

## Supplementary Financial Information

## Q4 2011

For the period ended October 31, 2011
(UNAUDITED)
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The financial information in this document is in Canadian dollars and is based on unaudited interim financial statements prepared in accordance with Canadian generally accepted accounting principles (GAAP), unless otherwise noted. This document is not audited and should be read in conjunction with our 2011 Annual Report to Shareholders. Certain comparative amounts have been reclassified to conform to the current period's presentation.

## Significant reporting changes made to this document effective Q4/11

## Discontinued operations

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. Discontinued operations have been separately disclosed in this document on page 16. Refer to our 2011 Annual Report to Shareholders for additional information
All results in this document represent results from continuing operations, which excludes discontinued operations, unless otherwise noted. Prior period amounts have been restated starting from 2009, as amounts prior to 2009 are not reasonably determinable and may no longer be meaningful. Financial information contained in our regulatory capital tables on pages 21 to 25 , and 34 to 37 , will continue to represent consolidated (combined continuing and discontinued) results of operations.

## Significant reporting changes made to this document effective $\mathrm{O} 3 / 11$

## Discontinued operations

On June 20, 2011, we announced a definitive agreement to sell our U.S. regional retail banking operations to PNC Financial Services Group, Inc. Comparative financial information, starting from 2009, has been restated to reflect these results of operations as discontinued operations. Discontinued operations will also include the results of certain of our U.S. regional banking assets as we have a plan to dispose of them within one year. Discontinued operations have been separately disclosed in this document on page 16.
Refer to our Q3 2011 Report to Shareholders for additional information.

## Significant reporting changes made to this document effective Q2/11

## Treasury shares

During the quarter, we changed the presentation of our sales and purchases of treasury stock from a net basis to a gross basis. This change pertains to our common and preferred shares Impact to treasury shares from Q1/09 have been revised to conform to the current period's presentation.

## Significant reporting changes made to this document effective 01/11

Capital Markets - Business realignment
We realigned Capital Markets to better reflect how we manage our businesses. Global Markets comprises our fixed income, foreign exchange, equity sales and trading, treasury and funding and commodities businesses, proprietary trading operations and remaining portfolio of corporate collateralized debt obligations. Corporate and Investment Banking comprises our debt and equity origination, advisory services, loan syndication, corporate lending, client securitization, global credit, equity research, private equity and commercial and correspondent banking businesses. Other contains our legacy businesses and includes our bank-owned life insurance (BOLI) stable value products, U.S. commercial mortgage-backed securities, U.S. auction rate securities and other legacy portfolios. Certain of these products are also disclosed as market and credit related items as described in our 2010 Annual Report.
For debt and equity origination, revenues are allocated between Global Markets and Corporate and Investment Banking based on the contribution of each group in accordance with an established agreement

## Wealth Management - Business realignment

We made a number of organizational changes in Wealth Management to better align our operating structure with our goals and to accelerate our global growth strategy.

## Trading Revenue

We reclassified certain amounts relating to fair value adjustments on certain RBC debt designated as HFT in Capital Markets, which were reported in the Other category, to the Trading revenue category of Non-interest income to better reflect their nature.

## Economic Capital

We revised our economic capital methodology, prospectively, to include an additional pro-rata allocation to the business segments of previously unallocated capital. The revised allocation methodology further aligns our capital allocation processes with the new higher capital requirements of Basel III.

## Accounting adjustment - Impact of securitizations

We have updated the net impact of securitization to capture the mark-to-market on unsold mortgage-backed securities held in Capital Markets. Comparative information was not available past Q1/10. Impact of securitization on non-interest income and net income for Q1/10 to Q4/10 reflect these adjustments

## Basel II banking book equities

We moved the banking book equities disclosure, specifically the allocation between public and private exposures, to become part of the risk-weighted assets (Basel II) disclosure Refer to footnote 6 on page 22 of this Supplementary.

## Basel I reporting

We ceased reporting Basel I amounts. Comparison between Basel I and Basel II numbers are not meaningful, and analysis should continue to be focused on Basel II methodology.

 prescribed by GAAP and therefore may not be comparable to similar measures presented by other companies.

## Performance measures

## Attributed capital (Economic capital)

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

## Average risk capital

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

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

Return on risk capital (RORC)
Net income available to common shareholders divided by average risk capital. Business segment RORC is calculated as net income available to common shareholders divided by average risk capital for the period.

## Risk capita

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

## Unattributed capital

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

## Non-GAAP measures

Cash basis measures
Cash basis measures such as cash net income, cash diluted earnings per share (EPS) and cash ROE are calculated by adding back to net income the after-tax amount on the amortization of intangibles other than software and the goodwill impairment. These non-cash charges do not deplete our cash reserves

## Economic profit

Economic profit is net income excluding the after-tax effect of amortization of other intangibles, less a capital charge for use of attributed capital

## Definitions

## Assets-to-capital multiple

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

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

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

## 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

Represents our net investment in goodwill and intangibles

## 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 to income from taxable sources. There is an offsetting adjustment in the tax provision, thereby generating the same after-tax net income. We record teb adjustments in Capital Markets and record elimination adjustments in Corporate Support.

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

## Ratios

## Capital ratios

The percentage of risk-weighted 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.

## Return on common equity (ROE)

Net income less preferred share dividends, expressed as a percentage of average common equity.

## Tier 1 common ratio

Tier 1 capital less qualifying other non-controlling interest in subsidiaries, 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

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

## Average common equity

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

## Average earning assets

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

## Capital charge

Calculated by multiplying the cost of capital by the amount of average common equity. The cost of capital is a proxy for the after-tax return that we estimate to be required by shareholders for the use of their capital. The cost of capital is regularly reviewed and adjusted from time to time based on prevailing market conditions.

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

Dividend yield
Dividends per common share divided by the average of the high and low share prices in the relevant period
Net interest margin (average assets)
Net interest income as a percentage of total average assets
Net interest margin (average earning assets)
Net interest income as a percentage of total average earning assets.
Net write-offs
Gross write-offs less recoveries of amounts previously written off
Risk-weighted assets (RWA) - Basel II
Used in the calculation of risk-based capital ratios as defined by guidelines issued by OSFI based on Basel II, effective November 1, 2007. A majority of our credit risk portfolios use the AIRB Approach and the remainder use a Standardized Approach for the calculation of RWA based on the total exposure (i.e. exposure at default, and counterparty risk weights). For market risk RWA measurement, we use internal models approach for products with regulatory approval and a standardized approach for products to be approved. For Operational risk, we use the Standardized Approach. In addition, Basel II requires a transitional capital floor adjustment.

| FINANCIAL HIGHLIGHTS ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2110 | Q1/10 | Q409 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SELECTED INCOME STATEMENT INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue | 6,798 | 6,787 | 6,748 | 7,097 | 6,778 | 6,150 | 6,381 | 6,773 | 6,731 | 27,430 | 26,082 | 26,441 | 21,582 |
| Provision for credit losses (PCL) | 235 | 275 | 241 | 224 | 283 | 277 | 334 | 346 | 596 | 975 | 1,240 | 2,167 | 1,595 |
| Insurance policyholder benefits, claims and acquisition expense | 868 | 1,082 | 843 | 567 | 1,047 | 978 | 721 | 800 | 839 | 3,360 | 3,546 | 3,042 | 1,631 |
| Non-interest expense (NIE) | 3,604 | 3,497 | 3,628 | 3,724 | 3,582 | 3,146 | 3,344 | 3,397 | 3,339 | 14,453 | 13,469 | 13,436 | 12,351 |
| Net income from continuing operations | 1,631 | 1,564 | 1,557 | 1,898 | 1,372 | 1,379 | 1,421 | 1,560 | 1,438 | 6,650 | 5,732 | 5,681 | n.a. |
| Net loss from discontinued operations | (32) | $(1,656)$ | (51) | (59) | (251) | (103) | (92) | (63) | (201) | $(1,798)$ | (509) | $(1,823)$ | n.a. |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| Net income (loss) available to common shareholders | 1,534 | (156) | 1,442 | 1,774 | 1,057 | 1,211 | 1,264 | 1,433 | 1,173 | 4,594 | 4,965 | 3,625 | 4,454 |
| PROFITABILITY MEASURES Consolidated |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings (loss) per share (EPS) - basic | \$1.07 | (\$0.11) | \$1.01 | \$1.25 | \$0.74 | \$0.85 | \$0.89 | \$1.01 | \$0.83 | \$3.21 | \$3.49 | \$2.59 | \$3.41 |
| - diluted | \$1.07 | (\$0.11) | \$1.00 | \$1.24 | \$0.74 | \$0.84 | \$0.88 | \$1.00 | \$0.82 | \$3.19 | \$3.46 | \$2.57 | \$3.38 |
| Return on common equity (ROE) | 16.7\% | (1.7)\% | 16.7\% | 20.3\% | 12.3\% | 14.3\% | 15.8\% | 17.5\% | 14.7\% | 12.9\% | 14.9\% | 11.9\% | 18.1\% |
| Return on risk capital (RORC) | 24.0\% | (2.6)\% | 24.9\% | 30.2\% | 20.6\% | 24.3\% | 26.7\% | 30.8\% | 26.0\% | 19.0\% | 25.4\% | 19.5\% | 29.6 \% |
| Return on assets | 0.81\% | (0.05)\% | 0.86\% | 1.00\% | 0.61\% | 0.73\% | 0.83\% | 0.90\% | 0.74\% | 0.66\% | 0.76\% | 0.55\% | 0.70 \% |
| Return on risk-weighted assets (RWA) | 2.37\% | (0.14)\% | 2.44\% | 2.85\% | 1.71\% | 1.96 \% | 2.19 \% | 2.29 \% | 2.00\% | 1.87 \% | 2.03\% | 1.50 \% | 1.78 \% |
| Continuing operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (EPS) - basic | \$1.09 | \$1.04 | \$1.05 | \$1.29 | \$0.92 | \$0.93 | \$0.96 | \$1.05 | \$0.97 | \$4.47 | \$3.85 | \$3.90 | n.a. |
| - diluted | \$1.09 | \$1.04 | \$1.04 | \$1.28 | \$0.91 | \$0.92 | \$0.95 | \$1.04 | \$0.96 | \$4.45 | \$3.82 | \$3.86 | n.a. |
| Return on common equity (ROE) | 17.1\% | 16.7 \% | 17.3\% | 21.0\% | 15.2\% | 15.6 \% | 16.9 \% | 18.3\% | 17.2\% | 18.0\% | 16.5\% | 17.9\% | n.a. |
| Return on risk capital (RORC) | 26.0\% | 26.8\% | 28.6\% | 35.1\% | 29.0\% | 29.8\% | 32.2\% | 36.0\% | 34.5\% | 28.9 \% | 31.5\% | 33.2\% | n.a. |
| Return on assets ${ }^{3}$ | 0.86\% | 0.89\% | 0.93\% | 1.08\% | 0.79\% | 0.83\% | 0.94\% | 0.99\% | 0.91\% | 0.94\% | 0.88\% | 0.87\% | n.a |
| Efficiency ratio | 53.0\% | 51.5 \% | 53.8\% | 52.5 \% | 52.8 \% | 51.2 \% | 52.4 \% | 50.2 \% | 49.6\% | 52.7 \% | 51.6 \% | 50.8\% | n.a. |
| CASH BASIS MEASURES ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| After-tax effect of amortization of other intangibles and goodwill impairment | 42 | 1,367 | 42 | 40 | 39 | 39 | 41 | 40 | 41 | 1,491 | 159 | 1,176 | 122 |
| Cash Net income | 1,641 | 1,275 | 1,548 | 1,879 | 1,160 | 1,315 | 1,370 | 1,537 | 1,278 | 6,343 | 5,382 | 5,034 | 4,677 |
| Cash Diluted EPS | \$1.09 | \$0.84 | \$1.03 | \$1.26 | \$0.76 | \$0.87 | \$0.91 | \$1.03 | \$0.85 | \$4.23 | \$3.57 | \$3.40 | \$3.47 |
| Cash ROE ${ }^{5}$ | 17.2\% | 13.4\% | 17.2\% | 20.8\% | 12.8\% | 14.8\% | 16.3\% | 18.0\% | 15.2\% | 17.1\% | 15.4\% | 15.8\% | 18.5\% |
| ECONOMIC PROFIT ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| After-tax effect of amortization of other intangibles and goodwill impairment | 42 | 1,367 | 42 | 40 | 39 | 39 | 41 | 40 | 41 | 1,491 | 159 | 1,176 | 122 |
| Capital charge | (983) | (964) | (928) | (937) | (965) | (952) | (905) | (923) | (941) | $(3,812)$ | $(3,745)$ | $(3,583)$ | $(2,558)$ |
| Economic Profit | 658 | 311 | 620 | 942 | 195 | 363 | 465 | 614 | 337 | 2,531 | 1,637 | 1,451 | 2,119 |
| KEY RATIOS - CONTINUING OPERATIONS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted EPS growth ${ }^{6}$ | 19.8\% | 13.0\% | 9.5 \% | 23.1\% | (5.2)\% | (21.4)\% | (15.9)\% | 14.3\% | n.a. | 16.5 \% | (1.0)\% | n.a. | n.a. |
| Revenue growth ${ }^{6}$ | 0.3\% | 10.4\% | 5.8\% | 4.8\% | 0.7\% | (13.3)\% | 3.9\% | 4.7\% | n.a. | 5.2\% | (1.4)\% | n.a. | n.a |
| NIE growth ${ }^{6}$ | 0.6\% | 11.2\% | 8.5\% | 9.6\% | 7.3\% | (9.5)\% | 2.0\% | 1.7\% | n.a. | 7.3\% | 0.2\% | n.a. | n.a |
| Specific PCL to average net loans and acceptances | 0.31\% | 0.38\% | 0.35\% | 0.31\% | 0.40\% | 0.40\% | 0.51\% | 0.51\% | 0.78\% | 0.34\% | 0.45\% | 0.72\% | n.a. |
| Net interest margin (total average assets) | 1.44\% | 1.53\% | 1.52\% | 1.48\% | 1.50 \% | 1.56\% | 1.67\% | 1.66 \% | $1.70 \%$ | 1.49 \% | 1.59\% | 1.64 \% | n.a. |
| Net interest margin (total average assets) excluding Trading Assets, |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading NII and Insurance Assets ${ }^{7}$ | 2.65 \% | 2.40 \% | 2.41 \% | 2.42\% | $2.39 \%$ | $2.40 \%$ | 2.53\% | 2.50\% | 2.58 \% | 2.66 \% | $2.45 \%$ | 2.32\% | n.a. |
| Non-interest income as \% of total revenue | 59.7\% | 60.1\% | 62.2\% | 63.3\% | 61.5\% | 57.9\% | 60.4\% | 61.4\% | 60.2 \% | 61.4\% | 60.4\% | 59.5\% | 58.0\% |
| Effective tax rate | 20.8\% | 18.0\% | 22.2 \% | 25.4\% | 25.0 \% | 19.7\% | 27.1\% | 29.0\% | 25.4 \% | 21.8\% | 25.5 \% | 25.8\% | 22.8\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SELECTED BALANCE SHEET INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 751,702 | 730,570 | 728,917 | 721,110 | 726,206 | 704,424 | 655,136 | 659,499 | 654,989 | 751,702 | 726,206 | 654,989 | 723,859 |
| Average assets | 755,900 | 701,000 | 687,000 | 696,700 | 690,900 | 658,600 | 619,800 | 624,500 | 623,600 | 710,300 | 648,700 | 654,700 | 650,300 |
| Average earning assets | 592,300 | 581,100 | 569,100 | 567,700 | 543,700 | 530,600 | 501,000 | 499,500 | 488,200 | 577,600 | 518,900 | 489,300 | 530,500 |
| Deposits | 444,181 | 437,775 | 423,734 | 419,017 | 414,561 | 400,177 | 379,615 | 375,199 | 378,457 | 444,181 | 414,561 | 378,457 | 438,575 |
| Common equity | 36,894 | 35,397 | 35,624 | 35,254 | 34,140 | 33,702 | 33,252 | 32,822 | 32,095 | 36,894 | 34,140 | 32,095 | 27,980 |
| Average common equity | 36,400 | 35,700 | 35,400 | 34,600 | 34,000 | 33,500 | 32,850 | 32,450 | 31,600 | 35,550 | 33,250 | 30,450 | 24,650 |
| Average risk capital | 25,400 | 24,150 | 23,800 | 23,250 | 20,350 | 19,800 | 19,450 | 18,450 | 17,900 | 24,150 | 19,500 | 18,600 | 15,050 |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
${ }^{2}$ Comparative information has been restated as at November 1,2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2000
${ }^{3}$ Return on assets calculation for continuing operations is based on annualized Net income from continuing operations divided by Average assets from continuing operations for the period.
Defined in the "Key performance and Non-GAAP measures" section.
Cash ROE calculation is based on adjusted Cash net income divided by Average capital for the period. Comparative periods have been restated on this basis effective Q1/09,
Growth rates are calculated based on earnings from continuing operations in the same period a year ago.
Comparative information (from Q3/11) has been restated to reflect revised continuing operations.
n.m. Not meaningtul.

Not available as financial information for 2008 and prior has not been restated.

| FINANCIAL HIGHLIGHTS continued ${ }^{1}$ (CS MM) (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CAPITAL MEASURES ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | 13.3\% | 13.2\% | 13.6\% | 13.2\% | 13.0\% | 12.9\% | 13.4\% | 12.7\% | 13.0\% | 13.3\% | 13.0\% | 13.0\% | 9.0\% |
| Total capital ratio | 15.3\% | 15.2\% | 15.7\% | 15.3\% | 14.4\% | 14.2\% | 14.4\% | 13.6\% | 14.2\% | 15.3\% | 14.4\% | 14.2\% | 11.0\% |
| Assets-to-capital multiple ${ }^{4}$ | 16.1x | 16.4X | 16.3x | 16.5x | 16.5x | 16.5x | 16.0x | 16.2X | 16.3x | 16.1x | 16.5x | 16.3X | 20.1x |
| Tier 1 common ratio | 10.6\% | 10.3\% | 10.3\% | 9.9\% | 9.8\% | 9.6\% | 9.7\% | 9.1\% | 9.2\% | 10.6\% | 9.8\% | 9.2\% | 6.5\% |
| Risk-weighted assets (\$ billions) | 267.8 | 261.0 | 253.2 | 256.0 | 260.5 | 258.8 | 249.3 | 259.0 | 244.8 | 267.8 | 260.5 | 244.8 | 278.6 |
| Gross-adjusted assets (\$ billions) ${ }^{4}$ | 684.6 | 675.0 | 673.4 | 668.0 | 647.5 | 633.0 | 599.9 | 600.4 | 591.1 | 684.6 | 647.5 | 591.1 | 652.4 |
| SHARE INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First preferred shares outstanding (000s) - end of period |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-cumulative series W | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Non-cumulative series AA | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Non-cumulative series $A B$ | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Non-cumulative series AC | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 |
| Non-cumulative series AD | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| Non-cumulative series AE | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| Non-cumulative series AF | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 | 8,000 |
| Non-cumulative series AG | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| Non-cumulative series AH | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 | 8,500 |
| Non-cumulative series AJ | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 |
| Non-cumulative series AL | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |  |
| Non-cumulative series AN | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 |  |
| Non-cumulative series AP | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 |  |
| Non-cumulative series AR | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 |  |
| Non-cumulative series AT | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 |  |
| Non-cumulative series AV | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 |  |
| Non-cumulative series AX | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 | 13,000 |  |
| Common shares outstanding (000s) ${ }^{5}$ - end of period | 1,438,376 | 1,436,757 | 1,428,830 | 1,425,901 | 1,424,922 | 1,423,744 | 1,423,424 | 1,421,442 | 1,417,610 | 1,438,376 | 1,424,922 | 1,417,610 | 1,341,260 |
| - average (basic) | 1,437,023 | 1,435,131 | 1,426,504 | 1,424,094 | 1,422,565 | 1,421,777 | 1,420,375 | 1,418,146 | 1,413,644 | 1,430,722 | 1,420,719 | 1,398,675 | 1,305,706 |
| - average (diluted) | 1,439,619 | 1,439,146 | 1,438,048 | 1,435,291 | 1,434,353 | 1,434,379 | 1,434,232 | 1,432,179 | 1,428,409 | 1,437,904 | 1,433,754 | 1,412,126 | 1,319,744 |
| Treasury shares held - preferred (000s) | 6 | (50) | 67 | 60 | 86 | 80 | 43 | 28 | 65 |  | 86 | 65 | 260 |
| - common (000s) | (146) | 1,379 | 230 | 1,305 | 1,719 | 1,546 | 1,887 | 1,882 | 2,127 | (146) | 1,719 | 2,127 | 2,258 |
| Shares repurchased (000s) | - | - | - | - | - | - | - | - | - | - |  |  | 1,120 |
| (\$ MM) | - | - | - | - | - | - | - | - | - | - | - | - | 55 |
| Stock options outstanding (000s) | 14,413 | 14,917 | 15,584 | 16,945 | 15,659 | 16,856 | 17,192 | 19,174 | 17,877 | 14,413 | 15,659 | 17,877 | 21,773 |
| Stock options exercisable (000s) | 8,688 | 9,175 | 9,783 | 11,124 | 10,170 | 11,348 | 11,654 | 13,615 | 12,806 | 8,688 | 10,170 | 12,806 | 17,247 |
| COMMON SHARE PERFORMANCE |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share | \$25.65 | \$24.66 | \$24.94 | \$24.75 | \$23.99 | \$23.70 | \$23.39 | \$23.12 | \$22.67 | \$25.65 | \$23.99 | \$22.67 | \$20.90 |
| Common share price (RY on TSX) - High (intraday) | \$52.06 | \$60.25 | \$61.53 | \$56.32 | \$56.96 | \$62.75 | \$62.89 | \$58.66 | \$58.50 | \$61.53 | \$62.89 | \$58.50 | \$55.84 |
| - Low (intraday) | \$44.38 | \$50.94 | \$53.77 | \$50.78 | \$48.85 | \$50.38 | \$52.16 | \$52.10 | \$49.19 | \$44.38 | \$48.85 | \$25.52 | \$39.05 |
| - Close, end of period | \$48.62 | \$51.40 | \$59.60 | \$53.68 | \$54.39 | \$53.72 | \$61.59 | \$52.28 | \$54.80 | \$48.62 | \$54.39 | \$54.80 | \$46.84 |
| Market capitalization (TSX) (\$ MM) | 69,934 | 73,849 | 85,158 | 76,542 | 77,502 | 76,484 | 87,669 | 74,313 | 77,685 | 69,934 | 77,502 | 77,685 | 62,825 |
| $\mathrm{P} / \mathrm{E}$ ratio (4-quarters trailing earnings) ${ }^{6}$ | 15.2 | 17.9 | 15.6 | 14.5 | 15.7 | 15.2 | 16.4 | 18.7 | 21.2 | 15.2 | 15.7 | 21.3 | 13.9 |
| Market price to book value | 1.90 | 2.08 | 2.39 | 2.17 | 2.27 | 2.27 | 2.63 | 2.26 | 2.42 | 1.90 | 2.27 | 2.42 | 2.24 |
| DIVIDEND INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends declared per share | \$0.54 | \$0.54 | \$0.50 | \$0.50 | \$0.50 | \$0.50 | \$0.50 | \$0.50 | \$0.50 | \$2.08 | \$2.00 | \$2.00 | \$2.00 |
| Dividend yield | 4.5\% | 3.9\% | 3.5\% | 3.7\% | 3.8\% | 3.5\% | 3.5\% | 3.6\% | 3.7\% | 3.9\% | 3.6\% | 4.8\% | 4.2\% |
| Dividend payout ratio from continuing operations | 50\% | 52\% | 48\% | 39\% | 54\% | 54\% | 52\% | 47\% | 52\% | 47\% | 52\% | 52\% | n.a. |
| Common dividends (\$ MM) | 777 | 776 | 713 | 713 | 712 | 710 | 711 | 710 | 708 | 2,979 | 2,843 | 2,819 | 2,624 |
| Preferred dividends (\$ MM) | 65 | 64 | 64 | 65 | 64 | 65 | 65 | 64 | 64 | 258 | 258 | 233 | 101 |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
Capital measures represent consolidated (combined continuing and discontinued) operations.
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
Common shares outstanding at the end of the period excludes treasury shares. Average common shares outstanding excludes treasury shares.
Closing share price divided by diluted earnings per share.
n.a. Not available as financial information for 2008 and prior has not been restated.

| FINANCIAL HIGHLIGHTS continued ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Before tax impact of 1\% increase in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk | 307 | 191 | 204 | 122 | 93 | 141 | $160$ | 307 | 339 | 307 | 93 | 339 |  |
| Economic value of equity | (454) | (417) | (290) | (394) | (484) | (151) | (202) | (181) | (230) | (454) | (484) | (230) | (508) |
| Before tax impact of 1\% decrease in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income risk | (161) | (158) | (203) | (147) | (98) | (157) | (140) | (82) | (112) | (161) | (98) | (112) | (90) |
| Economic value of equity | 412 | 344 | 211 | 309 | 425 | 84 | 155 | 155 | 214 | 412 | 425 | 214 | 448 |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full time equivalent) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 50,219 | 50,830 | 50,430 | 50,808 | 49,792 | 49,842 | 48,773 | 48,429 | 48,793 | 50,219 | 49,792 | 48,793 | 49,999 |
| US | 7,588 | 7,650 | 7,463 | 7,480 | 7,449 | 7,452 | 7,316 | 7,385 | 7,409 | 7,588 | 7,449 | 7,409 | 13,452 |
| Other | 10,673 | 10,585 | 10,347 | 10,083 | 9,906 | 9,721 | 9,665 | 9,687 | 9,778 | 10,673 | 9,906 | 9,778 | 9,872 |
| Total | 68,480 | 69,065 | 68,240 | 68,371 | 67,147 | 67,015 | 65,754 | 65,501 | 65,980 | 68,480 | 67,147 | 65,980 | 73,323 |
| Number of banking branches ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 1,214 | 1,211 | 1,212 | 1,210 | 1,209 | 1,205 | 1,202 | 1,200 | 1,197 | 1,214 | 1,209 | 1,197 | 1,174 |
| Other | 124 | 124 | 124 | 130 | 127 | 125 | 125 | 126 | 126 | 124 | 127 | 126 | 128 |
| Total | 1,338 | 1,335 | 1,336 | 1,340 | 1,336 | 1,330 | 1,327 | 1,326 | 1,323 | 1,338 | 1,336 | 1,323 | 1,302 |
| Number of automated teller machines (ATM) | 4,626 | 4,610 | 4,591 | 4,571 | 4,557 | 4,572 | 4,566 | 4,554 | 4,544 | 4,626 | 4,557 | 4,544 | 4,964 |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
${ }^{2}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{3}$ Amounts exclude U.S. banking branches of 439 in 2008 related to discontinued operations.
STATEMENTS OF INCOME ${ }^{1}$
(CS MM)
rest income
Interest income
Interest income
Interest expense
Interest expense
tota
tota
Non-interest income
Accounts
Other payment services
Service charges
Insurance premiums, investment and fee income
rading revenue
rivestment management and custodial fees
Mutual fund revenue
ecurities brokerage commissions
Underwriting and other advisory fee
Foreign exchange revenue, other than trading
Card service revenue
Credit fees
Securitization reven available-for-sale securities
Other
Total

## Total revenue

Provision for credit losse
arance policyholder benefits, claims and acquisition expense
Non-interest expense
Non-controlling interest in net income of subsidiaries
et income from continuing operations
et loss from discontinued operations
Net income (loss)
Peferred dividend
${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
${ }^{2}$ Comparative information has been restated as at November 1,2008 due to the implementation 2009


[^0]Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
Includes precious metals.
${ }^{4}$ The disclosure for 2009 and 2008 reflects those amounts previously disclosed as Market Environment related impacts. See our 2009 Annual Report to Shareholders for additional information about these Market Environment related impacts.
Reported as Trading revenue.
${ }^{6}$ Q1/11 amounts included a gain related to the MBIA settlement. We continue to hold the underlying assets in our trading book as part of Global Markets. As of $\mathrm{Q} 1 / 11$, these assets are no longer reported as Market related items.
${ }^{7}$ The amount for Q1/11 has been reclassified to exclude gains and losses of assets previously hedged with MBIA.
${ }^{3}$ Reported as Net (loss) gain on available-for-sale securities
Reported as Non-interest income - Other

| NON-INTEREST EXPENSE ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human resources |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 1,059 | 1,023 | 990 | 1,000 | 978 | 947 | 915 | 937 | 944 | 4,072 | 3,777 | 3,817 | 3,845 |
| Variable compensation | 685 | 698 | 872 | 1,045 | 850 | 642 | 862 | 981 | 813 | 3,300 | 3,335 | 3,505 | 2,689 |
| Benefits and retention compensation | 349 | 343 | 351 | 355 | 278 | 279 | 285 | 290 | 250 | 1,398 | 1,132 | 1,085 | 1,168 |
| Stock-based compensation ${ }^{2}$ | 12 | 48 | 46 | 82 | 47 | 33 | 39 | 67 | 27 | 188 | 186 | 73 | 77 |
| Total Human resources | 2,105 | 2,112 | 2,259 | 2,482 | 2,153 | 1,901 | 2,101 | 2,275 | 2,034 | 8,958 | 8,430 | 8,480 | 7,779 |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation ${ }^{3}$ | 61 | 58 | 63 | 59 | 61 | 61 | 57 | 59 | 55 | 241 | 238 | 232 | 219 |
| Computer rental and maintenance | 197 | 187 | 187 | 178 | 176 | 173 | 167 | 170 | 160 | 749 | 686 | 703 | 691 |
| Office equipment rental and maintenance | 6 | 4 | 7 | 4 | 6 | 5 | 5 | 4 | 5 | 21 | 20 | 23 | 24 |
| Total Equipment | 264 | 249 | 257 | 241 | 243 | 239 | 229 | 233 | 220 | 1,011 | 944 | 958 | 934 |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premises rent | 103 | 113 | 108 | 105 | 105 | 101 | 98 | 100 | 98 | 429 | 404 | 389 | 387 |
| Premises repairs and maintenance | 98 | 84 | 84 | 79 | 87 | 73 | 75 | 73 | 85 | 345 | 308 | 321 | 337 |
| Depreciation | 39 | 38 | 33 | 34 | 44 | 34 | 33 | 32 | 32 | 144 | 143 | 121 | 99 |
| Property taxes | 27 | 28 | 30 | 24 | 24 | 28 | 27 | 26 | 25 | 109 | 105 | 103 | 103 |
| Total Occupancy | 267 | 263 | 255 | 242 | 260 | 236 | 233 | 231 | 240 | 1,027 | 960 | 934 | 926 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 47 | 44 | 43 | 42 | 43 | 44 | 44 | 45 | 44 | 176 | 176 | 185 | 197 |
| Postage and courier | 24 | 25 | 28 | 26 | 24 | 23 | 26 | 26 | 24 | 103 | 99 | 98 | 111 |
| Marketing and public relations | 109 | 105 | 88 | 71 | 114 | 78 | 100 | 80 | 87 | 373 | 372 | 307 | 343 |
| Stationery and printing | 22 | 21 | 27 | 23 | 28 | 26 | 27 | 22 | 23 | 93 | 103 | 96 | 98 |
| Total Communications | 202 | 195 | 186 | 162 | 209 | 171 | 197 | 173 | 178 | 745 | 750 | 686 | 749 |
| Professional fees | 207 | 162 | 159 | 155 | 188 | 146 | 128 | 110 | 148 | 683 | 572 | 484 | 562 |
| Outsourced item processing | 64 | 63 | 74 | 67 | 68 | 66 | 76 | 68 | 68 | 268 | 278 | 283 | 341 |
| Amortization of other intangibles |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Computer software ${ }^{3}$ | 89 | 85 | 81 | 79 | 85 | 72 | 70 | 68 | 70 | 334 | 295 | 236 | 221 |
| Other | 37 | 38 | 38 | 33 | 35 | 36 | 37 | 37 | 37 | 146 | 145 | 157 | 135 |
| Total Amortization of other intangibles | 126 | 123 | 119 | 112 | 120 | 108 | 107 | 105 | 107 | 480 | 440 | 393 | 356 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business and capital taxes | 20 | 27 | 23 | 20 | 35 | 35 | 38 | 34 | 57 | 90 | 142 | 175 | 120 |
| Travel and relocation | 44 | 44 | 38 | 36 | 42 | 37 | 34 | 30 | 36 | 162 | 143 | 133 | 157 |
| Employee training | 13 | 10 | 8 | 6 | 12 | 7 | 7 | 6 | 11 | 37 | 32 | 34 | 45 |
| Donations | 22 | 13 | 11 | 12 | 17 | 16 | 12 | 10 | 18 | 58 | 55 | 52 | 52 |
| Other ${ }^{4}$ | 270 | 236 | 239 | 189 | 235 | 184 | 182 | 122 | 222 | 934 | 723 | 824 | 330 |
| Total Other | 369 | 330 | 319 | 263 | 341 | 279 | 273 | 202 | 344 | 1,281 | 1,095 | 1,218 | 704 |
| Total non-interest expense | 3,604 | 3,497 | 3,628 | 3,724 | 3,582 | 3,146 | 3,344 | 3,397 | 3,339 | 14,453 | 13,469 | 13,436 | 12,351 |

[^1]| CANADIAN BANKING ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 2,028 | 1,990 | 1,928 | 1,976 | 1,934 | 1,865 | 1,810 | 1,879 | 1,811 | 7,922 | 7,488 | 6,947 | 6,718 |
| Non-interest income | 819 | 816 | 814 | 802 | 764 | 763 | 781 | 759 | 762 | 3,251 | 3,067 | 2,943 | 2,868 |
| Total revenue | 2,847 | 2,806 | 2,742 | 2,778 | 2,698 | 2,628 | 2,591 | 2,638 | 2,573 | 11,173 | 10,555 | 9,890 | 9,586 |
| Provision for credit losses (PCL) | 222 | 254 | 247 | 257 | 287 | 284 | 302 | 318 | 314 | 980 | 1,191 | 1,275 | 867 |
| Non-interest expense | 1,370 | 1,362 | 1,313 | 1,297 | 1,313 | 1,243 | 1,234 | 1,205 | 1,213 | 5,342 | 4,995 | 4,729 | 4,758 |
| Income taxes | 351 | 335 | 331 | 342 | 333 | 335 | 319 | 338 | 329 | 1,359 | 1,325 | 1,223 | 1,299 |
| Net income | 904 | 855 | 851 | 882 | 765 | 766 | 736 | 777 | 717 | 3,492 | 3,044 | 2,663 | 2,662 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,565 | 1,542 | 1,519 | 1,542 | 1,501 | 1,421 | 1,402 | 1,436 | 1,390 | 6,168 | 5,760 | 5,305 | 5,315 |
| Business Financial Services | 704 | 690 | 659 | 677 | 654 | 644 | 622 | 637 | 628 | 2,730 | 2,557 | 2,457 | 2,441 |
| Cards and Payment Solutions | 578 | 574 | 564 | 559 | 543 | 563 | 567 | 565 | 555 | 2,275 | 2,238 | 2,128 | 1,830 |
| Total | 2,847 | 2,806 | 2,742 | 2,778 | 2,698 | 2,628 | 2,591 | 2,638 | 2,573 | 11,173 | 10,555 | 9,890 | 9,586 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 30.7\% | 31.2\% | 33.6\% | 35.8\% | 34.1\% | 34.7\% | 34.6\% | 39.6\% | 37.0\% | 32.7\% | 35.6\% | 35.9\% | 38.1\% |
| Return on risk capital (RORC) | 37.9\% | 39.0\% | 42.2\% | 45.4\% | 44.4\% | 45.4\% | 45.0\% | 53.8\% | 50.5\% | 40.9\% | 46.9\% | 48.4\% | 52.2\% |
| Net interest margin (average earning assets) | 2.73\% | 2.74\% | 2.78\% | 2.78\% | 2.75\% | 2.70\% | 2.76\% | 2.80\% | 2.74\% | 2.76\% | 2.75\% | 2.76\% | 2.98\% |
| Efficiency ratio | 48.1\% | 48.5\% | 47.9\% | 46.7\% | 48.7\% | 47.3\% | 47.6\% | 45.7\% | 47.1\% | 47.8\% | 47.3\% | 47.8\% | 49.6\% |
| Operating leverage | 1.2\% | (2.8)\% | (0.6)\% | (2.3)\% | (3.4)\% | (0.4)\% | 3.9\% | 4.5\% | 5.6\% | (1.1)\% | 1.1\% | 3.8\% | 2.6\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 303,600 | 296,800 | 292,200 | 290,800 | 287,000 | 282,300 | 276,700 | 273,600 | 269,400 | 295,900 | 279,900 | 258,900 | 232,300 |
| Total earning assets | 294,500 | 288,200 | 284,000 | 282,500 | 279,000 | 274,400 | 268,800 | 266,100 | 262,200 | 287,300 | 272,100 | 251,600 | 225,600 |
| Loans and acceptances | 296,000 | 289,300 | 283,800 | 280,600 | 276,800 | 271,700 | 266,400 | 263,200 | 258,800 | 287,500 | 269,500 | 249,600 | 225,000 |
| Residential mortgages | 164,700 | 160,700 | 157,700 | 156,300 | 154,200 | 151,900 | 149,400 | 148,500 | 146,400 | 159,900 | 151,000 | 141,800 | 129,800 |
| Personal ${ }^{2}$ | 73,000 | 71,200 | 69,500 | 68,300 | 67,100 | 64,700 | 62,700 | 60,400 | 57,900 | 70,500 | 63,700 | 53,000 | 43,700 |
| Credit cards | 12,800 | 12,800 | 12,800 | 13,200 | 13,000 | 12,600 | 11,900 | 12,300 | 12,300 | 12,900 | 12,500 | 12,500 | 12,400 |
| Small business | 2,600 | 2,600 | 2,700 | 2,700 | 2,700 | 2,700 | 2,800 | 2,800 | 2,800 | 2,600 | 2,700 | 2,800 | 2,700 |
| Total Retail | 253,100 | 247,300 | 242,700 | 240,500 | 237,000 | 231,900 | 226,800 | 224,000 | 219,400 | 245,900 | 229,900 | 210,100 | 188,600 |
| Wholesale | 42,900 | 42,000 | 41,100 | 40,100 | 39,800 | 39,800 | 39,600 | 39,200 | 39,400 | 41,600 | 39,600 | 39,500 | 36,400 |
| Deposits | 219,500 | 211,000 | 202,400 | 201,200 | 197,400 | 193,000 | 187,700 | 187,500 | 182,700 | 208,600 | 191,400 | 176,000 | 155,000 |
| Attributed capital | 11,400 | 10,650 | 10,150 | 9,550 | 8,700 | 8,550 | 8,550 | 7,650 | 7,500 | 10,450 | 8,350 | 7,250 | 6,900 |
| Risk capital | 9,250 | 8,500 | 8,100 | 7,550 | 6,700 | 6,550 | 6,550 | 5,600 | 5,500 | 8,350 | 6,350 | 5,400 | 5,050 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.43\% | 0.45\% | 0.49\% | 0.50\% | 0.51\% | 0.48\% | 0.49\% | 0.47\% | 0.48\% | 0.44\% | 0.52\% | 0.50\% | 0.36\% |
| PCL / Average net loans and acceptances | 0.30\% | 0.35\% | 0.36\% | 0.36\% | 0.41\% | 0.41\% | 0.47\% | 0.48\% | 0.48\% | 0.34\% | 0.44\% | 0.51\% | 0.39\% |
| Net write-offs / Average net loans and acceptances | 0.32\% | 0.35\% | 0.37\% | 0.34\% | 0.41\% | 0.40\% | 0.47\% | 0.45\% | 0.50\% | 0.35\% | 0.43\% | 0.47\% | 0.40\% |
| Business information <br> Assets under administration | 158,000 | 158,600 | 161,200 | 154,600 | 148,200 | 141,100 | 141,200 | 136,000 | 133,800 | 158,000 | 148,200 | 133,800 | 109,500 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 904 | 855 | 851 | 882 | 765 | 766 | 736 | 777 | 717 | 3,492 | 3,044 | 2,663 | 2,662 |
| After-tax effect of amortization of other intangibles ${ }^{3}$ | - | - | - | - | - | - | 5 | 1 | 1 | - | 6 | 6 | 7 |
| Cash Net income | 904 | 855 | 851 | 882 | 765 | 766 | 741 | 778 | 718 | 3,492 | 3,050 | 2,669 | 2,669 |
| Capital charge | (311) | (289) | (268) | (261) | (249) | (244) | (235) | (217) | (218) | $(1,129)$ | (945) | (834) | (726) |
| Economic Profit | 593 | 566 | 583 | 621 | 516 | 522 | 506 | 561 | 500 | 2,363 | 2,105 | 1,835 | 1,943 |

${ }^{1}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. As at Q4/11, the average securitized residential mortgage and credit card loans included
were $\$ 41.5$ billion and $\$ 3.9$ billion, respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit cards and AUA to
better reflect how the assets are managed.
As at Q4/11, average personal secured loans was $\$ 42.3$ billion and average personal unsecured loans was $\$ 30.7$ billion.
Excludes the amortization of computer software intangibles.

| WEALTH MANAGEMENT (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 97 | 91 | 89 | 91 | 80 | 75 | 72 | 78 | 85 | 368 | 305 | 397 | 468 |
| Fee-based revenue | 726 | 734 | 702 | 659 | 615 | 594 | 579 | 574 | 572 | 2,821 | 2,362 | 2,154 | 2,276 |
| Transactional and other revenue | 333 | 330 | 420 | 435 | 410 | 375 | 324 | 412 | 417 | 1,518 | 1,521 | 1,529 | 1,243 |
| Total revenue | 1,156 | 1,155 | 1,211 | 1,185 | 1,105 | 1,044 | 975 | 1,064 | 1,074 | 4,707 | 4,188 | 4,080 | 3,987 |
| Provision for credit losses (PCL) | - | - | - | - | - | 3 | - | - | - | - | 3 | - | 1 |
| Non-interest expense | 887 | 911 | 917 | 874 | 855 | 806 | 828 | 806 | 841 | 3,589 | 3,295 | 3,262 | 3,038 |
| Income taxes | 80 | 65 | 74 | 90 | 75 | 50 | 57 | 39 | 72 | 309 | 221 | 235 | 283 |
| Net income | 189 | 179 | 220 | 221 | 175 | 185 | 90 | 219 | 161 | 809 | 669 | 583 | 665 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 426 | 421 | 444 | 433 | 399 | 368 | 368 | 367 | 373 | 1,724 | 1,502 | 1,365 | 1,525 |
| U.S. \& International Wealth Management | 467 | 452 | 507 | 519 | 519 | 490 | 425 | 515 | 531 | 1,945 | 1,949 | 2,081 | 1,812 |
| Global Asset Management ${ }^{1}$ | 263 | 282 | 260 | 233 | 187 | 186 | 182 | 1821,064 | $\begin{array}{r} 170 \\ \hline 1,074 \end{array}$ | 1,038 | 737 | 634 | 650 |
| Total | 1,156 | 1,155 | 1,211 | 1,185 | 1,105 | 1,044 |  |  |  | 4,707 | 4,188 | 4,080 | 3,987 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 13.0\% | 12.9\% | 16.5\% | 19.5\% | 18.7\% | 19.9\% | 9.6\% | 21.8\% | 15.8\% | 15.3\% | 17.6\% | 14.2\% | 23.3\% |
| Return on risk capital (RORC) | 48.7\% | 49.0\% | 62.9\% | 72.1\% | 70.9\% | 75.9\% | 36.2\% | 72.9\% | 53.3\% | 57.5\% | 64.6\% | 49.2\% | 64.9\% |
| Pre-tax margin | 23.3\% | 21.1\% | 24.3\% | 26.2\% | 22.6\% | 22.5\% | 15.1\% | 24.2\% | 21.7\% | 23.8\% | 21.3\% | 20.0\% | 23.8\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 22,300 | 21,300 | 20,700 | 19,500 | 18,000 | 18,200 | 18,200 | 19,200 | 20,200 | 21,000 | 18,400 | 20,500 | 16,900 |
| Loans and acceptances | 8,900 | 8,300 | 7,900 | 7,600 | 7,400 | 7,000 | 6,400 | 6,300 | 5,900 | 8,200 | 6,800 | 5,800 | 5,200 |
| Deposits | 28,300 | 27,300 | 28,600 | 28,500 | 28,700 | 28,900 | 28,800 | 29,400 | 29,900 | 28,200 | 29,000 | 31,500 | 26,900 |
| Attributed capital | 5,450 | 5,200 | 5,250 | 4,350 | 3,550 | 3,550 | 3,550 | 3,850 | 3,850 | 5,050 | 3,650 | 3,900 | 2,800 |
| Risk capital | 1,450 | 1,350 | 1,350 | 1,150 | 950 | 950 | 950 | 1,150 | 1,150 | 1,350 | 1,000 | 1,100 | 1,000 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.10\% | 0.10\% | 0.13\% | 0.04\% | 0.04\% | 0.09\% | 0.09\% | 0.00\% | 0.00\% | 0.11\% | 0.04\% | 0.00\% | 0.02\% |
| PCL / Average net loans and acceptances | 0.00\% | 0.00\% | 0.00\% | 0.00\% | (0.01)\% | 0.17\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.04\% | 0.00\% | 0.02\% |
| Net write-offs / Average net loans and acceptances | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.15\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.04\% | 0.00\% | 0.04\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 209,700 | 211,600 | 215,000 | 209,700 | 201,200 | 192,400 | 193,600 | 186,100 | 182,000 | 209,700 | 201,200 | 182,000 | 168,000 |
| U.S. \& International Wealth Management | 317,500 | 313,700 | 322,900 | 333,300 | 320,400 | 308,600 | 307,000 | 323,900 | 320,300 | 317,500 | 320,400 | 320,300 | 327,100 |
| Total | 527,200 | 525,300 | 537,900 | 543,000 | 521,600 | 501,000 | 500,600 | 510,000 | 502,300 | 527,200 | 521,600 | 502,300 | 495,100 |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Wealth Management | 31,700 | 32,000 | 31,700 | 31,500 | 29,700 | 27,900 | 27,500 | 26,000 | 25,000 | 31,700 | 29,700 | 25,000 | 23,300 |
| U.S. \& International Wealth Management | 26,800 | 24,000 | 23,800 | 23,600 | 22,900 | 21,600 | 21,500 | 21,000 | 21,000 | 26,800 | 22,900 | 21,000 | 19,200 |
| Global Asset Management ${ }^{1,2}$ | 247,200 | 254,200 | 252,800 | 250,100 | 209,200 | 201,600 | 202,000 | 201,400 | 199,700 | 247,200 | 209,200 | 199,700 | 180,100 |
| Total | 305,700 | 310,200 | 308,300 | 305,200 | 261,800 | 251,100 | 251,000 | 248,400 | 245,700 | 305,700 | 261,800 | 245,700 | 222,600 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| After-tax effect of amortization of other intangibles ${ }^{3}$ | 18 | 18 | 17 | 15 | 12 | 12 | 13 | 12 | 12 | 68 | 49 | 48 | 33 |
| Cash Net income | 207 | 197 | 237 | 236 | 187 | 197 | 103 | 231 | 173 | 877 | 718 | 631 | 698 |
| Capital charge | (148) | (142) | (138) | (118) | (101) | (101) | (99) | (109) | (111) | (546) | (410) | (447) | (295) |
| Economic Profit | 59 | 55 | 99 | 118 | 86 | 96 | 4 | 122 | 62 | 331 | 308 | 184 | 403 |
| (US\$ MM) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. \& International Wealth Management | 465 | 469 | 527 | 515 | 502 | 470 | 419 | 487 | 491 | 1,976 | 1,878 | 1,794 | 1,757 |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. \& International Wealth Management | 318,600 | 328,400 | 341,200 | 332,800 | 314,000 | 300,100 | 302,300 | 302,900 | 296,000 | 318,600 | 314,000 | 296,000 | 271,500 |

[^2]| INSURANCE ${ }^{1}$ <br> (C $\$ \mathrm{MM})$ | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net earned premiums ${ }^{2}$ | 897 | 893 | 864 | 881 | 839 | 925 | 754 | 795 | 760 | 3,535 | 3,313 | 2,882 | 2,864 |
| Investment income ${ }^{3}$ | 254 | 399 | 167 | (115) | 381 | 276 | 110 | 161 | 247 | 705 | 928 | 940 | (458) |
| Fee income | 61 | 61 | 57 | 65 | 66 | 48 | 68 | 66 | 68 | 244 | 248 | 241 | 204 |
| Total revenue | 1,212 | 1,353 | 1,088 | 831 | 1,286 | 1,249 | 932 | 1,022 | 1,075 | 4,484 | 4,489 | 4,063 | 2,610 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) | 868 | 1,082 | 843 | 567 | 1,047 | 978 | 721 | 800 | 839 | 3,360 | 3,546 | 3,042 | 1,631 |
| Non-interest expense | 132 | 126 | 123 | 123 | 124 | 120 | 116 | 108 | 120 | 504 | 468 | 457 | 576 |
| Income taxes (recoveries) | 16 | 3 | (2) | 2 | (9) | 3 | (11) | 1 | (6) | 19 | (16) | 37 | 14 |
| Net income | 196 | 142 | 124 | 139 | 124 | 148 | 106 | 113 | 122 | 601 | 491 | 527 | 389 |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canadian Insurance | 757 | 878 | 653 | 392 | 838 | 730 | 561 | 627 | 677 | 2,680 | 2,756 | 2,664 | 1,400 |
| U.S. Insurance |  | - | - |  |  |  |  |  |  |  |  |  | 146 |
| International and Other Insurance | 455 | 475 | 435 | 439 | 448 | 519 | 371 | 395 | 398 | 1,804 | 1,733 | 1,399 | 1,064 |
| Total | 1,212 | 1,353 | 1,088 | 831 | 1,286 | 1,249 | 932 | 1,022 | 1,075 | 4,484 | 4,489 | 4,063 | 2,610 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 37.9\% | 31.1\% | 29.4\% | 34.2\% | 38.6\% | 40.5\% | 30.8\% | 39.3\% | 44.1\% | 33.4\% | 37.2\% | 45.7\% | 32.8\% |
| Return on risk capital (RORC) | 40.5\% | 33.7\% | 32.1\% | 37.8\% | 44.3\% | 45.9\% | 34.9\% | 46.2\% | 52.5\% | 36.2\% | 42.7\% | 53.9\% | 37.1\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 10,900 | 10,600 | 10,200 | 10,600 | 10,500 | 9,900 | 9,800 | 9,500 | 9,100 | 10,600 | 9,900 | 8,500 | 12,600 |
| Attributed capital | 2,000 | 1,750 | 1,700 | 1,600 | 1,250 | 1,400 | 1,400 | 1,100 | 1,100 | 1,750 | 1,300 | 1,150 | 1,150 |
| Risk capital | 1,850 | 1,650 | 1,550 | 1,450 | 1,100 | 1,250 | 1,200 | 950 | 900 | 1,600 | 1,150 | 950 | 1,050 |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums and deposits ${ }^{2,4}$ | 1,206 | 1,212 | 1,138 | 1,147 | 1,123 | 1,221 | 1,020 | 1,093 | 1,029 | 4,703 | 4,457 | 3,880 | 3,861 |
| Canadian Insurance | 606 | 606 | 568 | 577 | 547 | 567 | 538 | 539 | 518 | 2,357 | 2,191 | 1,977 | 1,915 |
| U.S. Insurance |  | - | - | - | - | - | - | - |  | - | - | - | 395 |
| International and Other Insurance | 600 | 606 | 570 | 570 | 576 | 654 | 482 | 554 | 511 | 2,346 | 2,266 | 1,903 | 1,551 |
| Insurance policyholder benefits and claims | 721 | 934 | 695 | 409 | 908 | 827 | 589 | 665 | 722 | 2,759 | 2,989 | 2,520 | 1,029 |
| Insurance policyholder acquisition expense | 147 | 148 | 148 | 158 | 139 | 151 | 132 | 135 | 117 | 601 | 557 | 522 | 602 |
| Insurance claims and policy benefit liabilities | 6,875 | 6,727 | 6,307 | 6,156 | 6,273 | 5,847 | 5,542 | 5,441 | 5,223 | 6,875 | 6,273 | 5,223 | 7,385 |
| Fair value changes on investments backing policyholder liabilities ${ }^{5}$ | 123 | 280 | 54 | (243) | 247 | 121 | (28) | 49 | 123 | 214 | 389 | 458 | (870) |
| Embedded value | 5,482 | 5,239 | 5,088 | 5,130 | 5,613 | 5,572 | 5,208 | 5,225 | 5,162 | 5,482 | 5,613 | 5,162 | 4,919 |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | 300 | 300 | 300 | 300 | 300 | 200 | 200 | 200 | 200 | 300 | 300 | 200 | 400 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| After-tax effect of amortization of other intangibles ${ }^{6}$ |  |  | - |  | - | - | - | - |  | - | - | - |  |
| Cash Net income | 196 | 142 | 124 | 139 | 124 | 148 | 106 | 113 | 122 | 601 | 491 | 527 | 389 |
| Capital charge | (56) | (48) | (44) | (43) | (36) | (40) | (38) | (32) | (31) | (191) | (146) | (130) | (123) |
| Economic Profit | 140 | 94 | 80 | 96 | 88 | 108 | 68 | 81 | 91 | 410 | 345 | 397 | 266 |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
${ }^{2}$ Premiums and deposits equals net earned premiums excluding the cost of premiums to other institutions for reinsurance coverage, plus segregated fund deposits.
Investment income can experience volatility arising from fluctuation in the fair value of held-for-trading assets. The investments which support actuarial liabilities are predominantly fixed income assets designated as held-for-trading, and consequently
changes in fair values of these assets are recorded in investment income in the consolidated statements of income. Changes in fair values of these assets are largely offset by changes in the fair value of the actuarial liabilities, the impact of which is
reflected in insurance policyholder benefits and claims.
Premiums and deposits include premiums on risk-based insurance and annuity products, and individual and group segregated fund deposits, consistent with insurance industry practices.
${ }^{6}$ The revenue impact of the change in fair value on investments backing policyholder liabilities is reflected in Investment income and largely offset in PBCAE
${ }^{6}$ Excludes the amortization of computer software intangibles

| $\qquad$ | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 156 | 143 | 154 | 167 | 166 | 166 | 165 | 172 | 183 | 620 | 669 | 803 | 1,330 |
| Non-interest income | 227 | 247 | 226 | 234 | 223 | 217 | 232 | 162 | 153 | 934 | 834 | 724 | 771 |
| Total revenue | 383 | 390 | 380 | 401 | 389 | 383 | 397 | 334 | 336 | 1,554 | 1,503 | 1,527 | 2,101 |
| Provision for credit losses (PCL) | 31 | 37 | 12 | 11 | 46 | 31 | 40 | 25 | 25 | 91 | 142 | 72 | 497 |
| Non-interest expense | 340 | 309 | 310 | 291 | 332 | 300 | 289 | 289 | 303 | 1,250 | 1,210 | 1,281 | 1,876 |
| Income taxes and non-controlling interest in net income of subsidiaries | - | 13 | 13 | 14 | 18 | 16 | 17 | 8 | 3 | 40 | 59 | 51 | (119) |
| Net income (loss) | 12 | 31 | 45 | 85 | (7) | 36 | 51 | 12 | 5 | 173 | 92 | 123 | (153) |
| Total revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banking ${ }^{3}$ | 196 | 197 | 191 | 226 | 218 | 212 | 241 | 175 | 174 | 810 | 846 | 817 | 1,246 |
| RBC Dexia IS ${ }^{4}$ | 187 | 193 | 189 | 175 | 171 | 171 | 156 | 159 | 162 | 744 | 657 | 710 | 855 |
| Total | 383 | 390 | 380 | 401 | 389 | 383 | 397 | 334 | 336 | 1,554 | 1,503 | 1,527 | 2,101 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 0.6\% | 3.1\% | 4.9\% | 9.7\% | (1.6)\% | 3.8\% | 6.0\% | 0.8\% | (0.2)\% | 4.5\% | 2.2\% | 3.0\% | (3.4)\% |
| Return on risk capital (RORC) | 1.4\% | 7.2\% | 11.7\% | 24.5\% | (4.7)\% | 10.9\% | 16.6\% | 2.5\% | (0.6)\% | 10.7\% | 6.4\% | 9.1\% | (8.1)\% |
| Net interest margin (average earning assets) ${ }^{5}$ | 5.22\% | 5.10\% | 5.41\% | 5.65\% | 5.44\% | 5.40\% | 5.98\% | 5.61\% | 5.91\% | 5.35\% | 5.60\% | 5.33\% | 3.63\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 26,600 | 26,900 | 26,500 | 26,300 | 27,000 | 26,800 | 24,200 | 24,500 | 25,100 | 26,600 | 25,600 | 27,200 | 51,300 |
| Total earning assets ${ }^{5}$ | 10,200 | 9,800 | 9,900 | 10,400 | 11,000 | 11,300 | 10,300 | 10,900 | 10,600 | 10,100 | 10,900 | 12,200 | 32,800 |
| Loans and acceptances | 8,400 | 7,900 | 8,000 | 8,400 | 9,300 | 9,400 | 8,500 | 8,500 | 9,200 | 8,200 | 8,900 | 9,900 | 27,000 |
| Deposits | 29,800 | 24,900 | 26,200 | 24,800 | 27,000 | 27,700 | 25,400 | 27,400 | 27,700 | 26,400 | 26,900 | 29,200 | 42,500 |
| Attributed capital | 3,450 | 3,250 | 3,250 | 3,250 | 3,100 | 3,100 | 3,050 | 3,050 | 3,050 | 3,300 | 3,050 | 3,250 | 5,200 |
| Risk capital | 1,500 | 1,400 | 1,350 | 1,300 | 1,100 | 1,100 | 1,100 | 1,000 | 1,000 | 1,400 | 1,050 | 1,050 | 2,150 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 9.34\% | 9.08\% | 7.97\% | 7.71\% | 7.87\% | 7.22\% | 7.16\% | 6.17\% | 4.85\% | 9.58\% | 8.19\% | 4.49\% | 5.97\% |
| PCL / Average net loans and acceptances | 1.46\% | 1.82\% | 0.61\% | 0.53\% | 1.96\% | 1.32\% | 1.95\% | 1.14\% | 1.06\% | 1.11\% | 1.59\% | 0.72\% | 1.84\% |
| Net write-offs / Average net loans and acceptances | 1.97\% | 0.96\% | 0.97\% | 2.81\% | 1.10\% | 0.43\% | 0.97\% | 0.34\% | 0.56\% | 1.71\% | 0.71\% | 0.28\% | 1.16\% |
| Business information ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration - RBC ${ }^{6}$ | 7,900 | 7,200 | 7,100 | 7,500 | 7,800 | 7,900 | 7,300 | 7,400 | 7,700 | 7,900 | 7,800 | 7,700 | 11,200 |
| - RBC Dexia IS ${ }^{7}$ | 2,744,400 | 2,831,900 | 2,892,700 | 2,881,200 | 2,779,500 | 2,652,500 | 2,481,900 | 2,528,800 | 2,484,400 | 2,744,400 | 2,779,500 | 2,484,400 | 2,585,000 |
| Assets under management - RBC ${ }^{6}$ | 2,700 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,600 | 2,700 | 3,800 | 2,700 | 2,600 | 3,800 | 3,900 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 12 | 31 | 45 | 85 | (7) | 36 | 51 | 12 | 5 | 173 | 92 | 123 | (153) |
| After-tax effect of amortization of other intangibles and goodwill impairment ${ }^{8}$ | 12 | 12 | 12 | 13 | 17 | 16 | 16 | 18 | 18 | 49 | 67 | 74 | 80 |
| Cash net income | 24 | 43 | 57 | 98 | 10 | 52 | 67 | 30 | 23 | 222 | 159 | 197 | (73) |
| Capital charge | (94) | (88) | (85) | (89) | (88) | (88) | (84) | (87) | (89) | (356) | (347) | (375) | (545) |
| Economic Profit | (70) | (45) | (28) | 9 | (78) | (36) | (17) | (57) | (66) | (134) | (188) | (178) | (618) |
| (US\$ MM) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue by business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banking ${ }^{3}$ | 195 | 205 | 198 | 225 | 210 | 203 | 235 | 166 | 161 | 823 | 814 | 701 | 1,221 |

[^3]${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
Includes U.S. cross-border banking and Caribbean banking businesses. RBTT Financial Group (RBTT) results are reported on a one-month lag basis.
RBC Dexia Investor Services (RBC Dexia IS) results are reported on a one-month lag basis.
${ }^{5}$ Calculated based on Banking information and excludes RBC Dexia IS amounts.
AUA - RBC and AUM - RBC represent the AUA and AUM, respectively, of RBTT reported on a one-month lag.
AUA - RBC Dexia IS represents the total AUA of the joint venture, of which we have a $50 \%$ ownership interest, reported on a one-month lag.
Excludes the amortization of computer software intangibles.

| CAPITAL MARKETS (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 674 | 667 | 656 | 623 | 692 | 638 | 660 | 729 | 721 | 2,620 | 2,719 | 3,399 | 1,527 |
| Non-interest income | 550 | 496 | 860 | 1,405 | 801 | 316 | 940 | 1,111 | 1,113 | 3,311 | 3,168 | 3,524 | 2,408 |
| Total revenue (teb) | 1,224 | 1,163 | 1,516 | 2,028 | 1,493 | 954 | 1,600 | 1,840 | 1,834 | 5,931 | 5,887 | 6,923 | 3,935 |
| Provision for (recovery of) credit losses (PCL) | 4 | 8 | (5) | (27) | (22) | (9) | 21 | 30 | 220 | (20) | 20 | 702 | 183 |
| Non-interest expense | 853 | 781 | 936 | 1,126 | 933 | 674 | 862 | 951 | 826 | 3,696 | 3,420 | 3,628 | 2,121 |
| Income taxes and non-controlling interest in net income of subsidiaries | 89 | 97 | 178 | 316 | 209 | 88 | 215 | 288 | 227 | 680 | 800 | 825 | 461 |
| Net income | 278 | 277 | 407 | 613 | 373 | 201 | 502 | 571 | 561 | 1,575 | 1,647 | 1,768 | 1,170 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue related to VIEs offset in Non-controlling interest Total revenue excluding VIEs | 5 | . | 2 | 6 | 10 | . | 2 |  | (2) | 13 | 14 | (22) | 3,935 $(48)$ |
|  | 1,219 | 1,163 | 1,514 | 2,022 | 1,483 | 954 | 1,598 | 1,838 | 1,836 | 5,918 | 5,873 | 6,945 | 3,983 |
| Total revenue by business ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Markets | 627 | 571 | 928 | 1,322 | 825 | 478 | 1,216 | 1,283 | 1,412 | 3,448 | 3,802 | 6,039 | 2,543 |
| Corporate and Investment Banking | 595 | 658 | 571 | 710 | 558 | 565 | 424 | 561 | 584 | 2,534 | 2,108 | 1,697 | 2,097 |
| Other | 2 | (66) | 17 | (4) | 110 | (89) | (40) | $(4)$ $(162)$ <br> 1,840 1,834 |  | (51) | (23) | (813) | (705) |
| Total | 1,224 1,163 |  | 1,516 | 2,028 | 1,493 | 954 | 1,600 |  |  | 5,931 | 5,887 | 6,923 | 3,935 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) | 10.5\% | 11.0\% | 17.5\% | 25.3\% | 17.0\% | 9.2\% | 25.8\% | 26.4\% | 27.9\% | 16.0\% | 19.5\% | 21.0\% | 20.5\% |
| Return on risk capital (RORC) | 11.7\% | 12.3\% | 19.6\% | 28.3\% | 19.3\% | 10.5\% | 29.6\% | 30.1\% | 32.2\% | 17.8\% | 22.3\% | 24.3\% | 24.5\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 406,900 | 361,500 | 349,600 | 358,900 | 359,000 | 333,900 | 304,300 | 312,100 | 313,100 | 369,400 | 327,500 | 347,900 | 340,300 |
| Trading securities | 138,100 | 152,200 | 146,600 | 138,600 | 129,600 | 133,300 | 126,300 | 133,300 | 124,700 | 143,900 | 130,700 | 121,100 | 140,200 |
| Loans and acceptances | 31,900 | 29,600 | 27,800 | 29,000 | 29,000 | 29,200 | 29,000 | 31,400 | 33,200 | 29,600 | 29,600 | 39,500 | 38,300 |
| Deposits | 116,300 | 108,600 | 110,300 | 113,000 | 103,400 | 95,900 | 89,900 | 89,800 | 91,300 | 112,100 | 94,800 | 108,100 | 132,600 |
| Attributed capital | 9,850 | 9,400 | 9,150 | 9,300 | 8,300 | 8,050 | 7,750 | 8,350 | 7,750 | 9,400 | 8,100 | 8,100 | 5,600 |
| Risk capital | 8,800 | 8,400 | 8,200 | 8,350 | 7,350 | 7,050 | 6,750 | 7,300 | 6,700 | 8,450 | 7,100 | 7,000 | 4,700 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.83\% | 0.88\% | 0.70\% | 0.82\% | 1.41\% | 1.70\% | 2.23\% | 2.17\% | 2.76\% | 0.89\% | 1.38\% | 2.32\% | 1.30\% |
| PCL / Average net loans and acceptances | 0.04 \% | 0.10 \% | (0.06)\% | (0.37)\% | (0.31)\% | (0.12)\% | 0.29\% | 0.38\% | 2.63\% | (0.07)\% | 0.07\% | 1.78\% | $0.48 \%$ |
| Net write-offs / Average net loans and acceptances | 0.12 \% | (0.11)\% | 0.01 \% | (0.35)\% | 0.53\% | 1.38\% | 0.45\% | 0.90\% | 2.00\% | (0.08)\% | 0.82\% | 1.34\% | $0.09 \%$ |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration | 6,700 | 6,300 | 6,100 | 6,100 | 6,200 | 5,800 | 4,800 | 5,100 | 5,000 | 6,700 | 6,200 | 5,000 | 7,500 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income <br> After-tax effect of amortization of other intangibles ${ }^{2}$ | 278 | 277 | 407 | 613 | 373 | 201 | 502 | 571 | 561 | 1,575 | 1,647 | 1,768 | $\begin{array}{r} 1,170 \\ 2 \\ \hline \end{array}$ |
|  |  | 1 | 2 | 1 1 | $1$ | $\begin{array}{r}1 \\ \hline\end{array}$ | 1 | 2 | $\begin{array}{r}2 \\ \hline\end{array}$ | 1,54 | 1,64 | 1, 13 |  |
| Cash Net income <br> Capital charge <br> Economic Profit | $\begin{gathered} 278 \\ (266) \end{gathered}$ | $\begin{gathered} \hline 278 \\ (256) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 409 \\ (241) \end{gathered}$ | $\begin{gathered} \hline 614 \\ (254) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 374 \\ (237) \end{gathered}$ | $\begin{gathered} \hline 202 \\ (228) \end{gathered}$ | $\begin{gathered} \hline 503 \\ (213) \\ \hline \end{gathered}$ | $573$ | $563$ | 1,579 | 1,652 | 1,781 | 1,172 |
|  |  |  |  |  |  |  |  |  |  | $(1,017)$ | (916) | (933) |  |
|  | 12 | 22 | 168 | 360 | 137 | (26) | 290 | 335 | 338 | 562 | 736 | 848 | 585 |

[^4]${ }^{2}$ Excludes the amortization of computer software intangibles

| CORPORATE SUPPORT ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | (213) | (184) | (278) | (255) | (262) | (156) | (179) | (246) | (122) | (930) | (843) | (841) | (989) |
| Non-interest income | 189 | 104 | 89 | 129 | 69 | 48 | 65 | 121 | (39) | 511 | 303 | 799 | 352 |
| Total revenue (teb) | (24) | (80) | (189) | (126) | (193) | (108) | (114) | (125) | (161) | (419) | (540) | (42) | (637) |
| Provision for (recovery of) credit losses (PCL) ${ }^{3,4}$ | (22) | (24) | (13) | (17) | (28) | (32) | (29) | (27) | 37 | (76) | (116) | 118 | 47 |
| Non-interest expense | 22 | 8 | 29 | 13 | 25 | 3 | 15 | 38 | 36 | 72 | 81 | 79 | (18) |
| Income taxes and non-controlling interest in net income of subsidiaries | (76) | (144) | (115) | (80) | (132) | (122) | (36) | (4) | (106) | (415) | (294) | (256) | (488) |
| Net income (loss) | 52 | 80 | (90) | (42) | (58) | 43 | (64) | (132) | (128) | - | (211) | 17 | (178) |
| Additional information teb adjustment | (85) | (84) | (146) | (144) | (158) | (83) | (127) | (121) | (76) | (459) | (489) | (366) | (410) |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | $(14,400)$ | $(16,100)$ | $(12,200)$ | $(9,400)$ | $(10,600)$ | $(12,500)$ | $(13,400)$ | $(14,400)$ | $(13,300)$ | $(13,200)$ | $(12,600)$ | $(8,300)$ | $(3,100)$ |
| Attributed capital | 2,850 | 2,550 | 2,050 | 2,500 | 5,100 | 5,000 | 4,850 | 4,900 | 4,600 | 2,550 | 5,000 | 2,150 | 3,000 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 52 | 80 | (90) | (42) | (58) | 43 | (64) | (132) | (128) | - | (211) | 17 | (178) |
| After-tax effect of amortization of other intangibles ${ }^{5}$ | 1 | 1 | 1 | (1) | - | 3 | (2) |  | (1) | 2 | 1 | 1 |  |
| Cash Net income (loss) | 53 | 81 | (89) | (43) | (58) | 46 | (66) | (132) | (129) | 2 | (210) | 18 | (178) |
| Capital charge | (68) | (62) | (52) | (61) | (140) | (142) | (133) | (139) | (157) | (243) | (554) | (327) | (282) |
| Economic Profit | (15) | 19 | (141) | (104) | (198) | (96) | (199) | (271) | (286) | (241) | (764) | (309) | (460) |

${ }^{1}$ Amounts represent continuing operations. Prior period amounts related to discontinued operations have been restated starting from 2009 ,
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009
PCL primarily comprises the general provision and an adjustment related to PCL on securitized credit 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.
${ }^{4}$ General PCL related to the sale of discontinued operations have been removed from Corporate Support and reported as part of Discontinued Operations. Amounts have been restated starting from 2009
Excludes the amortization of computer software intangibles.

| DISCONTINUED OPERATIONS ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (teb) | 154 | 156 | 163 | 171 | 173 | 160 | 171 | 135 | 198 | 644 | 639 | 836 |
| Non-interest income | 7 | 3 | 212 | 121 | 367 | 517 | 415 | 426 | 530 | 343 | 1,725 | 1,830 |
| Total revenue | 161 | 159 | 375 | 292 | 540 | 677 | 586 | 561 | 728 | 987 | 2,364 | 2,666 |
| Provision for credit losses (PCL) | 29 | 92 | 103 | 110 | 149 | 155 | 170 | 147 | 287 | 334 | 621 | 1,246 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) | - | - | 178 | 62 | 376 | 481 | 375 | 330 | 483 | 240 | 1,562 | 1,567 |
| Non-interest expense | 199 | 207 | 206 | 222 | 236 | 231 | 226 | 229 | 267 | 834 | 922 | 1,124 |
| Goodwill impairment charge |  | - | - | - | - | - | - | - |  | - | - | 1,000 |
| Income taxes | (29) | (54) | (52) | (43) | (86) | (87) | (93) | (82) | (108) | (178) | (348) | (448) |
| Net loss | (38) | (86) | (60) | (59) | (135) | (103) | (92) | (63) | (201) | (243) | (393) | $(1,823)$ |
| Gain (loss) on sale ${ }^{2}$ | 6 | $(1,570)$ | 9 | ( | (116) |  | - | - | (2) | $(1,555)$ | (116) |  |
| Net loss from discontinued operations | (32) | $(1,656)$ | (51) | (59) | (251) | (103) | (92) | (63) | (201) | $(1,798)$ | (509) | $(1,823)$ |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 26,600 | 26,600 | 32,800 | 34,300 | 34,400 | 33,300 | 33,700 | 35,900 | 37,400 | 30,100 | 34,300 | 40,600 |
| Total earning assets | 22,100 | 22,400 | 27,700 | 28,800 | 28,600 | 27,400 | 27,500 | 29,800 | 31,900 | 25,200 | 28,300 | 34,400 |
| Loans and acceptances | 16,500 | 16,500 | 17,300 | 18,400 | 19,100 | 19,400 | 20,300 | 21,500 | 22,600 | 17,400 | 20,100 | 25,400 |
| Deposits | 18,100 | 17,600 | 17,800 | 18,300 | 18,700 | 18,500 | 18,800 | 19,700 | 20,500 | 18,000 | 18,900 | 22,400 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 8.36\% | 9.92\% | 9.70\% | 12.00\% | 11.89\% | 12.00\% | 11.32\% | 11.52\% | 11.67\% | 7.94\% | 11.28\% | 10.37\% |
| PCL / Average net loans and acceptances | 0.69\% | 2.23\% | 2.39\% | 2.32\% | 3.02\% | 3.11\% | 3.36\% | 2.64\% | 4.91\% | 1.93\% | 3.02\% | 4.78\% |
| Net write-offs / Average net loans and acceptances | 3.00\% | 2.99\% | 4.72\% | 2.88\% | 3.55\% | 2.88\% | 3.39\% | 2.63\% | 3.11\% | 3.39\% | 3.10\% | 3.05\% |
| Other information |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full time equivalent) | 4,763 | 4,801 | 4,836 | 5,000 | 4,979 | 4,957 | 5,058 | 5,099 | 5,206 | 4,763 | 4,979 | 5,206 |
| Number of Banking branches | 424 | 424 | 423 | 426 | 426 | 426 | 427 | 430 | 438 | 424 | 426 | 438 |
| Number of automated teller machines (ATM) | 469 | 470 | 470 | 476 | 476 | 476 | 477 | 483 | 486 | 469 | 476 | 486 |
| U.S. banking loans |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 1,897 | 1,851 | 1,812 | 1,931 | 2,042 | 2,052 | 2,013 | 2,137 | 2,185 | 1,897 | 2,042 | 2,185 |
| Home equity | 3,579 | 3,474 | 3,448 | 3,689 | 3,818 | 3,868 | 3,844 | 4,065 | 4,108 | 3,579 | 3,818 | 4,108 |
| Lot loans | 501 | 506 | 524 | 587 | 622 | 654 | 679 | 752 | 801 | 501 | 622 | 801 |
| Credit cards | 214 | 197 | 190 | 194 | 193 | 199 | 188 | 197 | 193 | 214 | 193 | 193 |
| Other | 226 | 216 | 208 | 222 | 216 | 212 | 209 | 228 | 228 | 226 | 216 | 228 |
| Total retail | 6,417 | 6,244 | 6,182 | 6,623 | 6,891 | 6,985 | 6,933 | 7,379 | 7,515 | 6,417 | 6,891 | 7,515 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial loans | 10,249 | 9,988 | 10,140 | 10,897 | 11,151 | 11,475 | 11,458 | 12,395 | 12,542 | 10,249 | 11,151 | 12,542 |
| Residential builder finance loans | 463 | 505 | 554 | 633 | 699 | 775 | 866 | 1,063 | 1,140 | 463 | 699 | 1,140 |
| RBC Real Estate Finance Inc. (REFI) | 88 | 144 | 166 | 225 | 251 | 322 | 387 | 504 | 642 | 88 | 251 | 642 |
| Other | 121 | 280 | 289 | 641 | 688 | 772 | 756 | 822 | 1,193 | 121 | 688 | 1,193 |
| Total wholesale | 10,921 | 10,917 | 11,149 | 12,396 | 12,789 | 13,344 | 13,467 | 14,784 | 15,517 | 10,921 | 12,789 | 15,517 |
| Total U.S. banking loans | 17,338 | 17,161 | 17,331 | 19,019 | 19,680 | 20,329 | 20,400 | 22,163 | 23,032 | 17,338 | 19,680 | 23,032 |
| Capital ratios for significant banking subsidiary |  |  |  |  |  |  |  |  |  |  |  |  |
| RBC Bank (USA) ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | 12.8\% | 13.0\% | 12.7\% | 12.3\% | 12.6\% | 13.1\% | 13.2\% | 9.8\% | 9.9\% | 12.8\% | 12.6\% | 9.9\% |
| Total capital ratio | 15.9\% | 15.9\% | 15.8\% | 15.4\% | 15.8\% | 16.2\% | 16.6\% | 13.1\% | 13.2\% | 15.9\% | 15.8\% | 13.2\% |

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 will also include the results of our U.S. builder finance loans portfolio, as this loans portfolio is being wound down. Comparative financial information, starting from 2009, has been restated to reflect these results of operations as scontinued operations.
Reflects an estimated loss of $\$ 1.6$ billion after taxes related to the sale of our U.S. regional retail banking operations, comprised primarily of a write-off of $\$ 1.3$ billion after taxes of goodwill and intangibles. In addition, an estimated loss of $\$ 116$ million, before and after taxes, including a $\$ 7$ million goodwill write-off was recorded in our 2010 Annual Consolidated Financial Statements. Our actual loss on sale relating to Liberty Life was $\$ 104$ million primarily as esut favorable adjustments determined in accordance with the terms of the sale agreement.
disclosure requirement. Ratios have been calculated using guidelines issued by the U.S. Federal Reserve Board under Basel I. Basel I remains the effective regulatory capital regime for RBC Bank USA with its local regulator

| BALANCE SHEETS ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 13,247 | 12,510 | 8,361 | 7,674 | 8,440 | 8,145 | 7,623 | 7,911 | 7,584 | 13,247 | 8,440 | 7,584 | 11,086 |
| Interest-bearing deposits with banks | 12,181 | 11,548 | 13,223 | 11,342 | 13,254 | 11,420 | 8,885 | 7,262 | 8,919 | 12,181 | 13,254 | 8,919 | 20,041 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 145,274 | 161,877 | 171,523 | 165,946 | 144,925 | 148,507 | 146,690 | 142,207 | 136,213 | 145,274 | 144,925 | 136,213 | 122,508 |
| Available-for-sale | 34,284 | 31,183 | 31,619 | 40,561 | 38,594 | 36,136 | 34,840 | 40,404 | 41,085 | 34,284 | 38,594 | 41,085 | 48,626 |
| Total Securities | 179,558 | 193,060 | 203,142 | 206,507 | 183,519 | 184,643 | 181,530 | 182,611 | 177,298 | 179,558 | 183,519 | 177,298 | 171,134 |
| Assets purchased under reverse repurchase agreements and securities borrowed | 84,947 | 76,900 | 79,830 | 79,258 | 72,698 | 68,200 | 52,804 | 49,585 | 41,580 | 84,947 | 72,698 | 41,580 | 44,818 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail ${ }^{3}$ | 228,484 | 225,564 | 218,820 | 216,618 | 214,937 | 211,309 | 206,308 | 200,903 | 197,709 | 228,484 | 214,937 | 197,709 | 195,455 |
| Wholesale | 69,758 | 65,655 | 62,014 | 60,752 | 60,107 | 59,849 | 58,970 | 60,897 | 62,850 | 69,758 | 60,107 | 62,850 | 96,300 |
| Total loans | 298,242 | 291,219 | 280,834 | 277,370 | 275,044 | 271,158 | 265,278 | 261,800 | 260,559 | 298,242 | 275,044 | 260,559 | 291,755 |
| Allowance for loan losses | $(1,958)$ | $(1,973)$ | $(1,935)$ | $(1,993)$ | $(2,038)$ | $(2,073)$ | $(2,142)$ | $(2,159)$ | $(2,164)$ | $(1,958)$ | $(2,038)$ | $(2,164)$ | $(2,215)$ |
| Total loans, net of allowance for loan losses | 296,284 | 289,246 | 278,899 | 275,377 | 273,006 | 269,085 | 263,136 | 259,641 | 258,395 | 296,284 | 273,006 | 258,395 | 289,540 |
| Customers' liability under acceptances | 7,689 | 7,333 | 7,198 | 7,492 | 7,371 | 7,699 | 7,668 | 7,966 | 9,024 | 7,689 | 7,371 | 9,024 | 11,285 |
| Derivatives | 100,013 | 85,228 | 82,577 | 73,563 | 106,155 | 96,353 | 77,984 | 85,750 | 92,095 | 100,013 | 106,155 | 92,095 | 136,134 |
| Premises and equipment, net ${ }^{4}$ | 2,490 | 2,340 | 2,329 | 2,235 | 2,139 | 1,934 | 1,986 | 1,968 | 1,954 | 2,490 | 2,139 | 1,954 | 2,471 |
| Goodwill | 7,703 | 7,636 | 7,633 | 7,820 | 6,660 | 6,696 | 6,623 | 6,808 | 6,867 | 7,703 | 6,660 | 6,867 | 9,977 |
| Other intangibles ${ }^{4}$ | 2,115 | 1,963 | 1,879 | 1,889 | 1,710 | 1,823 | 1,651 | 1,721 | 1,791 | 2,115 | 1,710 | 1,791 | 2,042 |
| Assets of discontinued operations | 27,143 | 26,103 | 26,864 | 33,331 | 34,364 | 33,354 | 32,168 | 34,643 | 36,721 | 27,143 | 34,364 | 36,721 |  |
| Other assets | 18,332 | 16,703 | 16,982 | 14,622 | 16,890 | 15,072 | 13,078 | 13,633 | 12,761 | 18,332 | 16,890 | 12,761 | 25,331 |
| Total assets | 751,702 | 730,570 | 728,917 | 721,110 | 726,206 | 704,424 | 655,136 | 659,499 | 654,989 | 751,702 | 726,206 | 654,989 | 723,859 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 166,030 | 160,665 | 154,282 | 151,619 | 151,347 | 149,377 | 145,743 | 144,751 | 140,897 | 166,030 | 151,347 | 140,897 | 139,036 |
| Business and government | 258,494 | 253,063 | 249,381 | 245,113 | 239,233 | 232,128 | 216,634 | 213,052 | 212,913 | 258,494 | 239,233 | 212,913 | 269,994 |
| Bank | 19,657 | 24,047 | 20,071 | 22,285 | 23,981 | 18,672 | 17,238 | 17,396 | 24,647 | 19,657 | 23,981 | 24,647 | 29,545 |
| Total deposits | 444,181 | 437,775 | 423,734 | 419,017 | 414,561 | 400,177 | 379,615 | 375,199 | 378,457 | 444,181 | 414,561 | 378,457 | 438,575 |
| Acceptances | 7,689 | 7,333 | 7,198 | 7,492 | 7,371 | 7,699 | 7,668 | 7,966 | 9,024 | 7,689 | 7,371 | 9,024 | 11,285 |
| Obligations related to securities sold short | 44,284 | 50,566 | 62,042 | 56,440 | 46,597 | 46,706 | 46,560 | 48,833 | 41,359 | 44,284 | 46,597 | 41,359 | 27,507 |
| Obligations related to assets sold under repurchase agreements and securities loaned | 46,188 | 42,401 | 43,619 | 53,352 | 41,207 | 44,436 | 41,255 | 41,977 | 34,187 | 46,188 | 41,207 | 34,187 | 32,053 |
| Derivatives | 101,437 | 88,117 | 85,762 | 77,357 | 108,908 | 100,000 | 77,857 | 81,244 | 84,386 | 101,437 | 108,908 | 84,386 | 128,705 |
| Insurance claims and policy benefit liabilities | 6,875 | 6,727 | 6,307 | 6,156 | 6,273 | 5,846 | 5,542 | 5,440 | 5,223 | 6,875 | 6,273 | 5,223 | 7,385 |
| Liabilities of discontinued operations | 20,071 | 19,301 | 19,034 | 23,781 | 24,454 | 24,465 | 23,437 | 24,961 | 27,343 | 20,071 | 24,454 | 27,343 |  |
| Other liabilities | 29,580 | 28,602 | 30,177 | 26,424 | 28,220 | 26,962 | 25,684 | 26,862 | 28,177 | 29,580 | 28,220 | 28,177 | 35,809 |
| Subordinated debentures | 7,749 | 7,617 | 7,603 | 8,041 | 6,681 | 6,661 | 5,813 | 5,896 | 6,461 | 7,749 | 6,681 | 6,461 | 8,131 |
| Trust capital securities | - |  | 742 | 735 | 727 | 744 | 1,398 | 1,386 | 1,395 | - | 727 | 1,395 | 1,400 |
| Non-controlling interest in subsidiaries | 1,941 | 1,920 | 2,264 | 2,250 | 2,256 | 2,215 | 2,243 | 2,101 | 2,071 | 1,941 | 2,256 | 2,071 | 2,371 |
| Shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 4,813 | 2,663 |
| Common shares | 14,017 | 13,948 | 13,550 | 13,419 | 13,378 | 13,340 | 13,331 | 13,267 | 13,075 | 14,017 | 13,378 | 13,075 | 10,384 |
| Contributed surplus | 212 | 223 | 219 | 221 | 236 | 232 | 228 | 233 | 246 | 212 | 236 | 246 | 242 |
| Treasury shares - preferred |  | 1 | (2) | (2) | (2) | (2) | (1) | (1) | (2) |  | (2) | (2) | (5) |
| - common | 8 | (62) | 5 | (59) | (81) | (71) | (84) | (84) | (95) | 8 | (81) | (95) | (104) |
| Retained earnings | 24,282 | 23,525 | 24,457 | 23,767 | 22,706 | 22,361 | 21,860 | 21,307 | 20,585 | 24,282 | 22,706 | 20,585 | 19,816 |
| Accumulated other comprehensive (loss) income | $(1,625)$ | $(2,237)$ | $(2,607)$ | $(2,094)$ | $(2,099)$ | $(2,160)$ | $(2,083)$ | $(1,901)$ | $(1,716)$ | $(1,625)$ | $(2,099)$ | $(1,716)$ | $(2,358)$ |
| Total shareholders' equity | 41,707 | 40,211 | 40,435 | 40,065 | 38,951 | 38,513 | 38,064 | 37,634 | 36,906 | 41,707 | 38,951 | 36,906 | 30,638 |
| Total liabilities and shareholders' equity | 751,702 | 730,570 | 728,917 | 721,110 | 726,206 | 704,424 | 655,136 | 659,499 | 654,989 | 751,702 | 726,206 | 654,989 | 723,859 |

[^5]| SELECTED AVERAGE BALANCE SHE <br> (C\$ MM) |
| :--- |
|  |
| Securities <br> Assets purchased under reverse repurchase <br> agreements and securities borrowed <br> Total loans ${ }^{4}$ <br> Retail ${ }^{4}$ <br> Wholesale ${ }^{4}$ <br> Customers' liability under acceptances <br> Average earning assets <br> Total assets <br> Deposits <br> Common equity <br> Total equity |


| Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 194,500 | 205,200 | 205,900 | 201,300 | 187,900 | 188,800 | 180,300 | 189,400 | 179,600 |
| 91,900 | 80,300 | 76,000 | 81,000 | 70,100 | 63,500 | 51,700 | 44,600 | 43,800 |
| 291,800 | 283,900 | 276,500 | 274,500 | 272,700 | 267,400 | 260,700 | 257,800 | 256,400 |
| 235,500 | 230,600 | 226,100 | 223,600 | 222,100 | 216,700 | 211,200 | 206,500 | 203,200 |
| 58,300 | 55,200 | 52,400 | 52,900 | 52,700 | 53,000 | 51,600 | 53,500 | 55,200 |
| 7,800 | 7,500 | 7,500 | 7,500 | 7,700 | 7,900 | 7,900 | 8,400 | 9,200 |
| 592,300 | 581,100 | 569,100 | 567,700 | 543,700 | 530,600 | 501,000 | 499,500 | 488,200 |
| 755,900 | 701,000 | 687,000 | 696,700 | 690,900 | 658,600 | 619,800 | 624,500 | 623,600 |
| 447,400 | 428,300 | 419,400 | 416,700 | 409,300 | 396,500 | 378,600 | 382,200 | 382,900 |
| 36,400 | 35,700 | 35,400 | 34,600 | 34,000 | 33,500 | 32,850 | 32,450 | 31,600 |
| 41,100 | 40,700 | 40,100 | 39,200 | 38,800 | 38,200 | 37,700 | 37,100 | 36,300 |


| 2011 | 2010 | $2009{ }^{4}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: |
| 201,700 | 186,600 | 179,200 | 188,700 |
| 82,400 | 57,500 | 44,500 | 68,400 |
| 281,700 | 264,700 | 254,200 | 259,600 |
| 229,000 | 214,200 | 194,800 | 183,000 |
| 54,700 | 52,700 | 61,300 | 78,300 |
| 7,500 | 8,000 | 10,200 | 11,300 |
| 577,600 | 518,900 | 489,300 | 530,500 |
| 710,300 | 648,700 | 654,700 | 650,300 |
| 428,000 | 391,800 | 399,700 | 411,000 |
| 35,550 | 33,250 | 30,450 | 24,650 |
| 40,200 | 37,900 | 34,500 | 26,700 |


| ASSETS UNDER ADMINISTRATION AND MANAGEMENT ${ }^{2}$ ( ${ }^{2}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets under administration-RBC ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 153,600 | 153,100 | 158,500 | 163,000 | 154,300 | 146,700 | 140,800 | 150,400 | 126,000 | 153,600 | 154,300 | 126,000 | 134,300 |
| Personal | 470,300 | 467,600 | 475,800 | 472,800 | 457,700 | 434,100 | 445,500 | 443,900 | 459,500 | 470,300 | 457,700 | 459,500 | 430,900 |
| Retail mutual funds | 75,900 | 76,700 | 78,000 | 75,400 | 71,800 | 75,000 | 67,600 | 64,200 | 63,300 | 75,900 | 71,800 | 63,300 | 58,100 |
| Total assets under administration | 699,800 | 697,400 | 712,300 | 711,200 | 683,800 | 655,800 | 653,900 | 658,500 | 648,800 | 699,800 | 683,800 | 648,800 | 623,300 |
| Assets under administration ${ }^{7}$ - RBC Dexia is | 2,744,400 | 2,831,900 | 2,892,700 | 2,881,200 | 2,779,500 | 2,652,500 | 2,481,900 | 2,528,800 | 2,484,400 | 2,744,400 | 2,779,500 | 2,484,400 | 2,585,000 |
| Assets under management - RBC ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 124,200 | 125,700 | 120,600 | 121,800 | 85,700 | 81,500 | 76,800 | 78,300 | 78,000 | 124,200 | 85,700 | 78,000 | 68,100 |
| Personal | 64,100 | 64,100 | 63,900 | 64,900 | 61,700 | 56,300 | 55,600 | 53,100 | 51,600 | 64,100 | 61,700 | 51,600 | 47,700 |
| Retail mutual funds | 120,400 | 123,300 | 126,700 | 121,400 | 117,300 | 116,100 | 121,400 | 119,900 | 120,100 | 120,400 | 117,300 | 120,100 | 111,100 |
| Total assets under management | 308,700 | 313,100 | 311,200 | 308,100 | 264,700 | 253,900 | 253,800 | 251,300 | 249,700 | 308,700 | 264,700 | 249,700 | 226,900 |
| STATEMENTS OF COMPREHENSIVE INCOME ${ }^{2}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 |  |  |  | 2008 |
|  |  |  |  |  |  |  |  |  |  | 2011 | 2010 | $2009{ }^{4}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| Other comprehensive income, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net unrealized gains (losses) on available-for-sale securities | (85) | 47 | 3 | (93) | 134 | 131 | 168 | 8 | 309 | (128) | 441 | 662 | $(1,376)$ |
| Reclassification of losses (gains) on available-for-sale securities to income | (1) | 40 | (64) | 18 | (1) | (79) | (135) | (46) | 134 | (7) | (261) | 330 | 373 |
| Net change in unrealized gains (losses) on available-for-sale securities | (86) | 87 | (61) | (75) | 133 | 52 | 33 | (38) | 443 | (135) | 180 | 992 | $(1,003)$ |
| Unrealized foreign currency translation gains (losses) | 1,131 | 166 | $(1,472)$ | (520) | (137) | 414 | $(1,601)$ | (461) | 103 | (695) | $(1,785)$ | $(2,973)$ | 5,080 |
| Reclassification of (gains) losses on foreign currency translation to income | 1 | (2) | (1) | (6) | (3) | - | (2) |  |  | (8) | (5) | 2 | (3) |
| Net foreign currency translation (losses) gains from hedging activities | (648) | (62) | 943 | 492 | 109 | (353) | 1,338 | 385 | (124) | 725 | 1,479 | 2,399 | $(2,672)$ |
| Foreign currency translation adjustments | 484 | 102 | (530) | (34) | (31) | 61 | (265) | (76) | (21) | 22 | (311) | (572) | 2,405 |
| Net gains (losses) on derivatives designated as cash flow hedges | 148 | 103 | 13 | 45 | (100) | (222) | 42 | (54) | 5 | 309 | (334) | 156 | (603) |
| Reclassification of losses (gains) on derivatives designated as cash flow hedges to income | 66 | 78 | 65 | 69 | 59 | 32 | 8 | (17) | (13) | 278 | 82 | (38) | 49 |
| Net change in cash flow hedges | 214 | 181 | 78 | 114 | (41) | (190) | 50 | (71) | (8) | 587 | (252) | 118 | (554) |
| Other comprehensive income (loss) | 612 | 370 | (513) | 5 | 61 | (77) | (182) | (185) | 414 | 474 | (383) | 538 | 848 |
| Total comprehensive income | 2,211 | 278 | 993 | 1,844 | 1,182 | 1,199 | 1,147 | 1,312 | 1,651 | 5,326 | 4,840 | 4,396 | 5,403 |

${ }_{2}^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009,
${ }^{2}$ Amounts represent consolidated (both continuing and discontinued) operations.
${ }^{3}$ Calculated using methods intended to approximate the average of the daily balances for the period, as applicable.
${ }^{4}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
${ }^{5}$ 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).
${ }^{6}$ AUA - RBC and AUM - RBC include RBTT balances reported on a one-month lag.
${ }^{7}$ AUA - RBC Dexia IS represents the total AUA of the joint venture, of which we have a $50 \%$ ownership interest, reported on a one-month lag.

| STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 4,813 | 2,663 | 2,050 |
| Issued |  |  |  |  |  |  |  |  |  |  | - | 2,150 | 613 |
| 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 | 4,813 | 2,663 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 13,948 | 13,550 | 13,419 | 13,378 | 13,340 | 13,331 | 13,267 | 13,075 | 12,864 | 13,378 | 13,075 | 10,384 | 7,300 |
| Issued | 69 | 398 | 131 | 41 | 38 | 9 | 64 | 192 | 211 | 639 | 303 | 2,691 | 3,090 |
| Purchased for cancellation | - | - | - | - | - | - | - | - |  | - | - |  | (6) |
| Balance at end of period | 14,017 | 13,948 | 13,550 | 13,419 | 13,378 | 13,340 | 13,331 | 13,267 | 13,075 | 14,017 | 13,378 | 13,075 | 10,384 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 223 | 219 | 221 | 236 | 232 | 228 | 233 | 246 | 238 | 236 | 246 | 242 | 235 |
| Renounced stock appreciation rights |  | - | - | - | - | - | - | - | (2) | - | - | (7) | (5) |
| Stock-based compensation awards | (15) | (1) | (2) | (14) | - | 1 | (3) | (7) | - | (32) | (9) | (11) | 14 |
| Other | 4 | 5 | - | (1) | 4 | 3 | (2) | (6) | 10 | ) | (1) | 22 | (2) |
| Balance at end of period | 212 | 223 | 219 | 221 | 236 | 232 | 228 | 233 | 246 | 212 | 236 | 246 | 242 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1 | (2) | (2) | (2) | (2) | (1) | (1) | (2) | (1) | (2) | (2) | (5) | (6) |
| Sales ${ }^{3}$ | 22 | 25 | 20 | 30 | 40 | 19 | 41 | 29 | 35 | 97 | 129 | 2,757 | 23 |
| Purchases ${ }^{3}$ | (23) | (22) | (20) | (30) | (40) | (20) | (41) | (28) | (36) | (95) | (129) | $(2,754)$ | (22) |
| Balance at end of period | - | 1 | (2) | (2) | (2) | (2) | (1) | (1) | (2) | - | (2) | (2) | (5) |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (62) | 5 | (59) | (81) | (71) | (84) | (84) | (95) | (97) | (81) | (95) | (104) | (101) |
| Sales ${ }^{3}$ | 1,778 | 1,366 | 1,778 | 1,152 | 1,310 | 2,280 | 1,893 | 1,331 | 1,386 | 6,074 | 6,814 | 12,212 | 51 |
| Purchases ${ }^{3}$ | $(1,708)$ | $(1,433)$ | $(1,714)$ | $(1,130)$ | $(1,320)$ | $(2,267)$ | $(1,893)$ | $(1,320)$ | $(1,384)$ | $(5,985)$ | $(6,800)$ | $(12,203)$ | (54) |
| Balance at end of period | 8 | (62) | 5 | (59) | (81) | (71) | (84) | (84) | (95) | 8 | (81) | (95) | (104) |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period ${ }^{4}$ | 23,525 | 24,457 | 23,767 | 22,706 | 22,361 | 21,860 | 21,307 | 20,585 | 20,120 | 22,706 | 20,585 | 19,816 | 18,047 |
| Transition adjustment - Financial instruments ${ }^{2}$ |  | - | - | - | - | - | - |  |  | - | - | 66 |  |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| Preferred share dividends | (65) | (64) | (64) | (65) | (64) | (65) | (65) | (64) | (64) | (258) | (258) | (233) | (101) |
| Common share dividends | (777) | (776) | (713) | (713) | (712) | (710) | (711) | (710) | (708) | $(2,979)$ | $(2,843)$ | $(2,819)$ | $(2,624)$ |
| Premium paid on common shares purchased for cancellation | - | - | - | - | - | - | - | - | - | - | - | - | (49) |
| Issuance costs and other | - | - | (39) | - | - | - | - | (1) |  | (39) | (1) | (103) | (12) |
| Balance at end of period | 24,282 | 23,525 | 24,457 | 23,767 | 22,706 | 22,361 | 21,860 | 21,307 | 20,585 | 24,282 | 22,706 | 20,585 | 19,816 |
| Accumulated other comprehensive income (loss) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Transition adjustment - Financial instruments ${ }^{2}$ | 59 | 59 | 59 | 59 | 59 | 59 | 59 | 59 | 59 | 59 | 59 | 59 | (45) |
| Unrealized gains and losses on available-for-sale securities ${ }^{4}$ | (31) | 55 | (32) | 29 | 104 | (29) | (81) | (114) | (76) | (31) | 104 | (76) | $(1,068)$ |
| Unrealized foreign currency translation gains and losses, net of hedging activities | $(1,663)$ | $(2,147)$ | $(2,249)$ | $(1,719)$ | $(1,685)$ | $(1,654)$ | $(1,715)$ | $(1,450)$ | $(1,374)$ | $(1,663)$ | $(1,685)$ | $(1,374)$ | (802) |
| Gains and losses on derivatives designated as cash flow hedges | 10 | (204) | (385) | (463) | (577) | (536) | (346) | (396) | (325) | 10 | (577) | (325) | (443) |
| Balance at end of period | $(1,625)$ | $(2,237)$ | $(2,607)$ | $(2,094)$ | $(2,099)$ | $(2,160)$ | $(2,083)$ | $(1,901)$ | $(1,716)$ | $(1,625)$ | $(2,099)$ | $(1,716)$ | $(2,358)$ |
| Retained earnings and Accumulated other comprehensive Income | 22,657 | 21,288 | 21,850 | 21,673 | 20,607 | 20,201 | 19,777 | 19,406 | 18,869 | 22,657 | 20,607 | 18,869 | 17,458 |
| Shareholders' equity at end of period | 41,707 | 40,211 | 40,435 | 40,065 | 38,951 | 38,513 | 38,064 | 37,634 | 36,906 | 41,707 | 38,951 | 36,906 | 30,638 |

[^6]${ }^{2}$ The transition adjustment relates to the implementation of the financial instruments accounting standards on November 1, 2006 and November 1, 2008
${ }^{3}$ Starting Q2/11, we changed the presentation of our sales and purchases of treasury stock from a net basis to a gross basis. This change pertains to our common and preferred shares
impact to treasury shares from 2009 have been revised to conform to the current period's presentation.
${ }^{4}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.

| SECURITIZATION ${ }^{1}$ <br> (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card loans ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 3,063 | 3,204 | 2,333 | 3,265 | 3,953 | 2,870 | 3,470 | 3,870 | 3,870 | 3,265 | 3,870 | 4,120 | 3,650 |
| Securitized | 867 |  | 1,257 |  | - | 1,283 | - |  | - | 2,124 | 1,283 | - | 1,470 |
| Reversal of prior securitizations | - | (141) | (386) | (932) | (688) | (200) | (600) | (400) | - | $(1,459)$ | $(1,888)$ | (250) | $(1,000)$ |
| Closing balance | 3,930 | 3,063 | 3,204 | 2,333 | 3,265 | 3,953 | 2,870 | 3,470 | 3,870 | 3,930 | 3,265 | 3,870 | 4,120 |
| Commercial mortgages ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 1,560 | 1,588 | 1,661 | 1,705 | 1,763 | 1,812 | 1,885 | 1,916 | 2,022 | 1,705 | 1,916 | 2,159 | 2,405 |
| Amortization | (29) | (28) | (73) | (44) | (58) | (49) | (73) | (31) | (106) | (174) | (211) | (243) | (246) |
| Closing balance | 1,531 | 1,560 | 1,588 | 1,661 | 1,705 | 1,763 | 1,812 | 1,885 | 1,916 | 1,531 | 1,705 | 1,916 | 2,159 |
| Commercial mortgages securitized and not administered by the bank | - | - | - | - | - | - | - | - | - | - | - | - | 166 |
| Bond participation certificates - sold |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 723 | 761 | 906 | 935 | 996 | 994 | 1,069 | 1,105 | 1,113 | 935 | 1,105 | 1,243 | 1,041 |
| Sold |  |  |  |  | - | - | - |  |  |  | - | 15 | 47 |
| Other ${ }^{3}$ | 12 | (38) | (145) | (29) | (61) | 2 | (75) | (36) | (8) | (200) | (170) | (153) | 155 |
| Closing balance | 735 | 723 | 761 | 906 | 935 | 996 | 994 | 1,069 | 1,105 | 735 | 935 | 1,105 | 1,243 |
| Bond participation certificates - retained |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 6 | 17 | 19 | 19 | 35 | 41 | 48 | 55 | 57 | 19 | 55 | 87 | 118 |
| Sold | - | - |  | - | - |  | - | - |  |  | - | (15) | (47) |
| Other ${ }^{3}$ | - | (11) | (2) | - | (16) | (6) | (7) | (7) | (2) | (13) | (36) | (17) | 16 |
| Closing balance | 6 | 6 | 17 | 19 | 19 | 35 | 41 | 48 | 55 | 6 | 19 | 55 | 87 |
| U.S. mortgage-backed securities - sold ${ }^{2,4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 1,065 | 937 | 823 | 667 | 598 | 545 | 545 | 429 | 323 | 667 | 429 | 308 | 417 |
| Sold | 193 | 144 | 181 | 198 | 102 | 65 | 42 | 136 | 116 | 716 | 345 | 229 | 283 |
| Servicing rights sold | - | - | - | - | - | - | - | - | - | - | - | - | (435) |
| Amortization | (39) | (24) | (19) | (29) | (27) | (18) | (14) | (16) | (11) | (111) | (75) | (73) | (42) |
| Other ${ }^{3}$ | 46 | 8 | (48) | (13) | (6) | 6 | (28) | (4) | 1 | (7) | (32) | (35) | 85 |
| Closing balance | 1,265 | 1,065 | 937 | 823 | 667 | 598 | 545 | 545 | 429 | 1,265 | 667 | 429 | 308 |
| U.S. residential mortgages securitized and not administered by the bank ${ }^{4}$ | - | - | - | 137 | 167 | 120 | 122 | - | - | 137 | 409 | 340 | 233 |
| Mortgage-backed securities - sold ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 39,959 | 39,362 | 38,982 | 37,181 | 36,533 | 36,487 | 37,568 | 37,111 | 36,447 | 37,181 | 37,111 | 21,520 | 18,384 |
| Sold | 2,301 | 2,498 | 1,899 | 2,930 | 2,215 | 1,873 | 862 | 1,524 | 1,764 | 9,628 | 6,474 | 21,345 | 7,857 |
| Proceeds reinvested in revolving securitizations | 2,117 | 1,587 | 1,154 | 1,323 | 1,450 | 2,056 | 1,520 | 1,525 | 1,718 | 6,181 | 6,551 | 4,959 | 2,228 |
| Amortization | $(3,618)$ | $(3,488)$ | $(2,673)$ | $(2,452)$ | $(3,017)$ | $(3,883)$ | $(3,463)$ | $(2,592)$ | $(2,818)$ | $(12,231)$ | $(12,955)$ | $(10,713)$ | $(6,949)$ |
| Closing balance | 40,759 | 39,959 | 39,362 | 38,982 | 37,181 | 36,533 | 36,487 | 37,568 | 37,111 | 40,759 | 37,181 | 37,111 | 21,520 |
| Mortgage-backed securities - retained ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance, at amortized cost | 9,676 | 10,785 | 11,330 | 10,674 | 9,686 | 9,346 | 9,118 | 8,817 | 9,192 | 10,674 | 8,817 | 12,079 | 6,049 |
| Created | 7,195 | 3,581 | 3,024 | 5,396 | 5,186 | 4,849 | 3,179 | 3,779 | 3,525 | 19,196 | 16,993 | 26,167 | 18,417 |
| Sold | $(2,301)$ | $(2,498)$ | $(1,899)$ | $(2,930)$ | $(2,215)$ | $(1,873)$ | (862) | $(1,524)$ | $(1,764)$ | $(9,628)$ | $(6,474)$ | $(21,345)$ | $(7,857)$ |
| Proceeds reinvested in revolving securitizations | $(2,117)$ | $(1,587)$ | $(1,154)$ | $(1,323)$ | $(1,450)$ | $(2,056)$ | $(1,520)$ | $(1,525)$ | $(1,718)$ | $(6,181)$ | $(6,551)$ | $(4,959)$ | $(2,228)$ |
| Amortization | (637) | (605) | (516) | (487) | (533) | (580) | (569) | (429) | (418) | $(2,245)$ | $(2,111)$ | $(3,125)$ | $(2,302)$ |
| Closing balance, at amortized cost | 11,816 | 9,676 | 10,785 | 11,330 | 10,674 | 9,686 | 9,346 | 9,118 | 8,817 | 11,816 | 10,674 | 8,817 | 12,079 |
| Unrealized gains | 139 | 112 | 61 | 58 | 13 | 117 | 31 | 114 | 103 | 139 | 13 | 762 | 263 |
| Closing balance, at fair value | 11,955 | 9,788 | 10,846 | 11,388 | 10,687 | 9,803 | 9,377 | 9,232 | 8,920 | 11,955 | 10,687 | 9,579 | 12,342 |
| Impact of securitizations on net income before income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | (224) | (228) | (224) | (194) | (200) | (210) | (206) | (245) | (170) | (870) | (861) | (623) | (447) |
| Non-interest income ${ }^{6,7}$ | 249 | 165 | 133 | 141 | 167 | 188 | 111 | 141 | 174 | 688 | 607 | 1,153 | 409 |
| Provision for credit losses | 22 | 22 | 19 | 21 | 29 | 34 | 32 | 34 | 37 | 84 | 129 | 140 | 99 |
| Net income (loss) | 47 | (41) | (72) | (32) | (4) | 12 | (63) | (70) | 41 | (98) | (125) | 670 | 61 |

${ }^{1}$ Amounts represent consolidated (both continuing and discontinued) operations
${ }^{2}$ The amounts include assets that we have securitized but continue to service.
Other primarily relates to foreign exchange translation gains and losses. For bond participation certificates, maturity of bonds is also included in this category
${ }^{4}$ Amounts relate to the discontinued operations.
${ }^{5}$ Mortgage-backed securities - retained are reported as securities on the Balance Sheet.
${ }^{6}$ Excludes the impact of liquidity, credit and administration fees earned on the securitization of client or third-party assets that are recorded in securitization revenue.
Comparative information has been restated for 2010 to capture the mark-to-market on unsold mortgage backed securities held in Capital Markets. Comparative information was not available past Q1/10.

| CAPITAL ${ }^{1,2}$ <br> (C\$ MM, except percentage amounts) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 common and Tier 1 regulatory capital |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shares | 13,977 | 13,852 | 13,488 | 13,350 | 13,287 | 13,261 | 13,245 | 13,159 | 12,959 | 13,977 | 13,287 | 12,959 | 10,266 |
| Contributed surplus | 212 | 223 | 219 | 221 | 236 | 232 | 228 | 233 | 246 | 212 | 236 | 246 | 242 |
| Retained earnings ${ }^{2}$ | 24,282 | 23,525 | 24,457 | 23,767 | 22,706 | 22,361 | 21,860 | 21,307 | 20,585 | 24,282 | 22,706 | 20,585 | 19,816 |
| Net after tax fair value losses arising from changes in institutions' own credit risk | (47) | (17) | (19) | (35) | (17) | (23) | (21) | (10) | (9) | (47) | (17) | (9) | (316) |
| Foreign currency translation adjustments ${ }^{2,3}$ | $(1,663)$ | $(2,147)$ | $(2,249)$ | $(1,719)$ | $(1,685)$ | $(1,654)$ | $(1,715)$ | $(1,450)$ | $(1,374)$ | $(1,663)$ | $(1,685)$ | $(1,374)$ | (802) |
| Net after-tax unrealized loss on available-for-sale equity securities ${ }^{3}$ | - | - | - | - | - | (19) | (15) | (4) | (68) | - | - | (68) | (380) |
| Goodwill ${ }^{4}$ | $(7,703)$ | $(7,636)$ | $(8,936)$ | $(9,198)$ | $(8,064)$ | $(8,111)$ | $(8,021)$ | $(8,279)$ | $(8,368)$ | $(7,703)$ | $(8,064)$ | $(8,368)$ | $(9,977)$ |
| Substantial investments ${ }^{5}$ | (101) | (119) | (103) | (97) | (101) | (122) | (148) | (149) | (148) | (101) | (101) | (148) | (37) |
| Securitization-related deductions ${ }^{6}$ | (517) | (672) | (777) | (924) | (810) | (898) | $(1,012)$ | (988) | $(1,172)$ | (517) | (810) | $(1,172)$ | (329) |
| Investment in insurance subsidiaries | (67) | (29) | (29) | (29) | (29) | (29) | (29) | (29) | (13) | (67) | (29) | (13) |  |
| Expected loss in excess of allowance - AIRB Approach | (72) | (47) | - | (16) | (39) | (38) | (108) | (136) | (19) | (72) | (39) | (19) | (315) |
| Other | (10) | - | (2) | (1) | - | - | - | (1) | - | (10) | - | - | (8) |
| Total Tier 1 common | 28,291 | 26,933 | 26,049 | 25,319 | 25,484 | 24,960 | 24,264 | 23,653 | 22,619 | 28,291 | 25,484 | 22,619 | 18,160 |
| Non-cumulative preferred shares | 4,810 | 4,810 | 4,811 | 4,811 | 4,810 | 4,810 | 4,811 | 4,812 | 4,811 | 4,810 | 4,810 | 4,811 | 2,657 |
| Innovative capital instruments ${ }^{7}$ | 2,582 | 2,600 | 3,340 | 3,319 | 3,327 | 3,341 | 3,999 | 3,983 | 3,991 | 2,582 | 3,327 | 3,991 | 3,857 |
| Other non-controlling interests in subsidiaries | 30 | 28 | 351 | 352 | 351 | 355 | 353 | 354 | 353 | 30 | 351 | 353 | 357 |
| Total Tier 1 regulatory capital ${ }^{8}$ | 35,713 | 34,371 | 34,551 | 33,801 | 33,972 | 33,466 | 33,427 | 32,802 | 31,774 | 35,713 | 33,972 | 31,774 | 25,031 |
| Tier 2 regulatory capital |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Permanent subordinated debentures | 837 | 828 | 827 | 842 | 863 | 861 | 849 | 877 | 878 | 837 | 863 | 878 | 900 |
| Non-permanent subordinated debentures ${ }^{9}$ | 6,832 | 6,709 | 6,696 | 7,119 | 5,778 | 5,759 | 4,924 | 4,979 | 5,583 | 6,832 | 5,778 | 5,583 | 7,223 |
| Innovative capital instruments (excess over 15\% of Tier 1) | - | - | - | - | - | - | - | - | - | - | - | - | 142 |
| Excess of non-cumulative preferred shares | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Net after-tax unrealized gain on available-for-sale equity securities | 11 | 47 | 36 | 38 | 12 | - | - | - | - | 11 | 12 | - | - |
| Trust subordinated notes | 1,027 | 1,025 | 1,001 | 1,022 | 1,023 | 1,013 | 1,027 | 997 | 1,017 | 1,027 | 1,023 | 1,017 | 1,027 |
| General allowance | 430 | 465 | 470 | 488 | 517 | 515 | 511 | 546 | 575 | 430 | 517 | 575 | 488 |
| Excess allowance (re IRB Approach) | - | - | 83 | - | - | - | - | - | - | - | - | - |  |
| Substantial investments ${ }^{5}$ | (101) | (120) | (104) | (98) | (101) | (122) | (148) | (149) | (147) | (101) | (101) | (147) | (277) |
| Investment in insurance subsidiaries | $(3,154)$ | $(3,046)$ | $(2,979)$ | $(3,221)$ | $(3,607)$ | $(3,818)$ | $(3,626)$ | $(3,660)$ | $(3,628)$ | $(3,154)$ | $(3,607)$ | $(3,628)$ | $(3,198)$ |
| Securitization-related deductions ${ }^{10}$ | (490) | (653) | (758) | (910) | (792) | (875) | (993) | (966) | $(1,150)$ | (490) | (792) | $(1,150)$ | (305) |
| Expected loss in excess of allowance - AIRB approach | (72) | (47) | - | (16) | (39) | (38) | (107) | (136) | (20) | (72) | (39) | (20) | (315) |
| Other | (12) | (1) | 1 | (1) | (1) | 1 | (1) | (1) | (1) | (12) | (1) | (1) | (6) |
| Total Tier 2 regulatory capital ${ }^{8}$ | 5,308 | 5,207 | 5,273 | 5,263 | 3,653 | 3,296 | 2,436 | 2,487 | 3,107 | 5,308 | 3,653 | 3,107 | 5,679 |
| Total regulatory capital | 41,021 | 39,578 | 39,824 | 39,064 | 37,625 | 36,762 | 35,863 | 35,289 | 34,881 | 41,021 | 37,625 | 34,881 | 30,710 |
| Capital measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 common ratio | 10.6\% | 10.3\% | 10.3\% | 9.9\% | 9.8\% | 9.6\% | 9.7\% | 9.1\% | 9.2\% | 10.6\% | 9.8\% | 9.2\% | 6.5\% |
| Tier 1 capital ratio | 13.3\% | 13.2\% | 13.6\% | 13.2\% | 13.0\% | 12.9\% | 13.4\% | 12.7\% | 13.0\% | 13.3\% | 13.0\% | 13.0\% | 9.0\% |
| Total capital ratio | 15.3\% | 15.2\% | 15.7\% | 15.3\% | 14.4\% | 14.2\% | 14.4\% | 13.6\% | 14.2\% | 15.3\% | 14.4\% | 14.2\% | 11.0\% |
| Assets-to-capital multiple ${ }^{11}$ | 16.1x | 16.4X | 16.3 x | 16.5x | 16.5x | 16.5x | 16.0x | 16.2x | 16.3X | 16.1x | 16.5x | 16.3X | 20.1x |

${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009
${ }^{3}$ As prescribed by OSFI, certain components of Accumulated other comprehensive income 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 2 A capital.
Basel II goodwill deduction reflects total consolidated goodwill.
${ }^{5}$ Under Basel II, substantial investment deductions are made $50 \%$ from each of Tier I and Tier 2 capital. There was a transitional provision until October 31, 2008, to deduct substantial investments held prior to December 31, 2006 in full from Tier 2 capital.
Securitization deduction from Tier 1 capital consists of Seller's interest in credit cards of $\$ 32$ million and securitizations rated below BB- of $\$ 395$ million and unrated positions of $\$ 90$ million.
Innovative capital instruments are included in Other liabilities on the Balance Sheet
${ }^{8}$ As defined in the guidelines issued by OSFI.
${ }^{9}$ 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 $\$ 5$ million and securitizations rated below BB- of $\$ 395$ million and unrated positions of $\$ 90$ million.
${ }^{11}$ 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.

| $\begin{aligned} & \begin{array}{l} \text { RISK-WEIGHTED ASSETS } \\ \text { (CS MM) } \end{array} \end{aligned}$ | Q4/11 |  |  |  |  |  | Risk-weighted assets |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4/11 Risk-weighted assets |  |  |  |  |  | $\begin{aligned} & \text { Q3/11 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q2/11 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q1/11 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q4/10 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q3/10 } \\ & \text { Total } \end{aligned}$ | $\begin{aligned} & \text { Q2/10 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q1/10 } \\ & \text { Total }^{5} \end{aligned}$ | $\begin{aligned} & \text { Q4/09 } \\ & \text { Total }^{5} \end{aligned}$ |
|  | Exposure ${ }^{3}$ |  | Standardized approach | Advanced approach | Other | Total ${ }^{5}$ |  |  |  |  |  |  |  |  |
| Credit risk ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Lending-related and other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 118,926 | 6\% | 1,419 | 5,450 |  | 6,869 | 6,545 | 6,354 | 6,633 | 7,788 | 7,643 | 7,491 | 7,556 | 6,350 |
| Other retail (Personal, Credit cards and Small business treated as retail) | 212,365 | 20\% | 7,785 | 34,644 |  | 42,429 | 42,489 | 41,914 | 43,283 | 41,143 | 39,664 | 40,407 | 39,521 | 32,821 |
| Business (Corporate, Commercial, Medium-sized enterprises and Non-bank financial institutions) | 153,912 | 60\% | 26,915 | 65,335 |  | 92,250 | 85,025 | 78,583 | 78,598 | 81,646 | 80,003 | 78,488 | 82,837 | 84,084 |
| Sovereign (Government) | 36,131 | 5\% | 446 | 1,353 |  | 1,799 | 2,074 | 3,197 | 3,041 | 2,119 | 2,002 | 2,559 | 2,276 | 2,272 |
| Bank | 54,378 | 9\% | 2,238 | 2,485 | - | 4,723 | 5,076 | 4,407 | 3,833 | 3,141 | 2,833 | 2,542 | 2,725 | 2,375 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repo-style transactions | 190,471 | 1\% | 530 | 1,779 | - | 2,309 | 1,845 | 1,902 | 1,756 | 1,352 | 1,483 | 1,365 | 1,156 | 1,113 |
| Over-the-counter derivatives | 57,962 | 28\% | 1,563 | 14,423 |  | 15,986 | 15,311 | 14,612 | 15,726 | 20,236 | 19,889 | 17,824 | 18,638 | 17,173 |
| Total trading-related | 248,433 | 7\% | 2,093 | 16,202 |  | 18,295 | 17,156 | 16,514 | 17,482 | 21,588 | 21,372 | 19,189 | 19,794 | 18,286 |
| Total lending-related and other and trading-related | 824,145 | 20\% | 40,896 | 125,469 |  | 166,365 | 158,365 | 150,969 | 152,870 | 157,425 | 153,517 | 150,676 | 154,709 | 146,188 |
| Bank book equities ${ }^{1,8}$ | 1,519 | 88\% |  | 1,336 |  | 1,336 | 1,323 | 1,385 | 1,456 | 1,465 | 1,440 | 1,432 | 1,618 | 1,896 |
| Securitization exposures | 48,794 | 14\% | 726 | 6,225 |  | 6,951 | 6,756 | 7,084 | 6,179 | 5,979 | 5,885 | 6,240 | 8,210 | 8,628 |
| Regulatory scaling factor ${ }^{9}$ | n.a. | n.a. | n.a. | 7,982 |  | 7,982 | 7,451 | 7,127 | 7,135 | 7,203 | 7,035 | 6,945 | 7,086 | 6,619 |
| Other assets ${ }^{10}$ | 36,809 | 61\% | n.a. | n.a. | 22,548 | 22,548 | 20,203 | 22,118 | 23,583 | 25,123 | 25,768 | 23,708 | 24,108 | 21,720 |
| Total credit risk ${ }^{10}$ | 911,267 | 23\% | 41,622 | 141,012 | 22,548 | 205,182 | 194,098 | 188,683 | 191,223 | 197,195 | 193,645 | 189,001 | 195,731 | 185,051 |
| Market risk ${ }^{11}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest rate |  |  | 3,310 | 1,048 | - | 4,358 | 4,753 | 3,306 | 6,549 | 6,870 | 8,355 | 6,247 | 7,807 | 8,136 |
| Equity |  |  | 562 | 1,088 |  | 1,650 | 3,404 | 3,338 | 2,716 | 2,249 | 2,317 | 1,682 | 2,228 | 1,418 |
| Foreign exchange |  |  | 849 | 17 |  | 866 | 773 | 776 | 833 | 711 | 692 | 839 | 810 | 470 |
| Commodities |  |  | 882 | 14 |  | 896 | 928 | 1,032 | 832 | 800 | 842 | 695 | 625 | 430 |
| Specific risk |  |  | 6,312 | 7,264 |  | 13,576 | 16,735 | 15,930 | 14,612 | 14,198 | 15,081 | 13,092 | 14,666 | 12,867 |
| Total market risk |  |  | 11,915 | 9,431 | - | 21,346 | 26,593 | 24,382 | 25,542 | 24,828 | 27,287 | 22,555 | 26,136 | 23,321 |
| Operational risk ${ }^{12}$ |  |  | 40,283 | n.a. | n.a. | 40,283 | 40,324 | 40,170 | 39,244 | 38,433 | 37,834 | 37,713 | 37,149 | 36,465 |
| Transitional adjustment prescribed by OSFI | - | - | - | - | 969 | 969 | - | - | - | - | - | - | - |  |
| Total risk-weighted assets | 911,267 |  | 93,820 | 150,443 | 23,517 | 267,780 | 261,015 | 253,235 | 256,009 | 260,456 | 258,766 | 249,269 | 259,016 | 244,837 |

${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ Calculated using guidelines issued by OSFI under the Basel II framework.

${ }^{4}$ 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 $8 \%$,
For credit risk, a majority of our portfolios use the AIRB Approach and the remainder use the Standardized Approach.

the amount of publicly-traded equity exposures was $\$ 377$ miliion and private equity exposures amounted to $\$ 1,142$ milion. Total exposure represents exposure at default, which is the expected gross exposure upon the default of an obligor.
${ }^{9}$ The amount of available-for-sale securities held in the banking book that were "grandfathered" under Basel II, and thus subject to a $100 \%$ risk-weighting until the end of 2017, was $\$ 123$ million for Q4/11.
${ }^{9}$ 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
${ }^{10}$ For credit risk, portfolios using the Standardized and Advanced Internal Ratings Based (AIRB) Approach represents $20 \%$ and $69 \%$, respectively, of RWA. The remaining $11 \%$ represents Balance Sheet assets not included in Standardized or AIRB Approaches
t to be approved.
n.a. Not applicable.

| REGULATORY CAPITAL GENERATION <br> (C\$ MM) |
| :--- |



Regulatory capital generation
Internal capital generation
External capital generation:
Common shares
Contributed surplus
Premium paid on common shares repurchased
Preferred shares
Trust capital securities
Treasury shares - common
Subordinated debentures
Trust subordinated notes
Other comprehensive income
Net change in foreign currency translation adjustments,
net of hedging activities
Net change in unrealized gains (losses) on available-for-sale
equity securities
Other ${ }^{5}$

Total regulatory capital generation

| 757 | (932) | 729 | 1,061 | 345 | 501 | 553 | 723 | 465 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 69 | 398 | 131 | 41 | 38 | 9 | 64 | 192 | 211 |
| (11) | 4 | (2) | (15) | 4 | 4 | (5) | (13) | 8 |
| - | - | - | - | - | - |  | - |  |
| - | - | - | - | - | - | - | - | - |
| - | (750) | - | - | - | - | - | - | - |
| 70 | (67) | 64 | 22 | (12) | 7 | 21 | 8 | 3 |
| (15) | 100 | (444) | 1,345 | 57 | 851 | (168) | (517) | (26) |
| 2 | 23 | (21) | (1) | 10 | (14) | 30 | (20) | (10) |
| 115 | (292) | (272) | 1,392 | 97 | 857 | (58) | (350) | 186 |
| 484 | 102 | (530) | (34) | (30) | 61 | (265) | (76) | (22) |
| (36) | 11 | (2) | 26 | 31 | (4) | (11) | 64 | 121 |
| 123 | 865 | 835 | $(1,006)$ | 420 | (516) | 355 | 47 | (833) |
| 571 | 978 | 303 | $(1,014)$ | 421 | (459) | 79 | 35 | (734) |
| 1,443 | (246) | 760 | 1,439 | 863 | 899 | 574 | 408 | (83) |


| 1,615 | 2,122 | 806 | 1,830 |
| :---: | :---: | :---: | :---: |
| 639 | 303 | 2,691 | 3,084 |
| (24) | (10) | 4 | 7 |
| - | - | - | (49) |
| - | - | 2,150 | 613 |
| (750) | - | - | 329 |
| 89 | 24 | 2 | 47 |
| 986 | 223 | $(1,695)$ | 1,867 |
| 3 | 6 | (10) | - |
| 943 | 546 | 3,142 | 5,898 |
| 22 | (310) | (572) | 2,406 |
| (1) | 80 | 312 | (486) |
| 817 | 306 | 483 | $(7,389)$ |
| 838 | 76 | 223 | $(5,469)$ |
| 3,396 | 2,744 | 4,171 | 2,259 |

ECONOMIC CAPITAL ${ }^{1}$
(C\$ MM)

Economic capital
Credit risk
Market risk (trading and non-trading)
Operational risk ${ }^{6}$
Business and fixed assets risk ${ }^{6}$
Insurance risk ${ }^{6}$
Risk capital
Goodwill and intangibles
Economic capital
Under/(over) attribution of capital ${ }^{6,7}$
Average common equity from discontinued operations Total average common equity

| Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11,300 | 10,250 | 9,600 | 9,250 | 8,400 | 8,350 | 8,450 | 7,850 | 8,050 |
| 4,450 | 4,400 | 4,100 | 3,800 | 3,650 | 3,850 | 2,750 | 2,950 | 2,200 |
| 4,500 | 4,150 | 4,300 | 4,350 | 3,200 | 2,900 | 3,450 | 3,400 | 3,350 |
| 3,100 | 2,900 | 2,950 | 2,900 | 2,300 | 2,100 | 2,350 | 2,200 | 2,150 |
| 600 | 600 | 550 | 500 | 450 | 400 | 400 | 200 | 150 |
| 23,950 | 22,300 | 21,500 | 20,800 | 18,000 | 17,600 | 17,400 | 16,600 | 15,900 |
| 9,850 | 9,550 | 9,500 | 8,850 | 8,450 | 8,450 | 8,300 | 8,500 | 8,600 |
| 33,800 | 31,850 | 31,000 | 29,650 | 26,450 | 26,050 | 25,700 | 25,100 | 24,500 |
| 1,200 | 950 | 550 | 900 | 3,550 | 3,600 | 3,450 | 3,800 | 3,350 |
| 1,400 | 2,900 | 3,850 | 4,050 | 4,000 | 3,850 | 3,700 | 3,550 | 3,750 |
| 36,400 | 35,700 | 35,400 | 34,600 | 34,000 | 33,500 | 32,850 | 32,450 | 31,600 |


| 2011 | 2010 | $2009{ }^{3}$ | 2008 |
| :---: | :---: | :---: | :---: |
| 10,100 | 8,250 | 8,400 | 8,100 |
| 4,200 | 3,300 | 2,350 | 1,750 |
| 4,350 | 3,250 | 3,350 | 2,850 |
| 2,950 | 2,250 | 2,150 | 2,200 |
| 550 | 350 | 150 | 150 |
| 22,150 | 17,400 | 16,400 | 15,050 |
| 9,450 | 8,400 | 8,800 | 7,700 |
| 31,600 | 25,800 | 25,200 | 22,750 |
| 900 | 3,650 | 600 | 1,900 |
| 3,050 | 3,800 | 4,650 | n.a. |
| 35,550 | 33,250 | 30,450 | 24,650 |

${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ Calculated using guidelines issued by OSFI under the Basel II framework.
${ }^{3}$ Comparative information has been restated as at November 1,2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009
${ }^{4}$ Internal capital generation is net income available to common shareholders less common share dividends.
${ }^{5}$ Includes changes to investments in insurance subsidiaries, regulatory capital deductions for goodwill, substantial investments, eligible general allowance, non-controlling interest in subsidiaries, securitization related amounts,
treasury shares (other than common) and other adjustments to retained earnings.
${ }^{6}$ We revised our economic capital methodology, prospectively, to include an additional pro-rata allocation to the business segments of previously unallocated capital. The revised allocation methodology further aligns our capital
allocation processes with the new higher capital requirements of Basel III.
${ }^{7}$ Under/(over) attribution of capital is reported in Corporate Support.
n.a. Not available as financial information for 2008 and prior has not been restated.


${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ Includes impaired loans as well as loans that are contractually 90 days past due but are not considered impaired.
${ }^{3}$ Excludes any assets temporarily acquired with the intent at acquisition to sell to special purpose entities.

| LOANS AND ACCEPTANCES ${ }^{1}$ ² (CS MM) (CS MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By portfolio and sector <br> Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 134,804 | 133,295 | 128,519 | 126,334 | 126,790 | 126,025 | 123,293 | 120,737 | 119,945 | 134,804 | 126,790 | 119,945 | 122,991 |
| Personal | 82,192 | 79,992 | 77,904 | 76,765 | 75,519 | 73,718 | 70,731 | 68,636 | 66,405 | 82,192 | 75,519 | 66,405 | 60,727 |
| Credit cards | 9,007 | 9,770 | 9,827 | 10,860 | 9,916 | 8,845 | 9,510 | 8,785 | 8,508 | 9,007 | 9,916 | 8,508 | 8,933 |
| Small business | 2,481 | 2,507 | 2,570 | 2,659 | 2,712 | 2,721 | 2,774 | 2,745 | 2,851 | 2,481 | 2,712 | 2,851 | 2,804 |
|  | 228,484 | 225,564 | 218,820 | 216,618 | 214,937 | 211,309 | 206,308 | 200,903 | 197,709 | 228,484 | 214,937 | 197,709 | 195,455 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 4,880 | 4,787 | 4,819 | 4,856 | 4,705 | 4,724 | 4,905 | 4,986 | 4,967 | 4,880 | 4,705 | 4,967 | 5,305 |
| Automotive | 3,025 | 3,034 | 3,135 | 3,166 | 3,228 | 3,323 | 3,387 | 3,291 | 3,282 | 3,025 | 3,228 | 3,282 | 3,999 |
| Consumer goods | 5,341 | 5,171 | 5,049 | 5,007 | 5,202 | 5,208 | 4,995 | 5,000 | 5,323 | 5,341 | 5,202 | 5,323 | 7,389 |
| Energy | 6,545 | 5,951 | 5,454 | 5,682 | 5,869 | 5,469 | 5,558 | 6,161 | 6,984 | 6,545 | 5,869 | 6,984 | 8,146 |
| Non-bank financial services | 3,857 | 3,104 | 2,556 | 2,617 | 4,593 | 2,661 | 2,416 | 2,570 | 3,345 | 3,857 | 4,593 | 3,345 | 8,788 |
| Forest products | 698 | 786 | 766 | 747 | 726 | 768 | 825 | 808 | 761 | 698 | 726 | 761 | 1,152 |
| Industrial products | 3,381 | 3,512 | 3,445 | 3,123 | 3,143 | 3,276 | 3,291 | 3,249 | 3,331 | 3,381 | 3,143 | 3,331 | 5,033 |
| Mining and metals | 1,122 | 972 | 558 | 536 | 587 | 649 | 917 | 1,440 | 1,746 | 1,122 | 587 | 1,746 | 3,947 |
| Real estate and related ${ }^{3}$ | 15,569 | 14,451 | 13,529 | 13,351 | 12,651 | 13,061 | 13,269 | 13,357 | 13,308 | 15,569 | 12,651 | 13,308 | 22,978 |
| Technology and media | 2,712 | 2,487 | 2,381 | 2,356 | 2,257 | 2,046 | 2,050 | 2,260 | 2,307 | 2,712 | 2,257 | 2,307 | 3,206 |
| Transportation and environment | 4,927 | 4,147 | 4,162 | 4,028 | 3,546 | 3,753 | 3,632 | 3,815 | 4,184 | 4,927 | 3,546 | 4,184 | 4,239 |
| Other ${ }^{4}$ | 18,296 | 17,312 | 16,438 | 15,829 | 15,290 | 16,798 | 15,815 | 16,760 | 17,041 | 18,296 | 15,290 | 17,041 | 25,623 |
| Sovereign | 4,650 | 4,970 | 5,037 | 5,184 | 3,765 | 3,722 | 3,594 | 2,656 | 2,779 | 4,650 | 3,765 | 2,779 | 2,496 |
| Bank | 2,444 | 2,304 | 1,883 | 1,762 | 1,916 | 2,090 | 1,984 | 2,510 | 2,516 | 2,444 | 1,916 | 2,516 | 5,284 |
|  | 77,447 | 72,988 | 69,212 | 68,244 | 67,478 | 67,548 | 66,638 | 68,863 | 71,874 | 77,447 | 67,478 | 71,874 | 107,585 |
| Total loans and acceptances | 305,931 | 298,552 | 288,032 | 284,862 | 282,415 | 278,857 | 272,946 | 269,766 | 269,583 | 305,931 | 282,415 | 269,583 | 303,040 |
| Allowance for loan losses <br> Total loans and acceptances, net of allowance for loan losses | $(1,958)$ | $(1,973)$ | $(1,935)$ | $(1,993)$ | $(2,038)$ | $(2,073)$ | $(2,142)$ | $(2,159)$ | $(2,164)$ | $(1,958)$ | $(2,038)$ | $(2,164)$ | $(2,215)$ |
|  | 303,973 | 296,579 | 286,097 | 282,869 | 280,377 | 276,784 | 270,804 | 267,607 | 267,419 | 303,973 | 280,377 | 267,419 | 300,825 |
| Loans and acceptances by geography ${ }^{5}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 132,018 | 130,684 | 125,958 | 123,630 | 124,064 | 123,315 | 120,707 | 118,026 | 117,292 | 132,018 | 124,064 | 117,292 | 117,690 |
| Personal | 75,668 | 73,908 | 71,837 | 70,453 | 69,291 | 67,498 | 65,024 | 62,674 | 60,493 | 75,668 | 69,291 | 60,493 | 48,780 |
| Credit cards | 8,793 | 9,561 | 9,622 | 10,638 | 9,704 | 8,646 | 9,300 | 8,558 | 8,285 | 8,793 | 9,704 | 8,285 | 8,538 |
| Small business | 2,481 | 2,507 | 2,570 | 2,659 | 2,712 | 2,721 | 2,774 | 2,745 | 2,851 | 2,481 | 2,712 | 2,851 | 2,804 |
| Retail | 218,960 | 216,660 | 209,987 | 207,380 | 205,771 | 202,180 | 197,805 | 192,003 | 188,921 | 218,960 | 205,771 | 188,921 | 177,812 |
| Business | 46,529 | 46,000 | 44,450 | 43,802 | 45,217 | 44,866 | 44,636 | 45,978 | 47,110 | 46,529 | 45,217 | 47,110 | 53,775 |
| Sovereign | 3,802 | 3,222 | 3,035 | 3,025 | 2,785 | 2,803 | 2,727 | 1,435 | 1,394 | 3,802 | 2,785 | 1,394 | 1,544 |
| Bank | 770 | 839 | 649 | 437 | 808 | 950 | 607 | 1,064 | 1,096 | 770 | 808 | 1,096 | 978 |
| Wholesale | 51,101 | 50,061 | 48,134 | 47,264 | 48,810 | 48,619 | 47,970 | 48,477 | 49,600 | 51,101 | 48,810 | 49,600 | 56,297 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 4,372 | 4,101 | 4,163 | 4,329 | 4,230 | 4,317 | 3,992 | 4,205 | 4,163 | 4,372 | 4,230 | 4,163 | 12,931 |
| Wholesale | 12,366 | 9,282 | 8,183 | 8,054 | 7,584 | 7,927 | 7,701 | 8,322 | 9,310 | 12,366 | 7,584 | 9,310 | 30,943 |
|  | 16,738 | 13,383 | 12,346 | 12,383 | 11,814 | 12,244 | 11,693 | 12,527 | 13,473 | 16,738 | 11,814 | 13,473 | 43,874 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 5,152 | 4,803 | 4,670 | 4,909 | 4,936 | 4,812 | 4,511 | 4,695 | 4,625 | 5,152 | 4,936 | 4,625 | 4,712 |
| Wholesale | 13,980 | 13,645 | 12,895 | 12,926 | 11,084 | 11,002 | 10,967 | 12,064 | 12,964 | 13,980 | 11,084 | 12,964 | 20,345 |
|  | 19,132 | 18,448 | 17,565 | 17,835 | 16,020 | 15,814 | 15,478 | 16,759 | 17,589 | 19,132 | 16,020 | 17,589 | 25,057 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 228,484 | 225,564 | 218,820 | 216,618 | 214,937 | 211,309 | 206,308 | 200,903 | 197,709 | 228,484 | 214,937 | 197,709 | 195,455 |
| Wholesale | 77,447 | 72,988 | 69,212 | 68,244 | 67,478 | 67,548 | 66,638 | 68,863 | 71,874 | 77,447 | 67,478 | 71,874 | 107,585 |
| Total loans and Acceptances | 305,931 | 298,552 | 288,032 | 284,862 | 282,415 | 278,857 | 272,946 | 269,766 | 269,583 | 305,931 | 282,415 | 269,583 | 303,040 |

[^7]
${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009,
${ }^{3}$ Wholesale - Real estate and related Gross Impaired Loans in Q4/11 is comprised of loans based in Canada $\$ 164$ million, United States $\$ 7$ million, and Other International $\$ 293$ million
${ }^{4}$ Wholesale - Other in $\mathrm{Q} 4 / 11$ related to financing products $\$ 113$ million, other services $\$ 105$ million, holding and investments $\$ 37$ million, health $\$ 19$ million and other $\$ 97$ million.
${ }^{5}$ Geographic information is based on residence of borrower

| $\qquad$ | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Changes in gross impaired loans Balance at beginning of period ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1,057 | 1,085 | 1,100 | 1,018 | 981 | 966 | 929 | 882 | 845 | 1,018 | 882 | 595 | 388 |
| Wholesale | 1,307 | 1,202 | 1,328 | 1,661 | 1,654 | 1,746 | 1,662 | 1,873 | 1,671 | 1,661 | 1,873 | 1,140 | 730 |
|  | 2,364 | 2,287 | 2,428 | 2,679 | 2,635 | 2,712 | 2,591 | 2,755 | 2,516 | 2,679 | 2,755 | 1,735 | 1,118 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 290 | 283 | 328 | 377 | 360 | 349 | 419 | 398 | 393 | 1,278 | 1,526 | 1,621 | 1,263 |
| Wholesale | 121 | 228 | 131 | 62 | 318 | 164 | 388 | 186 | 554 | 542 | 1,056 | 3,207 | 2,138 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | (51) | (55) | (81) | (45) | (70) | (78) | (92) | (82) | (72) | (232) | (322) | (291) | (47) |
| Wholesale | (20) | (80) | (190) | (318) | (183) | (101) | (223) | (283) | (126) | (608) | (790) | $(1,669)$ | (238) |
|  | (71) | (135) | (271) | (363) | (253) | (179) | (315) | (365) | (198) | (840) | $(1,112)$ | $(1,960)$ | (285) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 239 | 228 | 247 | 332 | 290 | 271 | 327 | 316 | 321 | 1,046 | 1,204 | 1,330 | 1,216 |
| Wholesale | 101 | 148 | (59) | (256) | 135 | 63 | 165 | (97) | 428 | (66) | 266 | 1,538 | 1,900 |
|  | 340 | 376 | 188 | 76 | 425 | 334 | 492 | 219 | 749 | 980 | 1,470 | 2,868 | 3,116 |
| Write-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | (248) | (256) | (262) | (250) | (253) | (256) | (290) | (269) | (284) | $(1,016)$ | $(1,068)$ | $(1,043)$ | (876) |
| Wholesale | (69) | (43) | (67) | (77) | (128) | (155) | (81) | (114) | (226) | (256) | (478) | (805) | (435) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1,048 | 1,057 | 1,085 | 1,100 | 1,018 | 981 | 966 | 929 | 882 | 1,048 | 1,018 | 882 | 728 |
| Wholesale | 1,339 | 1,307 | 1,202 | 1,328 | 1,661 | 1,654 | 1,746 | 1,662 | 1,873 | 1,339 | 1,661 | 1,873 | 2,195 |
|  | 2,387 | 2,364 | 2,287 | 2,428 | 2,679 | 2,635 | 2,712 | 2,591 | 2,755 | 2,387 | 2,679 | 2,755 | 2,923 |
| Net impaired loans by geography ${ }^{4}$ and portfolio Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 520 | 533 | 556 | 546 | 497 | 458 | 458 | 418 | 402 | 520 | 497 | 402 | 215 |
| Personal | 100 | 100 | 97 | 92 | 86 | 83 | 89 | 80 | 79 | 100 | 86 | 79 | 71 |
| Small business | 25 | 27 | 28 | 29 | 31 | 29 | 32 | 35 | 37 | 25 | 31 | 37 | 23 |
| Retail | 645 | 660 | 681 | 667 | 614 | 570 | 579 | 533 | 518 | 645 | 614 | 518 | 309 |
| Business | 337 | 371 | 404 | 451 | 564 | 538 | 562 | 537 | 577 | 337 | 564 | 577 | 391 |
| Sovereign | - | - | - | . | . | . | . | . | 57 | . | . | - |  |
| Bank | - | - | - | - | - | - | - |  |  | - | - | - |  |
| Wholesale | 337 | 371 | 404 | 451 | 564 | 538 | 562 | 537 | 577 | 337 | 564 | 577 | 391 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 5 | 5 | - | - | - | - | - | - | - | 5 | - | - | 112 |
| Wholesale | 107 | 81 | 106 | 160 | 279 | 291 | 314 | 310 | 468 | 107 | 279 | 468 | 1,151 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale | 167 | 157 | 170 | 184 | 168 | 172 | 148 | 153 | 135 | 167 | 168 | 135 | 99 |
|  | 480 | 427 | 302 | 286 | 333 | 294 | 270 | 200 | 194 | 480 | 333 | 194 | 94 |
|  | 647 | 584 | 472 | 470 | 501 | 466 | 418 | 353 | 329 | 647 | 501 | 329 | 193 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 817 | 822 | 851 | 851 | 782 | 742 | 727 | 686 | 653 | 817 | 782 | 653 | 520 |
| Wholesale | 924 | 879 | 812 | 897 | 1,176 | 1,123 | 1,146 | 1,047 | 1,239 | 924 | 1,176 | 1,239 | 1,636 |
| Total net impaired loans | 1,741 | 1,701 | 1,663 | 1,748 | 1,958 | 1,865 | 1,873 | 1,733 | 1,892 | 1,741 | 1,958 | 1,892 | 2,156 |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
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 amouns are noteas impared loan formation amounts.
Geographic information is based on residence of borrower

| 4 | 4 | 2 | 2 | 4 | 3 | 1 | 3 | 2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 99 | 96 | 104 | 99 | 106 | 105 | 119 | 112 | 123 |
| 80 | 91 | 99 | 94 | 91 | 95 | 113 | 101 | 107 |
| 8 | 9 | 11 | 10 | 11 | 11 | 16 | 11 | 11 |
| 191 | 200 | 216 | 205 | 212 | 214 | 249 | 227 | 243 |
| 36 | 30 | 25 | 9 | 79 | 23 | 26 | 39 | 45 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| 36 | 30 | 25 | 9 | 79 | 23 | 26 | 39 | 45 |
| 1 | 1 | - | - | - | - | - | - | - |
| (1) | (5) | 21 | (18) | 8 | 106 | 30 | 69 | 168 |
| - | (4) | 21 | (18) | 8 | 106 | 30 | 69 | 168 |
| 16 | 12 | 6 | 5 | 5 | 3 | 2 | 6 | 7 |
| 24 | 7 | 13 | 55 | 22 | 6 | 18 | 1 | 6 |
| 40 | 19 | 19 | 60 | 27 | 9 | 20 | 7 | 13 |
| 208 | 213 | 222 | 210 | 217 | 217 | 251 | 233 | 250 |
| 59 | 32 | 59 | 46 | 109 | 135 | 74 | 109 | 219 |
| 267 | 245 | 281 | 256 | 326 | 352 | 325 | 342 | 469 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| 12 | 11 | 7 | 5 |
| 398 | 442 | 451 | 352 |
| 364 | 400 | 393 | 266 |
| 38 | 49 | 48 | 36 |
| 812 | 902 | 899 | 659 |
| 100 | 167 | 305 | 157 |
| - | - | - | - |
| - | - | - | - |
| 100 | 167 | 305 | 157 |
|  |  |  |  |
| 2 | - | - | 71 |
| 13 | 213 | 367 | 244 |
| $(1)$ | 213 | 367 | 315 |
|  |  |  |  |
| 39 | 16 | 21 | 13 |
| 99 | 47 | 7 | 5 |
| 138 | 63 | 28 | 18 |
| 853 | 918 | 920 | 743 |
| 196 | 427 | 679 | 406 |
| 1,049 | 1,345 | 1,599 | 1,149 |
|  |  |  |  |

[^8]Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009. Geographic information is based on residence of borrower

| PROVISION FOR CREDIT LOSSES ${ }^{1}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provision for credit losses by portfolio and sector Specific |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 2 | - | 2 | 7 | 19 | (1) | 4 | 3 | 2 | 11 | 25 | 22 | 16 |
| Personal | 108 | 109 | 98 | 112 | 98 | 118 | 117 | 124 | 133 | 427 | 457 | 494 | 445 |
| Credit cards | 79 | 92 | 99 | 94 | 90 | 95 | 112 | 102 | 108 | 364 | 399 | 393 | 270 |
| Small business | 6 | 8 | 11 | 9 | 9 | 8 | 15 | 13 | 13 | 34 | 45 | 55 | 46 |
|  | 195 | 209 | 210 | 222 | 216 | 220 | 248 | 242 | 256 | 836 | 926 | 964 | 777 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 3 | - | 2 | 1 | 1 | 3 | 3 | 11 | 1 | 6 | 18 | 18 | 5 |
| Automotive | (3) | (1) | - | - | 6 | 5 | (1) | 5 | (1) | (4) | 15 | 21 | 10 |
| Consumer goods | 3 | 5 | 3 | 3 | 13 | 10 | 4 | 2 | 8 | 14 | 29 | 38 | 19 |
| Energy | (3) | (6) | (7) | (6) | (6) | 5 | (2) | (3) | 1 | (22) | (6) | 13 | 21 |
| Non-bank financial services | - | - | 1 | (12) | (8) | (22) | (2) | (4) | 101 | (11) | (34) | 264 |  |
| Forest products | 4 | (1) | (1) | 1 | - | 2 | 1 | - | 1 | 3 | 3 | 11 | 2 |
| Industrial products | (5) | 2 | 2 | 1 | (8) | 2 | (1) | 1 | 6 | - | (6) | 38 | 95 |
| Mining and metals | - | - | - | - | (2) | 1 | 1 | (1) | - | - | (1) | 7 | 2 |
| Real estate and related ${ }^{3}$ | 8 | 32 | 10 | 10 | 17 | 52 | 65 | 50 | 76 | 60 | 184 | 124 | 345 |
| Technology and media | - | (5) | 4 | (2) | 6 | (16) | 1 | 14 | (1) | (3) | 5 | 94 | 21 |
| Transportation and environment | 2 | 24 | 1 | 1 | (1) | 2 | 7 | 2 | 2 | 28 | 10 | 8 | 3 |
| Other ${ }^{4}$ | 31 | 16 | 16 | 3 | 48 | 14 | 6 | 8 | 56 | 66 | 76 | 296 | 130 |
| Sovereign | - | - | - | - | - | - | - | - | - | - | - | - |  |
| Bank | - | - | - | - | - | - | - | 15 | 17 | - | 15 | 20 | - |
|  | 40 | 66 | 31 | - | 66 | 58 | 84 | 100 | 267 | 137 | 308 | 952 | 653 |
| Total specific provision for credit lossesTotal general provision | 235 | 275 | 241 | 222 | 282 | 278 | 332 | 342 | 523 | 973 | 1,234 | 1,916 | 1,430 |
|  | - | - | - | 2 | 1 | (1) | 2 | 4 | 73 | 2 | 6 | 251 | 165 |
| Total provision for credit losses | 235 | 275 | 241 | 224 | 283 | 277 | 334 | 346 | 596 | 975 | 1,240 | 2,167 | 1,595 |
| Specific provision for credit loss by geography ${ }^{5}$ and portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | (1) | (1) | - | 5 | 4 | (1) | 3 | 1 | 1 | 3 | 7 | 18 | 8 |
| Personal | 99 | 99 | 95 | 105 | 111 | 104 | 112 | 117 | 125 | 398 | 444 | 467 | 352 |
| Credit cards | 79 | 92 | 99 | 94 | 90 | 95 | 112 | 102 | 108 | 364 | 399 | 393 | 266 |
| Small business | 6 | 8 | 11 | 9 | 9 | 8 | 15 | 13 | 13 | 34 | 45 | 55 | 46 |
| Retail | 183 | 198 | 205 | 213 | 214 | 206 | 242 | 233 | 247 | 799 | 895 | 933 | 672 |
| Business | 6 | 30 | 20 | 17 | 24 | 25 | 24 | 49 | 77 | 73 | 122 | 436 | 152 |
| Sovereign | - | - | - | - | - | - | - | - | - | - | - | - |  |
| Wholesale | - | - | - | - | - | - | - | - | - | - | - | - | - |
|  | 6 | 30 | 20 | 17 | 24 | 25 | 24 | 49 | 77 | 73 | 122 | 436 | 152 |
|  | 189 | 228 | 225 | 230 | 238 | 231 | 266 | 282 | 324 | 872 | 1,017 | 1,369 | 824 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1 | 3 | - | - | - | - | - | - | - | 4 | - | - | 84 |
| Wholesale | 14 | (12) | 4 | (19) | (2) | 17 | 26 | 21 | 157 | (13) | 62 | 455 | 494 |
|  | 15 | (9) | 4 | (19) | (2) | 17 | 26 | 21 | 157 | (9) | 62 | 455 | 578 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 11 | 8 | 5 | 9 | 2 | 14 | 6 | 9 | 9 | 33 | 31 | 31 | 21 |
| Wholesale | 20 | 48 | 7 | 2 | 44 | 16 | 34 | 30 | 33 | 77 | 124 | 61 | 7 |
|  | 31 | 56 | 12 | 11 | 46 | 30 | 40 | 39 | 42 | 110 | 155 | 92 | 28 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 195 | 209 | 210 | 222 | 216 | 220 | 248 | 242 | 256 | 836 | 926 | 964 | 777 |
| Wholesale | 40 | 66 | 31 | - | 66 | 58 | 84 | 100 | 267 | 137 | 308 | 952 | 653 |
|  | 235 | 275 | 241 | 222 | 282 | 278 | 332 | 342 | 523 | 973 | 1,234 | 1,916 | 1,430 |

[^9]| ALLOWANCE FOR CREDIT LOSSES ${ }^{1}$ <br> (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for credit losses by portfolio and sector Specific |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 71 | 71 | 71 | 72 | 65 | 55 | 54 | 49 | 44 | 71 | 65 |  | 30 |
| Personal | 145 | 147 | 145 | 160 | 153 | 164 | 162 | 170 | 163 | 145 | 153 | 163 | 161 |
| Small business | 15 | 17 | 18 | 17 | 18 | 20 | 23 | 24 | 22 | 15 | 18 | 22 | 17 |
|  | 231 | 235 | 234 | 249 | 236 | 239 | 239 | 243 | 229 | 231 | 236 | 229 | 208 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 14 | 13 | 14 | 13 | 14 | 16 | 16 | 19 | 10 | 14 | 14 | 10 | 13 |
| Automotive | 19 | 24 | 27 | 21 | 31 | 22 | 16 | 17 | 10 | 19 | 31 | 10 | 5 |
| Consumer goods | 21 | 24 | 21 | 24 | 33 | 39 | 30 | 36 | 36 | 21 | 33 | 36 | 18 |
| Energy | 7 | 7 | 11 | 14 | 23 | 28 | 21 | 22 | 43 | 7 | 23 | 43 | 30 |
| Non-bank financial services | 12 | 11 | 12 | 12 | 13 | 13 | 24 | 24 | 71 | 12 | 13 | 71 | 23 |
| Forest products | 7 | 4 | 5 | 8 | 6 | 8 | 10 | 20 | 10 | 7 | 6 | 10 | 4 |
| Industrial products | 17 | 34 | 34 | 35 | 37 | 50 | 50 | 59 | 65 | 17 | 37 | 65 | 57 |
| Mining and metals | 1 | 1 | 1 | 1 | 2 | 7 | 6 | 6 | 5 |  | 2 | 5 | 2 |
| Real estate and related ${ }^{3}$ | 86 | 95 | 76 | 81 | 94 | 102 | 168 | 136 | 122 | 86 | 94 | 122 | 250 |
| Technology and media | 21 | 22 | 24 | 22 | 15 | 12 | 32 | 49 | 37 | 21 | 15 | 37 | 19 |
| Transportation and environment | 34 | 34 | 12 | 20 | 9 | 9 | 14 | 10 | 8 | 34 | 9 | 8 | 5 |
| Other ${ }^{4}$ | 143 | 128 | 121 | 146 | 165 | 182 | 171 | 172 | 187 | 143 | 165 | 187 | 133 |
| Sovereign | - |  |  |  | 9 | 9 | 9 | 10 | 10 | - | 9 | 10 |  |
| Bank | 33 | 31 | 32 | 34 | 34 | 34 | 33 | 35 | 20 | 33 | 34 | 20 |  |
|  | 415 | 428 | 390 | 431 | 485 | 531 | 600 | 615 | 634 | 415 | 485 | 634 | 559 |
| Total | 646 | 663 | 624 | 680 | 721 | 770 | 839 | 858 | 863 | 646 | 721 | 863 | 767 |
| General |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 41 | 40 | 40 | 35 | 26 | 26 | 24 | 25 | 24 | 41 | 26 | 24 | 20 |
| Personal | 412 | 413 | 413 | 435 | 480 | 449 | 449 | 448 | 449 | 412 | 480 | 449 | 461 |
| Credit cards | 365 | 364 | 367 | 366 | 365 | 314 | 316 | 314 | 313 | 365 | 365 | 313 | 270 |
| Small business | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 47 | 47 | 60 | 60 | 47 | 47 |
|  | 878 | 877 | 880 | 896 | 931 | 849 | 849 | 834 | 833 | 878 | 931 | 833 | 798 |
| Wholesale | 434 | 433 | 431 | 417 | 386 | 454 | 454 | 467 | 468 | 434 | 386 | 468 | 650 |
| General allowance for off-balance sheet and other items | 91 | 91 | 91 | 91 | 88 | 100 | 100 | 100 | 100 | 91 | 88 | 100 | 84 |
| Total | 1,403 | 1,401 | 1,402 | 1,404 | 1,405 | 1,403 | 1,403 | 1,401 | 1,401 | 1,403 | 1,405 | 1,401 | 1,532 |
| Total allowance for credit losses | 2,049 | 2,064 | 2,026 | 2,084 | 2,126 | 2,173 | 2,242 | 2,259 | 2,264 | 2,049 | 2,126 | 2,264 | 2,299 |

${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
Wholesale - Real estate and related allowance for credit losses in Q4/11 is comprised of allowances based in Canada $\$ 47$ million, United States $\$ 3$ million, and Other International $\$ 36$ million.
${ }^{4}$ Wholesale - Other in Q4/11 related to financing products $\$ 48$ million, other services $\$ 39$ million, health $\$ 8$ million, holding and investments $\$ 11$ million, and other $\$ 37$ million.


Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
${ }^{3}$ Geographic information is based on residence of borrower.
${ }^{4}$ Other adjustments include primarily foreign exchange translations on non-Canadian dollar denominated ACL
${ }^{5}$ Adjustments relate to RBTT ( $\$ 4$ million in Q2/09, and $\$ 25$ million in 2008).

| CREDIT QUALITY RATIOS ${ }^{1}$ (C\$ MM) | Q4/11 | Q3111 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total Loans and Acceptances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 75\% | 76\% | 76\% | 76\% | 76\% | 76\% | 76\% | 74\% | 73\% | 75\% | 76\% | 73\% | 64\% |
| Wholesale | 25\% | 24\% | 24\% | 24\% | 24\% | 24\% | 24\% | 26\% | 27\% | 25\% | 24\% | 27\% | 36\% |
| Canada | 88\% | 89\% | 90\% | 90\% | 90\% | 90\% | 90\% | 89\% | 88\% | 88\% | 90\% | 88\% | 77\% |
| United States | 6\% | 5\% | 4\% | 4\% | 4\% | 4\% | 4\% | 5\% | 5\% | 6\% | 4\% | 5\% | 14\% |
| Other International | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 6\% | 7\% | 6\% | 6\% | 7\% | 8\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Impaired Loans (GILs) as a \% of related Loans and Acceptances | 0.78\% | 0.79\% | 0.79\% | 0.85\% | 0.95\% | 0.94\% | 0.99\% | 0.96\% | 1.02\% | 0.78\% | 0.95\% | 1.02\% | 0.96\% |
| Retail | 0.46\% | 0.47\% | 0.50\% | 0.51\% | 0.47\% | 0.46\% | 0.47\% | 0.46\% | 0.45\% | 0.46\% | 0.47\% | 0.45\% | 0.37\% |
| Wholesale | 1.73\% | 1.79\% | 1.74\% | 1.95\% | 2.46\% | 2.45\% | 2.62\% | 2.41\% | 2.61\% | 1.73\% | 2.46\% | 2.61\% | 2.04\% |
| Canada | 0.48\% | 0.52\% | 0.56\% | 0.59\% | 0.60\% | 0.61\% | 0.64\% | 0.62\% | 0.63\% | 0.48\% | 0.60\% | 0.63\% | 0.41\% |
| United States | 1.08\% | 1.05\% | 1.33\% | 1.95\% | 3.08\% | 3.14\% | 4.26\% | 4.06\% | 5.34\% | 1.08\% | 3.08\% | 5.34\% | 3.78\% |
| Other International | 4.69\% | 4.51\% | 3.85\% | 3.89\% | 4.85\% | 4.58\% | 4.22\% | 3.47\% | 2.98\% | 4.69\% | 4.85\% | 2.98\% | 1.23\% |
| Net Impaired Loans as a \% of Loans and Acceptances | 0.57\% | 0.57\% | 0.58\% | 0.61\% | 0.69\% | 0.67\% | 0.69\% | 0.64\% | 0.70\% | 0.57\% | 0.69\% | 0.70\% | 0.71\% |
| Retail | 0.36\% | 0.36\% | 0.39\% | 0.39\% | 0.36\% | 0.35\% | 0.35\% | 0.34\% | 0.33\% | 0.36\% | 0.36\% | 0.33\% | 0.27\% |
| Wholesale | 1.19\% | 1.20\% | 1.17\% | 1.31\% | 1.74\% | 1.66\% | 1.72\% | 1.52\% | 1.72\% | 1.19\% | 1.74\% | 1.72\% | 1.52\% |
| Canada | 0.36\% | 0.39\% | 0.42\% | 0.44\% | 0.46\% | 0.44\% | 0.46\% | 0.44\% | 0.46\% | 0.36\% | 0.46\% | 0.46\% | 0.30\% |
| United States | 0.67\% | 0.64\% | 0.86\% | 1.29\% | 2.36\% | 2.38\% | 2.69\% | 2.47\% | 3.47\% | 0.67\% | 2.36\% | 3.47\% | 2.88\% |
| Other International | 3.38\% | 3.17\% | 2.69\% | 2.64\% | 3.13\% | 2.95\% | 2.70\% | 2.11\% | 1.87\% | 3.38\% | 3.13\% | 1.87\% | 0.77\% |
| PCL as a \% of Average Net Loans and Acceptances | 0.31\% | 0.38\% | 0.35\% | 0.31\% | 0.40\% | 0.40\% | 0.51\% | 0.52\% | 0.89\% | 0.34\% | 0.45\% | 0.82\% | 0.59\% |
| Specific PCL as a \% of Average Net Loans and Acceptances | 0.31\% | 0.38\% | 0.35\% | 0.31\% | 0.40\% | 0.40\% | 0.51\% | 0.51\% | 0.78\% | 0.34\% | 0.45\% | 0.72\% | 0.53\% |
| Retail | 0.33\% | 0.36\% | 0.38\% | 0.40\% | 0.39\% | 0.40\% | 0.48\% | 0.47\% | 0.50\% | 0.37\% | 0.44\% | 0.50\% | 0.43\% |
| Wholesale | 0.24\% | 0.43\% | 0.21\% | 0.00\% | 0.44\% | 0.38\% | 0.59\% | 0.65\% | 1.67\% | 0.22\% | 0.52\% | 1.35\% | 0.74\% |
| Canada | 0.28\% | 0.35\% | 0.36\% | 0.36\% | 0.37\% | 0.37\% | 0.45\% | 0.47\% | 0.55\% | 0.34\% | 0.42\% | 0.61\% | 0.37\% |
| United States | 0.38\% | (0.28)\% | 0.11\% | (0.63)\% | (0.01)\% | 0.53\% | 0.91\% | 0.67\% | 4.72\% | (0.08)\% | 0.52\% | 2.33\% | 1.72\% |
| Other International | 0.68\% | 1.27\% | 0.28\% | 0.27\% | 1.16\% | 0.76\% | 1.05\% | 0.93\% | 0.95\% | 0.64\% | 0.97\% | 0.48\% | 0.19\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ACL as a \% of Total Loans and Acceptances | 0.67\% | 0.69\% | 0.70\% | 0.73\% | 0.75\% | 0.78\% | 0.82\% | 0.84\% | 0.84\% | 0.67\% | 0.75\% | 0.84\% | 0.76\% |
| Specific ACL as a \% of Total Loans and Acceptances | 0.21\% | 0.22\% | 0.22\% | 0.24\% | 0.26\% | 0.28\% | 0.31\% | 0.32\% | 0.32\% | 0.21\% | 0.26\% | 0.32\% | 0.25\% |
| Retail | 0.08\% | 0.10\% | 0.08\% | 0.09\% | 0.08\% | 0.09\% | 0.09\% | 0.09\% | 0.08\% | 0.08\% | 0.08\% | 0.08\% | 0.07\% |
| Wholesale | 0.14\% | 0.14\% | 0.14\% | 0.15\% | 0.17\% | 0.19\% | 0.22\% | 0.23\% | 0.24\% | 0.14\% | 0.17\% | 0.24\% | 0.18\% |
| Specific ACL as a \% of GIL | 27.06\% | 28.05\% | 27.28\% | 28.01\% | 26.91\% | 29.22\% | 30.94\% | 33.11\% | 31.32\% | 27.06\% | 26.91\% | 31.32\% | 26.24\% |
| Retail | 21.96\% | 22.22\% | 21.57\% | 22.64\% | 23.18\% | 24.36\% | 24.74\% | 26.16\% | 25.96\% | 21.96\% | 23.18\% | 25.96\% | 28.57\% |
| Wholesale | 31.06\% | 32.75\% | 32.45\% | 32.45\% | 29.20\% | 32.10\% | 34.36\% | 37.00\% | 33.85\% | 31.06\% | 29.20\% | 33.85\% | 25.47\% |
| Total Net Write-offs as a \% of Average Net Loans and Acceptances | 0.35\% | 0.33\% | 0.41\% | 0.36\% | 0.46\% | 0.51\% | 0.50\% | 0.51\% | 0.70\% | 0.36\% | 0.49\% | 0.60\% | 0.42\% |
| Retail | 0.35\% | 0.37\% | 0.40\% | 0.37\% | 0.39\% | 0.40\% | 0.49\% | 0.45\% | 0.49\% | 0.37\% | 0.43\% | 0.47\% | 0.41\% |
| Wholesale | 0.36\% | 0.20\% | 0.41\% | 0.31\% | 0.74\% | 0.90\% | 0.52\% | 0.70\% | 1.37\% | 0.32\% | 0.72\% | 0.96\% | 0.46\% |
| Canada | 0.34\% | 0.35\% | 0.39\% | 0.34\% | 0.46\% | 0.38\% | 0.47\% | 0.44\% | 0.49\% | 0.35\% | 0.44\% | 0.53\% | 0.37\% |
| United States | 0.00\% | (0.14)\% | 0.75\% | (0.60)\% | 0.34\% | 3.59\% | 1.04\% | 2.17\% | 5.05\% | 0.00\% | 1.78\% | 1.88\% | 0.94\% |
| Other International | 0.88\% | 0.41\% | 0.44\% | 1.43\% | 0.65\% | 0.25\% | 0.52\% | 0.17\% | 0.30\% | 0.79\% | 0.39\% | 0.15\% | 0.13\% |

${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009,
${ }^{2}$ Comparative information has been restated as at November 1,2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.

| GROSS CREDIT RISK EXPOSURE BY GEOGRAPHY AND PORTFOLIO ${ }^{1,2}$(CS MM) | Lending-related and other |  |  | Trading-related |  | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2110 | Q110 | Q409 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loans and acceptances |  |  | Repo-styletransactions | Over-$\begin{gathered}\text { the-counter } \\ \text { derivatives } \\ \\ \text { 5, }\end{gathered}$ |  |  |  |  |  |  |  |  |  |
|  | Outstanding | $\begin{gathered} \text { Undrawn } \\ \text { commitments } \end{gathered}$ | Other ${ }^{3}$ |  |  | Total | Total | Total | Total | Total | Total | Total | Total | Total |
| Credit risk exposure by geography ${ }^{\text {a and portfolio }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 132,018 | 13 | - |  |  | 132,031 | 130,704 | 125,973 | 123,646 | 124,076 | 123,327 | 120,720 | 118,037 | 117,303 |
| Personal | 75,668 | 73,207 | 36 | - | - | 148,911 | 145,203 | 140,826 | 137,948 | 128,271 | 124,899 | 120,369 | 116,582 | 110,187 |
| Credit cards | 8,793 | 26,510 | - | - | - | 35,303 | 39,491 | 38,763 | 43,432 | 39,378 | 35,421 | 40,354 | 37,000 | 28,155 |
| Small business | 2,481 | 4,168 | 42 | - | - | 6,691 | 6,578 | 6,532 | 6,499 | 5,893 | 5,816 | 5,780 | 5,713 | 5,281 |
| Retail | 218,960 | 103,898 | 78 | - | - | 322,936 | 321,976 | 312,094 | 311,525 | 297,618 | 289,463 | 287,223 | 277,332 | 260,926 |
| Business | 46,529 | 20,248 | 5,591 | 34,506 | 5,809 | 112,683 | 108,196 | 106,732 | 110,655 | 105,467 | 113,831 | 105,905 | 110,027 | 105,658 |
| Sovereign | 3,802 | 3,207 | 10,436 | 6,897 | 3,496 | 27,838 | 28,378 | 28,237 | 28,765 | 29,099 | 30,325 | 30,810 | 28,191 | 23,910 |
| Bank | 770 | 70 | 18,579 | 19,490 | 2,390 | 41,299 | 43,359 | 49,327 | 46,851 | 44,601 | 45,743 | 42,736 | 42,898 | 41,376 |
| Wholesale | 51,101 | 23,525 | 34,606 | 60,893 | 11,695 | 181,820 | 179,933 | 184,296 | 186,271 | 179,167 | 189,899 | 179,451 | 181,116 | 170,944 |
| Total Canada | 270,061 | 127,423 | 34,684 | 60,893 | 11,695 | 504,756 | 501,909 | 496,390 | 497,796 | 476,785 | 479,362 | 466,674 | 458,448 | 431,870 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 2,218 | - | 9 | - | - | 2,227 | 2,142 | 2,114 | 2,350 | 2,510 | 2,589 | 2,656 | 3,038 | 2,490 |
| Personal | 8,326 | 1,672 | 6 | - | - | 10,004 | 9,707 | 10,050 | 10,595 | 10,565 | 10,758 | 10,388 | 10,967 | 10,300 |
| Credit cards | 245 | 408 | - | - | - | 653 | 583 | 571 | 585 | 530 | 513 | 455 | 451 | 356 |
| Small business | - | - | - | . | . | . | . | - | - |  |  | . |  |  |
| Retail | 10,789 | 2,080 | 15 | - | - | 12,884 | 12,432 | 12,735 | 13,530 | 13,605 | 13,860 | 13,499 | 14,456 | 13,146 |
| Business | 22,850 | 18,679 | 7,227 | 34,667 | 5,873 | 89,296 | 72,454 | 66,990 | 78,562 | 75,712 | 74,949 | 69,436 | 71,059 | 69,359 |
| Sovereign |  | - | 3,936 |  | 1,502 | 5,438 | 3,763 | 4,387 | 3,710 | 3,090 | 2,971 | 1,842 | 1,541 | 1,212 |
| Bank | 446 | 115 | 10,457 | 25,553 | 4,554 | 41,125 | 39,128 | 31,268 | 28,991 | 23,240 | 19,741 | 19,621 | 14,180 | 10,971 |
| Wholesale | 23,296 | 18,794 | 21,620 | 60,220 | 11,929 | 135,859 | 115,345 | 102,645 | 111,263 | 102,042 | 97,661 | 90,899 | 86,780 | 81,542 |
| Total United States | 34,085 | 20,874 | 21,635 | 60,220 | 11,929 | 148,743 | 127,777 | 115,380 | 124,793 | 115,647 | 111,521 | 104,398 | 101,236 | 94,688 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 2,465 | - | - | - | - | 2,465 | 2,336 | 2,286 | 2,408 | 2,418 | 2,399 | 2,293 | 2,400 | 2,348 |
| Personal | 2,504 | 435 | 7 | - | - | 2,946 | 2,688 | 2,497 | 2,577 | 2,578 | 2,457 | 2,250 | 2,256 | 2,234 |
| Credit cards | 183 | 161 | - | - | - | 344 | 353 | 339 | 368 | 346 | 330 | 339 | 347 | 303 |
| Small business | . | - | - | . | . | - | . | - | . | . | . | . | - | - |
| Retail | 5,152 | 596 | 7 | - | - | 5,755 | 5,377 | 5,122 | 5,353 | 5,342 | 5,186 | 4,882 | 5,003 | 4,885 |
| Business | 11,904 | 8,441 | 7,933 | 35,242 | 4,845 | 68,365 | 61,655 | 67,217 | 59,094 | 60,969 | 47,881 | 47,699 | 55,120 | 40,734 |
| Sovereign | 848 | 399 | 13,503 | 3,577 | 4,394 | 22,721 | 21,502 | 18,813 | 18,153 | 15,371 | 11,809 | 9,045 | 9,628 | 11,747 |
| Bank | 1,228 | 213 | 22,500 | 30,539 | 25,099 | 79,579 | 81,015 | 83,724 | 73,533 | 70,285 | 70,951 | 56,514 | 56,683 | 79,440 |
| Wholesale | 13,980 | 9,053 | 43,936 | 69,358 | 34,338 | 170,665 | 164,172 | 169,754 | 150,780 | 146,625 | 130,641 | 113,258 | 121,431 | 131,921 |
| Total Other International | 19,132 | 9,649 | 43,943 | 69,358 | 34,338 | 176,420 | 169,549 | 174,876 | 156,133 | 151,967 | 135,827 | 118,140 | 126,434 | 136,806 |
| Total exposure | 323,278 | 157,946 | 100,262 | 190,471 | 57,962 | 829,919 | 799,235 | 786,646 | 778,722 | 744,399 | 726,710 | 689,212 | 686,118 | 663,364 |

${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
Amounts 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 credits are included in Personal.
Includes contingent liabilities such as letters of credit and guarantees, available-for-sale debt securities, and other balances with financial institutions.
${ }_{5}^{4}$ Includes repurchase and reverse repurchase agreements and securties borrowing and lending transactions.
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. 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. For trading-related credit risk, we use statistical models to derive a credit risk exposure profile by modeling 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.
Based on residence of obligor

| EXPOSURE COVERED BY CREDIT RISK MITIGATION ${ }^{1}$(CS MM) | Q4/11 |  |  |  | Q3111 |  |  |  | Q2111 |  |  |  | Q1/11 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Standardized |  | AIRB $^{3}$ |  | Standardized |  | $\mathrm{AlRB}^{3}$ |  | Standardized |  | AIRB $^{3}$ |  | Standardized |  | $\mathrm{AIRB}^{3}$ |  |
|  | Eligible financial collateral ${ }^{2}$ | Guarantees/ <br> credit derivatives | Guarantees/ <br> credit <br> derivatives | Total | Eligible financial collateral $^{2}$ | Guarantees <br> credit <br> derivatives | Guarantees/ <br> credit <br> derivatives | Total | Eligible financial collateral ${ }^{2}$ | Guarantees/ <br> credit <br> derivatives | Guarantees! <br> credit <br> derivatives | Total | Eligible financial collateral ${ }^{2}$ | Guarantees/ <br> credit <br> derivatives | Guarantees/ <br> credit derivatives | Total |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages |  | 443 | 18,960 | 19,403 |  | 523 | 23,046 | 23,569 |  | 486 | 24,180 | 24,666 |  | 469 | 19,948 | 20,417 |
| Personal |  | 1,944 | 1,098 | 3,042 |  | 1,941 | 1,115 | 3,056 |  | 1,742 | 1,175 | 2,917 |  | 1,713 | 1,184 | 2,897 |
| Credit cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Small business |  |  | 237 | 237 |  | - | 233 | 233 |  | - | 229 | 229 |  | - | 231 | 231 |
|  |  | 2,387 | 20,295 | 22,682 | - | 2,464 | 24,394 | 26,858 | - | 2,228 | 25,584 | 27,812 |  | 2,182 | 21,363 | 23,545 |
| Wholesale |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business Sovereign | 13,637 |  | 384 | 14,021 | 12,905 |  | 434 | 13,339 | 14,452 |  | 417 | 14,869 | 12,529 |  | 501 | 13,030 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank | 21,835 |  |  | 21,835 | 20,783 |  |  | 20,783 | 24,186 |  | . | 24,186 | 22,294 | - | - | 22,294 |
|  | 35,472 |  | 384 | 35,856 | 33,688 |  | 434 | 34,122 | 38,638 |  | 417 | 39,055 | 34,823 |  | 501 | 35,324 |
| Total exposure covered by credit risk mitigation | 35,472 | 2,387 | 20,679 | 58,538 | 33,688 | 2,464 | 24,828 | 60,980 | 38,638 | 2,228 | 26,001 | 66,867 | 34,823 | 2,182 | 21,864 | 58,869 |
| CREDIT EXPOSURE BY RESIDUAL CONTRACTUAL MATURITY ${ }^{1}$(CS MM) | Q4/11 |  |  |  | Q3/11 |  |  |  | Q2/11 |  |  |  | Q1/11 |  |  |  |
|  | Residual contractual maturity term |  |  |  | Residual contractual maturity term |  |  |  | Residual contractual maturity term |  |  |  | Residual contractual maturity termWithinOtorO |  |  |  |
|  |  | 1 to 5 | Over |  | within 1 | 1 to 5 | Over |  | Within 1 | 1 to 5 | Over |  |  |  |  |  |
|  | year | years | 5 years | Total | year | years | 5 years | Total | year | years | 5 years | Total | year | years | 5 years | Total |
| Lending-related |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Outstanding loans and acceptances | 136,464 | 152,324 | 34,490 | 323,278 | 132,656 | 149,472 | 33,592 | 315,720 | 125,364 | 146,237 | 33,767 | 305,368 | 124,131 | 145,482 | 34,737 | 304,350 |
| Undrawn commitments | 125,112 | 30,706 | 2,128 | 157,946 | 124,950 | 26,784 | 1,984 | 153,718 | 121,060 | 24,360 | 2,224 | 147,644 | 123,526 | 23,754 | 2,341 | 149,621 |
| Other ${ }^{4}$ | 82,887 | 12,908 | 4,467 | 100,262 | 79,278 | 13,080 | 5,514 | 97,872 | 75,158 | 14,628 | 5,982 | 95,768 | 76,225 | 17,689 | 4,333 | 98,247 |
|  | 344,463 | 195,938 | 41,085 | 581,486 | 336,884 | 189,336 | 41,090 | 567,310 | 321,582 | 185,225 | 41,973 | 548,780 | 323,882 | 186,925 | 41,411 | 552,218 |
| Trading-related |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repo-style transactions ${ }^{5}$ | 190,471 |  |  | 190,471 | 176,623 | - |  | 176,623 | 183,851 | - |  | 183,851 | 174,104 | 882 | - | 174,986 |
| Over-the-counter derivatives ${ }^{6}$ | 13,656 | 20,755 | 23,551 | 57,962 | 13,127 | 20,939 | 21,236 | 55,302 | 14,367 | 20,526 | 19,122 | 54,015 | 12,100 | 19,099 | 20,319 | 51,518 |
|  | 204,127 | 20,755 | 23,551 | 248,433 | 189,750 | 20,939 | 21,236 | 231,925 | 198,218 | 20,526 | 19,122 | 237,866 | 186,204 | 19,981 | 20,319 | 226,504 |
| Total exposure ${ }^{7}$ | 548,590 | 216,693 | 64,636 | 829,919 | 526,634 | 210,275 | 62,326 | 799,235 | 519,800 | 205,751 | 61,095 | 786,646 | 510,086 | 206,906 | 61,730 | 778,722 |

${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
2. Amounts represent consolidated (combined continuing and discontinued) operations.
Eligible financial collateral includes cash and deposit, gold, as well as qualifying debt securities, equities and mutual funds,
${ }^{3}$ Under the AIRB approach, disclosure on eligible financial collateral is not required as the benefit the collateral provides has been taken into account in the Loss Given Default (LGD) estimates in our internal LGD risk rating system.
${ }^{4}$ Includes contingent liabilities such as letters of credit and guarantees, available-for-sale debt securities, and other balances with financial institutions.
${ }^{5}$ Includes repurchase and reverse repurchase agreements and securities borrowing and lending transactions.
Credit equivalent amount atter factoring in master netting agreements.
Represents exposure at default, which is the expected gross exposure upon the default of an obligor. This amount is before any specific allowances and does not reflect the impact of credit risk mitigation.

| CREDIT EXPOSURE OF PORTFOLIOS UNDER THE STANDARDIZED APPROACH BY RISK WEIGHT ${ }^{1}$ (C\$ MM) | Q4/11 <br> Gross exposure ${ }^{2}$ | Q3/11 <br> Gross exposure ${ }^{2}$ | $\begin{gathered} \text { Q2/11 } \\ \text { Gross } \\ \text { exposure }^{2} \end{gathered}$ | Q1/11 <br> Gross exposure ${ }^{2}$ | Q4/10 <br> Gross exposure ${ }^{2}$ | Q3/10 <br> Gross exposure ${ }^{2}$ | Q2/10 <br> Gross exposure ${ }^{2}$ | Q1/10 <br> Gross exposure ${ }^{2}$ | Q4/09 <br> Gross exposure ${ }^{2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk weight ${ }^{3}$ |  |  |  |  |  |  |  |  |  |
| 0\% | 7,646 | 6,152 | 5,656 | 6,366 | 5,873 | 5,277 | 4,745 | 5,839 | 4,985 |
| 20\% | 47,765 | 47,289 | 53,028 | 47,379 | 41,833 | 47,784 | 36,965 | 37,069 | 38,017 |
| 35\% | 1,530 | 1,490 | 1,472 | 1,603 | 1,575 | 1,602 | 1,597 | 1,734 | 1,831 |
| 50\% | 919 | 884 | 751 | 732 | 701 | 523 | 436 | 22 | 43 |
| 75\% | 12,916 | 12,400 | 12,073 | 12,735 | 12,542 | 12,707 | 12,659 | 13,337 | 12,422 |
| 100\% | 27,335 | 28,176 | 25,880 | 26,623 | 30,395 | 29,732 | 29,488 | 33,198 | 33,194 |
| 150\% | 1,633 | 1,471 | 1,807 | 1,978 | 2,126 | 2,057 | 1,730 | 1,726 | 1,858 |
| Total | 99,744 | 97,862 | 100,667 | 97,416 | 95,045 | 99,682 | 87,620 | 92,925 | 92,350 |


| ACTUAL LOSSES VS. ESTIMATED LOSSES ${ }^{1}$ | Q4/11 |  |  | Q3/11 |  | Q2/11 |  | Q1/11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \text { loss rate } \end{gathered}$ | Estimated loss rate ${ }^{5}$ | Average historical actual loss $\text { rate }^{6}$ | Actual loss rate ${ }^{4}$ | Estimated loss rate ${ }^{5}$ | $\begin{gathered} \text { Actual } \\ \text { loss rate } \end{gathered}$ | Estimated loss rate ${ }^{5}$ | Actual loss rate ${ }^{4}$ | Estimated loss rate ${ }^{5}$ |
| Residential mortgages | 0.03\% | 0.07\% | 0.02\% | 0.05\% | 0.07\% | 0.05\% | 0.07\% | 0.05\% | 0.07\% |
| Personal | 0.66\% | 0.78\% | 0.75\% | 0.67\% | 0.80\% | 0.70\% | 0.81\% | 0.75\% | 0.82\% |
| Credit cards | 3.72\% | 3.26\% | 3.35\% | 3.72\% | 3.28\% | 3.87\% | 3.30\% | 4.06\% | 3.34\% |
| Small business | 1.33\% | 2.11\% | 1.70\% | 1.42\% | 2.15\% | 1.39\% | 2.18\% | 1.51\% | 2.22\% |
| Retail | 0.44\% | 0.50\% | 0.42\% | 0.46\% | 0.51\% | 0.48\% | 0.52\% | 0.50\% | 0.50\% |
| Business | 0.51\% | 0.77\% | 0.51\% | 0.63\% | 0.79\% | 0.67\% | 0.80\% | 0.78\% | 0.80\% |
| Sovereign | 0.00\% | 0.01\% | 0.00\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% | 0.00\% | 0.01\% |
| Bank | 0.00\% | 0.07\% | 0.16\% | 0.00\% | 0.07\% | 0.00\% | 0.08\% | 0.00\% | 0.08\% |
| Wholesale | 0.46\% | 0.72\% | 0.48\% | 0.57\% | 0.71\% | 0.62\% | 0.72\% | 0.72\% | 0.75\% |

[^10]
${ }^{1}$ Amounts represent consolidated (combined continuing and discontinued) operations.
${ }^{2}$ 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.
 not reflect the impact of credit risk mitigation.
 undrawn but expected to be drawn in the event of a default.
${ }^{5}$ 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 AND LOSSES ON AVAILABLE-FOR-SALE SECURITIES ${ }^{1}$ <br> (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 | 2011 | 2010 | $2009{ }^{2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Realized gains | 59 | 64 | 125 | 67 | 69 | 62 | 94 | 141 | 119 | 315 | 366 | 290 |
| Realized losses and writedowns | (45) | (12) | (37) | (83) | (52) | (45) | (91) | (132) | (299) | (177) | (320) | (895) |
| Net gains (losses) on Available-for-sale securities | 14 | 52 | 88 | (16) | 17 | 17 | 3 | 9 | (180) | 138 | 46 | (605) |
| Less: Amount booked in Insurance Premium, Investment and fee income | 8 | 7 | - | (5) | 4 | - | 2 | 2 | 2 | 10 | 8 | 6 |
| Net gains (losses) on Available-for-sale securities, net of Insurance Premium, Investment and fee income | 6 | 45 | 88 | (11) | 13 | 17 | 1 | 7 | (182) | 128 | 38 | (611) |


| TRADING CREDIT DERIVATIVES ${ }^{1,3}$ (C\$ MM) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Notional amount |  |  |  |  |  |  |  |  |  |
| Protection purchased | 24,423 | 24,865 | 24,461 | 24,362 | 47,985 | 47,035 | 51,531 | 59,745 | 68,643 |
| Protection sold | 21,352 | 22,748 | 21,578 | 22,533 | 40,087 | 36,769 | 41,371 | 49,617 | 58,369 |
| Fair value ${ }^{4}$ |  |  |  |  |  |  |  |  |  |
| Positive | 856 | 692 | 770 | 887 | 1,996 | 2,190 | 2,390 | 3,349 | 5,192 |
| Negative | 815 | 709 | 781 | 918 | 1,690 | 1,889 | 2,031 | 2,755 | 4,398 |
| Replacement cost ${ }^{5}$ | 548 | 402 | 339 | 410 | 937 | 1,050 | 1,129 | 1,538 | 2,409 |

OTHER THAN TRADING CREDIT DERIVATIVES POSITIONS ${ }^{1,6}$
(Notional amount and fair value)
(C\$ MM)

| Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3/10 | Q2/10 | Q1/10 | Q4/09 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Notional amount
Automotive
Energy

Energy
Non-bank financial services
Mining \& metals
eal estate \& related
ranspation \&
ransportation \& environment
Soverei
Sovere
Bank
n purchased
Offsetting protection sold related to the same reference entity Gross protection purchased

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

Gross protection purchased and sold (notional amount)
Fair value ${ }^{4}$
Positive
Negative

| 135 | 129 | 128 | 135 | 138 | 139 | 213 | 291 | 342 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 140 | 215 | 213 | 225 | 230 | 231 | 229 | 251 | 336 |
| 887 | 953 | 698 | 703 | 362 | 265 | 475 | 500 | 230 |
| - | - | - | 40 | 41 | 41 | 137 | 262 | 265 |
| 68 | 66 | 66 | 68 | 75 | 177 | 184 | 239 | 243 |
| 15 | 14 | - | - | - | - | - | 196 | 198 |
| 321 | 291 | 290 | 205 | 251 | 248 | 186 | 59 |  |
| 45 | 43 | 43 | 45 | 46 | 47 | 45 | 59 | 59 |
| 76 | 92 | 92 | 98 | 101 | 103 | 103 | 147 | 150 |
| 214 | 205 | 203 | 215 | 235 | 339 | 335 | 353 | 340 |
| 1,901 | 2,008 | 1,733 | 1,734 | 1,479 | 1,590 | 1,907 | 2,298 | 2,163 |
|  |  | - | - | - | - | - | - |  |
| 1,901 | 2,008 | 1,733 | 1,734 | 1,479 | 1,590 | 1,907 | 2,298 | 2,163 |
| - | - | - | - | - | - | - | 10 | 10 |
| - | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | 10 | 10 |
| 1,901 | 2,008 | 1,733 | 1,734 | 1,479 | 1,590 | 1,907 | 2,308 | 2,173 |
|  |  |  |  |  |  |  |  |  |
| 41 | 12 | 4 | 6 | 7 | 43 | 45 | 79 | 128 |
| 19 | 28 | 37 | 28 | 28 | 22 | 32 | 22 | 20 |

[^11]| FAIR VALUE OF DERIVATIVE INSTRUMENTS ${ }^{1}$ (C\$ MM) | Q4/11Fair value |  | $\begin{gathered} \text { Q3/11 } \\ \text { Fair value } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Q2/11 } \\ \text { Fair value } \\ \hline \end{gathered}$ |  | Q1/11Fair value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Positive | Negative | Positive | Negative | Positive | Negative | Positive | Negative |
| Held or issued for trading purposes | 115,565 | 117,806 | 93,432 | 96,504 | 86,028 | 88,505 | 75,919 | 79,261 |
| Held or issued for other than trading purposes | 4,572 | 2,544 | 4,182 | 2,922 | 4,371 | 4,376 | 4,246 | 4,136 |
| Total gross fair values before netting ${ }^{2}$ | 120,137 | 120,350 | 97,614 | 99,426 | 90,399 | 92,881 | 0,165 | 83,397 |
| Impact of netting: |  |  |  |  |  |  |  |  |
| With intent to settle net or simultaneously ${ }^{3}$ | $(19,440)$ | $(18,913)$ | $(11,701)$ | $(11,309)$ | $(7,201)$ | $(7,119)$ | $(5,950)$ | $(6,040)$ |
| Without intent to settle net or simultaneously ${ }^{4}$ | $(70,641)$ | $(70,641)$ | $(58,779)$ | $(58,779)$ | (56,725) | (56,725) | $(50,219)$ | $(50,219)$ |
| Total | 30,056 | 30,796 | 27,134 | 29,338 | 26,473 | 29,037 | 23,996 | 27,138 |

DERIVATIVE-RELATED CREDIT RISK ${ }^{1}$
(CS MM)


| Interest rate contracts |
| :--- |
| Forward rate agreements |
| Swaps |
| Options purchased |
| Foreign exchange contracts |
| Forward contracts |
| Swaps |
| Options purchased |
| Credit derivatives ${ }^{7}$ |
| Otter contracts ${ }^{8}$ |
| Total derivatives $^{9}$ |


| 908,107 | 173 | 782 | 184 |
| ---: | ---: | ---: | ---: |
| $4,358,674$ | 15,275 | 18,058 | 6,666 |
| 97,584 | 198 | 344 | 121 |
| $5,364,365$ | 15,646 | 19,184 | 6,971 |
| 899,779 | 4,623 | 9,325 | 2,187 |
| 512,700 | 3,125 | 13,567 | 3,232 |
| 3,587 | 1,310 | 2,116 | 738 |
| $1,448,336$ | 9,058 | 25,008 | 6,157 |
| 45,775 | 548 | 1,226 | 399 |
| 69,449 | 1,322 | 4,553 | 2,401 |
| $6,927,925$ | 26,574 | 49,971 | 15,928 |


| 879,754 | 121 | 742 | 185 |
| ---: | ---: | ---: | ---: |
| $4,32,261$ | 12,040 | 16,522 | 5,965 |
| 68,060 | 147 | 232 | 84 |
| $5,280,075$ | 12,308 | 17,496 | 6,234 |
| 817,504 | 3,997 | 8,531 | 1,992 |
| 502,103 | 4,550 | 14,734 | 3,429 |
| 34,997 | 1,254 | 2,006 | 664 |
| $1,353,904$ | 9,801 | 25,271 | 6,085 |
| 47,613 | 402 | 1,152 | 372 |
| 83,741 | 1,421 | 4,692 | 2,565 |
| $6,765,333$ | 23,932 | 48,611 | 15,256 |



|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 709,233 | 46 | 543 | 105 |
| $4,009,554$ | 9,541 | 14,397 | 4,934 |
| 8,909 | 356 | 567 | 255 |
| $4,805,882$ | 9,943 | 15,507 | 5,294 |
|  |  |  |  |
| 862,454 | 3,135 | 8,024 | 1,873 |
| 484,91 | 3,395 | 13,402 | 3,128 |
| 39,068 | 1,096 | 1,834 | 615 |
| $1,386,473$ | 7,626 | 23,260 | 5,616 |
| 46,895 | 410 | 917 | 353 |
| 57,978 | 3,425 | 6,522 | 4,292 |
| $6,297,228$ | 21,404 | 46,206 | 15,555 |


| DERIVATIVE-RELATED CREDIT RISK ${ }^{1}$ |
| :--- |
| (CS MM) |


| Q4/10 |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Notional } \\ & \text { amount } \end{aligned}$ | Replacement cost <br> cost | $\begin{gathered} \text { Credit } \\ \text { equivalent } \\ \text { amount } \end{gathered}$ | Risk weighted balance |
| 748,018 | 40 | 478 | 90 |
| 3,810,644 | 14,015 | 17,621 | 6,505 |
| 86,210 | 355 | 561 | 268 |
| 4,644,872 | 14,410 | 18,660 | 6,863 |
| 892,845 | 4,290 | 8,954 | 2,024 |
| 474,460 | 3,709 | 12,956 | 3,101 |
| 40,400 | 1,035 | 1,716 | 583 |
| 1,407,705 | 9,034 | 23,626 | 5,708 |
| 88,072 | 937 | 2,379 | 2,553 |
| 56,695 | 3,826 | 6,688 | 4,950 |
| 6,197,344 | 28,207 | 51,353 | 20,074 |


| Q3110 |  |  |  |
| :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Notional } \\ & \text { amount } \end{aligned}$ | Replacement os | Credit equivalent amount | Riskweighted balance ${ }^{6}$ |
| 687,256 | 252 | 1,108 | 1,103 |
| 3,227,578 | 12,493 | 17,375 | 6,571 |
| 67,821 | 246 | 395 | 138 |
| 3,982,655 | 12,991 | 18,878 | 7,812 |
| 783,019 | 3,705 | 8,037 | 1,900 |
| 422,164 | 3,219 | 11,553 | 3,030 |
| 41,217 | 927 | 1,542 | 429 |
| 1,246,400 | 7,851 | 21,132 | 5,359 |
| 83,804 | 1,050 | 2,369 | 2,685 |
| 75,504 | 3,191 | 5,699 | 3,890 |
| 5,388,363 | 25,083 | 48,078 | 19,746 |


Interest rate contracts
Forward rate agreemen
Swaps
Swaps
Options purchased

Foreign exchange contracts
Forward contracts
Swaps
Options purchased
Credit derivatives
Other contracts ${ }^{8}$
Total derivatives ${ }^{9}$
${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
${ }^{2}$ For the remaining instruments, these adjustments are determined on a pooled basis and thus, have been excluded. As at Q4/11, positive fair values exclude market and credit valuation adjustments of $\$ 684$ million

Additional impact of offsetting credit exposures on contracts where we have a legally enforceable master netting agreement in place but do not intend to settle the contracts on a net basis or simultaneously.
Additional impact of offsetting credit exposures on contracts where we have a legally enforceable master netting agreement in place but do not intend to setlle the contracts on
As at O4/111, the notional amounts exclude exchange traded of $\$ 523.6$ billion, over-the-counter options written of $\$ 166.0$ billion, and non-trading credit derivatives of $\$ 1.9$ billion.
${ }^{6}$ Calculated using guidelines issued by OSFI under the Basel II framework

Comprises precious metal, commodity, stable value and equity-linked derivative contracts.
As at Q4/11, the total credit equivalent amount atter netting includes collateral applied of $\$ 7.9$ billion.

| CALCULATION OF ROE AND RORC ${ }^{1,2}$ (C\$ MM, except for percentage amounts) | Q4/11 | Q3/11 | Q2/11 | Q1/11 | Q4/10 | Q3110 | Q2110 | Q1/10 | Q4/09 | 2011 | 2010 | 2009 | $2008{ }^{1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 884 | 836 | 833 | 864 | 749 | 749 | 719 | 762 | 702 | 3,417 | 2,979 | 2,607 | 2,634 |
| Average risk capital ${ }^{3}$ | 9,250 | 8,500 | 8,100 | 7,550 | 6,700 | 6,550 | 6,550 | 5,600 | 5,500 | 8,350 | 6,350 | 5,400 | 5,050 |
| Add: Average goodwill and other intangibles | 2,150 | 2,150 | 2,050 | 2,000 | 2,000 | 2,000 | 2,000 | 2,050 | 2,000 | 2,100 | 2,000 | 1,850 | 1,850 |
| Average attributed capital ${ }^{3}$ | 11,400 | 10,650 | 10,150 | 9,550 | 8,700 | 8,550 | 8,550 | 7,650 | 7,500 | 10,450 | 8,350 | 7,250 | 6,900 |
| ROE ${ }^{4}$ | 30.7\% | 31.2\% | 33.6\% | 35.8\% | 34.1\% | 34.7\% | 34.6\% | 39.6\% | 37.0\% | 32.7\% | 35.6\% | 35.9\% | 38.1\% |
| RORC ${ }^{5}$ | 37.9\% | 39.0\% | 42.2\% | 45.4\% | 44.4\% | 45.4\% | 45.0\% | 53.8\% | 50.5\% | 40.9\% | 46.9\% | 48.4\% | 52.2\% |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 179 | 170 | 211 | 213 | 168 | 178 | 83 | 211 | 153 | 773 | 640 | 553 | 653 |
| Average risk capital ${ }^{3}$ | 1,450 | 1,350 | 1,350 | 1,150 | 950 | 950 | 950 | 1,150 | 1,150 | 1,350 | 1,000 | 1,100 | 1,000 |
| Add: Average goodwill and other intangibles | 4,000 | 3,850 | 3,900 | 3,200 | 2,600 | 2,600 | 2,600 | 2,700 | 2,700 | 3,700 | 2,650 | 2,800 | 1,800 |
| Average atributed capital ${ }^{3}$ | 5,450 | 5,200 | 5,250 | 4,350 | 3,550 | 3,550 | 3,550 | 3,850 | 3,850 | 5,050 | 3,650 | 3,900 | 2,800 |
| ROE ${ }^{4}$ | 13.0\% | 12.9\% | 16.5\% | 19.5\% | 18.7\% | 19.9\% | 9.6\% | 21.8\% | 15.8\% | 15.3\% | 17.6\% | 14.2\% | 23.3\% |
| RORC ${ }^{5}$ | 48.7\% | 49.0\% | 62.9\% | 72.1\% | 70.9\% | 75.9\% | 36.2\% | 72.9\% | 53.3\% | 57.5\% | 64.6\% | 49.2\% | 64.9\% |
| Insurance |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 192 | 139 | 121 | 136 | 122 | 145 | 103 | 111 | 120 | 588 | 481 | 518 | 385 |
| Average risk capital ${ }^{3}$ | 1,850 | 1,650 | 1,550 | 1,450 | 1,100 | 1,250 | 1,200 | 950 | 900 | 1,600 | 1,150 | 950 | 1,050 |
| Add: Average goodwill and other intangibles | 150 | 100 | 150 | 150 | 150 | 150 | 200 | 150 | 200 | 150 | 150 | 200 | 100 |
| Average atributed capital ${ }^{3}$ | 2,000 | 1,750 | 1,700 | 1,600 | 1,250 | 1,400 | 1,400 | 1,100 | 1,100 | 1,750 | 1,300 | 1,150 | 1,150 |
| ROE ${ }^{4}$ | 37.9\% | 31.1\% | 29.4\% | 34.2\% | 38.6\% | 40.5\% | 30.8\% | 39.3\% | 44.1\% | 33.4\% | 37.2\% | 45.7\% | 32.8\% |
| RORC ${ }^{5}$ | 40.5\% | 33.7\% | 32.1\% | 37.8\% | 44.3\% | 45.9\% | 34.9\% | 46.2\% | 52.5\% | 36.2\% | 42.7\% | 53.9\% | 37.1\% |
| International Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) available to common shareholders | 6 | 25 | 39 | 79 | (13) | 30 | 45 | 6 | (1) | 149 | 68 | 98 | (174) |
| Average risk capital ${ }^{3}$ | 1,500 | 1,400 | 1,350 | 1,300 | 1,100 | 1,100 | 1,100 | 1,000 | 1,000 | 1,400 | 1,050 | 1,050 | 2,150 |
| Add: Average goodwill and other intangibles | 1,950 | 1,850 | 1,900 | 1,950 | 2,000 | 2,000 | 1,950 | 2,050 | 2,050 | 1,900 | 2,000 | 2,200 | 3,050 |
| Average atributed capital ${ }^{3}$ | 3,450 | 3,250 | 3,250 | 3,250 | 3,100 | 3,100 | 3,050 | 3,050 | 3,050 | 3,300 | 3,050 | 3,250 | 5,200 |
| ROE ${ }^{4}$ | 0.6\% | 3.1\% | 4.9\% | 9.7\% | (1.6\%) | 3.8\% | 6.0\% | 0.8\% | (0.2\%) | 4.5\% | 2.2\% | 3.0\% | (3.4)\% |
| RORC ${ }^{5}$ | 1.4\% | 7.2\% | 11.7\% | 24.5\% | (4.7\%) | 10.9\% | 16.6\% | 2.5\% | (0.6\%) | 10.7 \% | 6.4\% | 9.1\% | (8.1)\% |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders | 260 | 260 | 390 | 596 | 357 | 185 | 487 | 555 | 545 | 1,506 | 1,584 | 1,706 | 1,147 |
| Average risk capital ${ }^{3}$ | 8,800 | 8,400 | 8,200 | 8,350 | 7,350 | 7,050 | 6,750 | 7,300 | 6,700 | 8,450 | 7,100 | 7,000 | 4,700 |
| Add: Average goodwill and other intangibles | 1,050 | 1,000 | 950 | 950 | 950 | 1,000 | 1,000 | 1,050 | 1,050 | 950 | 1,000 | 1,100 | 900 |
| Average atributed capital ${ }^{3}$ | 9,850 | 9,400 | 9,150 | 9,300 | 8,300 | 8,050 | 7,750 | 8,350 | 7,750 | 9,400 | 8,100 | 8,100 | 5,600 |
| ROE ${ }^{4}$ | 10.5\% | 11.0\% | 17.5\% | 25.3\% | 17.0\% | 9.2\% | 25.8\% | 26.4\% | 27.9\% | 16.0\% | 19.5\% | 21.0\% | 20.5\% |
| RORC ${ }^{5}$ | 11.7\% | 12.3\% | 19.6\% | 28.3\% | 19.3\% | 10.5\% | 29.6\% | 30.1\% | 32.2\% | 17.8\% | 22.3\% | 24.3\% | 24.5\% |
| Corporate Support |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) available to common shareholders | 45 | 70 | (101) | (55) | (75) | 27 | (81) | (149) | (145) | (41) | (278) | (34) | (191) |
| Average risk capital and other ${ }^{3,6}$ | 1,650 | 1,600 | 1,550 | 1,600 | 1,550 | 1,400 | 1,400 | 1,100 | 1,250 | 1,650 | 1,350 | 1,550 | 1,100 |
| Add: Average under/(over) attribution of capital | 1,200 | 950 | 550 | 900 | 3,550 | 3,600 | 3,450 | 3,800 | 3,350 | 900 | 3,650 | 600 | 1,900 |
| Average attributed capital ${ }^{3}$ | 2,850 | 2,550 | 2,100 | 2,500 | 5,100 | 5,000 | 4,850 | 4,900 | 4,600 | 2,550 | 5,000 | 2,150 | 3,000 |
| RBC |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) from continuing operations | 1,631 | 1,564 | 1,557 | 1,898 | 1,372 | 1,379 | 1,421 | 1,560 | 1,438 | 6,650 | 5,732 | 5,681 | n.a. |
| Net loss from discontinued operations | (32) | $(1,656)$ | (51) | (59) | (251) | (103) | (92) | (63) | (201) | $(1,798)$ | (509) | $(1,823)$ | n.a. |
| Net income (loss) | 1,599 | (92) | 1,506 | 1,839 | 1,121 | 1,276 | 1,329 | 1,497 | 1,237 | 4,852 | 5,223 | 3,858 | 4,555 |
| Net income (loss) available to common shareholders | 1,534 | (156) | 1,442 | 1,774 | 1,057 | 1,211 | 1,264 | 1,433 | 1,173 | 4,594 | 4,965 | 3,625 | 4,454 |
| Average risk capital ${ }^{3}$ | 25,400 | 24,150 | 23,800 | 23,250 | 20,350 | 19,800 | 19,450 | 18,450 | 17,900 | 24,150 | 19,500 | 18,600 | 15,050 |
| Average risk capital from continuing operations ${ }^{3}$ | 23,950 | 22,300 | 21,500 | 20,800 | 18,000 | 17,600 | 17,400 | 16,600 | 15,900 | 22,150 | 17,400 | 16,400 | 15,050 |
| Average common equity | 36,400 | 35,700 | 35,400 | 34,600 | 34,000 | 33,500 | 32,850 | 32,450 | 31,600 | 35,550 | 33,250 | 30,450 | 24,650 |
| ROE ${ }^{4}$ | 16.7\% | (1.7\%) | 16.7\% | 20.3\% | 12.3\% | 14.3\% | 15.8\% | 17.5\% | 14.7\% | 12.9\% | 14.9\% | 11.9\% | 18.1\% |
| ROE from continuing operations ${ }^{4}$ | 17.1\% | 16.7\% | 17.3\% | 21.0\% | 15.2\% | 15.6\% | 16.9\% | 18.3\% | 17.2\% | 18.0\% | 16.5\% | 17.9\% | 18.1 \% |
| RORC ${ }^{5}$ | 24.0\% | (2.6\%) | 24.9\% | 30.2\% | 20.6\% | 24.3\% | 26.7\% | 30.8\% | 26.0\% | 19.0\% | 25.4\% | 19.5\% | 29.6\% |
| RORC from continuing operations ${ }^{5}$ | 26.0\% | 26.8\% | 28.6\% | 35.1\% | 29.0\% | 29.8\% | 32.2\% | 36.0\% | 34.5\% | 28.9\% | 31.5\% | 33.2\% | 29.6 \% |

${ }_{2}^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009. .
ROE and RORC measures are based on actual balances before rounding.
${ }^{3}$ Average risk capital includes Credit, Market (trading and non-trading), Insurance, Operational, Business and Fixed Asset risk capital. Average
${ }^{4}$ Business segment ROE is based on Average attributed capital. Residual under/(over) attribution of capital is reported in Corporate Support.
${ }^{4}{ }^{4}$ Business segment ROE is based on Average attributed capital. Residual under/(over) attribution of capital is reported in Corporate Support.
${ }^{6}$ Other includes software intangible assets reclassified from Premises and equipment in Q1/09 on adoption of CICA Handbook Section 3064, Goodwill and Other Intangible Assets.
n.a. Not available as financial information for 2008 and prior has not been restated.


[^0]:    Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009

[^1]:    Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
    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
    Comparative information has been reclassified as a result of adopting CICA Handbook Section 3064 on November 1, 2008
    Other includes reduction of the Enron-related litigation provision: $\$ 53$ million in $\mathrm{Q} 1 / 10, \$ 542$ million in $\mathrm{Q} 4 / 08$

[^2]:    ${ }^{1}$ BlueBay Asset Management plc results are reported on a one-month lag basis.
    ${ }^{2}$ Excludes assets held by clients of Phillips, Hager \& North Investment Management Ltd. for which we earn either a nominal or no management fee. Q4/11 AUM excludes $\$ 0.8$ billion of these assets
    ${ }^{3}$ Excludes the amortization of computer software intangibles.

[^3]:    Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009

[^4]:    Reporting Ines have realigned to better reflect how we manage our business.

[^5]:    ${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
    ${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
    ${ }^{3}$ Reflects net of amounts securitized. Refer to the Securitization information on page 20.
    ${ }^{4}$ Comparative information has been reclassified as a result of adopting CICA Handbook Section 3064.

[^6]:    ${ }^{1}$ Amounts represent consolidated (both continuing and discontinued) operations.

[^7]:    Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
    Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009 .
    ${ }^{3}$ Wholesale - Real estate and related loans and acceptances in Q4/11 is comprised of amounts based in Canada $\$ 12.5$ billion, United States $\$ 1.8$ billion, and Other International $\$ 1.3$ billion
    Wholesale - Other in $Q 4 / 11$ related to other services $\$ 6.0$ billion, financing products $\$ 4.1$ billion, holding and investments $\$ 4.2$ billion, health $\$ 3.1$ billion, and other $\$ 0.9$ billion.
    ${ }^{5}$ Geographic information is based on residence of borrower.

[^8]:    Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009

[^9]:    ${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009
    Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009 .
    Wholesale - Real estate and related provision for credit losses in $\mathrm{Q} 4 / 11$ is comprised of losses based in Canada $\$ 4$ million, United States $\$$ nil, and Other International $\$ 4$ million.
    ${ }^{4}$ Wholesale - Other in Q4/11 related to financing products \$nil million, other services $\$ 15$ million, health $\$$ niil, holding and investments $\$$ nil and other $\$ 16$ million.
    ${ }^{5}$ Geographic information is based on residence of borrower.

[^10]:    ${ }^{1}$ Amounts 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.
    
     guidelines taking into consideration certain exposure specific factors including counterparty type, exposure type and credit risk mitigation technique employed.
    ${ }^{4}$ Actual loss reflects internal credit loss experience realized over a given period or "point in time". Actual loss rate is the sum of specific provision for credit losses divided by average of loans and acceptances period end outstanding for the current and prior 3-quarter period.
     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.
    ${ }^{6}$ Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information will be updated on an annual basis

[^11]:    ${ }^{1}$ Amounts represent continuing operations unless otherwise noted. Prior period amounts have been restated starting from 2009.
    ${ }^{2}$ Comparative information has been restated as at November 1, 2008 due to the implementation of amendments to CICA Handbook Section 3855 issued in August, 2009.
    ${ }^{3}$ Comprises credit default swaps, total return swaps and credit default baskets. Over $94 \%$ of our net exposures are with investment grade counterparties.
    ${ }^{4}$ Gross fair value before netting.
    ${ }^{5}$ Replacement cost includes the impact of netting but excludes collateral.
    ${ }^{6}$ Comprises credit default swaps.
    ${ }^{7}$ As at Q4/11, Other related to health $\$ 20$ million, and other $\$ 25$ million.

