

## EQUITABLE

CANADA'S CHALLENGER BANK ${ }^{\text {TM }}$
Supplemental Information and Regulatory Disclosures
For the three months ended March 31, 2020

## Equitable

Group Inc.

## Notes to Readers

## Purpose of this document

This Supplemental Information and Regulatory Disclosures Report (the "Report") aims to provide the readers with the following regulatory disclosures and other additional voluntary disclosures that will assist the readers' assessment of business performance of Equitable Group Inc. (the "Company" or "Equitable"),

1. Disclosures related to the Company's loan portfolio, some of which relate to disclosure requirements outlined in OSFI's Guideline B-20, 'Residential Practices and Procedures', effective for Equitable Bank on January 1, 2013.
2. Equitable Bank (the "Bank")'s regulatory capital Basel Pillar III disclosures.

## Use of this document

Readers are cautioned that financial information contained in this Report include both Generally Accepted Accounting Principles ("GAAP") and non-GAAP measures. The latter often does not have any standardized meaning, and therefore, are not comparable to similar measures presented by other financial institutions.

This Report should be read in conjunction with the Company's unaudited interim consolidated financial statements and accompanying notes, as well as Management's Discussion and Analysis ("MD\&A") for the quarter ended March 31, 2020.

## Basis of presentation

All amounts in this Report are Canadian dollars and quarterly numbers are unaudited.
GAAP measures have been prepared in accordance with International Financial Reporting Standards ("IFRS") unless otherwise stated. Non-GAAP measures used in this Report are defined under the Section "Non-GAAP measures".

## FIRST QUARTER 2020

SUPPLEMENTAL INFORMATION AND REGULATORY DISCLOSURES

|  | Page |
| :--- | :---: |
| Notes to Readers | 2 |
| Highlights |  |
| Table 1：Financial highlights | 4 |
| Consolidated results of operations |  |
| Table 2：Consolidated statements of income | 6 |
| Table 3：Net interest income and margin | 7 |
| Table 4：Non－interest expenses and Efficiency Ratio | 9 |
| Financial condition | 10 |
| Table 5：Consolidated balance sheets | 11 |
| Table 6：Average balance sheet information | 12 |
| Table 7：Loan principal under administration－by lending business | 13 |
| Table 8：Deposit principal |  |
| Credit quality | 14 |
| Table 9：Impaired loans－by lending business | 15 |
| Table 10：Provision for credit losses－by lending business | 16 |
| Table 11：Allowance for credit losses continuity | 17 |
| Table 12：Allowance for credit losses－by lending business |  |

## Table of Contents <br> Table of Contents

Highlights
Table 1：Financial highlights
solidated results of operation ..... 7
Table 4：Non－interest expenses and Efficiency Ratio ..... 9
Table 5：Consolidated balance sheets ..... 10
Table 6：Average balance sheet information ..... 11
Table 8．Deposit principal ..... 13
credit quality
14Table 10：Provision for credit losses－by lending business
Table 12：Allowance for credit losses－by lending business ..... 17416

Page2

都
Regulatory and voluntary mortgage portfolio disclosures
Table 13：Loan principal outstanding－by provincePage
18Table 14：Residential mortgage and HELOC principal outstanding－by province
Table 15： ..... 19
Table 16：Uninsured average loan－to－value of newly originated and newly acquired ..... 21
Table 17：Average loan－to－value of existing uninsured residential mortgages ..... 22
Table 18：Alternative single family－weighted average beacon score by LTV ..... 23
Regulatory Basel III capital disclosures
Table 19：Modified Capital Disclosure Template－Equitable Bank ..... 24
Table 20：Leverage Ratio－Equitable Bank ..... 25
Non－GAAP measures ..... 26
Acronyms ..... 28

## Equitable

Group Inc.

## Table 1: Financial highlights

| (\$ THOUSANDS, EXCEPT SHARE, PER SHARE AMOUNTS AND PERCENTAGES) | 2020 Q1 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| RESULTS OF OPERATIONS |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 25,970 | \$ | 55,854 \$ | 54,942 \$ | 54,022 \$ | 41,661 | \$ | 40,116 \$ | 47,806 \$ | 37,537 |
| Adjusted net income ${ }^{(1)}$ |  | 29,948 |  | 56,045 | 54,754 | 54,512 | 46,579 |  | 45,535 | 45,662 | 41,510 |
| Net income available to common shareholders |  | 24,851 |  | 54,736 | 53,751 | 52,831 | 40,470 |  | 38,926 | 46,615 | 36,346 |
| Net interest income |  | 120,151 |  | 124,827 | 118,147 | 114,322 | 105,352 |  | 94,591 | 93,024 | 79,496 |
| Total revenue |  | 294,892 |  | 302,822 | 293,285 | 283,625 | 271,494 |  | 239,568 | 232,410 | 214,958 |
| EPS - basic ${ }^{(2)}$ |  | 1.48 |  | 3.27 | 3.22 | 3.17 | 2.44 |  | 2.35 | 2.82 | 2.20 |
| EPS - diluted ${ }^{(2)}$ |  | 1.46 |  | 3.21 | 3.18 | 3.15 | 2.42 |  | 2.33 | 2.80 | 2.19 |
| Adjusted EPS - diluted ${ }^{(1)}$ |  | 1.70 |  | 3.22 | 3.17 | 3.18 | 2.72 |  | 2.66 | 2.67 | 2.43 |
| ROE ${ }^{(3)}$ |  | 7.2\% |  | 15.9\% | 16.2\% | 16.8\% | 13.4\% |  | 12.9\% | 15.9\% | 13.0\% |
| Adjusted ROE ${ }^{(1)}$ |  | 8.4\% |  | 15.9\% | 16.2\% | 16.9\% | 15.0\% |  | 14.7\% | 15.2\% | 14.4\% |
| Return on average assets ${ }^{(3)}$ |  | 0.4\% |  | 0.8\% | 0.8\% | 0.8\% | 0.7\% |  | 0.7\% | 0.8\% | 0.7\% |
| Return on RWA ${ }^{(3)}$ |  | 1.1\% |  | 2.3\% | 2.3\% | 2.3\% | 1.8\% |  | 1.9\% | 2.4\% | 2.0\% |
| NIM ${ }^{(3)}$ |  | 1.71\% |  | 1.78\% | 1.75\% | 1.76\% | 1.67\% |  | 1.58\% | 1.66\% | 1.50\% |
| Efficiency Ratio ${ }^{(3)(4)}$ |  | 43.4\% |  | 40.6\% | 39.5\% | 39.5\% | 41.1\% |  | 41.7\% | 36.5\% | 43.2\% |
| BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | 29,153,879 |  | 28,392,452 | 27,544,976 | 26,361,201 | 26,327,464 |  | 25,037,145 | 23,147,614 | 21,944,721 |
| Assets Under Management ${ }^{(3)}$ |  | 33,936,125 |  | 33,005,353 | 32,333,820 | 30,909,183 | 30,830,162 |  | 29,410,999 | 27,495,398 | 26,142,735 |
| Loans receivable |  | 26,781,248 |  | 26,607,830 | 25,960,054 | 24,867,909 | 24,446,452 |  | 23,526,404 | 21,671,338 | 20,455,377 |
| Loans Under Management ${ }^{(3)}$ |  | 31,496,058 |  | 31,123,254 | 30,640,893 | 29,321,091 | 28,848,831 |  | 27,800,546 | 25,935,686 | 24,568,457 |
| Preferred Shares |  | 72,557 |  | 72,557 | 72,557 | 72,557 | 72,557 |  | 72,557 | 72,557 | 72,557 |
| Common shareholders' equity |  | 1,378,144 |  | 1,395,157 | 1,338,965 | 1,287,089 | 1,241,411 |  | 1,207,470 | 1,187,318 | 1,140,395 |
| Liquid assets ${ }^{(3)}$ |  | 2,270,331 |  | 1,690,337 | 1,431,940 | 1,592,125 | 2,046,896 |  | 1,406,592 | 1,439,394 | 1,782,905 |
| Total assets held for regulatory purposes as a \% of total |  |  |  |  |  |  |  |  |  |  |  |
| Equitable Bank assets |  | 7.5\% |  | 5.5\% | 4.8\% | 5.6\% | 7.3\% |  | 5.1\% | 5.6\% | 7.5\% |
| Total liquid assets as a \% of total assets |  | 7.8\% |  | 6.0\% | 5.2\% | 6.0\% | 7.8\% |  | 5.6\% | 6.2\% | 8.1\% |
| Deposit principal |  | 15,474,853 |  | 15,231,888 | 14,904,198 | 14,532,042 | 14,637,787 |  | 13,522,012 | 12,894,384 | 12,366,734 |

[^0]

## Equitable

Group Inc.
Table 1: Financial highlights (continued)

| (\$ THOUSANDS, EXCEPT SHARE, PER SHARE AMOUNTS AND PERCENTAGES) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| CREDIT QUALITY |  |  |  |  |  |  |  |  |  |  |  |
| PCL | \$ | 35,687 | \$ | 3,917 \$ | 3,463 \$ | 1,386 \$ | 9,628 | \$ | 628 \$ | 517 \$ | 168 |
| PCL - rate ${ }^{(1)}$ |  | 0.54\% |  | 0.06\% | 0.05\% | 0.02\% | 0.16\% |  | 0.01\% | 0.01\% | 0.003\% |
| Net impaired loan as a \% of total loan assets |  | 0.47\% |  | 0.44\% | 0.47\% | 0.42\% | 0.49\% |  | 0.16\% | 0.16\% | 0.13\% |
| Allowance for credit losses as a \% of total loan assets |  | 0.26\% |  | 0.14\% | 0.13\% | 0.13\% | 0.13\% |  | 0.11\% | 0.11\% | 0.12\% |
| SHARE CAPITAL |  |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding |  | 16,807,317 |  | 16,797,593 | 16,743,253 | 16,666,896 | 16,642,685 |  | 16,554,018 | 16,553,113 | 16,520,618 |
| Book value per common share ${ }^{(1)(2)}$ |  | 82.00 |  | 83.06 | 79.97 | 77.22 | 74.59 |  | 72.94 | 71.73 | 69.03 |
| Common share price - close |  | 58.07 |  | 109.35 | 103.81 | 72.59 | 64.73 |  | 59.12 | 68.87 | 59.56 |
| Common share market capitalization |  | 976,001 |  | 1,836,817 | 1,738,117 | 1,209,850 | 1,077,281 |  | 978,674 | 1,140,013 | 983,968 |
| Dividends declared per: ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Common share |  | 0.37 |  | 0.35 | 0.33 | 0.31 | 0.30 |  | 0.28 | 0.27 | 0.27 |
| Preferred share - Series 3 |  | 0.37 |  | 0.37 | 0.40 | 0.40 | 0.40 |  | 0.40 | 0.40 | 0.40 |
| Dividend Yield ${ }^{(1)}$ |  | 1.6\% |  | 1.3\% | 1.5\% | 1.8\% | 1.8\% |  | 1.7\% | 1.7\% | 1.9\% |
| Dividend Payout ${ }^{(1)}$ |  | 25.3\% |  | 10.9\% | 10.4\% | 9.8\% | 12.4\% |  | 12.0\% | 9.6\% | 12.3\% |
| EQUITABLE BANK CAPITAL RATIOS ${ }^{(1)(4)}$ |  |  |  |  |  |  |  |  |  |  |  |
| RWA |  | 9,916,286 |  | 9,761,287 | 9,586,356 | 9,373,293 | 9,229,237 |  | 8,802,891 | 8,389,236 | 7,790,674 |
| CET1 Ratio |  | 13.5\% |  | 13.6\% | 13.3\% | 13.1\% | 12.9\% |  | 13.5\% | 13.8\% | 14.3\% |
| Tier 1 Capital Ratio |  | 14.3\% |  | 14.4\% | 14.1\% | 13.9\% | 13.7\% |  | 14.3\% | 14.7\% | 15.3\% |
| Total Capital Ratio |  | 14.7\% |  | 14.7\% | 14.4\% | 14.2\% | 14.0\% |  | 14.5\% | 15.0\% | 15.6\% |
| Leverage Ratio |  | 4.7\% |  | 4.9\% | 4.8\% | 4.9\% | 4.7\% |  | 5.0\% | 5.3\% | 5.4\% |

${ }^{(1)}$ See Non-GAAP Measures section.
${ }^{(2)}$ The adoption of IFRS 16 resulted in a $\$ 0.05$ decrease in our book value per common share as at January $1,2019$.
${ }^{(3)}$ YTD dividends declared per share may not equal the sum of the quarterly dividends per share as a result of rounding.
${ }^{(4)}$ Effective January 1, 2019, the Bank adopted IFRS 16 and the transitional impact on regulatory capital and RWA was recognized upon adoption.

## Equitable

Group Inc.

## Table 2: Consolidated statements of income



Table 3: Net interest income and margin

${ }^{(1)}$ Average balances are calculated based on the daily average balances outstanding during the period.
${ }^{(2)}$ The revenue derived from and the average rate on Equipment leases represents earnings on the Bennington equipment lease portfolio. Bennington was consolidated as of January 1,2019
Bennington data for periods prior to acquisition are not included.
${ }^{(3)}$ Since its establishment in June 2017, there have been no draws on the secured backstop funding facility.

Table 3: Net interest income and margin (continued)

| (\$ THOUSANDS, EXCEPT PERCENTAGES) | 2019 |  |  |  | 2018 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance ${ }^{(1)}$ |  | Average | Q1 | Average <br> Balance ${ }^{(1)}$ |  | Average <br> rate | Q4 |  |  | Average <br> rate | Q3 |  |  | Averagerate | Q2 |
|  |  |  | $\begin{array}{r} \mathrm{Q} 1 \\ \hline \text { Revenue/ } \\ \text { Expense } \\ \hline \end{array}$ | Revenue/ <br> Expense |  |  | Average <br> Balance ${ }^{(1)}$ | Revenue/ Expense | Average <br> Balance ${ }^{(1)}$ |  |  | Revenue/ <br> Expense |  |
| Revenues derived from: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and equivalents | \$ | 1,341,761 |  | 1.93\% \$ | 6,379 | \$ |  | 1,106,050 | 1.84\% \$ | 5,124 | \$ | 1,118,262 | 1.77\% \$ | 4,979 | \$ | 1,165,096 | 1.43\% \$ | 4,164 |
| Equity securities |  | 129,862 | 4.30\% | 1,376 |  | 143,068 | 4.48\% | 1,615 |  | 145,433 | 4.04\% | 1,481 |  | 141,869 | 4.24\% | 1,499 |
| Alternative single family mortgages |  | 10,730,758 | 4.78\% | 126,348 |  | 10,377,724 | 4.65\% | 121,683 |  | 10,005,745 | 4.58\% | 115,614 |  | 9,622,198 | 4.54\% | 108,887 |
| Prime single family mortgages |  | 5,621,753 | 2.37\% | 32,803 |  | 5,119,956 | 2.29\% | 29,516 |  | 4,192,967 | 2.17\% | 22,914 |  | 3,933,205 | 2.08\% | 20,412 |
| Other retail loans |  | 4,595 | 6.28\% | 71 |  | 2,481 | 6.19\% | 39 |  | 1,609 | 6.22\% | 25 |  | 891 | 13.06\% | 29 |
| Total Retail loans |  | 16,357,106 | 3.95\% | 159,222 |  | 15,500,161 | 3.87\% | 151,238 |  | 14,200,321 | 3.87\% | 138,553 |  | 13,556,294 | 3.83\% | 129,328 |
| Conventional commercial loans |  | 3,877,759 | 6.10\% | 58,355 |  | 3,703,914 | 5.80\% | 54,183 |  | 3,421,150 | 5.70\% | 49,136 |  | 3,235,323 | 5.53\% | 44,607 |
| Equipment leases ${ }^{(2)}$ |  | 416,836 | 11.88\% | 12,215 |  | N/A | N/A | N/A |  | N/A | N/A | N/A |  | N/A | N/A | N/A |
| Insured Multi-unit residential mortgages |  | 3,401,457 | 3.23\% | 27,059 |  | 3,353,071 | 3.30\% | 27,876 |  | 3,331,698 | 3.31\% | 27,787 |  | 3,149,418 | 3.27\% | 25,651 |
| Total Commercial loans |  | 7,696,052 | 5.14\% | 97,629 |  | 7,056,985 | 4.61\% | 82,059 |  | 6,752,848 | 4.52\% | 76,923 |  | 6,384,741 | 4.41\% | 70,258 |
| Average interest earning assets | \$ | 25,524,781 | 4.20\% \$ | 264,606 | \$ | 23,806,264 | 4.00\% \$ | 240,036 | \$ | 22,216,864 | 3.96\% \$ | 221,936 | \$ | 21,248,000 | 3.87\% \$ | 205,249 |
| Expenses related to: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 14,057,319 | 2.66\% \$ | 92,363 | \$ | 13,173,201 | 2.54\% \$ | 84,432 | \$ | 12,626,633 | 2.41\% \$ | 76,666 | \$ | 12,106,838 | 2.28\% \$ | 68,748 |
| Secured backstop funding facility ${ }^{(3)}$ |  | - | N/A | 2,249 |  | - | N/A | 2,273 |  | - | N/A | 2,289 |  | - | N/A | 10,999 |
| Securitization liabilities |  | 9,697,566 | 2.63\% | 62,903 |  | 8,653,299 | 2.56\% | 55,898 |  | 7,723,784 | 2.44\% | 47,581 |  | 7,496,880 | 2.40\% | 44,825 |
| Other |  | 192,275 | 3.67\% | 1,739 |  | 485,294 | 2.32\% | 2,842 |  | 433,512 | 2.17\% | 2,376 |  | 219,020 | 2.16\% | 1,181 |
| Average interest bearing liabilities | \$ | 23,947,160 | 2.70\% \$ | 159,254 | \$ | 22,311,794 | 2.59\% \$ | 145,445 | \$ | 20,783,929 | 2.46\% \$ | 128,912 | \$ | 19,822,738 | 2.54\% \$ | 125,753 |
| Net interest income and margin |  |  | 1.67\% \$ | 105,352 |  |  | 1.58\% \$ | 94,591 |  |  | 1.66\% \$ | 93,024 |  |  | 1.50\% \$ | 79,496 |

${ }^{(1)}$ Average balances are calculated based on the daily average balances outstanding during the period.
${ }^{(2)}$ The revenue derived from and the average rate on Equipment leases represents earnings on the Bennington equipment lease portfolio. Bennington was consolidated as of January 1,2019
Bennington data for periods prior to acquisition are not included.
${ }^{(3)}$ Since its establishment in June 2017, there have been no draws on the secured backstop funding facility.

Table 4: Non-interest expenses and Efficiency Ratio

| (\$ THOUSANDS, EXCEPT PERCENTAGES AND FTE) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Compensation and benefits | \$ | 26,895 | \$ | 25,920 \$ | 25,696 \$ | 25,751 \$ | 24,284 | \$ | 20,021 \$ | 19,406 \$ | 19,032 |
| Technology and system costs |  | 9,491 |  | 8,976 | 8,254 | 7,617 | 7,429 |  | 5,858 | 6,137 | 5,751 |
| Regulatory, legal and professional fees |  | 5,157 |  | 5,261 | 5,136 | 4,447 | 4,674 |  | 4,303 | 3,780 | 3,117 |
| Product costs |  | 5,094 |  | 4,453 | 4,339 | 3,645 | 3,842 |  | 3,372 | 3,278 | 3,377 |
| Marketing and corporate expenses |  | 4,745 |  | 7,724 | 4,801 | 4,776 | 3,654 |  | 3,830 | 3,509 | 5,696 |
| Premises |  | 2,798 |  | 2,143 | 2,263 | 2,260 | 2,228 |  | 1,849 | 1,687 | 1,550 |
| Total non-interest expenses | \$ | 54,180 | \$ | 54,477 \$ | 50,489 \$ | 48,496 \$ | 46,111 | \$ | 39,233 \$ | 37,797 \$ | 38,523 |
| Efficiency Ratio |  | 43.4\% |  | 40.6\% | 39.5\% | 39.5\% | 41.1\% |  | 41.7\% | 36.5\% | 43.2\% |
| Full-time employee ("FTE") - period average |  | 879 |  | 857 | 839 | 820 | 795 |  | 665 | 640 | 613 |

Table 5: Consolidated balance sheets

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 737,335 | \$ | 508,853 \$ | 373,904 \$ | 424,422 \$ | 486,422 | \$ | 477,243 \$ | 755,952 \$ | 793,688 |
| Restricted cash |  | 390,398 |  | 462,992 | 408,635 | 462,438 | 381,144 |  | 327,097 | 359,283 | 347,285 |
| Securities purchased under reverse repurchase agreements |  | 499,966 |  | 150,069 | 250,079 | 125,069 | 547,620 |  | 250,000 | - | - |
| Investments |  | 410,639 |  | 362,611 | 250,927 | 196,699 | 198,321 |  | 193,399 | 159,034 | 155,048 |
| Loans - Retail |  | 18,552,216 |  | 18,359,805 | 18,059,496 | 17,014,738 | 16,734,424 |  | 16,203,139 | 14,692,346 | 13,874,941 |
| Loans - Commercial |  | 8,229,032 |  | 8,248,025 | 7,900,558 | 7,853,171 | 7,712,028 |  | 7,323,265 | 6,978,992 | 6,580,436 |
| Securitization retained interests |  | 145,850 |  | 139,009 | 132,683 | 124,561 | 119,183 |  | 115,331 | 111,202 | 109,191 |
| Other assets |  | 188,443 |  | 161,088 | 168,694 | 160,103 | 148,322 |  | 147,671 | 90,805 | 84,132 |
|  | \$ | 29,153,879 | \$ | 28,392,452 \$ | 27,544,976 \$ | 26,361,201 \$ | 26,327,464 | \$ | 25,037,145 \$ | 23,147,614 \$ | 21,944,721 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 15,695,407 | \$ | 15,442,207 \$ | 15,111,948 \$ | 14,720,700 \$ | 14,821,107 | \$ | 13,668,521 \$ | 13,021,485 \$ | 12,476,974 |
| Securitization liabilities |  | 10,777,497 |  | 10,706,956 | 10,294,459 | 10,024,334 | 9,926,375 |  | 9,236,045 | 8,175,776 | 7,584,327 |
| Obligations under repurchase agreements |  | 429,347 |  | 507,044 | 463,071 | - | - |  | 342,010 | 299,028 | 202,928 |
| Deferred tax liabilities |  | 48,117 |  | 54,689 | 63,284 | 58,100 | 59,366 |  | 42,610 | 38,990 | 38,735 |
| Other liabilities |  | 252,822 |  | 213,842 | 200,692 | 198,421 | 206,648 |  | 177,961 | 178,946 | 177,994 |
| Bank facilities |  | 499,988 |  | - | - | - |  |  | 289,971 | 173,514 | 250,811 |
|  |  | 27,703,178 |  | 26,924,738 | 26,133,454 | 25,001,555 | 25,013,496 |  | 23,757,118 | 21,887,739 | 20,731,769 |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  | 72,557 |  | 72,557 | 72,557 | 72,557 | 72,557 |  | 72,557 | 72,557 | 72,557 |
| Common shares |  | 213,701 |  | 213,277 | 210,794 | 206,039 | 204,492 |  | 200,792 | 200,760 | 199,305 |
| Contributed surplus |  | 7,405 |  | 6,973 | 6,898 | 7,132 | 6,907 |  | 7,035 | 6,707 | 6,612 |
| Retained earnings ${ }^{(1)}$ |  | 1,212,125 |  | 1,193,493 | 1,144,628 | 1,096,231 | 1,049,208 |  | 1,014,559 | 980,272 | 938,122 |
| Accumulated other comprehensive loss ("AOCI") |  | $(55,087)$ |  | $(18,586)$ | $(23,355)$ | $(22,313)$ | $(19,196)$ |  | $(14,916)$ | (421) | $(3,644)$ |
|  |  | 1,450,701 |  | 1,467,714 | 1,411,522 | 1,359,646 | 1,313,968 |  | 1,280,027 | 1,259,875 | 1,212,952 |
|  | \$ | 29,153,879 | \$ | 28,392,452 \$ | 27,544,976 \$ | 26,361,201 \$ | 26,327,464 | \$ | 25,037,145 \$ | 23,147,614 \$ | 21,944,721 |

[^1]
## Equitable

Group Inc.
Table 6: Average balance sheet information ${ }^{(1)}$

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 639,738 | \$ | 581,075 \$ | 584,793 \$ | 561,251 \$ | 573,721 | \$ | 545,301 \$ | 690,518 \$ | 665,875 |
| Restricted cash |  | 401,532 |  | 461,746 | 449,363 | 438,358 | 354,320 |  | 373,391 | 345,071 | 358,210 |
| Securities purchased under reverse repurchase agreements |  | 162,509 |  | 100,037 | 93,787 | 168,172 | 199,405 |  | 62,500 | - | - |
| Investments |  | 377,116 |  | 335,034 | 228,392 | 200,607 | 193,993 |  | 178,856 | 157,159 | 152,376 |
| Loans - Retail |  | 18,450,900 |  | 18,210,190 | 17,537,941 | 16,876,702 | 16,471,346 |  | 15,534,431 | 14,279,044 | 13,651,722 |
| Loans - Commercial |  | 8,315,963 |  | 7,996,155 | 7,928,967 | 7,821,675 | 7,669,674 |  | 7,156,407 | 6,820,397 | 6,429,401 |
| Securitization retained interests |  | 140,053 |  | 135,248 | 126,927 | 120,231 | 116,101 |  | 111,361 | 109,398 | 106,295 |
| Other assets |  | 170,270 |  | 164,703 | 162,010 | 150,078 | 143,523 |  | 105,843 | 88,430 | 89,594 |
|  | \$ | 28,658,081 | \$ | 27,984,188 \$ | 27,112,180 \$ | 26,337,074 \$ | 25,722,083 | \$ | 24,068,090 \$ | 22,490,017 \$ | 21,453,473 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 15,534,859 | \$ | 15,254,471 \$ | 14,846,749 \$ | 14,804,803 \$ | 14,248,729 | \$ | 13,333,004 \$ | 12,778,575 \$ | 12,226,341 |
| Securitization liabilities |  | 10,799,959 |  | 10,540,175 | 10,136,834 | 9,921,044 | 9,676,235 |  | 8,710,856 | 7,821,158 | 7,549,145 |
| Obligations under repurchase agreements |  | 440,066 |  | 465,028 | 367,032 | - | 166,245 |  | 321,594 | 276,134 | 166,565 |
| Deferred tax liabilities |  | 53,051 |  | 61,585 | 59,236 | 59,050 | 54,545 |  | 40,378 | 38,805 | 38,305 |
| Other liabilities |  | 232,734 |  | 223,535 | 194,292 | 214,424 | 207,504 |  | 192,834 | 169,752 | 192,965 |
| Bank facilities |  | 124,997 |  | - | 122,221 | - | 72,493 |  | 196,605 | 168,070 | 79,816 |
|  |  | 27,185,666 |  | 26,544,794 | 25,726,364 | 24,999,321 | 24,425,751 |  | 22,795,271 | 21,252,494 | 20,253,137 |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  | 72,557 |  | 72,557 | 72,557 | 72,557 | 72,557 |  | 72,557 | 72,557 | 72,557 |
| Common shares |  | 213,402 |  | 211,587 | 208,101 | 205,081 | 201,799 |  | 200,768 | 199,724 | 199,189 |
| Contributed surplus |  | 7,163 |  | 7,014 | 7,169 | 7,027 | 7,071 |  | 6,871 | 6,719 | 6,468 |
| Retained earnings |  | 1,211,189 |  | 1,170,175 | 1,121,719 | 1,073,636 | 1,031,358 |  | 999,819 | 960,246 | 924,969 |
| Accumulated other comprehensive loss |  | $(31,896)$ |  | $(21,939)$ | $(23,730)$ | $(20,548)$ | $(16,453)$ |  | $(7,196)$ | $(1,723)$ | $(2,847)$ |
|  |  | 1,472,415 |  | 1,439,394 | 1,385,816 | 1,337,753 | 1,296,332 |  | 1,272,819 | 1,237,523 | 1,200,336 |
|  | \$ | 28,658,081 | \$ | 27,984,188 \$ | 27,112,180 \$ | 26,337,074 \$ | 25,722,083 | \$ | 24,068,090 \$ | 22,490,017 \$ | 21,453,473 |

[^2]Table 7: Loan principal under administration - by lending business

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Insured |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 7,678,682 | \$ | 7,766,184 \$ | 7,597,081 \$ | 6,821,367 \$ | 6,870,059 | \$ | 6,609,559 \$ | 5,538,746 \$ | 5,242,287 |
| Commercial |  | 3,839,374 |  | 3,849,455 | 3,596,116 | 3,643,498 | 3,444,287 |  | 3,528,139 | 3,401,099 | 3,358,404 |
| Total loan principal outstanding | \$ | 11,518,056 | \$ | 11,615,639 \$ | 11,193,197 \$ | 10,464,865 \$ | 10,314,346 | \$ | 10,137,698 \$ | 8,939,845 \$ | 8,600,691 |
| Total loan principal outstanding percentage |  | 43\% |  | 44\% | 43\% | 42\% | 42\% |  | 43\% | 41\% | 42\% |
| Uninsured |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 10,777,714 | \$ | 10,484,390 \$ | 10,350,390 \$ | 10,094,543 \$ | 9,759,495 | \$ | 9,492,604 \$ | 9,070,288 \$ | 8,547,797 |
| Commercial |  | 4,418,042 |  | 4,410,324 | 4,308,462 | 4,213,701 | 4,272,292 |  | 3,796,390 | 3,577,769 | 3,221,955 |
| Total loan principal outstanding | \$ | 15,195,756 | \$ | 14,894,714 \$ | 14,658,852 \$ | 14,308,244 \$ | 14,031,787 | \$ | 13,288,994 \$ | 12,648,057 \$ | 11,769,752 |
| Total loan principal outstanding percentage |  | 57\% |  | 56\% | 57\% | 58\% | 58\% |  | 57\% | 59\% | 58\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Total loan principal outstanding - on Balance Sheet | \$ | 26,713,812 | \$ | 26,510,353 \$ | 25,852,049 \$ | 24,773,109 \$ | 24,346,133 | \$ | 23,426,692 \$ | 21,587,902 \$ | 20,370,443 |
| Derecognized |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 4,782,246 | \$ | 4,612,901 \$ | 4,788,844 \$ | 4,547,982 \$ | 4,502,698 | \$ | 4,373,854 \$ | 4,347,784 \$ | 4,198,014 |
| Total loan principal outstanding - off Balance Sheet | \$ | 4,782,246 | \$ | 4,612,901 \$ | 4,788,844 \$ | 4,547,982 \$ | 4,502,698 | \$ | 4,373,854 \$ | 4,347,784 \$ | 4,198,014 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Loans Under Management | \$ | 31,496,058 | \$ | 31,123,254 \$ | 30,640,893 \$ | 29,321,091 \$ | 28,848,831 | \$ | 27,800,546 \$ | 25,935,686 \$ | 24,568,457 |
| Retail |  |  |  |  |  |  |  |  |  |  |  |
| Alternative single family mortgages | \$ | 11,646,720 | \$ | 11,415,214 \$ | 11,346,539 \$ | 11,155,609 \$ | 10,920,051 | \$ | 10,602,110 \$ | 10,225,608 \$ | 9,826,147 |
| Prime single family mortgages |  | 6,780,160 |  | 6,813,331 | 6,586,036 | 5,749,924 | 5,703,570 |  | 5,496,655 | 4,381,735 | 3,962,788 |
| Other retail loans |  | 29,516 |  | 22,029 | 14,896 | 10,377 | 5,933 |  | 3,398 | 1,691 | 1,149 |
| Total |  | 18,456,396 |  | 18,250,574 | 17,947,471 | 16,915,910 | 16,629,554 |  | 16,102,163 | 14,609,034 | 13,790,084 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |
| Mortgages - to Corporates |  | 1,645,641 |  | 1,809,579 | 1,586,030 | 1,590,603 | 1,734,367 |  | 1,689,641 | 1,625,780 | 1,439,961 |
| Mortgages - to Small Business |  | 901,718 |  | 870,580 | 880,589 | 854,743 | 836,892 |  | 817,182 | 806,774 | 779,985 |
| Equipment leases ${ }^{(1)}$ |  | 511,191 |  | 496,056 | 488,716 | 469,271 | 448,812 |  | N/A | N/A | N/A |
| Insured Multi-unit residential mortgages |  | 8,471,128 |  | 8,336,686 | 8,288,222 | 8,125,261 | 7,879,612 |  | 7,827,046 | 7,697,701 | 7,526,050 |
| Specialty financing loans |  | 314,817 |  | 239,442 | 230,230 | 226,711 | 224,546 |  | 262,647 | 247,950 | 243,558 |
| Construction loans |  | 1,195,167 |  | 1,120,337 | 1,219,635 | 1,138,592 | 1,095,048 |  | 1,101,867 | 948,447 | 788,819 |
| Total |  | 13,039,662 |  | 12,872,680 | 12,693,422 | 12,405,181 | 12,219,277 |  | 11,698,383 | 11,326,652 | 10,778,373 |
| Loans Under Management | \$ | 31,496,058 | \$ | 31,123,254 \$ | 30,640,893 \$ | 29,321,091 \$ | 28,848,831 | \$ | 27,800,546 \$ | 25,935,686 \$ | 24,568,457 |

${ }^{(1)}$ Bennington equipment leases data for periods prior to acquisition are not included.

Equitable
Group Inc.

## Table 8: Deposit principal

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Brokered deposits |  |  |  |  |  |  |  |  |  |  |  |
| Term | \$ | 11,278,428 | \$ | 11,056,440 \$ | 10,943,430 \$ | 11,097,490 \$ | 11,316,137 | \$ | 10,345,979 \$ | 9,839,929 \$ | 9,402,210 |
| Demand |  | 523,974 |  | 557,211 | 573,261 | 597,664 | 637,777 |  | 679,147 | 714,291 | 773,437 |
|  |  | 11,802,402 |  | 11,613,651 | 11,516,691 | 11,695,154 | 11,953,914 |  | 11,025,126 | 10,554,220 | 10,175,647 |
| EQ Bank deposits |  |  |  |  |  |  |  |  |  |  |  |
| Term |  | 861,540 |  | 516,195 | 912,049 | 549,593 | 529,144 |  | 753,687 | 278,940 | 157,861 |
| Demand |  | 1,845,643 |  | 2,150,356 | 1,604,372 | 1,701,405 | 1,689,463 |  | 1,434,494 | 1,791,139 | 1,816,125 |
|  |  | 2,707,183 |  | 2,666,551 | 2,516,421 | 2,250,998 | 2,218,607 |  | 2,188,181 | 2,070,079 | 1,973,986 |
| Strategic partnerships |  | 610,141 |  | 602,970 | 520,948 | 435,423 | 315,266 |  | 158,705 | 120,085 | 67,101 |
| Deposit notes |  | 355,127 |  | 348,716 | 350,138 | 150,467 | 150,000 |  | 150,000 | 150,000 | 150,000 |
| Total deposit principal | \$ | 15,474,853 | \$ | 15,231,888 \$ | 14,904,198 \$ | 14,532,042 \$ | 14,637,787 | \$ | 13,522,012 \$ | 12,894,384 \$ | 12,366,734 |

## Table 9: Impaired loans - by lending business

| (\$ THOUSANDS, EXCEPT PERCENTAGES) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Gross impaired loan assets |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 46,297 | \$ | 51,061 \$ | 61,459 \$ | 50,264 \$ | 51,923 | \$ | 38,469 \$ | 35,245 \$ | 27,527 |
| Commercial excluding equipment leases |  | 54,611 |  | 45,451 | 42,464 | 41,906 | 42,235 |  | 462 | 272 | 867 |
| Equipment leases ${ }^{(1)}$ |  | 32,558 |  | 25,942 | 22,325 | 17,038 | 27,730 |  | N/A | N/A | N/A |
| Total | \$ | 133,466 | \$ | 122,454 \$ | 126,248 \$ | 109,208 \$ | 121,888 | \$ | 38,931 \$ | 35,517 \$ | 28,394 |
| Net impaired loan assets |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 44,235 | \$ | 48,863 \$ | 59,372 \$ | 48,253 \$ | 50,253 | \$ | 36,955 \$ | 34,014 \$ | 26,313 |
| Commercial excluding equipment leases |  | 54,205 |  | 45,296 | 42,343 | 41,846 | 42,176 |  | 450 | 272 | 846 |
| Equipment leases ${ }^{(1)}$ |  | 28,846 |  | 23,233 | 20,708 | 15,641 | 27,242 |  | N/A | N/A | N/A |
| Total | \$ | 127,286 | \$ | 117,392 \$ | 122,423 \$ | 105,740 \$ | 119,671 | \$ | 37,405 \$ | 34,286 \$ | 27,159 |
| Net impaired loan assets as a \% of portfolio loan assets |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 0.24\% |  | 0.27\% | 0.33\% | 0.28\% | 0.30\% |  | 0.23\% | 0.23\% | 0.19\% |
| Commercial excluding equipment leases |  | 0.70\% |  | 0.58\% | 0.57\% | 0.56\% | 0.58\% |  | 0.01\% | 0.004\% | 0.01\% |
| Equipment leases ${ }^{(1)}$ |  | 5.64\% |  | 4.68\% | 4.24\% | 3.33\% | 6.07\% |  | N/A | N/A | N/A |
| Total |  | 0.47\% |  | 0.44\% | 0.47\% | 0.42\% | 0.49\% |  | 0.16\% | 0.16\% | 0.13\% |

${ }^{(1)}$ Bennington equipment leases data for periods prior to acquisition are not included.

Equitable
Group Inc.
Table 10: Provision for credit losses - by lending business

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Stage 1 |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 4,477 | \$ | 568 \$ | 495 \$ | (70) \$ | 233 | \$ | 121 \$ | 718 \$ | (289) |
| Commercial excluding equipment leases |  | 2,483 |  | (13) | 33 | (82) | 91 |  | 56 | (497) | 517 |
| Equipment leases ${ }^{(1)}$ |  | 468 |  | (463) | 4 | (78) | 4,737 |  | N/A | N/A | N/A |
| Total |  | 7,428 |  | 92 | 532 | (230) | 5,061 |  | 177 | 221 | 228 |
| Stage 2 |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 7,186 |  | 157 | 165 | (120) | 5 |  | (25) | (433) | (305) |
| Commercial excluding equipment leases |  | 3,536 |  | 30 | 18 | (76) | (99) |  | (79) | 462 | (450) |
| Equipment leases ${ }^{(1)}$ |  | 12,911 |  | 895 | 305 | 26 | 1,312 |  | N/A | N/A | N/A |
| Total |  | 23,633 |  | 1,082 | 488 | (170) | 1,218 |  | (104) | 29 | (755) |
| Stage 3 |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 791 |  | 182 | 567 | 884 | 781 |  | 488 | 271 | 593 |
| Commercial excluding equipment leases |  | 257 |  | 14 | 104 | 8 | 38 |  | 67 | (4) | 102 |
| Equipment leases ${ }^{(1)}$ |  | 3,578 |  | 2,547 | 1,772 | 894 | 2,530 |  | N/A | N/A | N/A |
| Total |  | 4,626 |  | 2,743 | 2,443 | 1,786 | 3,349 |  | 555 | 267 | 695 |
| Total provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 12,454 |  | 907 | 1,227 | 694 | 1,019 |  | 584 | 556 | (1) |
| Commercial excluding equipment leases |  | 6,276 |  | 31 | 155 | (150) | 30 |  | 44 | (39) | 169 |
| Equipment leases ${ }^{(1)}$ |  | 16,957 |  | 2,979 | 2,081 | 842 | 8,579 |  | N/A | N/A | N/A |
| Total | \$ | 35,687 | \$ | 3,917 \$ | 3,463 \$ | 1,386 \$ | 9,628 | \$ | 628 \$ | 517 \$ | 168 |
| Total provision for credit losses as a \% of average portfolio loan principal |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 0.27\% |  | 0.02\% | 0.03\% | 0.02\% | 0.02\% |  | 0.02\% | 0.02\% | (0.00\%) |
| Commercial excluding equipment leases |  | 0.32\% |  | 0.002\% | 0.01\% | (0.01\%) | 0.002\% |  | 0.002\% | (0.002\%) | 0.01\% |
| Equipment leases ${ }^{(1)}$ |  | 13.47\% |  | 2.42\% | 1.74\% | 0.73\% | 7.74\% |  | N/A | N/A | N/A |
| Total |  | 0.54\% |  | 0.06\% | 0.05\% | 0.02\% | 0.16\% |  | 0.01\% | 0.01\% | 0.003\% |

[^3]Table 11: Allowance for credit losses continuity ${ }^{(1)}$

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Stage 1 \& 2 allowances |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 31,845 | \$ | 30,671 \$ | 29,651 \$ | 30,051 \$ | 23,772 | \$ | 23,699 \$ | 23,449 \$ | 23,976 |
| Provision for credit losses: |  |  |  |  |  |  |  |  |  |  |  |
| Transfer from Stage 3 |  | 418 |  | 296 | 298 | 227 | 91 |  | 48 | 41 | 145 |
| Transfer to Stage 3 |  | (466) |  | (8) | (6) | (7) | (6) |  | (3) | (3) | (4) |
| Re-measurement ${ }^{(2)}$ |  | 29,146 |  | 14 | (33) | (837) | (191) |  | (317) | (172) | (943) |
| Originations |  | 2,187 |  | 584 | 552 | 340 | 394 |  | 447 | 446 | 346 |
| Discharges |  | (224) |  | (143) | (100) | (71) | (58) |  | (102) | (62) | (71) |
| Finance leases acquired ${ }^{(3)}$ |  |  |  | 431 | 309 | (52) | 6,049 |  | - | - | - |
| Balance, end of period | \$ | 62,906 | \$ | 31,845 \$ | 30,671 \$ | 29,651 \$ | 30,051 | \$ | 23,772 \$ | 23,699 \$ | 23,449 |
| Stage 3 allowance |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 5,062 | \$ | 3,825 \$ | 3,468 \$ | 2,217 \$ | 1,526 | \$ | 1,231 \$ | 1,235 \$ | 839 |
| Provision for credit losses: |  |  |  |  |  |  |  |  |  |  |  |
| Transfer to Stage 1 |  | (341) |  | (224) | (264) | (179) | (51) |  | (25) | (22) | (93) |
| Transfer to Stage 2 |  | (77) |  | (72) | (34) | (48) | (40) |  | (23) | (19) | (52) |
| Transfer from Stage 1 |  | 19 |  | 2 | 1 | 1 | 1 |  | - | 1 | 1 |
| Transfer from Stage 2 |  | 447 |  | 6 | 5 | 6 | 5 |  | 3 | 2 | 3 |
| Re-measurement ${ }^{(2)}$ |  | 4,578 |  | 483 | 963 | 1,112 | 904 |  | 600 | 305 | 836 |
| Originations |  | - |  | - | - | - |  |  | - | - | - |
| Discharges |  | - |  | - | - | - | - |  | - | - | - |
| Finance leases acquired ${ }^{(3)}$ |  | - |  | 2,548 | 1,772 | 894 | 2,530 |  | - | - |  |
| Write-offs |  | $(2,575)$ |  | $(1,456)$ | $(1,552)$ | 15 | $(2,042)$ |  | - | - | - |
| Realized losses |  | (948) |  | (351) | (545) | (598) | (661) |  | (343) | (302) | (308) |
| Recoveries |  | 15 |  | 301 | 11 | 48 | 45 |  | 83 | 31 | 9 |
| Balance, end of period | \$ | 6,180 | \$ | 5,062 \$ | 3,825 \$ | 3,468 \$ | 2,217 | \$ | 1,526 \$ | 1,231 \$ | 1,235 |
| Total allowance |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 36,907 | \$ | 34,496 \$ | 33,119 \$ | 32,268 \$ | 25,298 | \$ | 24,930 \$ | 24,684 \$ | 24,815 |
| Provision for credit losses: |  |  |  |  |  |  |  |  |  |  |  |
| Re-measurement ${ }^{(2)}$ |  | 33,724 |  | 497 | 930 | 275 | 713 |  | 283 | 133 | (107) |
| Originations |  | 2,187 |  | 584 | 552 | 340 | 394 |  | 447 | 446 | 346 |
| Discharges |  | (224) |  | (143) | (100) | (71) | (58) |  | (102) | (62) | (71) |
| Finance leases acquired ${ }^{(3)}$ |  |  |  | 2,979 | 2,081 | 842 | 8,579 |  | - | - | - |
| Write-offs |  | $(2,575)$ |  | $(1,456)$ | $(1,552)$ | 15 | $(2,042)$ |  | - | - | - |
| Realized losses |  | (948) |  | (351) | (545) | (598) | (661) |  | (343) | (302) | (308) |
| Recoveries |  | 15 |  | 301 | 11 | 48 | 45 |  | 83 | 31 | 9 |
| Balance, end of period | \$ | 69,086 | \$ | 36,907 \$ | 34,496 \$ | 33,119 \$ | 32,268 | \$ | 25,298 \$ | 24,930 \$ | 24,684 |

${ }^{(1)}$ The allowance for credit losses as at March 31, 2020 includes allowance on loan commitments amounting to $\$ 139$ thousand.
${ }^{(2)}$ Includes movement as a result of significant changes in credit risk, changes in credit risk that did not result in a transfer between stages and changes in model inputs and assumptions.
${ }^{(3)}$ Bennington equipment leases data for periods prior to acquisition are not included. Starting Q1 2020, the provision for credit losses on equipment leases have been recorded in the same manner as mortgages.

Table 12: Allowance for credit losses - by lending business

| (\$ THOUSANDS) | 2020 |  | 2019 |  |  |  |  | 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 |  | Q4 | Q3 | Q2 | Q1 |  | Q4 | Q3 | Q2 |
| Stage 1 |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 7,771 | \$ | 3,295 \$ | 2,726 \$ | 2,231 \$ | 2,301 | \$ | 2,068 \$ | 1,946 \$ | 1,291 |
| Commercial excluding equipment leases |  | 15,042 |  | 12,558 | 12,570 | 12,537 | 12,619 |  | 12,528 | 12,473 | 12,907 |
| Equipment leases ${ }^{(1)}$ |  | 4,668 |  | 4,200 | 4,663 | 4,659 | 4,737 |  | N/A | N/A | N/A |
| Total |  | 27,481 |  | 20,053 | 19,959 | 19,427 | 19,657 |  | 14,596 | 14,419 | 14,198 |
| Stage 2 |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 9,603 |  | 2,417 | 2,260 | 2,095 | 2,215 |  | 2,210 | 2,236 | 2,606 |
| Commercial excluding equipment leases |  | 10,374 |  | 6,838 | 6,809 | 6,791 | 6,867 |  | 6,966 | 7,044 | 6,645 |
| Equipment leases ${ }^{(1)}$ |  | 15,448 |  | 2,537 | 1,643 | 1,338 | 1,312 |  | N/A | N/A | N/A |
| Total |  | 35,425 |  | 11,792 | 10,712 | 10,224 | 10,394 |  | 9,176 | 9,280 | 9,251 |
| Stage 3 |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 2,062 |  | 2,198 | 2,087 | 2,011 | 1,670 |  | 1,514 | 1,231 | 1,214 |
| Commercial excluding equipment leases |  | 406 |  | 155 | 121 | 60 | 59 |  | 12 | - | 21 |
| Equipment leases ${ }^{(1)}$ |  | 3,712 |  | 2,709 | 1,617 | 1,397 | 488 |  | N/A | N/A | N/A |
| Total |  | 6,180 |  | 5,062 | 3,825 | 3,468 | 2,217 |  | 1,526 | 1,231 | 1,235 |
| Total allowance for credit losses |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 19,436 |  | 7,910 | 7,073 | 6,337 | 6,186 |  | 5,792 | 5,413 | 5,111 |
| Commercial excluding equipment leases |  | 25,822 |  | 19,551 | 19,500 | 19,388 | 19,545 |  | 19,506 | 19,517 | 19,573 |
| Equipment leases ${ }^{(1)}$ |  | 23,828 |  | 9,446 | 7,923 | 7,394 | 6,537 |  | N/A | N/A | N/A |
| Total | \$ | 69,086 | \$ | 36,907 \$ | 34,496 \$ | 33,119 \$ | 32,268 | \$ | 25,298 \$ | 24,930 \$ | 24,684 |
| Allowance for credit losses as a \% of portfolio loan assets |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  | 0.10\% |  | 0.04\% | 0.04\% | 0.04\% | 0.04\% |  | 0.04\% | 0.04\% | 0.04\% |
| Commercial excluding equipment leases |  | 0.33\% |  | 0.25\% | 0.26\% | 0.26\% | 0.27\% |  | 0.27\% | 0.28\% | 0.30\% |
| Equipment leases ${ }^{(1)}$ |  | 4.66\% |  | 1.90\% | 1.62\% | 1.58\% | 1.46\% |  | N/A | N/A | N/A |
| Total |  | 0.26\% |  | 0.14\% | 0.13\% | 0.13\% | 0.13\% |  | 0.11\% | 0.11\% | 0.12\% |

[^4]Table 13: Loan principal outstanding - by province ${ }^{(1)}$

${ }^{(1)}$ Geographic location based on the address of the property mortgaged or the address of leasee.
${ }^{(2)}$ Bennington equipment leases geographic location data for periods prior to acquisition are not included.

Table 14: Residential mortgage and HELOC principal outstanding - by province ${ }^{(1)(2)}$


| (\$ THOUSANDS, EXCEPT PERCENTAGES) |  |  |  |  |  | - |  | Q1 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ontario | \$ | 3,623,378 |  | 7,316,592 | 44\% | 43,071 | 78\% | 7,359,663 | 44\% |
| Alberta |  | 1,367,941 | 8\% | 816,896 | 5\% | 4,132 | 7\% | 821,027 | 5\% |
| British Columbia |  | 814,857 | 5\% | 910,796 | 5\% | 6,332 | 11\% | 917,127 | 6\% |
| Manitoba |  | 176,277 | 1\% | 66,535 | 0\% | 444 | 1\% | 66,979 | 0\% |
| Saskatchewan |  | 258,734 | 2\% | 53,494 | 0\% | 644 | 1\% | 54,139 | 0\% |
| Other Provinces |  | 628,872 | 4\% | 539,270 | 3\% | 941 | 2\% | 540,212 | 3\% |
| Total residential mortgages | \$ | 6,870,059 | 41\%\|\$ | 9,703,583 | 59\%; | 55,565 | 100\%; | 9,759,147 | 59\% |

${ }^{(1)}$ Geographic location based on the address of the property mortgaged
${ }^{(2)}$ This table was prepared based on the disclosure requirements outlined in OSFI's Guideline B-20. For the purpose of this guideline, all reverse mortgages secured by residential property are considered to be HELOC
${ }^{(3)}$ Insured by either CMHC, Genworth or Canada Guaranty.
${ }^{(4)}$ HELOC, Standalone HELOC ("SHELOC"), and Equitable Bank Reverse Mortgage (formerly called PATH Home Plan) are collectively referred to as "HELOC" in this Report wherever applicable.

Table 15: Residential mortgage principal outstanding - by remaining amortization ${ }^{(1)}$

| (\$ THOUSANDS, EXCEPT PERCENTAGES) |  | $\begin{array}{r} <5 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 5-<10 \\ \text { years } \\ \hline \end{array}$ |  | $\begin{array}{r} 10-<15 \\ \text { years } \\ \hline \end{array}$ |  | $\begin{array}{r} 15-<20 \\ \text { years } \\ \hline \end{array}$ |  | $\begin{array}{r} 20-<25 \\ \text { years } \\ \hline \end{array}$ |  | $\begin{array}{r} 25-<30 \\ \text { years } \\ \hline \end{array}$ |  | $\begin{array}{r} 30-<35 \\ \text { years } \\ \hline \end{array}$ |  | >=35 <br> years |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 2020 <br> Total residential mortgages | \$ | $\begin{array}{r} 8,652 \\ 0.05 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 73,889 \\ 0.40 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 316,350 \\ 1.72 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,360,849 \\ 12.85 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,811,658 \\ 31.64 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,775,447 \\ 53.22 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 20,079 \\ 0.11 \% \\ \hline \end{gathered}$ | \$ | $0.00 \%$ | \$ | $\begin{array}{r} 18,366,924 \\ 100 \% \\ \hline \end{array}$ |
| Q4 2019 <br> Total residential mortgages | \$ | $\begin{array}{r} 7,263 \\ 0.04 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 67,382 \\ 0.37 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 285,570 \\ 1.57 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,895,949 \\ 10.43 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,745,033 \\ 31.62 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 10,153,928 \\ 55.88 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 15,946 \\ 0.09 \% \\ \hline \end{array}$ | \$ | - | \$ | $\begin{array}{r} 18,171,071 \\ 100 \% \\ \hline \end{array}$ |
| Q3 2019 <br> Total residential mortgages | \$ | $\begin{array}{r} 7,203 \\ 0.04 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 59,986 \\ 0.34 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 247,825 \\ 1.39 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,665,883 \\ 9.32 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,674,785 \\ 31.74 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 10,200,070 \\ 57.06 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 21,155 \\ 0.12 \% \\ \hline \end{array}$ | \$ | - ${ }^{-}$ | \$ | $\begin{array}{r} 17,876,907 \\ 100 \% \\ \hline \end{array}$ |
| Q2 2019 <br> Total residential mortgages | \$ | $\begin{array}{r} 6,419 \\ 0.04 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 48,512 \\ 0.29 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 218,932 \\ 1.30 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,367,755 \\ 8.12 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,067,113 \\ 30.07 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 10,120,852 \\ 60.06 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 22,807 \\ 0.14 \% \\ \hline \end{array}$ | \$ | - | \$ | $\begin{array}{r} 16,852,390 \\ 100 \% \\ \hline \end{array}$ |
| Q1 2019 <br> Total residential mortgages | \$ | $\begin{array}{r} 4,253 \\ 0.03 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 42,989 \\ 0.26 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 203,295 \\ 1.23 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,216,448 \\ 7.34 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,117,817 \\ 30.88 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,963,921 \\ 60.12 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 24,919 \\ 0.15 \% \\ \hline \end{array}$ | \$ | 0.00\% | \$ | $\begin{array}{r} 16,573,642 \\ 100 \% \\ \hline \end{array}$ |
| Q4 2018 <br> Total residential mortgages | \$ | $\begin{array}{r} 4,154 \\ 0.03 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 33,981 \\ 0.21 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 187,162 \\ 1.17 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,077,086 \\ 6.71 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 4,997,438 \\ 31.14 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,733,965 \\ 60.65 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 16,096 \\ 0.10 \% \\ \hline \end{array}$ | \$ | 0.00\% | \$ | $\begin{array}{r} 16,049,882 \\ 100 \% \\ \hline \end{array}$ |
| Q3 2018 <br> Total residential mortgages | \$ | $\begin{array}{r} 3,353 \\ 0.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 26,131 \\ 0.18 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 142,371 \\ 0.98 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 785,595 \\ 5.40 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,866,630 \\ 26.56 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,716,297 \\ 66.74 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 18,755 \\ 0.13 \% \\ \hline \end{array}$ | \$ | 0.00\% | \$ | $\begin{array}{r} 14,559,132 \\ 100 \% \\ \hline \end{array}$ |
| Q2 2018 <br> Total residential mortgages | \$ | $\begin{array}{r} 3,659 \\ 0.03 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 21,329 \\ 0.16 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 127,905 \\ 0.93 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 681,941 \\ 4.96 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,433,559 \\ 24.98 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,443,631 \\ 68.71 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 31,615 \\ 0.23 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r}370 \\ 0.00 \% \\ \hline\end{array}$ | \$ | $\begin{array}{r} 13,744,009 \\ 100 \% \\ \hline \end{array}$ |

${ }^{(1)}$ The residential mortgage balances do not include HELOC (HELOC, SHELOC and Equitable Bank Reverse Mortgage ) amount.

Table 16: Uninsured average loan-to-value of newly originated and newly acquired ${ }^{(1)}$

${ }^{(1)}$ Geographic location based on the address of the property mortgaged.
${ }^{(2)}$ HELOC includes HELOC, SHELOC, and Equitable Bank Reverse Mortgage.
The loan-to-value ("LTV") of HELOC represents the authorized amount as a percentage of the original property value at the time of origination.
In the case of non-standalone HELOCs, there are mortgages associated with most of these properties, but the aggregate LTVs are not presented on this chart. Aggregate LTVs do not exceed $80 \%$. For SHELOCs, there are no mortgages associated to these properties.

Table 17: Average loan-to-value of existing uninsured residential mortgages ${ }^{(1)(2)(3)(4)}$

|  | 2020 | 2019 |  |  |  | 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 |
| Ontario | 64\% | 64\% | 64\% | 64\% | 65\% | 65\% | 64\% | 64\% |
| Alberta | 68\% | 67\% | 67\% | 67\% | 67\% | 67\% | 65\% | 65\% |
| British Columbia | 64\% | 64\% | 64\% | 64\% | 65\% | 64\% | 63\% | 63\% |
| Manitoba | 67\% | 66\% | 65\% | 67\% | 67\% | 67\% | 66\% | 68\% |
| Saskatchewan | 57\% | 57\% | 57\% | 57\% | 58\% | 57\% | 57\% | 56\% |
| Other Provinces | 66\% | 66\% | 66\% | 67\% | 67\% | 66\% | 65\% | 65\% |
| Total Canada | 64\% | 65\% | 64\% | 65\% | 66\% | 65\% | 64\% | 64\% |

${ }^{(1)}$ Geographic location based on the address of the property mortgaged.
${ }^{(2)}$ Based on current property values. Current values are estimated using a Housing Price Index.
${ }^{(3)}$ The LTV of our HELOC (HELOC, SHELOC and Equitable Bank Reverse Mortgage) products is not included in this chart.
${ }^{(4)}$ Equitable has arrangements with other lenders to participate in its single family residential loans in certain circumstances, namely if Equitable wants to cap the value of its own exposure to stay within the boundaries of its risk appetite while still meeting a borrower's needs. The arrangements, which have been entered into in the normal course of business at arm's length and on market terms, are structured such that the other lenders' participation would always bear the first loss on the mortgage. The loan-to-value ratios above therefore do not take into account the other lenders' participation in order to reflect both the substance and legal form of Equitable's exposure. Equitable underwrites the loans based on the total value of its own advance and the other lender's participation to ensure that the borrower is able to service the aggregate amount of the loan. Other lenders' participation in Equitable's single family residential loans was \$35.5 million at March 31, 2020 (December 31, 2019 - \$36.5 million, March 31, 2019 - $\$ 41.6$ million).

Equitable
Group Inc.
Table 18: Alternative single family - weighted average beacon score by LTV ${ }^{(1)(2)}$

|  | 2020 | 2019 |  |  |  | 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 |
| <50\% LTV | 710 | 707 | 705 | 703 | 703 | 702 | 700 | 697 |
| 50\% - 64.99\% LTV | 698 | 696 | 696 | 696 | 695 | 694 | 692 | 692 |
| 65\% - 69.99\% LTV | 692 | 690 | 688 | 688 | 687 | 688 | 687 | 686 |
| 70\% - 75\% LTV | 690 | 689 | 689 | 688 | 687 | 687 | 685 | 684 |
| >75\% LTV | 696 | 696 | 696 | 694 | 694 | 693 | 691 | 690 |
| Total | 695 | 694 | 693 | 692 | 692 | 691 | 690 | 688 |

${ }^{(1)}$ The beacon scores reported here represent the current weighted average beacon score of the Bank's insured and uninsured mortgage portfolio within its Alternative Single Family Lending Business.
${ }^{(2)}$ LTVS are based on property values at origination.

Table 19: Modified Capital Disclosure Template - Equitable Bank


## Equitable

Group Inc.
Table 20: Leverage Ratio - Equitable Bank


## Equitable <br> Group Inc.

## Non-GAAP measures

Management uses a variety of financial measures to evaluate the Company's performance. In addition to GAAP prescribed measures, management uses certain non-GAAP measures that it believes provide useful information to investors regarding the Company's financial condition and results of operations. Readers are cautioned that non-GAAP measures often do not have any standardized meaning and therefore, are unlikely to be comparable to similar measures presented by other companies

## Adjusted result

in periods where management determines that non-recurring or unusual items will have a significant impact on a user's assessment of business performance, the Company may present adjusted results in addition to reported results by removing the non-recurring or unusual items from the reported results. Management believes that adjusted results, if any, can to some extent enhance comparability between reporting periods or provide the reader with a better understanding of how management views the Company's performance. Adjusted results are also intended to provide the user with greater consistency and comparability to other financial institutions. Adjustments that remove non-recurring or unusual items from net income will affect the calculation of other measures such as adjusted ROE and adjusted EPS

## Assets Under Management ('AUM'

is the sum of total assets reported on the consolidated balance sheet and loan principal derecognized but still managed by the Company

## Book value per common share

is calculated by dividing common shareholders' equity by the number of common shares outstanding
Common Equity Tier 1 Capital ("CET1 Capital")
is defined as shareholders' equity plus any qualifying other non-controlling interest in subsidiaries less preferred shares issued and outstanding, any goodwill, other intangible assets and cash flow hedge reserve components of accumulated other comprehensive income.

## CET1 Ratio

is defined as CET1 Capital as a percentage of total RWA. This ratio is calculated for the Bank in accordance with OSFI's Capital Adequacy Requirements ("CAR") Guideline.
Dividend Payout ratio
is defined as dividend per common share as a percentage of diluted earnings per share.

## Dividend Yield

is calculated on an annualized basis and is defined as dividend per common share divided by average of daily closing price per common share for the period

## Efficiency Ratio

is derived by dividing non-interest expenses by the sum of net revenue. A lower efficiency ratio reflects a more efficient cost structure.

## Leverage Ratio

is calculated by dividing Tier 1 Capital by an exposure measure. The exposure measure consists of total assets (excluding items deducted from Tier 1 Capital) and certain
off-balance sheet items converted into credit exposure equivalents. Adjustments are also made to derivatives and secured financing transactions to reflect credit and other risks.
This ratio is calculated for the Bank in accordance with OSFI's CAR Guideline

Liquid assets
is a measure of the Company's cash or assets that can be readily converted into cash, which are held for the purposes of funding loans, deposit maturities, and the ability to collect other receivables and settle other obligations.

Loans Under Management ("LUM")
is the sum of loan principal reported on the consolidated balance sheet and loan principal derecognized but still managed by the Company.

## Net interest margin ("NIM")

is calculated on an annualized basis by dividing net interest income by the average total interest earning assets for the period

## Net revenue

is calculated as the sum of net interest income and other income.

## Equitable

Group Inc.

Provision for credit losses ("PCL") - rate
is calculated on an annualized basis and is defined as the provision for credit losses as a percentage of average loan principal outstanding during the period.

## Return on average asset

is calculated on an annualized basis and is defined as net income as a percentage of average month-end total assets balances outstanding during the period

## Return on RWA

is calculated on an annualized basis and is defined as net income as a percentage of average RWA during the period.

## Return on shareholders' equity ("ROE")

is calculated on an annualized basis and is defined as net income available to common shareholders as a percentage of the weighted average common equity outstanding during the period
Risk-weighted assets ("RWA")
represents the Bank's assets and off-balance sheet exposures, weighted according to risk as prescribed by OSFI under the CAR Guideline.

## Tier 1 Capital

is calculated by adding non-cumulative preferred shares to CET1 Capital.

Tier 2 Capital
is equal to the sum of the Bank's eligible stage 1 and 2 allowance.

## Tier 1 Ratio

is calculated by dividing Tier 1 Capital by Total RWA. This ratio is calculated for the Bank in accordance with OSFI's CAR Guideline.

Total Capital
equals to Tier 1 plus Tier 2 Capital.

Total Capital Ratio
is calculated by dividing Total Capital by Total RWA. This ratio is calculated for the Bank in accordance with OSFI's CAR Guideline

Equitable
Group Inc.
Acronyms
AOCI
Accumulated Other Comprehensive Income (Loss)
CAR
Capital Adequacy Requirements
CMHC
Canada Mortgage and Housing Corporation
EPS
Earnings per Share

Generally Accepted Accounting Principles
HELOC
Home Equity Line of Credit

International Financial Reporting Standards
IASB
International Accounting Standards Board
IAS
International Accounting Standard
LTV
Loan-to-Value ratio

NIM
Net Interest Margin
OSFI
Office of the Superintendent of Financial Institutions Canada


[^0]:    ${ }^{(1)}$ These adjusted results are derived by removing after-tax mark-to-market gains/losses on certain securities and derivatives from reported results.
    Q1 2019 results are also adjusted for the after-tax provision for credit losses on performing leases recorded immediately after the acquisition of Bennington Financial Corp ("Bennington").
    Q2 2018 results are also adjusted for the after-tax write-down of unamortized upfront costs associated with the reduction of the Company's secured backstop facility.
    ${ }^{(2)}$ YTD EPS may not equal the sum of the quarterly EPS' as a result of rounding and the computation of in the money options for the year versus the quarter.
    ${ }^{(3)}$ See Non-GAAP Measures section.
    ${ }^{(4)}$ Increases in this ratio reflect reduced efficiencies, whereas decreases reflect improved efficiencies.

[^1]:    ${ }^{(1)}$ Retained earnings as at January 1, 2019 were restated by reducing $\$ 0.8$ million as a result of adoption of IFRS 16.

[^2]:    ${ }^{(1)}$ Average balance is calculated based on opening and closing month-end balances outstanding during the period.

[^3]:    ${ }^{(1)}$ Bennington equipment leases data for periods prior to acquisition are not included

[^4]:    ${ }^{(1)}$ Bennington equipment leases data for periods prior to acquisition are not included.

