367 | 259 | 104 | (76) |
| Unrealized foreign currency translation gains and losses, net of hedging activities | 140 | 9 | 119 | 71 | (414) | (491) | (32) | 140 | 71 | $(1,685)$ | $(1,374)$ |
| Gains and losses on derivatives designated as cash flow hedges | 248 | 190 | 246 | 160 | (29) | (169) | (203) | 248 | 160 | (577) | (325) |
| Balance at end of period | 755 | 457 | 667 | 490 | (129) | (568) | (124) | 755 | 490 | $(2,099)$ | $(1,716)$ |
| Total retained earnings and other components of equity | 24,065 | 22,440 | 22,031 | 20,871 | 19,540 | 18,635 | 18,291 | 24,065 | 20,871 | 20,607 | 18,869 |
|  | 43,168 | 41,437 | 40,972 | 39,702 | 38,233 | 37,001 | 36,462 | 43,168 | 39,702 | 38,951 | 36,906 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,773 | 1,758 | 1,761 | 1,749 | 2,088 | 2,053 | 2,094 | 1,761 | 2,094 | n.a. | n.a. |
| Purchases of treasury shares | - | - | - | - | (324) | - | - | - | (324) | n.a. | n.a. |
| Dividends | (46) | - | (46) | - | (47) | - | (46) | (92) | (93) | n.a. | n.a. |
| Net income attributable to Non-controlling interests | 24 | 25 | 25 | 25 | 25 | 25 | 26 | 74 | 101 | n.a. | n.a. |
| Net change in unrealized gains (losses) on available-for-sales securities | - | - | 1 | - | - | (2) | - | 1 | (2) | n.a. | n.a. |
| Foreign currency translation adjustments | - | (1) | 1 | 2 | - | (2) | (1) | - | (1) | n.a. | n.a. |
| Other | 6 | (9) | 16 | (15) | 7 | 14 | (20) | 13 | (14) | n.a. | n.a. |
| Balance at end of period | 1,757 | 1,773 | 1,758 | 1,761 | 1,749 | 2,088 | 2,053 | 1,757 | 1,761 | n.a. | n.a. |
| Total equity | 44,925 | 43,210 | 42,730 | 41,463 | 39,982 | 39,089 | 38,515 | 44,925 | 41,463 | 38,951 | 36,906 |


Credit card loans ${ }^{2}$
Opening balance
Securitized
Reversal of prior securitizations
Closing balance
Commercial mortgages ${ }^{2}$
Opening balance
Amortization
Closing balance
Bond participation certificates - sold
Opening balance
Other
Closing balance
Bond participation certificates - retained
Opening balance
Sold
Other ${ }^{3}$
Closing balance
U.S. Residential mortgages - sold ${ }^{2,4}$
Opening balance
Sold
Amortization
Other ${ }^{3,5}$
Closing balance
U.S. residential mortgages securitized and not administered by the bank ${ }^{4}$

| 4,923 | 3,930 | 3,930 | 3,063 | 3,204 | 2,333 | 3,265 | 3,930 | 3,265 | 3,870 | 4,120 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,216 | 993 | - | 867 | - | 1,257 | - | 2,209 | 2,124 | 1,283 |  |
| - | - | - | - | (141) | (386) | (932) | - | $(1,459)$ | $(1,888)$ | (250) |
| 6,139 | 4,923 | 3,930 | 3,930 | 3,063 | 3,204 | 2,333 | 6,139 | 3,930 | 3,265 | 3,870 |
| $1,472$ | $1,504$ | $1,531$ | $1,560$ | $1,588$ | $1,661$ | $1,705$ | $1,531$ | $1,705$ | $1,916$ | 2,159 |
| 1,452 | 1,472 | 1,504 | 1,531 | 1,560 | 1,588 | 1,661 | 1,452 | 1,531 | 1,705 | 1,916 |
| 702 | 735 | 735 | 723 | 761 | 906 | 935 | 735 | 935 | 1,105 | 1,243 |
| - | - | - | - | - | - | - | - | - | - | 15 |
| 2 | (33) | - | 12 | (38) | (145) | (29) | (31) | (200) | (170) | (153) |
| 704 | 702 | 735 | 735 | 723 | 761 | 906 | 704 | 735 | 935 | 1,105 |
| 6 | 6 | 6 | 6 | 17 | 19 | 19 | 6 | 19 | 55 | 87 |
| - | - | - | - | - | - | - | - | - | - | (15) |
| - | - | - | - | (11) | (2) |  | - | (13) | (36) | (17) |
| 6 | 6 | 6 | 6 | 6 | 17 | 19 | 6 | 6 | 19 | 55 |
| - | 1,478 | 1,265 | 1,065 | 937 | 823 | 667 | 1,265 | 667 | 429 | 308 |
| - | 70 | 257 | 193 | 144 | 181 | 198 | 327 | 716 | 345 | 229 |
| - | (20) | (50) | (39) | (24) | (19) | (29) | (70) | (111) | (75) | (73) |
| - | $(1,528)$ | 6 | 46 | 8 | (48) | (13) | $(1,522)$ | (7) | (32) | (35) |
| - | - | 1,478 | 1,265 | 1,065 | 937 | 823 | - | 1,265 | 667 | 429 |
| - | - | - | - | - | - | 137 | - | 137 | 409 | 340 |

Beginning Q1/12, revised OSFI regulatory guidelines resulted in the exclusion of Canadian residential mortgages under the National Housing Act (NHA) mortgage-backed securities (MBS) program from regulatory securitization reporting.
Under the revised guidelines, we are no longer reporting: MBS sold, MBS retained, and Impact of securitizations on net income before income taxes.
${ }^{2}$ The amounts include assets that we have securitized but continue to service.
${ }^{3}$ Other primarily relates to foreign exchange translation gains and losses. For bond participation certificates, maturity of bonds is also included in this category
${ }^{4}$ Amounts relate to discontinued operations.
${ }^{5}$ In Q2/12, Other includes the value of U.S. residential mortgages sold to PNC Financial Services Group, Inc.

## AS REPORTED IN Q3 2012

SECURITIZATION SUBJECT TO EARLY AMORTIZATION ${ }^{1}$
SELLER'S INTEREST
(Millions of Canadian dollars)

| Our financial assets ${ }^{2}$ |
| :--- |
| Credit cards |
| Total drawn |
| Capital charges drawn |
| Capital charges undrawn |
| Credit card loans securitized |
| Past due ${ }^{3}$ |
| Net write-offs |


|  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2,523 | 895 | 1,824 | 2,029 | 2,959 | 2,985 | 3,981 |
| 104 | 36 | 76 | 71 | 104 | 106 | 142 |
| 156 | 70 | 145 | 129 | 186 | 183 | 238 |
|  |  |  |  |  |  |  |
| 55 | 41 | 46 | 44 | 48 | 51 | 52 |
| 40 | 34 | 25 | 22 | 22 | 19 | 21 |

## EXPOSURES SECURITIZED

Millions of Canadian dollars)

| Q3/12 | Q2/12 | Q1/12 | Q4111 | Q3/11 | Q2/11 | Q1/11 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |
| 6,139 | 4,923 | 3,930 | 3,930 | 3,063 | 3,204 | 2,333 |
| 1,452 | 1,472 | 2,982 | 43,555 | 42,584 | 41,887 | 41,603 |
| 704 | 702 | 735 | 735 | 723 | 761 | 906 |
| 8,295 | 7,097 | 7,647 | 48,220 | 46,370 | 45,852 | 44,842 |


| OFF-BALANCE SHEET ARRANGEMENTS |
| :--- |
| OUTSTANDING SECURITIZED ASSETS |
| (Millions of Canadian dollars, except percentage amounts) |


| Asset-backed securities |
| :--- |
| Auto loans and leases |
| Consumer loans |
| Corporate loan receivables |
| Credit cards |
| Dealer floor plan receivables |
| Electricity market receivables |
| Equipment receivables |
| Fleet finance receivables |
| Residential mortgages |
| Student loans |
| Trade receivables |
| Transportation finance |



|  | Q2/12 |  |
| :---: | :---: | :---: |
|  |  | Average <br> coverage |
| Sultiple of |  |  |
| Securitized |  |  |
| exposures ${ }^{4}$ | Annualized <br> average net <br> loss rate ${ }^{5,6}$ | average net <br> losses |



| 1,492 | $3.13 \%$ | 13 |
| ---: | ---: | ---: |
| 10,396 | $0.21 \%$ | 94 |
| 1,023 | $5.27 \%$ | 15 |
| 107 | $4.00 \%$ | 13 |
| 6,698 | $5.30 \%$ | 8 |
| 1,149 | $0.07 \%$ | $>100$ |
| 255 | - | - |
| 1,176 | $0.27 \%$ | 72 |
| 578 | $0.18 \%$ | 96 |
| 1,020 | - | - |
| 2,405 | $1.34 \%$ | 76 |
| 2,409 | $0.21 \%$ | $>100$ |
| 273 | - | - |
| 28,981 |  |  |


| 1,496 | $2.69 \%$ | 16 |
| ---: | ---: | ---: |
| 9,658 | $0.30 \%$ | 67 |
| 756 | $4.13 \%$ | 19 |
| 112 | $4.14 \%$ | 13 |
| 6,488 | $5.07 \%$ | 8 |
| 1,140 | $0.08 \%$ | $>100$ |
| 255 | - | - |
| 1,159 | $0.55 \%$ | 58 |
| 540 | $0.17 \%$ | $>100$ |
| 510 | - | - |
| 2,379 | $1.46 \%$ | 69 |
| 2,501 | $0.48 \%$ | 40 |
| 138 | - | - |
| 27,132 |  |  |

Beginning Q1/12, revised OSFI regulatory guidelines resulted in the exclusion of Canadian residential mortgages under the NHA MBS program from regulatory securitization reporting
Under the revised requirements, the following sections were removed as they were no longer applicable: Loans managed (except for past due and net write-offs relating to credit card loans), Our financial asset ecuritization retained interests, and Financial asset securitizations capital charge .
Amounts reported are based on regulatory securitization reporting requirements as it includes our credit card loans. It excludes our Canadian residential mortgages under the NHA MBS program which also ncompass our Canadian social housing mortgages. These amounts differ from, and are not directly comparable to amounts reported in our Report to Shareholders due to the differences between IFRS accounting and regulatory consolidation.
Amounts represent credit card loans securitized greater than 90 days past due
${ }^{4}$ Comprised of multi-seller asset-backed commercial paper conduit programs. The outstanding securitized assets reflect our maximum exposure to loss. Of the outstanding securitized assets, $99 \%$ of these are internally rated as investment grade.
${ }^{5}$ Average annual net loss rates reflect impaired/past due assets. In our conduit programs, our risk of loss is significantly reduced due to the presence of first loss credit protection provided by the sellers of the financia assets. This protection provides an average coverage multiple as disclosed above, representing the number of times the credit enhancement provided by others, would cover losses. Refer to our 2011 Annual Report
for a detailed discussion on credit protection and other factors, including additional credit enhancements which reduce our risk of loss.
${ }^{6}$ Amounts are reported on a two-month lag

| S REPORTED IN Q3 2012 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SECURITIZATION AND RESECURITIZATION EXPOSURES | Q3/12 |  | Q2112 |  | Q1/12 |  |
| RETAINED OR PURCHASED ${ }^{1,2,3}$ <br> (Millions of Canadian dollars) | Banking book | Trading book | Banking book | Trading book ${ }^{4}$ | Banking book ${ }^{4}$ | Trading book ${ }^{4}$ |
| Securitization exposures retained or purchased |  |  |  |  |  |  |
| Asset-backed securities | 3,625 | - | 3,468 | - | 3,641 | - |
| Auto loans and leases | 12,246 | 144 | 12,060 | 21 | 11,038 | 10 |
| Commercial mortgages | - | 190 | - | 77 | - | 42 |
| Consumer loans | 1,023 | - | 756 | - | 767 | - |
| Credit cards | 8,357 | 259 | 8,143 | 19 | 7,539 | 33 |
| Dealer floor plan receivables | 1,220 | - | 1,176 | - | 1,185 | - |
| Equipment receivables | 1,142 | - | 1,159 | - | 1,176 | - |
| Residential mortgages | 1,889 | 485 | 1,160 | 857 | 962 | 856 |
| Student loans | 6,803 | 51 | 6,810 | 36 | 8,526 | 80 |
| Trade receivables | 2,624 | - | 2,636 | - | 2,625 | - |
| Other | 1,726 | 184 | 1,515 | 170 | 1,386 | 205 |
| Total securitization and resecuritization exposures retained or purchased | 40,655 | 1,313 | 38,883 | 1,180 | 38,845 | 1,226 |

Total securitization and resecuritization exposures retained or purchased


| - | - | 2,747 |  |
| :---: | :--- | ---: | ---: |
| 1,058 | 17 | 1,218 |  |
| - | - | 507 |  |
| - | - | 80 |  |
| - | - | 791 | 40 |
| - | - | 549 | 5 |
| 1,058 | 17 | 5,892 | 1,010 |

$\quad \leq 10 \%$
$>10 \% \leq 20 \%$
$>20 \% \leq 50 \%$
$>50 \% \leq 100 \%$
$>100 \% \leq 650 \%$
$>650 \%<1250 \%$
12500 Deduction

| 200 | 1 |
| ---: | ---: |
| 556 | 8 |
| 186 | 5 |
| 9 | 1 |
| 2 | - |
| 10 | 4 |
| 350 | 406 |
| 1313 | 425 |

TIZATION AND RESECURITZATION EXPOSURES



| 29,592 | 173 |
| ---: | ---: |
| 5,243 | 65 |
| 2,918 | 74 |
| 331 | 18 |
| 178 | 86 |
| - | - |
| 621 | 621 |
| 38,883 | 1,037 |


| 3 | 140 | 1 |
| :---: | :---: | :---: |
| 5 | 351 | 6 |
| 4 | 156 | 5 |
| 8 | 80 | 5 |
| 6 | 6 | 3 |
|  | - | - |
| 21 | 447 | 501 |
| 7 | 1,180 | 521 |


| 27,509 | 160 |
| ---: | ---: |
| 7,026 | 98 |
| 2,901 | 78 |
| 230 | 13 |
| 405 | 163 |
| - | - |
| 774 | 774 |
| 38,845 | 1,286 |


| 266 | 2 |
| ---: | ---: |
| 248 | 3 |
| 191 | 6 |
| 89 | 6 |
| 7 | 3 |
| - | - |
| 425 | 495 |
| 1,226 | 515 |


| RESECURITIZATION EXPOSURES RETAINED OR PURCHASED ${ }^{1,2,3}$ (Millions of Canadian dollars) | Q3/12 |  | Q2/12 |  | Q1/12 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Banking book | Trading book | Banking book | Trading book ${ }^{4}$ | Banking book | Trading book ${ }^{4}$ |
| AAA to AA- | 2,970 | 110 | 2,744 | 115 | 2,653 | 104 |
| $\mathrm{A}+$ to A - | - | - | 36 | 7 | 36 | 15 |
| $\mathrm{BBB}+$ to BB - | - | - | - | - | - |  |
| BB- and below | 153 | 17 | 151 | - | 154 | - |
| Unrated | - | - | - | 16 | - | - |
| Total resecuritization exposures retained or purchased | 3,123 | 127 | 2,931 | 138 | 2,843 | 119 |

${ }^{1}$ 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 Report to Shareholders due to the differences between IFRS accounting and regulatory consolidation. ${ }^{2}$ Amounts reflect regulatory exposure values
${ }^{3}$ Securitization exposures include securities, liquidity facilities, protection provided to securitization positions, other commitments and credit enhancements.
${ }^{4}$ Comparative amounts presented have been revised from those previously reported.
${ }^{5}$ Includes securitization exposures deducted entirely from Tier 1 capital and other exposures deducted from total capital. 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.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CAPITAL | IFRS |  |  | CGAAP |  |  |  | CGAAP |  |  |
| (Millions of Canadian dollars, except percentage and per share amounts) | Q3/12 | Q2112 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | 2011 | 2010 | 2009 |
|  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 common and Tier 1 regulatory capital |  |  |  |  |  |  |  |  |  |  |
| Common shares | 14,292 | 14,185 | 14,128 | 13,977 | 13,852 | 13,488 | 13,350 | 13,977 | 13,287 | 12,959 |
| Contributed surplus ${ }^{1}$ | n.a. | n.a. | n.a. | 212 | 223 | 219 | 221 | 212 | 236 | 246 |
| Retained earnings ${ }^{1}$ | 23,310 | 21,983 | 21,364 | 24,282 | 23,525 | 24,457 | 23,767 | 24,282 | 22,706 | 20,585 |
| Adjustment for transition to IFRS | 889 | 1,333 | 1,778 | п.a. | п.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| Net after tax fair value losses arising from changes in institutions' own credit risk | (59) | (2) | (33) | (47) | (17) | (19) | (35) | (47) | (17) | (9) |
| Foreign currency translation adjustments ${ }^{2}$ | 140 | (2) | 120 | $(1,663)$ | $(2,147)$ | $(2,249)$ | (1,719) | $(1,663)$ | $(1,685)$ | $(1,374)$ |
| Net after-tax unrealized loss on available-for-sale equity securities ${ }^{2}$ | - | - | - | - | - | - | - | - | - | (68) |
| Goodwill ${ }^{3}$ | $(7,466)$ | $(7,440)$ | $(7,608)$ | $(7,703)$ | $(7,636)$ | $(8,936)$ | $(9,198)$ | $(7,703)$ | $(8,064)$ | $(8,368)$ |
| Substantial investments | (80) | (74) | (105) | (101) | (119) | (103) | (97) | (101) | (101) | (148) |
| Securitization-related deductions ${ }^{4}$ | (501) | (509) | (582) | (517) | (672) | (777) | (924) | (517) | (810) | $(1,172)$ |
| Investment in insurance subsidiaries ${ }^{5}$ | $(1,512)$ | $(1,498)$ | $(1,618)$ | (67) | (29) | (29) | (29) | (67) | (29) | (13) |
| Expected loss in excess of allowance - AIRB Approach | (295) | (269) | (158) | (72) | (47) | - | (16) | (72) | (39) | (19) |
| Other | (1) | ( | (1) | (10) | - | (2) | (1) | (10) | - |  |
| Total Tier 1 common | 28,717 | 27,718 | 27,285 | 28,291 | 26,933 | 26,049 | 25,319 | 28,291 | 25,484 | 22,619 |
| Non-cumulative preferred shares | 4,810 | 4,810 | 4,811 | 4,810 | 4,810 | 4,811 | 4,811 | 4,810 | 4,810 | 4,811 |
| Innovative capital instruments ${ }^{6}$ | 2,600 | 2,592 | 2,599 | 2,582 | 2,600 | 3,340 | 3,319 | 2,582 | 3,327 | 3,991 |
| Other non-controlling interests | 33 | 31 | 32 | 30 | 28 | 351 | 352 | 30 | 351 | 353 |
| Total Tier 1 regulatory capital ${ }^{7}$ | 36,160 | 35,151 | 34,727 | 35,713 | 34,371 | 34,551 | 33,801 | 35,713 | 33,972 | 31,774 |
| Tier 2 regulatory capital |  |  |  |  |  |  |  |  |  |  |
| Permanent subordinated debentures | 817 | 820 | 839 | 837 | 828 | 827 | 842 | 837 | 863 | 878 |
| Non-permanent subordinated debentures ${ }^{8}$ | 6,709 | 6,613 | 6,787 | 6,832 | 6,709 | 6,696 | 7,119 | 6,832 | 5,778 | 5,583 |
| Innovative 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 ${ }^{2}$ | 220 | 180 | 165 | 11 | 47 | 36 | 38 | 11 | 12 | - |
| Trust subordinated notes | - | - | 998 | 1,027 | 1,025 | 1,001 | 1,022 | 1,027 | 1,023 | 1,017 |
| General allowance | 180 | 185 | 409 | 430 | 465 | 470 | 488 | 430 | 517 | 575 |
| Excess Allowance (re IRB Approach) | - | - | - | - | - | 83 |  |  | - | - |
| Substantial investments | (80) | (73) | (104) | (101) | (120) | (104) | (98) | (101) | (101) | (147) |
| Investment in insurance subsidiaries ${ }^{5}$ | $(1,511)$ | $(1,498)$ | $(1,618)$ | $(3,154)$ | $(3,046)$ | $(2,979)$ | $(3,221)$ | $(3,154)$ | $(3,607)$ | $(3,628)$ |
| Securitization-related deductions ${ }^{9}$ | (501) | (509) | (583) | (490) | (653) | (758) | (910) | (490) | (792) | $(1,150)$ |
| Expected loss in excess of allowance - AIRB approach | (295) | (269) | (159) | (72) | (47) | ( | (16) | (72) | (39) | (20) |
| Other | (1) | (1) | 1 | (12) | (1) | 1 | (1) | (12) | (1) | (1) |
| Total Tier 2 regulatory capital ${ }^{7}$ | 5,538 | 5,448 | 6,735 | 5,308 | 5,207 | 5,273 | 5,263 | 5,308 | 3,653 | 3,107 |
| Total regulatory capital | 41,698 | 40,599 | 41,462 | 41,021 | 39,578 | 39,824 | 39,064 | 41,021 | 37,625 | 34,881 |
|  |  |  |  |  |  |  |  |  |  |  |
| Capital measures |  |  |  |  |  |  |  |  |  |  |
| Tier 1 common ratio | 10.3\% | 10.4\% | 9.6\% | 10.6\% | 10.3\% | 10.3\% | 9.9\% | 10.6\% | 9.8\% | 9.2\% |
| Tier 1 capital ratio | 13.0\% | 13.2\% | 12.2\% | 13.3\% | 13.2\% | 13.6\% | 13.2\% | 13.3\% | 13.0\% | 13.0\% |
| Total capital ratio | 15.0\% | 15.2\% | 14.5\% | 15.3\% | 15.2\% | 15.7\% | 15.3\% | 15.3\% | 14.4\% | 14.2\% |
| Assets-to-capital multiple ${ }^{10}$ | 16.7X | 16.8X | 16.6X | 16.1x | 16.4X | 16.3X | 16.5x | 16.1x | 16.5x | 16.3X |

${ }^{1}$ Under IFRS, we record items related to Contributed surplus directly to Retained earnings.
${ }^{2}$ As prescribed by OSFI, certain items of Other components of equity are included in the determination of regulatory capital. Accumulated net foreign currency translation adjustments are included in Tier 1 capital. Net unrealized fair value
losses on available-for-sale equities are deducted in the determination of Tier 1 capital while net unrealized fair value gains on available-for-sale equities are included in Tier 2A capital.
${ }^{3}$ Basel II goodwill deduction reflects total consolidated goodwill.
${ }^{4}$ Securitization deduction from Tier 1 capital consists of Seller's interest in credit cards of $\$ 9$ million and securitizations rated below BB- of $\$ 492$ million and unrated positions of $\$$ nil. Of the total deduction from Tier $1 \$ 298$ million is related to the banking book and $\$ 203$ million is related to the trading book.
${ }^{5}$ Starting November 1, 2011 OSFI requires that the investment in insurance subsidiaries must be deducted $50 \%$ from each of Tier I and Tier 2 capital.
Innovative capital instruments are included in Other Liabilities on the Balance Sheet.
${ }^{7}$ 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.
Securitization deduction from Tier 2 capital consists of Seller's interest in credit cards of $\$ 9$ million and securitizations rated below BB- of $\$ 492$ million and unrated positions of $\$$ nil. Of the total deduction from Tier 2 , $\$ 298$ million
is related to the banking book and $\$ 203$ million is related to the trading book.
${ }^{10}$ Comparative information (Q2/11 and Q1/11) has been restated to reflect the correction of Gross-adjusted assets. No impact to periods prior to 2011

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RISK-WEIGHTED ASSETS ${ }^{1}$ <br> (Millions of Canadian dollars, except percentage and per share amounts) | Q312 |  |  |  |  |  | Risk-weighted assets |  |  |  |  |  |
|  |  | Average of risk weights | Risk-weighted assets |  |  |  |  |  |  |  |  |  |
|  | Exposure ${ }^{2}$ |  | $\begin{aligned} & \text { Standardized } \\ & \text { approach } \end{aligned}$ | Advanced approach | Other | Total ${ }^{4}$ | $\begin{gathered} \text { Q2/12 } \\ \text { Total } \end{gathered}$ | $\begin{aligned} & \text { Q1/12 } \\ & \text { Total }^{4} \end{aligned}$ | $\begin{aligned} & \text { Q4/111 } \\ & \text { Total } \end{aligned}$ | $\begin{aligned} & \text { Q3/11 } \\ & \text { Total }{ }^{4} \end{aligned}$ | $\begin{aligned} & \text { Q2/11 } \\ & \text { Total }{ }^{4} \end{aligned}$ | $\begin{aligned} & \text { Q1/11 } \\ & \text { Total }{ }^{4} \end{aligned}$ |
| Credit risk ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending-related and other |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 171,816 | 5\% | 919 | 7,677 |  | 8,596 | 8,813 | 9,234 | 6,869 | 6,545 | 6,354 | 6,633 |
| Other retail (Personal, Credit cards and Small business treated as retail) | 201,088 | 20\% | 2,220 | 37,054 |  | 39,274 | 38,192 | 45,530 | 42,429 | 42,489 | 41,914 | 43,283 |
| Business (Corporate, Commercial, Medium-sized enterprises and Non-bank financial institutions) | 166,283 | 58\% | 14,576 | 81,089 |  | 95,665 | 89,116 | 98,183 | 92,250 | 85,025 | 78,583 | 78,598 |
| Sovereign (Government) | 51,822 | 7\% | 1,725 | 1,978 |  | 3,703 | 2,350 | 2,346 | 1,799 | 2,074 | 3,197 | 3,041 |
| Bank | 77,394 | 7\% | 2,413 | 2,680 |  | 5,093 | 5,026 | 4,930 | 4,723 | 5,076 | 4,407 | 3,833 |
| Total lending-related and other | 668,403 | 23\% | 21,853 | 130,478 | - | 152,331 | 143,497 | 160,223 | 148,070 | 141,209 | 134,455 | 135,388 |
| Trading-related |  |  |  |  |  |  |  |  |  |  |  |  |
| Repo-style transactions | 239,894 | 1\% | 211 | 1,903 |  | 2,114 | 1,788 | 1,884 | 2,309 | 1,845 | 1,902 | 1,756 |
| Over-the-counter derivatives | 54,131 | 26\% | 1,092 | 12,826 |  | 13,918 | 13,784 | 15,561 | 15,986 | 15,311 | 14,612 | 15,726 |
| Total trading-related | 294,025 | 5\% | 1,303 | 14,729 | - | 16,032 | 15,572 | 17,445 | 18,295 | 17,156 | 16,514 | 17,482 |
| Total lending-related and other and trading-related | 962,428 | 17\% | 23,156 | 145,207 |  | 168,363 | 159,069 | 177,668 | 166,365 | 158,365 | 150,969 | 152,870 |
| Bank book equities ${ }^{6,7}$ | 1,222 | 100\% | - | 1,216 |  | 1,216 | 1,183 | 1,190 | 1,336 | 1,323 | 1,385 | 1,456 |
| Securitization exposures | 40,671 | 23\% | 212 | 9,221 |  | 9,433 | 5,198 | 6,394 | 6,951 | 6,756 | 7,084 | 6,179 |
| Regulatory scaling factor ${ }^{8}$ | n.a | n.a | n.a. | 9,339 |  | 9,339 | 8,593 | 8,647 | 7,982 | 7,451 | 7,127 | 7,135 |
| Other assets ${ }^{9}$ | 33,664 | 61\% | n.a. | n.a. | 20,475 | 20,475 | 23,032 | 17,705 | 22,548 | 20,203 | 22,118 | 23,583 |
| Total credit risk ${ }^{9}$ | 1,037,985 | 20\% | 23,368 | 164,983 | 20,475 | 208,826 | 197,075 | 211,604 | 205,182 | 194,098 | 188,683 | 191,223 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Market risk ${ }^{10,11}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest rate |  |  | 3,591 | 1,855 |  | 5,446 | 4,456 | 7,065 | 4,358 | 4,753 | 3,306 | 6,549 |
| Equity |  |  | 837 | 2,006 |  | 2,843 | 2,839 | 2,244 | 1,650 | 3,404 | 3,338 | 2,716 |
| Foreign exchange |  |  | 1,911 | 106 |  | 2,017 | 1,481 | 1,144 | 866 | 773 | 776 | 833 |
| Commodities |  |  | 975 | 9 |  | 984 | 1,013 | 854 | 896 | 928 | 1,032 | 832 |
| Specific risk |  |  | 5,293 | 3,933 |  | 9,226 | 10,132 | 11,119 | 13,576 | 16,735 | 15,930 | 14,612 |
| Incremental risk charge ${ }^{\text {12, } 13}$ |  |  |  | 8,176 |  | 8,176 | 9,039 | 11,123 | - | - | - | - |
| Total market risk |  |  | 12,607 | 16,085 | - | 28,692 | 28,960 | 33,549 | 21,346 | 26,593 | 24,382 | 25,542 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operational risk ${ }^{14}$ |  |  | 40,900 |  |  | 40,900 | 39,699 | 40,355 | 40,283 | 40,324 | 40,170 | 39,244 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Transitional adjustment prescribed by OSFI |  |  |  |  |  | - | 1,404 |  | 969 | - | - | - |
| Total risk-weighted assets | 1,037,985 |  | 76,875 | 181,068 | 20,475 | 278,418 | 267,138 | 285,508 | 267,780 | 261,015 | 253,235 | 256,009 |

Calculated using guidelines issued by OSFI under the Basel II framework
${ }^{2}$ Total exposure represents exposure at default which is the expected gross exposure upon the default of an obligor. This amount is before any specific allowances or partial write-offs and does not reflect the impact of credit risk mitigation and collateral held.
Represents the average of counterparty risk weights within a particular category
The minimum capital requirements for each category can be calculated by multiplying the total RWA by $8 \%$.
Basel II defines banking book equities based on the economic substance of the transaction rather than the legal form or accounting treatment associated with the financial instrument. As such, differences exist in the identification of equity securities held in the banking book and those reported in the financial statements. Banking book equities are financial instruments held for investment purposes and are not part of our trading book, consisting of publicly-traded and private equities, partnership units, venture capital and derivatives instruments tied to equity interests. As at Q3/12, he amount of pubicicy-riaded equity exposures was $\$ 278$ milion and private equity exposures amounted to $\$ 944 \mathrm{milin}$. Totar exposure represents exposure at defaul, which is the expected gross exposure upon the default of an obligor
The amount of available-for-sale securities held in the banking book that were "grandfathered" under Baselli, and thus subject to a $100 \%$ risk-weighting until the end of 2017, was $\$ 113 \mathrm{million}$ for Q3/2
The scaling factor represents a calibration adjustment of $6 \%$ as prescribed by OSFI under the Basel II framework and is applied to RWA amounts for credit risk assessed under the AIRB Approach.
For credit risk, portfolios using the Standardized and Advanced Internal Ratings Based (AIRB) Approach represents $11 \%$ and $79 \%$, respectively, of RWA. The remaining $10 \%$ represents Balance Sheet assets not included in Standardized or AIRB Approaches
${ }^{1}$ For market risk RWA measurement, we use an internal models approach where we have obtained regulatory approval, and a standardized approach for products yet to be approved
${ }^{11}$ Regulatory capital for our correlation trading portfolios is determined through the standardized approach as prescribed by OSFI. Therefore, we do not have a Comprehensive Risk Charge for these portfolios. Our securitization and re-securitization positions in our trading book also have capital requirements under the standardized approach. The changes in value due to market and credit risk in the securitization and re-securitization in the trading book are managed through the daily mark-to-market process. Furthermore, we employ market risk measures such as sensitivities to changes in option-adjusted spreads and underlying asset prices as well as VaR and stress testing measures.
ad low was $\$ 517$ million for Q3/2012. The IRC is measured over a one-year horizon at a $99.9 \%$ confidence level. We utilize a technique known as Monte Carlo dor to establish the losses at that confidence level. We also make certain assumptions about position liquidity (the length of time to close out a position) within he model that range from a floor three months to maximum of one year. The determination of liquidity is based on issuer type and credit rating. Credit rating migration and default probabilities are based on historical data
${ }^{13}$ The models are subject to the same internal independent vetting and validation procedures used for all requlatory capital models. Important assumptions are re-reviewed at least annually. Due to long time horizon and high confidence level of the risk measure, we do not perform backtesting as we do for the VaR measure.
${ }^{4}$ For operational risk, we use the Standardized Approach.

| REGULATORY CAPITAL GENERATION ${ }^{1}$ <br> (Millions of Canadian dollars) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | IFRS |  |  | CGAAP |  |  |  | IFRS <br> 2012 <br> 9 months | CGAAP |  |  |
|  | Q3/12 | Q2/12 Q1/12 |  | Q4/11 | Q3/11 | Q2/11 Q1/11 |  |  | 2011 | 2010 | 2009 |
| Regulatory capital generation |  |  |  |  |  |  |  |  |  |  |  |
| Internal capital generation ${ }^{2}$ | 1,392 | 686 | 1,052 | 757 | (932) | 729 | 1,061 | 3,130 | 1,615 | 2,122 | 806 |
| External capital generation: |  |  |  |  |  |  |  |  |  |  |  |
| Common shares | 73 | 93 | 103 | 69 | 398 | 131 | 41 | 269 | 639 | 303 | 2,691 |
| Contributed surplus ${ }^{3}$ | n.a. | n.a. | n.a. | (11) | 4 | (2) | (15) | - | (24) | (10) | 4 |
| Premium paid on common shares repurchased | - | - | - | - |  | - | - |  |  | - |  |
| Preferred shares | - | - | - | - | - | - | - | - | - | - | 2,150 |
| Trust capital securities | - | - | - | - | (750) | - | - | - | (750) | - | - |
| Treasury shares - common | 34 | (36) | 7 | 70 | (67) | 64 | 22 | 5 | 89 | 24 | 2 |
| Subordinated debentures | (72) | (98) | 61 | (15) | 100 | (444) | 1,345 | (109) | 986 | 223 | $(1,695)$ |
| Trust subordinated notes | - | (998) | (28) | 2 | 23 | (21) | (1) | $(1,026)$ | 3 | 6 | (10) |
|  | 35 | $(1,039)$ | 143 | 115 | (292) | (272) | 1,392 | (861) | 943 | 546 | 3,142 |
| Other comprehensive income |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in unrealized gains (losses) on available-for-sale equity securities | 41 | 15 | 154 | (36) | 11 | (2) | 26 | 210 | (1) | 80 | 312 |
| Other ${ }^{4,5}$ | (438) | (462) | (956) | 123 | 865 | 835 | $(1,006)$ | $(1,856)$ | 817 | 306 | 483 |
|  | (328) | (510) | (754) | 571 | 978 | 303 | $(1,014)$ | $(1,592)$ | 838 | 76 | 223 |
| Total regulatory capital generation | 1,099 | (863) | 441 | 1,443 | (246) | 760 | 1,439 | 677 | 3,396 | 2,744 | 4,171 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| ATTRIBUTED CAPITAL (Millions of Canadian dollars) | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGA |  |
|  | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | ${ }_{9}{ }^{2012}$ months | 2011 | 2010 | 2009 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Attributed capital |  |  |  |  |  |  |  |  |  |  |  |
| Credit risk | 9,300 | 9,000 | 8,750 | 8,350 | 8,000 | 7,500 | 7,300 | 9,000 | 7,800 | 8,250 | 8,400 |
| Market risk (trading and non-trading) | 3,650 | 3,900 | 3,850 | 3,250 | 3,400 | 3,150 | 3,000 | 3,800 | 3,200 | 3,300 | 2,350 |
| Operational risk | 3,850 | 3,750 | 3,650 | 3,300 | 3,300 | 3,400 | 3,600 | 3,750 | 3,400 | 3,250 | 3,350 |
| Business and fixed assets risk | 2,850 | 2,750 | 2,600 | 2,350 | 2,350 | 2,400 | 2,450 | 2,750 | 2,400 | 2,250 | 2,150 |
| Insurance risk | 450 | 450 | 450 | 450 | 450 | 400 | 400 | 450 | 400 | 350 | 150 |
| Regulatory capital allocation ${ }^{6}$ | 4,250 | 4,050 | 4,950 | 5,200 | 2,200 | 1,400 | 800 | 4,400 | 2,400 | n.a. | n.a. |
| Goodwill and intangibles | 9,750 | 9,700 | 9,700 | 9,750 | 9,600 | 9,550 | 8,900 | 9,700 | 9,450 | 8,400 | 8,800 |
| Attributed capital | 34,100 | 33,600 | 33,950 | 32,650 | 29,300 | 27,800 | 26,450 | 33,850 | 29,050 | 25,800 | 25,200 |
| Under/(over) attribution of capital ${ }^{6,7}$ | 3,600 | 2,400 | 400 | 350 | 1,000 | 550 | 900 | 2,200 | 750 | 3,650 | 600 |
| Average common equity from discontinued operations | - | 400 | 1,250 | 1,400 | 2,750 | 3,500 | 3,650 | 550 | 2,800 | 3,800 | 4,650 |
| Total average common equity | 37,700 | 36,400 | 35,600 | 34,400 | 33,050 | 31,850 | 31,000 | 36,600 | 32,600 | 33,250 | 30,450 |

Calculated using guidelines issued by OSFI under the Basel II framework.
Internal capital generation is net income available to common shareholders less common share dividends.
Under IFRS, we record items related to Contributed surplus directly to Retained earnings.
nd other changes to investments in insura
Transitional adjustments for IFRS are shown under Other.
${ }^{6}$ Effective Q1/12, we prospectively revised our capital allocation methodology to further align our allocation processes with evolving regulatory capital requirements. The revised methodology replaced the pro-rata allocation of unallocated capital that
was used in 2011 and the impacts are being phased-in over fiscal 2012 in anticipation of our requirement to report under Basel III requirements in 2013. The revised methodology resulted in a reduction in attributed capital for Canadian Banking and an
increase in attributed capital for Capital Markets.
Under/(over) attribution of capital is reported in Corporate Support.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOANS AND ACCEPTANCES | IFRS |  |  |  |  |  |  | IFRS | CGAAP |  |
| (Millions of Canadian dollars) | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3111 | Q2/11 | Q1/11 | 2011 | 2010 | 2009 |
|  |  |  |  |  |  |  |  |  |  |  |
| By portfolio and sector |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 196,652 | 193,231 | 189,822 | 188,406 | 183,435 | 180,815 | 178,804 | 188,406 | 126,790 | 119,945 |
| Personal | 85,073 | 83,008 | 82,146 | 80,921 | 78,732 | 80,836 | 79,941 | 80,921 | 75,519 | 66,405 |
| Credit cards | 13,423 | 13,035 | 12,748 | 12,937 | 12,833 | 13,221 | 13,388 | 12,937 | 9,916 | 8,508 |
| Small business | 2,489 | 2,477 | 2,448 | 2,481 | 2,507 | 2,570 | 2,659 | 2,481 | 2,712 | 2,851 |
|  | 297,637 | 291,751 | 287,164 | 284,745 | 277,507 | 277,442 | 274,792 | 284,745 | 214,937 | 197,709 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 5,085 | 5,085 | 5,026 | 4,880 | 4,787 | 4,927 | 4,965 | 4,880 | 4,705 | 4,967 |
| Automotive | 3,469 | 3,587 | 3,303 | 3,025 | 3,034 | 3,445 | 3,491 | 3,025 | 3,228 | 3,282 |
| Consumer goods | 5,506 | 5,208 | 5,065 | 5,341 | 5,171 | 5,755 | 5,755 | 5,341 | 5,202 | 5,323 |
| Energy | 8,961 | 7,689 | 7,171 | 6,394 | 5,766 | 5,357 | 5,567 | 6,394 | 5,869 | 6,984 |
| Non-bank financial services | 3,455 | 2,234 | 1,921 | 2,007 | 1,743 | 1,652 | 1,622 | 2,007 | 4,593 | 3,345 |
| Forest products | 875 | 895 | 777 | 698 | 786 | 824 | 814 | 698 | 726 | 761 |
| Industrial products | 4,024 | 3,639 | 3,428 | 3,381 | 3,512 | 4,040 | 3,730 | 3,381 | 3,143 | 3,331 |
| Mining and metals | 877 | 892 | 923 | 1,122 | 972 | 606 | 592 | 1,122 | 587 | 1,746 |
| Real estate and related ${ }^{1}$ | 19,346 | 18,400 | 17,026 | 15,569 | 14,451 | 17,991 | 18,327 | 15,569 | 12,651 | 13,308 |
| Technology and media | 3,830 | 3,357 | 3,166 | 2,712 | 2,487 | 2,670 | 2,688 | 2,712 | 2,257 | 2,307 |
| Transportation and environment | 5,101 | 5,174 | 5,022 | 4,927 | 4,147 | 4,380 | 4,241 | 4,927 | 3,546 | 4,184 |
| Other ${ }^{2}$ | 20,855 | 20,154 | 18,615 | 17,011 | 16,216 | 19,176 | 18,898 | 17,011 | 15,290 | 17,041 |
| Sovereign | 4,275 | 4,027 | 3,807 | 4,050 | 3,445 | 3,803 | 3,924 | 4,050 | 3,765 | 2,779 |
| Bank | 972 | 1,302 | 1,469 | 1,324 | 1,612 | 1,308 | 1,308 | 1,324 | 1,916 | 2,516 |
|  | 86,631 | 81,643 | 76,719 | 72,441 | 68,129 | 75,934 | 75,922 | 72,441 | 67,478 | 71,874 |
| Total loans and acceptances Allowance for loan losses | $\begin{array}{r} 384,268 \\ (1,937) \\ \hline \end{array}$ | $\begin{gathered} 373,394 \\ (2,019) \end{gathered}$ | $\begin{gathered} 363,883 \\ (1,965) \end{gathered}$ | $\begin{array}{r} 357,186 \\ (1,967) \end{array}$ | $\begin{gathered} 345,636 \\ (1,984) \end{gathered}$ | $\begin{gathered} 353,376 \\ (2,658) \end{gathered}$ | $\begin{array}{r} 350,714 \\ (2,784) \\ \hline \end{array}$ | $\begin{array}{r} 357,186 \\ (1,967) \end{array}$ | $\begin{gathered} 282,415 \\ (2,038) \end{gathered}$ | $\begin{array}{r} 269,583 \\ (2,164) \end{array}$ |
| Total loans and acceptances, net of allowance for loan losses | 382,331 | 371,375 | 361,918 | 355,219 | 343,652 | 350,718 | 347,930 | 355,219 | 280,377 | 267,419 |
|  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances by geography ${ }^{3}$ and portfolio |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 193,886 | 190,537 | 187,075 | 185,620 | 180,824 | 176,442 | 174,169 | 185,620 | 124,064 | 117,292 |
| Personal | 79,502 | 77,482 | 76,682 | 75,668 | 73,908 | 71,837 | 70,453 | 75,668 | 69,291 | 60,493 |
| Credit cards | 13,204 | 12,812 | 12,509 | 12,723 | 12,624 | 12,826 | 12,971 | 12,723 | 9,704 | 8,285 |
| Small business | 2,489 | 2,477 | 2,448 | 2,481 | 2,507 | 2,570 | 2,659 | 2,481 | 2,712 | 2,851 |
| Retail | 289,081 | 283,308 | 278,714 | 276,492 | 269,863 | 263,675 | 260,252 | 276,492 | 205,771 | 188,921 |
| Business | 50,091 | 47,766 | 43,911 | 45,186 | 44,779 | 42,814 | 42,084 | 45,186 | 45,217 | 47,110 |
| Sovereign | 3,651 | 3,322 | 3,141 | 3,304 | 2,726 | 3,035 | 3,005 | 3,304 | 2,785 | 1,394 |
| Bank | 428 | 501 | 437 | 747 | 839 | 649 | 437 | 747 | 808 | 1,096 |
| Wholesale | 54,170 | 51,589 | 47,489 | 49,237 | 48,344 | 46,498 | 45,526 | 49,237 | 48,810 | 49,600 |
| United States |  |  |  |  |  |  |  |  |  |  |
| Retail | 3,077 | 3,109 | 3,076 | 3,101 | 2,841 | 9,097 | 9,631 | 3,101 | 4,230 | 4,163 |
| Wholesale | 16,224 | 14,035 | 13,519 | 11,094 | 8,751 | 18,510 | 19,145 | 11,094 | 7,584 | 9,310 |
|  | 19,301 | 17,144 | 16,595 | 14,195 | 11,592 | 27,607 | 28,776 | 14,195 | 11,814 | 13,473 |
| Other International |  |  |  |  |  |  |  |  |  |  |
| Retail | 5,479 | 5,334 | 5,374 | 5,152 | 4,803 | 4,670 | 4,909 | 5,152 | 4,936 | 4,625 |
| Wholesale | 16,237 | 16,019 | 15,711 | 12,110 | 11,034 | 10,926 | 11,251 | 12,110 | 11,084 | 12,964 |
|  | 21,716 | 21,353 | 21,085 | 17,262 | 15,837 | 15,596 | 16,160 | 17,262 | 16,020 | 17,589 |
| Total |  |  |  |  |  |  |  |  |  |  |
| Retail | 297,637 | 291,751 | 287,164 | 284,745 | 277,507 | 277,442 | 274,792 | 284,745 | 214,937 | 197,709 |
| Wholesale | 86,631 | 81,643 | 76,719 | 72,441 | 68,129 | 75,934 | 75,922 | 72,441 | 67,478 | 71,874 |
| Total loans and acceptances | 384,268 | 373,394 | 363,883 | 357,186 | 345,636 | 353,376 | 350,714 | 357,186 | 282,415 | 269,583 |

${ }^{1}$ Wholesale - Real estate and related loans and acceptances in Q3/12 is comprised of amounts based in Canada of $\$ 14.3$ billion, United States of $\$ 2.7$ billion and Other International of $\$ 2.3$ billion.
${ }^{2}$ Wholesale - Other in Q3/12 related to other services $\$ 6.7$ billion, financing products $\$ 4.5$ billion, holding and investments $\$ 4.7$ billion, health $\$ 3.7$ billion, and other $\$ 1.3$ billion
${ }^{3}$ Geographic information is based on residence of borrower.

${ }^{1}$ Wholesale - Real estate and related Gross Impaired Loans in Q3/12 is comprised of loans based in Canada of $\$ 161$ million, United States of $\$ N i l$ and Other International of $\$ 198$ million.
Wholesale - Other in Q3/12 related to financing products $\$ 51$ million, other services $\$ 106$ million, holding and investments $\$ 25$ million, health $\$ 17$ million and other $\$ 153$ million.
Geographic information is based on residence of borrower.


Net impaired loan formation for Canadian Banking and certain Caribbean Banking retail and wholesale portfolios are generally allocated to New impaired as Repayment, return to performing status, sold and other adjustments, as amounts are not
reasonably determinable. There is no impact to total net impaired loan formation amounts.
${ }^{2}$ Geographic information is based on residence of borrower, net of allowance for impaired loans.

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

Q3112
Q2112

## Provision for credit losses by portfolio and sector

Retail
Residential mortgages
Personal
Credit card
Credit cards
Small business
Wholesal
Business
Agriculture
Automotive
Consumer goods
Energy
Non-bank financial services
Forest products
Industrial product
Mining and metals
Real estate and related
Technology and media
Transportation and environmen
${ }^{\text {Other }}{ }^{2}$
Sovereig
otal provision for credit losses on impaired loans
Total provision for credit losses for loans not yet identified as impaired otal provision for credit losses
Individually assessed
Coliectively assessed
otal provision for credit losses

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

Resident
Personal
Personal
Credit cards
Credit cards
Small business
Retail
Retail
Susiness
Sovereig
Bank
Wholesale

## United States <br> Retail

Wholesale
Other International
Retail
Total
Retail
Wholesale




Wholesale - Real estate and related provision for credit losses in Q3/12 are comprised of losses based in Canada of $\$ 6$ million, United States of $\$ 4$ milion, and Other International of $\$ 14$ million.
${ }^{2}$ Wholesale - Other in Q3/12 related to financing products, \$nil; other services, $\$ 2$ million; health, $\$$ nil; holding and investments, $\$$ nil; and other, $\$ 23$ million
Geographic information is based on residence of borrower

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ALLOWANCE FOR CREDIT LOSSES | IFRS |  |  |  |  |  |  | IFRS | CGAAP |  |
| (Millions of Canadian dollars) | Q3112 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | 2011 | 2010 | 2009 |
| Allowance for credit losses by portfolio and sector |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for impaired loans |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 93 | 87 | 74 | 71 | 71 | 82 | 84 | 71 | 65 | 44 |
| Personal | 142 | 140 | 151 | 145 | 147 | 171 | 192 | 145 | 153 | 163 |
| Small business | 13 | 14 | 16 | 15 | 17 | 18 | 17 | 15 | 18 | 22 |
|  | 248 | 241 | 241 | 231 | 235 | 271 | 293 | 231 | 236 | 229 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 9 | 10 | 11 | 14 | 13 | 15 | 14 | 14 | 14 | 10 |
| Automotive | 8 | 15 | 18 | 19 | 24 | 30 | 24 | 19 | 31 | 10 |
| Consumer goods | 27 | 29 | 20 | 21 | 24 | 28 | 34 | 21 | 33 | 36 |
| Energy | 6 | 6 | 5 | 7 | 7 | 12 | 15 | 7 | 23 | 43 |
| Non-bank financial services | 1 | - | - | 12 | 11 | 14 | 18 | 12 | 13 | 71 |
| Forest products | 8 | 7 | 8 | 7 | 4 | 6 | 9 | 7 | 6 | 10 |
| Industrial products | 33 | 35 | 16 | 17 | 34 | 40 | 43 | 17 | 37 | 65 |
| Mining and metals | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 2 | 5 |
| Real estate and related ${ }^{1}$ | 97 | 90 | 77 | 86 | 95 | 184 | 218 | 86 | 94 | 122 |
| Technology and media | 50 | 28 | 24 | 21 | 22 | 25 | 22 | 21 | 15 | 37 |
| Transportation and environment | 11 | 67 | 56 | 34 | 34 | 16 | 24 | 34 | 9 | 8 |
| Other ${ }^{2}$ | 76 | 97 | 94 | 102 | 89 | 109 | 122 | 102 | 165 | 187 |
| Sovereign | - | - | - | - | - | - | - | - | 9 | 10 |
| Bank | 2 | 33 | 33 | 33 | 31 | 32 | 34 | 33 | 34 | 20 |
|  | 329 | 418 | 364 | 374 | 389 | 512 | 578 | 374 | 485 | 634 |
| Total | 577 | 659 | 605 | 605 | 624 | 783 | 871 | 605 | 721 | 863 |
| Allowance for loans not yet identified as impaired |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 47 | 48 | 38 | 41 | 40 | 108 | 89 | 41 | 26 | 24 |
| Personal | 399 | 403 | 412 | 412 | 413 | 612 | 654 | 412 | 480 | 449 |
| Credit cards | 422 | 415 | 415 | 415 | 414 | 434 | 434 | 415 | 365 | 313 |
| Small business | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 47 |
|  | 928 | 926 | 925 | 928 | 927 | 1,214 | 1,237 | 928 | 931 | 833 |
| Wholesale | 432 | 434 | 435 | 434 | 433 | 661 | 676 | 434 | 386 | 468 |
| Off-balance sheet and other items | 91 | 91 | 91 | 91 | 91 | 103 | 102 | 91 | 88 | 100 |
| Total | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,978 | 2,015 | 1,453 | 1,405 | 1,401 |
| Total allowance for credit losses | 2,028 | 2,110 | 2,056 | 2,058 | 2,075 | 2,761 | 2,886 | 2,058 | 2,126 | 2,264 |
| Individually assessed | 232 | 313 | 253 | 252 | 253 | 298 | 342 | 252 | n.a. | n.a. |
| Collectively assessed | 1,796 | 1,797 | 1,803 | 1,806 | 1,822 | 2,463 | 2,544 | 1,806 | n.a. | n.a. |
| Total allowance for credit losses | 2,028 | 2,110 | 2,056 | 2,058 | 2,075 | 2,761 | 2,886 | 2,058 | n.a. | n.a. |

${ }^{1}$ Wholesale - Real estate and related allowance for credit losses in Q3/12 is comprised of allowances based in Canada of $\$ 49$ million, United States of $\$$ nil and Other International of $\$ 48$ million.
${ }^{2}$ Wholesale - Other in Q3/12 related to financing products, $\$ 4$ million; other services, $\$ 28$ million; health, $\$ 9$ million; holding and investments, $\$ 11$ million; and other, $\$ 24$ million.

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ALLOWANCE FOR CREDIT LOSSES continued |  |  |  | IFRS |  |  |  | IFRS | CGA |  |
| (Millions of Canadian dollars) | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | 2011 | 2010 | 2009 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses by geography ${ }^{1}$ and portfolio |  |  |  |  |  |  |  |  |  |  |
| Allowance for impaired loans |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 40 | 46 | 51 | 47 | 49 | 50 | 53 | 47 | 47 | 39 |
| Personal | 86 | 93 | 92 | 88 | 88 | 86 | 94 | 88 | 88 | 94 |
| Small business | 13 | 14 | 16 | 15 | 17 | 18 | 17 | 15 | 18 | 22 |
| Retail | 139 | 153 | 159 | 150 | 154 | 154 | 164 | 150 | 153 | 155 |
| Business | 168 | 177 | 166 | 179 | 211 | 204 | 213 | 179 | 207 | 262 |
| Sovereign | - | - | - | - | - | - | - | - | - |  |
| Bank | - | - | - | - | - | - | - | - | - | - |
| Wholesale | 168 | 177 | 166 | 179 | 211 | 204 | 213 | 179 | 207 | 262 |
| Canada - Total | 307 | 330 | 325 | 329 | 365 | 358 | 377 | 329 | 360 | 417 |
| United States |  |  |  |  |  |  |  |  |  |  |
| Retail | 1 | 1 | 1 | 1 | 1 | 37 | 44 | 1 | - | - |
| Wholesale | 43 | 38 | 20 | 25 | 11 | 183 | 226 | 25 | 85 | 251 |
| United States - Total | 44 | 39 | 21 | 26 | 12 | 220 | 270 | 26 | 85 | 251 |
| Other International |  |  |  |  |  |  |  |  |  |  |
| Retail | 108 | 87 | 81 | 80 | 80 | 80 | 85 | 80 | 83 | 74 |
| Wholesale | 118 | 203 | 178 | 170 | 167 | 125 | 139 | 170 | 193 | 121 |
| Other International - Total | 226 | 290 | 259 | 250 | 247 | 205 | 224 | 250 | 276 | 195 |
| Total allowance for impaired loans | 577 | 659 | 605 | 605 | 624 | 783 | 871 | 605 | 721 | 863 |
| Total allowance for loans not yet identified as impaired | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,978 | 2,015 | 1,453 | 1,405 | 1,401 |
| Total allowance for credit losses | 2,028 | 2,110 | 2,056 | 2,058 | 2,075 | 2,761 | 2,886 | 2,058 | 2,126 | 2,264 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses by type |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses | 1,937 | 2,019 | 1,965 | 1,967 | 1,984 | 2,658 | 2,784 | 1,967 | 2,038 | 2,164 |
| Allowance for off-balance sheet items | 91 | 91 | 91 | 91 | 91 | 103 | 102 | 91 | 88 | 100 |
| Total | 2,028 | 2,110 | 2,056 | 2,058 | 2,075 | 2,761 | 2,886 | 2,058 | 2,126 | 2,264 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses continuity |  |  |  |  |  |  |  |  |  |  |
| Allowance for impaired loans |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 659 | 605 | 605 | 624 |  | 871 | 931 | 931 | 863 | 558 |
| Balance at beginning of period - discontinued operations | - | - | - |  | (204) | - | - | (274) | n.a. | n.a. |
| Provision for credit losses ${ }^{2}$ | 325 | 348 | 268 | 276 | 320 | 384 | 383 | 1,131 | 1,234 | 1,916 |
| Write-offs | (449) | (319) | (305) | (345) | (327) | (485) | (496) | $(1,356)$ | $(1,546)$ | $(1,848)$ |
| Recoveries | 59 | 59 | 58 | 56 | 60 | 60 | 82 | 244 | 201 | 249 |
| Other adjustments ${ }^{3}$ | (17) | (34) | (21) | (6) | (8) | (47) | (29) | (71) | (31) | (12) |
| Allowance for impaired loans at end of period | 577 | 659 | 605 | 605 | 624 | 783 | 871 | 605 | 721 | 863 |
| Allowance for loans not yet identified as impaired |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,451 | 1,451 | 1,453 | 1,451 | 1,978 | 2,015 | 2,035 | 2,035 | 1,401 | 1,176 |
| Balance at beginning of period - discontinued operations | - | - | - | - | (526) | - | - | (580) | n.a. | n.a. |
| Provision for credit losses ${ }^{2}$ | (1) | - | (1) | - | - | (3) | (8) | 2 | 6 | 251 |
| Adjustments on acquisition | - | - | (1) | - | - | - | - | - | - | 4 |
| Other adjustments ${ }^{3}$ | 1 | - | (1) | 2 | (1) | (34) | (12) | (4) | (2) | (30) |
| Allowance for loans not yet identified as impaired at end of period | 1,451 | 1,451 | 1,451 | 1,453 | 1,451 | 1,978 | 2,015 | 1,453 | 1,405 | 1,401 |
| Allowance for credit losses | 2,028 | 2,110 | 2,056 | 2,058 | 2,075 | 2,761 | 2,886 | 2,058 | 2,126 | 2,264 |

${ }^{1}$ Geographic information is based on residence of borrower.
${ }^{2}$ Total PCL on impaired loans of $\$ 121$ million for Q1/11 and $\$ 111$ million for Q2/11 belong to discontinued operations. Total PCL for loans not yet identified as impaired of $\$(10)$ million for $\mathrm{Q} 1 / 11$ and $\$(3)$ million for $\mathrm{Q} 2 / 11$ belong to discontinued operations.
${ }^{3}$ Other adjustments include primarily foreign exchange translations on non-Canadian dollar denominated ACL

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CREDIT QUALITY RATIOS ${ }^{1}$ | IFRS |  |  |  |  |  |  | IFRS | IFRS | CGAAP |  |
|  | Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total loans and acceptances |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 77\% | 78\% | 79\% | 80\% | 80\% | 81\% | 81\% | 77\% | 80\% | 76\% | 73\% |
| Wholesale | 23\% | 22\% | 21\% | 20\% | 20\% | 19\% | 19\% | 23\% | 20\% | 24\% | 27\% |
| Canada | 89\% | 90\% | 90\% | 91\% | 92\% | 92\% | 92\% | 89\% | 91\% | 90\% | 88\% |
| United States | 5\% | 4\% | 4\% | 4\% | 3\% | 3\% | 3\% | 5\% | 4\% | 4\% | 5\% |
| Other International | 6\% | 6\% | 6\% | 5\% | 5\% | 5\% | 5\% | 6\% | 5\% | 6\% | 7\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |
| Gross Impaired Loans (GILs) as a \% of Related loans and acceptances | 0.55\% | 0.63\% | 0.64\% | 0.65\% | 0.67\% | 0.66\% | 0.70\% | 0.55\% | 0.65\% | 0.95\% | 1.02\% |
| Retail | 0.33\% | 0.36\% | 0.38\% | 0.37\% | 0.38\% | 0.40\% | 0.41\% | 0.33\% | 0.37\% | 0.47\% | 0.45\% |
| Wholesale | 1.33\% | 1.61\% | 1.60\% | 1.77\% | 1.83\% | 1.75\% | 1.89\% | 1.33\% | 1.77\% | 2.46\% | 2.61\% |
| Canada | 0.35\% | 0.41\% | 0.40\% | 0.40\% | 0.44\% | 0.47\% | 0.49\% | 0.35\% | 0.40\% | 0.60\% | 0.63\% |
| United States | 0.93\% | 0.80\% | 0.68\% | 0.86\% | 0.68\% | 0.98\% | 1.21\% | 0.93\% | 0.86\% | 3.08\% | 5.34\% |
| Other International | 3.37\% | 4.04\% | 4.27\% | 5.20\% | 5.25\% | 4.34\% | 4.29\% | 3.37\% | 5.20\% | 4.85\% | 2.98\% |
| Net Impaired Loans as a \% of Loans and acceptances | 0.40\% | 0.46\% | 0.47\% | 0.48\% | 0.49\% | 0.49\% | 0.51\% | 0.40\% | 0.48\% | 0.69\% | 0.70\% |
| Retail | 0.24\% | 0.28\% | 0.30\% | 0.29\% | 0.30\% | 0.31\% | 0.32\% | 0.24\% | 0.29\% | 0.36\% | 0.33\% |
| Wholesale | 0.95\% | 1.10\% | 1.12\% | 1.25\% | 1.26\% | 1.22\% | 1.31\% | 0.95\% | 1.25\% | 1.74\% | 1.72\% |
| Canada | 0.26\% | 0.31\% | 0.30\% | 0.30\% | 0.32\% | 0.35\% | 0.36\% | 0.26\% | 0.30\% | 0.46\% | 0.46\% |
| United States | 0.70\% | 0.57\% | 0.55\% | 0.67\% | 0.58\% | 0.82\% | 1.03\% | 0.70\% | 0.67\% | 2.36\% | 3.47\% |
| Other International | 2.33\% | 2.69\% | 3.04\% | 3.75\% | 3.69\% | 3.02\% | 2.91\% | 2.33\% | 3.75\% | 3.13\% | 1.87\% |
| PCL as a \% of Average net loans and acceptances | 0.34\% | 0.39\% | 0.30\% | 0.31\% | 0.37\% | 0.34\% | 0.32\% | 0.34\% | 0.33\% | 0.45\% | 0.82\% |
| PCL on impaired loans as a \% of Average net loans and acceptances | 0.34\% | 0.39\% | 0.30\% | 0.31\% | 0.37\% | 0.34\% | 0.32\% | 0.34\% | 0.33\% | 0.40\% | 0.72\% |
| Retail | 0.32\% | 0.34\% | 0.32\% | 0.31\% | 0.34\% | 0.35\% | 0.37\% | 0.32\% | 0.34\% | 0.44\% | 0.50\% |
| Wholesale | 0.46\% | 0.62\% | 0.19\% | 0.30\% | 0.54\% | 0.25\% | 0.08\% | 0.42\% | 0.28\% | 0.52\% | 1.35\% |
| Canada | 0.29\% | 0.33\% | 0.29\% | 0.27\% | 0.33\% | 0.34\% | 0.35\% | 0.30\% | 0.32\% | 0.42\% | 0.61\% |
| United States | 0.38\% | 0.60\% | (0.06)\% | 0.47\% | (0.33)\% | 0.01\% | (0.76)\% | 0.31\% | (0.11)\% | 0.52\% | 2.33\% |
| Other International | 1.28\% | 1.29\% | 0.68\% | 0.94\% | 1.81\% | 0.42\% | 0.40\% | 1.10\% | 0.87\% | 0.97\% | 0.48\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |
| ACL as a \% of Total loans and acceptances | 0.53\% | 0.57\% | 0.57\% | 0.58\% | 0.60\% | 0.60\% | 0.62\% | 0.53\% | 0.58\% | 0.75\% | 0.84\% |
| ACL against impaired loans as a \% of Total loans and acceptances | 0.15\% | 0.18\% | 0.17\% | 0.17\% | 0.18\% | 0.17\% | 0.19\% | 0.15\% | 0.17\% | 0.26\% | 0.32\% |
| Retail | 0.06\% | 0.06\% | 0.07\% | 0.06\% | 0.07\% | 0.07\% | 0.07\% | 0.06\% | 0.06\% | 0.08\% | 0.08\% |
| Wholesale | 0.09\% | 0.11\% | 0.10\% | 0.10\% | 0.11\% | 0.10\% | 0.11\% | 0.09\% | 0.10\% | 0.17\% | 0.24\% |
| ACL against impaired loans as a \% of GIL | 27.23\% | 27.89\% | 26.06\% | 26.00\% | 27.05\% | 26.16\% | 26.79\% | 27.23\% | 26.00\% | 26.91\% | 31.32\% |
| Retail | 25.55\% | 23.01\% | 21.98\% | 22.01\% | 22.22\% | 21.61\% | 22.63\% | 25.55\% | 22.01\% | 23.18\% | 25.96\% |
| Wholesale | 28.62\% | 31.76\% | 29.71\% | 29.28\% | 31.14\% | 30.48\% | 30.57\% | 28.62\% | 29.28\% | 29.20\% | 33.85\% |
| Total net write-offs as a \% of Average net loans and acceptances | 0.41\% | 0.29\% | 0.27\% | 0.33\% | 0.31\% | 0.34\% | 0.34\% | 0.33\% | 0.33\% | 0.49\% | 0.60\% |
| Retail | 0.29\% | 0.32\% | 0.29\% | 0.32\% | 0.33\% | 0.36\% | 0.34\% | 0.30\% | 0.33\% | 0.43\% | 0.47\% |
| Wholesale | 0.90\% | 0.16\% | 0.21\% | 0.37\% | 0.22\% | 0.29\% | 0.33\% | 0.44\% | 0.29\% | 0.72\% | 0.96\% |
| Canada | 0.29\% | 0.30\% | 0.27\% | 0.30\% | 0.32\% | 0.34\% | 0.31\% | 0.28\% | 0.32\% | 0.44\% | 0.53\% |
| United States | 0.39\% | 0.07\% | 0.08\% | 0.00\% | (0.17)\% | 0.05\% | (0.76)\% | 0.19\% | (0.20)\% | 1.78\% | 1.88\% |
| Other International | 2.54\% | 0.35\% | 0.49\% | 1.06\% | 0.51\% | 0.54\% | 1.66\% | 1.19\% | 0.92\% | 0.39\% | 0.15\% |

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

| AS REPORTED IN Q3 2012 |
| :--- |
| GROSS CREDIT RISK EXPOSURE BY GEOGRAPHY <br> AND PORTFOLIO <br> (Millions of Canadian dollars) |

## Credit risk exposure by geography ${ }^{7}$ and portfolio

Canada
Residential mortgages
Personal
Credit cards
Small business
-
Business
Sovereign
Bank
Wholesale
Total Canada
United States
Residential mortgages
Personal
Credit cards
Credit cards
Small business
Retail
Business
Sovereign
Sovereig
Bank
Wholesale
Total United States
Other International
Residential mortgages
Credit cards
Small business
.
Business
Bank
Total Other International
Total exposure

| IFRS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Lending-related and other |  |  | Trading-related |  | $\frac{\mathrm{Q} 3 / 12}{\text { Total }}$ |
| Loans and acceptances |  | Other ${ }^{3}$ | $\begin{gathered} \text { Repo-style } \\ \text { transactions }{ }^{4,5} \end{gathered}$ | Over-the-counter derivatives ${ }^{5,6}$ |  |
| Outstanding | $\begin{aligned} & \text { Undrawn } \\ & \text { commitments } \end{aligned}$ |  |  |  |  |
| 193,886 | 27 | - | - | - | 193,913 |
| 79,502 | 68,239 | 24 | - | - | 147,765 |
| 13,204 | 21,027 | - | - | - | 34,231 |
| 2,489 | 3,853 | 38 | - | - | 6,380 |
| 289,081 | 93,146 | 62 | - | - | 382,289 |
| 50,091 | 22,235 | 10,884 | 42,165 | 4,529 | 129,904 |
| 3,651 | 3,490 | 15,772 | 12,440 | 3,481 | 38,834 |
| 428 | 66 | 32,046 | 24,320 | 2,363 | 59,223 |
| 54,170 | 25,791 | 58,702 | 78,925 | 10,373 | 227,961 |
| 343,251 | 118,937 | 58,764 | 78,925 | 10,373 | 610,250 |
| 273 | - | - | - | - | 273 |
| 2,770 | 252 | 6 |  |  | 3,028 |
| 34 | 226 | - | - | - | 260 |
| 3,077 | 478 | 6 | - | - | 3,561 |
| 16,177 | 24,229 | 8,560 | 52,544 | 5,690 | 107,200 |
| - | 1,124 | 2,051 | 354 | 1,542 | 5,071 |
| 47 | 246 | 7,786 | 30,225 | 4,577 | 42,881 |
| 16,224 | 25,599 | 18,397 | 83,123 | 11,809 | 155,152 |
| 19,301 | 26,077 | 18,403 | 83,123 | 11,809 | 158,713 |
| 2,493 | - | - | - |  | 2,493 |
| 2,801 | 309 | 9 | - | - | 3,119 |
| 185 | 138 | - | - | - | 323 |
| - | - | - | . | . |  |
| 5,479 | 447 | 9 | - | - | 5,935 |
| 15,116 | 8,384 | 5,888 | 38,984 | 5,206 | 73,578 |
| 624 | 324 | 17,065 | 6,841 | 3,762 | 28,616 |
| 497 | 144 | 31,133 | 32,021 | 22,981 | 86,776 |
| 16,237 | 8,852 | 54,086 | 77,846 | 31,949 | 188,970 |
| 21,716 | 9,299 | 54,095 | 77,846 | 31,949 | 194,905 |
| 384,268 | 154,313 | 131,262 | 239,894 | 54,131 | 963,868 |


| 190,572 | 187,100 | 185,633 | 180,844 | 176,457 | 174,185 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 144,176 | 141,433 | 148,911 | 145,203 | 140,826 | 137,948 |
| 33,261 | 37,002 | 39,233 | 42,554 | 41,967 | 45,765 |
| 6,286 | 6,186 | 6,691 | 6,578 | 6,532 | 6,499 |
| 374,295 | 371,721 | 380,468 | 375,179 | 365,782 | 364,397 |
| 128,322 | 110,185 | 111,664 | 107,178 | 105,694 | 109,624 |
| 37,616 | 35,429 | 27,838 | 28,378 | 28,237 | 28,765 |
| 35,995 | 42,012 | 41,299 | 43,359 | 49,327 | 46,851 |
| 201,933 | 187,626 | 180,801 | 178,915 | 183,258 | 185,240 |
| 576,228 | 559,347 | 561,269 | 554,094 | 549,040 | 549,637 |
| 264 | 2,233 | 2,227 | 2,142 | 2,114 | 2,350 |
| 3,063 | 9,094 | 8,733 | 8,447 | 8,802 | 9,274 |
| 256 | 665 | 653 | 583 | 571 | 585 |
| 3,583 | 11,992 | 11,613 | 11,172 | 11,487 | 12,209 |
| 93,111 | 105,285 | 89,148 | 72,114 | 66,640 | 77,807 |
| 5,192 | 6,232 | 5,438 | 3,763 | 4,387 | 3,710 |
| 40,629 | 41,767 | 41,125 | 39,128 | 31,268 | 28,991 |
| 138,932 | 153,284 | 135,711 | 115,005 | 102,295 | 110,508 |
| 142,515 | 165,276 | 147,324 | 126,177 | 113,782 | 122,717 |
| 2,430 | 2,458 | 2,465 | 2,336 | 2,286 | 2,408 |
| 3,040 | 3,074 | 2,946 | 2,688 | 2,497 | 2,577 |
| 308 | 335 | 344 | 353 | 339 | 368 |
| 5,778 | 5,867 | 5,755 | 5,377 | 5,122 | 5,353 |
| 80,555 | 81,175 | 68,397 | 61,685 | 67,271 | 59,356 |
| 24,243 | 20,484 | 22,721 | 21,502 | 18,813 | 18,153 |
| 79,138 | 88,745 | 79,579 | 81,015 | 83,724 | 73,533 |
| 183,936 | 190,404 | 170,697 | 164,202 | 169,808 | 151,042 |
| 189,714 | 196,271 | 176,452 | 169,579 | 174,930 | 156,395 |
| 908,457 | 920,894 | 885,045 | 849,850 | 837,752 | 828,749 |

Amounts prior to Q2/12 represent consolidated (combined continuing and discontinued) operations.
Gross credit risk exposure is before allowance for loan losses. Exposure to Basel II asset classes of qualifying revolving retail and other retail are largely included within Personal and Credit cards, while home equity lines of credit are included in Personal
Includes contingent liabilities such as letters of credit and guarantees, available-for-sale debt securities and deposits with financial institutions
Includes repurchase and reverse repurchase agreements and securities borrowing and lending transactions.
meling the potential value of the portfolio or trades with each counterparty over its life to estimate expected credit risk exposure and expected loss.
The model takes into account wrong-way risk which arises when default risk and credit exposure increase together, in which case we use the worst case exposure value.
Credit equivalent amount after factoring in master netting agreements.
${ }^{7}$ Based on country of residence of borrower.

'Amounts prior to Q Q2112 represent consolidated (combined continuing and discontinued) operations.
2.Eligibe financial collateral includes cash and deposit, gold, as well as qualifying debt securities, equities and mutual funds.

${ }^{4}$ Increase in retail exposure covered by credit isk mitigation between Q4/11 and Q3/11 is accounted for by the implementation of OSFI guidelines on classification of certain mortgage-backed securtities in Basel Il as of Q4/11.

Includes repurchase and reverse repurchase agreements and securities borrowing ind lending transactions.

## AS REPORTED IN Q3 2012 <br> CREDIT EXPOSURE OF PORTFOLIOS UNDER THE <br> STANDARDIZED APPROACH BY RISK WEIGHT

(Millions of Canadian dollars, except percentage amounts)

| Risk weight $^{\text {3 }}$ |
| :--- |
| $0 \%$ |
| $20 \%$ |
| $35 \%$ |
| $50 \%$ |
| $75 \%$ |
| $100 \%$ |
| $150 \%$ |
| Total |


| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| Gross exposure ${ }^{2}$ |  |  |  |  |  |  |
| 8,107 | 4,849 | 5,501 | 7,646 | 6,152 | 5,656 | 6,366 |
| 83,526 | 57,563 | 47,099 | 47,765 | 47,289 | 53,028 | 47,379 |
| 895 | 911 | 1,408 | 1,530 | 1,490 | 1,472 | 1,603 |
| 3,532 | 1,224 | 1,063 | 919 | 884 | 751 | 732 |
| 16,759 | 15,794 | 23,421 | 23,067 | 11,205 | 10,877 | 11,465 |
| 21,100 | 19,034 | 29,625 | 27,343 | 28,176 | 25,880 | 26,623 |
| 502 | 570 | 1,491 | 1,628 | 1,466 | 1,801 | 1,973 |
| 134,421 | 99,945 | 109,608 | 109,898 | 96,662 | 99,465 | 96,141 |

ACTUAL LOSSES VS. ESTIMATED LOSSES ${ }^{1}$


| IFRS |  |  |
| :---: | :---: | :---: |
|  | Q4/11 |  |
| Average <br> historical <br> actual loss <br> rate ${ }^{6}$ | Actual <br> loss rate ${ }^{4}$ |  |

Residential mortgages
Personal
Small business
Retail

| $0.04 \%$ | $0.06 \%$ |
| :--- | :--- |
| $0.59 \%$ | $0.77 \%$ |
| $3.14 \%$ | $3.24 \%$ |
| $1.54 \%$ | $2.10 \%$ |
| $0.35 \%$ | $0.49 \%$ |
|  |  |
| $0.45 \%$ | $0.77 \%$ |
| $0.00 \%$ | $0.01 \%$ |
| $0.00 \%$ | $0.07 \%$ |
| $0.43 \%$ | $0.72 \%$ |


| $0.03 \%$ | $0.06 \%$ |
| :--- | :--- |
| $0.63 \%$ | $0.77 \%$ |
| $3.30 \%$ | $3.24 \%$ |
| $1.49 \%$ | $2.10 \%$ |
| $0.37 \%$ | $0.51 \%$ |
|  |  |
| $0.56 \%$ | $0.77 \%$ |
| $0.00 \%$ | $0.01 \%$ |
| $0.00 \%$ | $0.07 \%$ |
| $0.52 \%$ | $0.72 \%$ |


| $0.04 \%$ | $0.06 \%$ |
| :--- | :--- |
| $0.65 \%$ | $0.77 \%$ |
| $3.41 \%$ | $3.30 \%$ |
| $1.36 \%$ | $2.06 \%$ |
| $0.38 \%$ | $0.55 \%$ |
|  |  |
| $0.55 \%$ | $0.78 \%$ |
| $0.00 \%$ | $0.01 \%$ |
| $0.00 \%$ | $0.07 \%$ |
| $0.51 \%$ | $0.70 \%$ |
|  |  |


| $0.02 \%$ | $0.04 \%$ | $0.07 \%$ |
| :---: | :---: | :---: |
| $0.76 \%$ | $0.68 \%$ | $0.78 \%$ |
| $3.31 \%$ | $3.47 \%$ | $3.26 \%$ |
| $1.70 \%$ | $1.37 \%$ | $2.11 \%$ |
| $0.42 \%$ | $0.40 \%$ | $0.50 \%$ |
|  |  |  |
| $0.52 \%$ | $0.56 \%$ | $0.77 \%$ |
| $0.00 \%$ | $0.00 \%$ | $0.01 \%$ |
| $0.16 \%$ | $0.00 \%$ | $0.07 \%$ |
| $0.49 \%$ | $0.51 \%$ | $0.72 \%$ |
|  |  |  |

${ }^{1}$ Amounts prior to Q2/12 represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ Represents exposure at default, which is the expected gross exposure upon the default of an obligor. This amount is before any specific allowances and does not reflect the impact of credit risk mitigation To determine the appropriate risk weight, credit assessments by OSFl-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 OSFI's standards and guidelines taking into consideration certain exposure specific factors including counterparty type, exposure type and credit risk mitigation technique employed.
Actual loss reflects internal credit loss experience realized over a given period or "point in time". Actual loss rate is the sum of the impairment losses on impaired loans divided by average of loans and acceptances period end outstanding for the current and prior 3-quarter period. Actual losses prior to Q4/11 are the same as CGAAP due to implementation of IFRS in Basel II as of Q1/11.
${ }^{5}$ Estimated loss represents expected loss which is calculated using the Basel II "through the cycle" parameters of probability of default $x$ loss given default $x$ exposure at default, conservatively estimate 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. Estimated losses in 2011 are the same as CGAAP due to implementation of IFRS in
Basel II as of Q1/11.
${ }^{6}$ Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information will be updated on an annual basis

| AS REPORTED IN Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RETAIL CREDIT EXPOSURE |  |  | IFRS |  |  |  |  | IFRS |  |  |  |  |
| BY PORTFOLIO AND RISK CATEGORY ${ }^{1}$ |  |  | Q3/12 |  |  |  |  | Q212 |  |  |  |  |
| (Millions of Canadian dollars, except percentage) | Residential mortgages | Personal | $\begin{aligned} & \text { Credit } \\ & \text { cards } \end{aligned}$ | $\begin{gathered} \text { Small } \\ \text { business } \end{gathered}$ | Total | Residential mortgages | Personal | Credit cards | $\begin{gathered} \text { Small } \\ \text { business } \end{gathered}$ | Total |  |  |
| Low risk (0.00\%-1.00\%) | 164,302 | 131,141 | 27,898 | 3,184 | 326,525 | 160,679 | 127,492 | 25,375 | 3,111 | 316,657 |  |  |
| Medium risk (1.10\%-6.40\%) | 24,882 | 18,952 | 5,932 | 2,177 | 51,943 | 24,887 | 18,718 | 7,233 | 2,183 | 53,021 |  |  |
| High risk (6.50\%-99.99\%) | 6,833 | 3,543 | 984 | 986 | 12,346 | 6,986 | 3,773 | 1,217 | 956 | 12,932 |  |  |
| Impaired (100\%) | 662 | 276 | - | 33 | 971 | 714 | 296 | - | 36 | 1,046 |  |  |
| Total exposure ${ }^{2}$ | 196,679 | 153,912 | 34,814 | 6,380 | 391,785 | 193,266 | 150,279 | 33,825 | 6,286 | 383,656 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| WHOLESALE CREDIT EXPOSURE |  |  | IFRS |  |  |  |  |  | IFRS |  |  |  |
| BY PORTFOLIO AND RISK RATING ${ }^{1}$ |  |  | Q3/12 |  |  |  |  |  | Q211 |  |  |  |
| (Millions of Canadian dollars, except percentage) | $\begin{gathered} \text { Total } \\ \text { exposure }^{3} \end{gathered}$ | Undrawn commitments (Notional amount) | Average probability of default ${ }^{4}$ (\%) | Average loss given default rate ${ }^{4}$ (\%) | Average exposure at default rate ${ }^{4}$ (\%) | Average risk weight ${ }^{4}$ (\%) | $\begin{gathered} \text { Exposure }^{3} \end{gathered}$ | Undrawn commitments (Notional amount) | Average probability of default ${ }^{4}$ (\%) | Average loss given default rate ${ }^{4}$ (\%) | Average exposure at default rate ${ }^{4}$ (\%) | $\begin{aligned} & \text { Average } \\ & \text { risk } \\ & \text { weight }{ }^{4} \end{aligned}$ (\%) |
| INTERNAL RATING ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |
| 1-4 | 7,422 | 8,196 | 0.02\% | 20.83\% | 62.23\% | 10.18\% | 7,403 | 8,053 | 0.02\% | 20.67\% | 61.94\% | 10.39\% |
| 5-7 | 14,026 | 20,378 | 0.07\% | 41.10\% | 61.22\% | 25.52\% | 13,246 | 20,269 | 0.07\% | 41.84\% | 60.51\% | 25.73\% |
| 8-10 | 41,917 | 45,198 | 0.27\% | 40.35\% | 60.18\% | 52.69\% | 40,291 | 42,789 | 0.27\% | 39.77\% | 60.34\% | 52.31\% |
| 11-13 | 48,704 | 35,819 | 1.20\% | 32.43\% | 36.72\% | 74.48\% | 44,327 | 33,607 | 1.18\% | 32.34\% | 34.59\% | 75.50\% |
| 14-16 | 20,838 | 13,645 | 3.93\% | 34.00\% | 47.27\% | 97.20\% | 19,120 | 12,469 | 3.90\% | 32.48\% | 36.61\% | 94.33\% |
| 17-20 | 2,177 | 1,417 | 14.11\% | 34.80\% | 37.00\% | 149.31\% | 1,900 | 1,283 | 13.85\% | 31.61\% | 35.72\% | 135.44\% |
| 21-22 | 1,148 | 85 | 100.00\% | 31.20\% |  | 96.73\% | 1,284 | 147 | 100.00\% | 35.49\% |  | 128.69\% |
| Total Business | 136,232 | 124,738 | 2.17\% | 35.40\% | 55.19\% | 64.10\% | 127,571 | 118,617 | 2.30\% | 35.04\% | 54.12\% | 63.48\% |
| Sovereign |  |  |  |  |  |  |  |  |  |  |  |  |
| 1-4 | 3,798 | 10,883 | 0.01\% | 14.71\% | 33.43\% | 1.50\% | 3,872 | 11,358 | 0.01\% | 14.99\% | 32.45\% | 1.51\% |
| 5-7 | 3,751 | 3,911 | 0.03\% | 32.73\% | 39.24\% | 8.26\% | 3,485 | 3,725 | 0.03\% | 34.31\% | 41.18\% | 8.32\% |
| 8-10 | 1,333 | 1,297 | 0.16\% | 33.80\% | 55.81\% | 38.71\% | 1,396 | 1,065 | 0.14\% | 31.00\% | 57.77\% | 36.11\% |
| 11-13 | 312 | 379 | 0.99\% | 22.29\% | 39.52\% | 51.86\% | 187 | 487 | 1.00\% | 33.06\% | 35.35\% | 30.21\% |
| 14-16 | 18 | 11 | 4.74\% | 34.08\% | 25.61\% | 99.64\% | 25 | 8 | 4.47\% | 34.27\% | 22.13\% | 95.34\% |
| 17-20 | 1 | 3 | 29.84\% | 0.51\% | 24.20\% | 100.99\% | 2 | 3 | 26.33\% | 11.97\% | 22.85\% | 123.84\% |
| 21-22 |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Sovereign | 9,213 | 16,484 | 0.09\% | 25.10\% | 37.43\% | 11.54\% | 8,967 | 16,646 | 0.08\% | 25.42\% | 37.19\% | 10.43\% |
| Bank |  |  |  |  |  |  |  |  |  |  |  |  |
| 1-4 | 102 | 111 | 0.03\% | 44.94\% | 9.62\% | 7.57\% | 74 | 101 | 0.03\% | 44.99\% | 9.69\% | 17.03\% |
| 5-7 | 1,002 | 1,396 | 0.05\% | 41.95\% | 46.38\% | 14.41\% | 815 | 690 | 0.05\% | 40.86\% | 48.82\% | 13.60\% |
| 8-10 | 182 | 394 | 0.13\% | 44.95\% | 38.01\% | 22.82\% | 550 | 458 | 0.15\% | 38.75\% | 37.93\% | 20.63\% |
| 11-13 | 69 | 300 | 0.34\% | 29.48\% | 19.99\% | 49.80\% | 80 | 249 | 0.35\% | 38.69\% | 13.79\% | 43.65\% |
| 14-16 | 69 | 131 | 1.27\% | 49.31\% | 37.11\% | 115.70\% | 32 | 87 | 1.04\% | 39.11\% | 35.37\% | 64.61\% |
| 17-20 | 2 | 10 | 9.97\% | 5.32\% | 9.91\% | 20.55\% | 3 | 17 | 10.00\% | 8.73\% | 10.00\% | 34.10\% |
| ${ }^{21-22}$ | 2 | - | 100.00\% | 45.00\% |  | 188.19\% | 33 | - | 100.00\% | 25.00\% |  | 50.00\% |
| Total Bank | 1,428 | 2,342 | 0.29\% | 42.25\% | 41.35\% | 21.85\% | 1,587 | 1,602 | 2.22\% | 39.79\% | 40.48\% | 19.53\% |

${ }^{2}$ Total exposure represents exposure at default, which is the expected gross exposure upon the default of an obligor. This amount is before any specific allowances and does not reflect the impact of credit risk mitigation such as guarantees. Exposure under Basel II asset classes of qualifying revolving retail and other retail are largely included within Personal and Credit cards, while home equity lines of credit are included in Personal.
Total exposure includes loans and acceptances outstanding and undrawn commitments and represents exposure at default, which is the expected gross exposure upon the default of an obligor. This amount is before any specific allowances and does not reflect the impact of credit risk mitigation
Represents the exposure-weighted average of probability of default, loss given default rate, exposure at default (EAD) rate and risk weight within each internal rating. EAD rate is a percentage of undrawn commitments (notional amount) that is currently undrawn but
expected to be drawn in the event of a default
Ratings 8 -10 or above are regarded as investment grade while ratings 11-13 or below to 17-20 inclusive are non-investment grade. Ratings 21-22 represent impaired/default.

## Realized gains

Realized losses and writedowns
Net gains (losses) on Available-for-sale securitie
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

| 59 | 53 | 38 | 31 | 84 | 125 | 68 |
| :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| $(17)$ | $(69)$ | $(17)$ | $(25)$ | $(13)$ | $(67)$ | $(89)$ |
| 42 | $(16)$ | 21 | 6 | 71 | 58 | $(21)$ |
| -1 | 6 | 8 | 7 | - | $(5)$ |  |
| 42 | $(17)$ | 15 | $(2)$ | 64 | 58 | $(16)$ |


| $308$ | $366$ | $290$ |
| :---: | :---: | :---: |
| 114 | 46 | (605) |
| 10 | 8 | 6 |
| 104 | 38 | (611) |


| TRADING CREDIT DERIVATIVES <br> (Millions of Canadian dollars) |
| :--- |
| 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
(NOTIONAL AMOUNT AND FAIR VALUE)

| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| 8,785 | 8,691 | 9,554 | 24,284 | 24,726 | 24,313 | 24,007 |
| 6,742 | 7,410 | 8,311 | 21,352 | 22,748 | 21,578 | 22,533 |
| 379 | 436 | 496 | 599 | 668 | 750 | 867 |
| 402 | 435 | 517 | 815 | 709 | 781 | 918 |
| 167 | 195 | 258 | 291 | 378 | 319 | 390 |

(Millions of Canadian dollars)

| IFRS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3/12 | Q2/12 | Q1/12 | Q4/11 | Q3/11 | Q2/11 | Q1/11 |
| 90 | 133 | 135 | 135 | 129 | 128 | 135 |
| 90 | 89 | 90 | 140 | 215 | 213 | 225 |
| 929 | 936 | 876 | 887 | 953 | 698 | 703 |
| - | - | - | - | - | - | 40 |
| - | - | 20 | 68 | 66 | 66 | 68 |
| 15 | 15 | 15 | 15 | 14 | - | - |
| 296 | 269 | 313 | 321 | 291 | 290 | 205 |
| 20 | 45 | 45 | 45 | 43 | 43 | 45 |
| 60 | 60 | 61 | 76 | 92 | 92 | 98 |
| 216 | 212 | 216 | 214 | 205 | 203 | 215 |
| 1,716 | 1,759 | 1,771 | 1,901 | 2,008 | 1,733 | 1,734 |
|  | - | - | - | - | - |  |
| 1,716 | 1,759 | 1,771 | 1,901 | 2,008 | 1,733 | 1,734 |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| 1,716 | 1,759 | 1,771 | 1,901 | 2,008 | 1,733 | 1,734 |
| 17 | 20 | 24 | 41 | 12 | 4 | 6 |
| 23 | 26 | 21 | 19 | 28 | 37 | 28 |

[^3]| FAIR VALUE OF DERIVATIVE INSTRUMENTS (Millions of Canadian dollars) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { IFRS }}{\frac{\text { Qeshat }}{}} \frac{\text { Qair value }}{}$ |  |  |  | ${ }^{\text {IFRS }}$ Fair value |  | ${ }_{\text {l }}^{\text {IFRS }}$ |  |
|  |  |  |  |  |  |  |  |  |
|  | Positive | Negative | Negative |  | Positive | Negative | Postive | Negative |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | 133,760 | 138,253 | 111,670 | 115,284 | 130,753 | 132,863 | 119,838 | 119,435 |
|  |  |  |  |  |  |  |  |  |
|  | (72,416) | (2, | $\underset{(6,774)}{\substack{(63,25)}}$ |  | (72,024) | (7, ${ }_{(7,024 \text { ) }}$ | (70,630) |  |
|  | 28,490 | 33,404 | 24,741 | 28,390 | 29,914 | ${ }^{32,739}$ | 29,768 | 29,892 |


basis or simulaneously. The right of setoff is considered unconditional if its exercise is no
 to settle the contracts on a net basis or simultaneous!.
As at Q3/12, the notional amounts exclude exchange traded of $\$ 460.9$ bililion, over-the-counter options witten of $\$ 176.9$ billion, and non-trading credit derivatives of $\$ 1.7$ billion.

Comprises precious metal, commodity stable value and equity-linked derivative contracts.
As at Q3/12, the total credit equivalent amount after netting includes collateral applied of $\$ 12.8$ bilion.

| REVISED FROM Q3 2012 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CALCULATION OF ROE AND RORC <br> (Millions of Canadian dollars, except percentage and per share amounts) |  |  |  | IFRS |  |  |  | IFRS | IFRS | CGAAP |  |
|  | Q3112 | Q2112 | Q112 | Q4/11 | Q3111 | Q211 | Q1/11 | $\begin{gathered} 2012 \\ 9 \text { months } \end{gathered}$ | 2011 | 2010 | 2009 |
| Personal \& Commercial Banking |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,079 | 917 | 987 | 921 | 858 | 901 | 964 | 2,983 | 3,644 | 3,016 | 2,678 |
| Average risk capital | 8,700 | 9,050 | 9,250 | 9,750 | 8,150 | 7,450 | 6,950 | 9,000 | 8,050 | 7,050 | 6,100 |
| Add: Average goodwill and other intangibles | 3,850 | 3,800 | 3,800 | 3,800 | 3,700 | 3,650 | 3,650 | 3,800 | 3,750 | 3,750 | 3,750 |
| Average attributed capital | 12,550 | 12,850 | 13,050 | 13,550 | 11,850 | 11,100 | 10,600 | 12,800 | 11,800 | 10,800 | 9,850 |
| ROE ${ }^{1}$ | 34.2\% | 29.1\% | 30.0\% | 26.9\% | 28.7\% | 33.2\% | 35.9\% | 31.1\% | 30.9\% | ${ }^{28.0 \%}$ | 27.1\% |
| RORC | 49.2\% | 41.3\% | 42.4\% | 37.5\% | 41.8\% | 49.6\% | 55.0\% | 44.2\% | 45.1\% | 42.9\% | 44.0\% |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 1,110 | 918 | 975 | 927 | 870 | 877 | 916 | 3,003 | 3,590 | 2,979 | 2,607 |
| Average risk capital | 7,900 | 8,250 | 8,450 | 8,850 | 7,450 | 6,800 | 6,300 | 8,200 | 7,350 | 6,350 | 5,400 |
| Add: Average goodwill and other intangibles | 2,150 | 2,150 | 2,150 | 2,200 | 2,100 | 2,050 | 2,000 | 2,150 | 2,100 | 2,000 | 1,850 |
| Average attributed capital | 10,050 | 10,400 | 10,600 | 11,050 | 9,550 | 8,850 | 8,300 | 10,350 | 9,450 | 8,350 | 7,250 |
| RoE ${ }^{1}$ | $\begin{aligned} & 43.8 \% \\ & \text { c. } 50.00 \end{aligned}$ | 36.0\% | 36.6\% | $33.3 \%$ | 36.0\% | $40.6 \%$ | $\begin{aligned} & 43.7 \% \\ & 5.7 \% \end{aligned}$ | 38.7\% | $\begin{aligned} & 38.0 \% \\ & 48.0 \% \end{aligned}$ | 35.6\% | $\begin{aligned} & 35.9 \% \\ & 48.9 \% \end{aligned}$ |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders Average risk capital | 147 1,400 | 203 1350 | 179 1350 | ${ }_{169}^{1400}$ | ${ }_{182}$ | ${ }_{1}^{217}$ | ${ }^{204}$ | $\begin{array}{r}529 \\ 1350 \\ \hline\end{array}$ | 772 | 640 | ${ }^{553}$ |
| Average risk capital Add: Average goodwill and other intangibles | 3,800 | 3,800 | 3,800 | 3,900 | ${ }_{3,850}^{1,20}$ | 3,850 | 3,150 | 1,350 <br> 3,800 | - | ${ }_{2,650}^{1,00}$ | 1,100 2,800 |
| Average attributed capital | 5,200 | 5,150 | 5,150 | 5,300 | 5,050 | 5,000 | 4,150 | 5,150 | 4,850 | 3,650 | 3,900 |
| Roe | 11.3\% | 16.1\% | 13.8\% | 12.7\% | 14.3\% | 17.8\% | 19.5\% | 13.7\% | 15.9\% | 17.6\% | 14.2\% |
| RORC | 41.8\% | 61.8\% | 51.9\% | 47.9\% | 59.9\% | 77.3\% | 82.9\% | 51.6\% | 65.2\% | 64.6\% | 49.2\% |
| Insurance |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 176 | 148 | 187 | 196 | 138 | 120 | 133 | 511 | 587 | 481 | 518 |
| Average risk capital | 1,350 | 1,350 | 1,400 | 1,800 | 1,450 | 1,300 | 1,150 | 1,350 | 1,400 | 1,150 | 950 |
| Add: Average goodwill and other intangibles | 150 | 150 | 150 | 150 | 150 | 100 | 150 | 150 | 150 | 150 | 200 |
| Average attributed capital ${ }^{3}$ | 1,500 | 1,500 | 1,550 | 1,950 | 1,600 | 1,400 | 1,300 | 1,500 | 1,550 | 1,300 | 1,150 |
| RoE ${ }^{1}$ | 47.3\% | 40.6\% | 48.5\% | 40.3\% | 34.5\% | 34.8\% | 40.5\% | 45.5\% | 37.6\% | 37.2\% | 45.7\% |
| RORC | 52.6\% | 45.1\% | 53.1\% | 43.3\% | 37.7\% | 38.5\% | 45.7\% | 50.4\% | 41.3\% | 42.7\% | 53.9\% |
| Investor \& Treasury Services |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 49 | (124) | 79 | 37 | 51 | 67 | 64 | 4 | 219 | 214 | 688 |
| Average risk capital | 1,200 | 1,250 | 1,450 | 900 | 850 | 850 | 800 | 1,300 | 850 | 850 | 800 |
| Add: Average goodwill and other intangibles | 200 | 250 | 350 | 300 | 350 | 350 | 350 | 250 | 350 | 200 | 250 |
| Average attributed capital ${ }^{3}$ | 1,400 | 1,500 | 1,800 | 1,200 | 1,200 | 1,200 | 1,150 | 1,550 | 1,200 | 1,050 | 1,050 |
| RoE ${ }^{1}$ | 13.9\% | (33.2)\% | 17.9\% | 12.0\% | 16.8\% | 22.8\% | 22.5\% | 0.4\% | 18.4\% | 19.7\% | 64.3\% |
| RORC | 16.1\% | (40.8)\% | 21.5\% | 16.3\% | 23.3\% | 31.7\% | 32.1\% | 0.5\% | 25.6\% | 25.8\% | 84.6\% |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 410 | 350 | 353 | 108 | 215 | 337 | 565 | 1,113 | 1,225 | 1,401 | 1,045 |
| Average risk capital | 10,500 | 9,800 | 9,400 | 8,000 | 7,050 | 6,550 | 6,650 | 9,900 | 7,050 | 6,700 | 6,600 |
| Add: Average goodwill and other intangibles | 850 | 900 | 1,000 | 950 | 950 | 950 | 1,000 | 900 | 950 | 950 | 1,100 |
| Average attributed capital ${ }^{3}$ | 11,350 | 10,700 | 10,400 | 8,950 | 8,000 | 7,500 | 7,650 | 10,800 | 8,000 | 7,650 | 7,700 |
| ROE ${ }^{1}$ | 14.3\% | 13.3\% | 13.5\% | 4.7\% | 10.6\% | 18.4\% | 29.4\% | 13.7\% | 15.2\% | 18.3\% | 13.6\% |
| RORC | 15.5\% | 14.5\% | 14.9\% | 5.3\% | 12.0\% | 21.1\% | 33.6\% | 15.0\% | 17.3\% | 21.0\% | 15.9\% |
| Corporate Support ${ }^{2,3}$ |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 291 | (21) | 2 | 88 | 150 | (49) | (25) | 272 | 164 | (278) | (34) |
| Average risk capital and other | 2,100 | 1,900 | 2,000 | 1,700 | 1,600 | 1,600 | 1,600 | 2,050 | 1,650 | 1,350 | 1,550 |
| Add: Average under/(over) attribution of capital | 3,600 | 2,400 | 400 | 350 | 1,000 | 550 | 900 | 2,200 | 750 | 3,650 | 600 |
| Average attributed capital | 5,700 | 4,300 | 2,400 | 2,050 | 2,600 | 2,150 | 2,500 | 4,250 | 2,400 | 5,000 | 2,150 |
| RBC |  |  |  |  |  |  |  |  |  |  |  |
| Net income from continuing operations | 2,240 | 1,563 | 1,876 | 1,609 | 1,683 | 1,682 | 1,996 | 5,679 | 6,970 | n.a. | n.a. |
| Net income from continuing operations - CGAAP | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |  |  | n.a. | 5,732 | 5,681 |
| Net (loss) from discontinued operations |  | (30) | (21) | (38) | (389) | (51) | (48) | (51) | (526) | (509) | $(1,823)$ |
| Net income | 2,240 | 1,533 | 1,855 | 1,571 | 1,294 | 1,631 | 1,948 | 5,628 | 6,444 | 5,223 | 3,858 |
| Net income available to common shareholders | 2,152 | 1,443 | 1,766 | 1,481 | 1,205 | 1,542 | 1,857 | 5,361 | 6,085 | 4,965 | 3,625 |
| Average risk capital ${ }^{3}$ | 24,350 | 24,300 | 25,500 | 24,300 | 21,400 | 20,200 | 19,600 | 24,700 | 21,400 | 19,500 | 18,600 |
| Average risk capital from continuing operations ${ }^{3}$ | 24,350 | 23,900 | 24,250 | 22,900 | 19,700 | 18,250 | 17,550 | 24,150 | 19,600 | 17,400 | 16,400 |
| Average common equity | 37,700 | 36,400 | 35,600 | 34,400 | 33,050 | 31,850 | 31,000 | 36,600 | 32,600 | 33,250 | 30,450 |
| ROE ${ }^{1}$ | 22.7\% | 16.1\% | 19.7\% | 17.1\% | 14.5\% | 19.9\% | 23.7\% | 19.6\% | 18.7\% | 14.9\% | 11.9\% |
| ROE from continuing operations ${ }^{1}$ | 22.7\% | 16.5\% | 20.0\% | 17.5\% | 19.2\% | 20.5\% | 24.4\% | 19.7\% | 20.3\% | 16.5\% | 17.9\% |
| $\mathrm{RORC}^{2}$ - | 35.1\% | 24.2\% | 27.5\% | 24.2\% | 22.4\% | 31.3\% | 37.5\% | 29.0\% | 28.4\% | 25.4\% | 19.5\% |
| RORC from continuing operations ${ }^{2}$ |  |  | 29.3\% | 26.3\% | 32.1\% | 35.8\% |  |  |  |  |  |

${ }^{1}$ Business segment ROE is based on Average attributed capital. Under/(over) attribution of capital is reported in Corporate Support
${ }^{2}$ We do not report ROE and RORC for Corporate Support as they are considered not meaningful.
${ }^{3}$ Effective Q3/12 discontinued operations are included in Corporate Support.

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

## Assets under management (AUM)

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

## Embedded value

The sum of the value of equity held in our Insurance segment and the value of in-force business (existing policies)
Goodwill and intangibles
Goodwill represents the excess of the price paid for the business acquired over the fair value of the net identifiable assets acquired. An intangible asset is an identifiable non-monetary asset without physical substance

## Gross-adjusted assets (GAA)

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

Taxable equivalent basis (teb)
ncome from certain specified tax-advantaged sources is increased to a level that would make it comparable oo income from taxable sources. There is an offsetting adjustment in the tax provision, thereby generating he same after-tax net income. We record teb adjustments in Capital Markets and record elimination adjustments in Corporate Support.

Total trading revenue
Total trading revenue is comprised of trading related revenue recorded in Net interest income and Non-interest income

## Ratios

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.
Efficiency ratio
Non-interest expense as a percentage of total revenue
Return on assets
Net income as a percentage of average assets.

## Tier 1 common ratio

Tier 1 capital less qualifying other non-controlling interests, less Innovative Tier 1 capital instruments less preferred shares (both net of treasury shares) divided by risk-weighted assets. This ratio is calculated consistent with a stress testing measure used by the U.S. Federal Reserve for U.S. banks in determining capital adequacy under certain adverse scenarios, except that our calculation of Tier 1 common ratio is based on the Basel II methodology

## 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), dividend by total regulatory capital

## Adjusted ROE

Adjusted net income divided by average 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 equit

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

Average earning assets
The average carrying value of deposits with banks, securities, assets purchased under reverse repurchase agreements and certain securities borrowed, and loans based on daily balances for the period.

## Average risk capital

Calculated using methods intended to approximate the average of the daily risk capital balances for the period. Average risk capital includes Credit, Market (trading and non-trading), Insurance, Operational, Business and Fixed Asset risk capital.
Average attributed capital includes risk capital plus the Goodwill and Intangible capital.

## apital 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. The cost of capital is regularly reviewed and adjusted from time to time based on prevailing market conditions.

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

## Diluted EPS

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

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

## et write-offs

Gross write-offs less recoveries of amounts previously written off
Risk-weighted assets (RWA) - Basel I
Jsed in the calculation of risk-based capital ratios as defined by the guidelines issued by OSFI based on Basel II effective November 1, 2007 and on the "Enhancements to the Basel II framework" issued by the Basel Committee on Banking Supervision (BCBS) and adopted by OSFI effective November 2011. A majority of our credit risk portfolios use AIRB Approach and the remainder uses Standardized Approach for the calculation of RWA based on the total exposure (i.e. exposure at default, and counterparty risk weights). For market risk measurement we use the internal models approach for products with regulatory approval and a standardised approach for all other products. For Operational risk, we use the Standardised Approach. In addition, Basel II requires a transitional capital floor adjustment.
n.a.

Not applicable


[^0]:    'Growth rates are calculated based on earnings from continuing operations in the same period a year ago.
    Q2 2012 includes the goodwill and intangibles writedown of $\$ 161$ million (before- and after- tax) as well as the other acquisition costs of $\$ 15$ million (before- and after-tax) related to our previously announced acquisition of RBC Dexia. Excluding these items, NIE growth was $3.7 \%$.
    ${ }^{3}$ Common shares outstanding at the end of the period does not include treasury shares held. Average common shares outstanding does not include treasury shares held.

[^1]:    The classification of our U.S. Retail Banking operations as discontinued operations will be reflected in our Consolidated Balance Sheets beginning in the quarter ending July 31,2011 The sale of Liberty Life Insurance Company announced in October 2010 will be reflected
    as discontinued operations under IFRS from the Transition date.
    Amounts represent the 12 -month Net interest income exposure to an instantaneous and sustained shift in interest rates

[^2]:    ${ }^{1}$ Under Canadian GAAP, income attributable to NCI is deducted prior to the presentation of Net income from continuing operation

[^3]:    Comprises credit default swaps, total return swaps and credit default baskets. As at Q3/12, over $97 \%$ 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.
    ${ }^{5}$ As at Q3/12, Other related to health $\$ 20$ million, and other $\$$ nil million.

