




Canada's Challenger Bank™

Q3 Report
Three and Nine Months
Ended September 30, 2019



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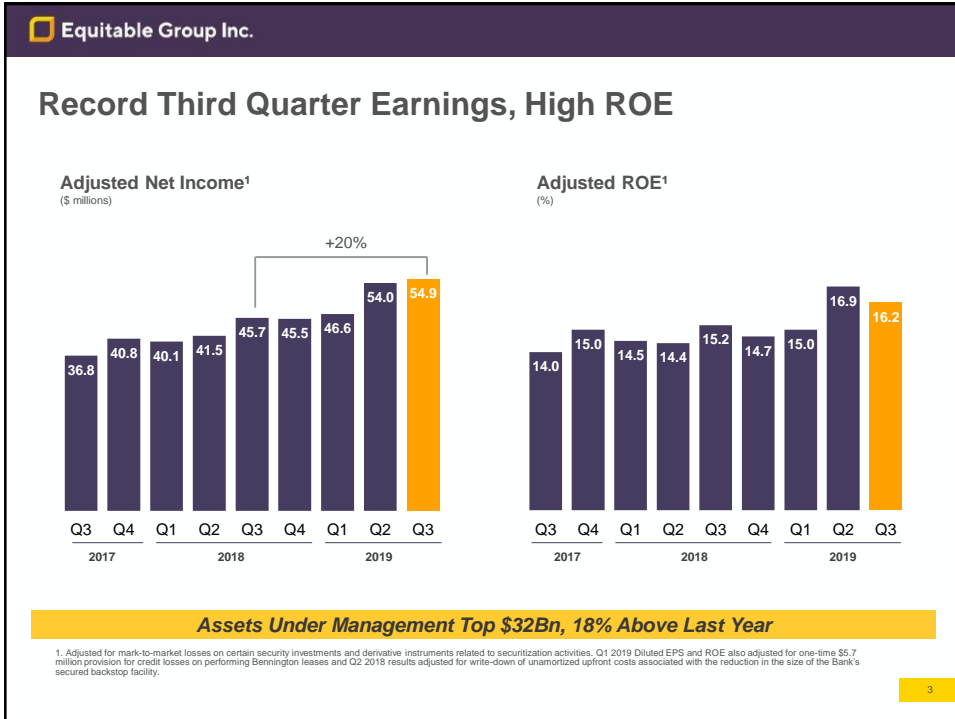


Forward-Looking Statements

Certain forward-looking statements may be made in this presentation, including statements regarding possible future business, financing and growth objectives. These statements include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, the economic and market review and outlook, the regulatory environment in which we operate, the outlook and priorities for each of our business lines, the risk environment including our liquidity and funding risk, and statements by our all Equitable representatives. The forward-looking information contained herein is presented for the purpose of assisting the holders of our securities and financial analysts in understanding our financial position and results of operations as at and for the periods ended on the dates presented, as well as our financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes. Forward-looking statements are typically identified by words such as "believe", "expect", "foresee", "forecast", "anticipate", "intend", "estimate", "goal", "plan" and "project" and similar expressions of future or conditional verbs such as "will", "may", "should", "could" or "would". Investors are cautioned that such forward-looking statements involve risks and uncertainties detailed from time to time in the Company's periodic reports filed with Canadian regulatory authorities. Many factors could cause actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. Equitable Group Inc. does not undertake to update any forward-looking statements, oral or written, made by itself or on its behalf except in accordance with applicable securities laws. Additional information on items of note, the Company's reported results, factors and assumptions related to forward-looking statements are available at Equitable Bank's Q3 2019 Management's Discussion and Analysis as well as the earnings news release.

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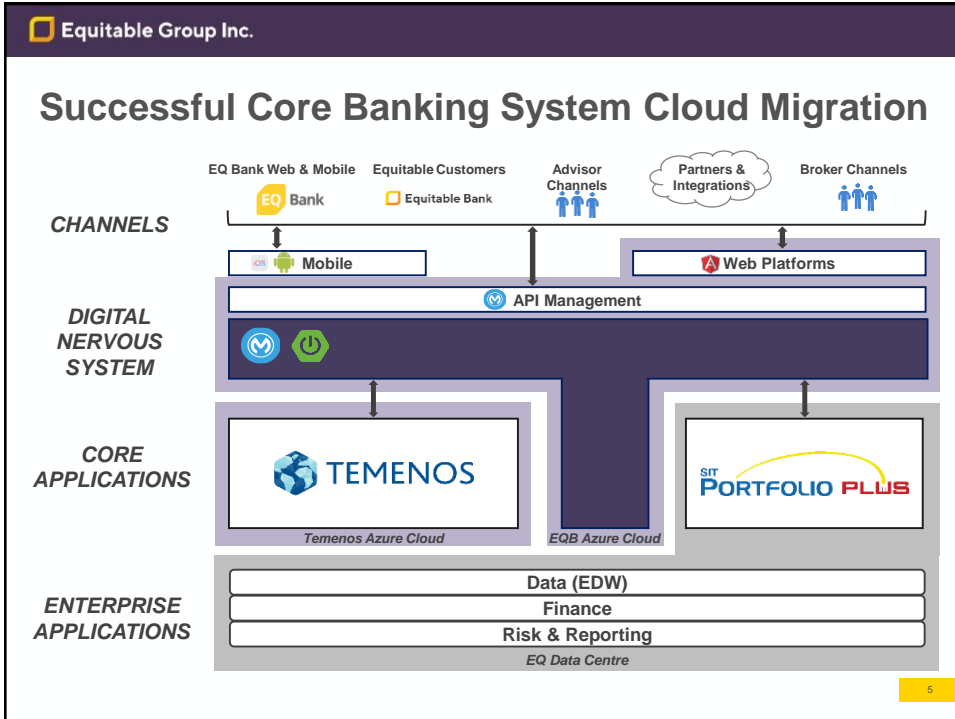
We Challenge Within A Strategic Framework

Enabled by our digital capabilities and superior cost structure, we concentrate on:

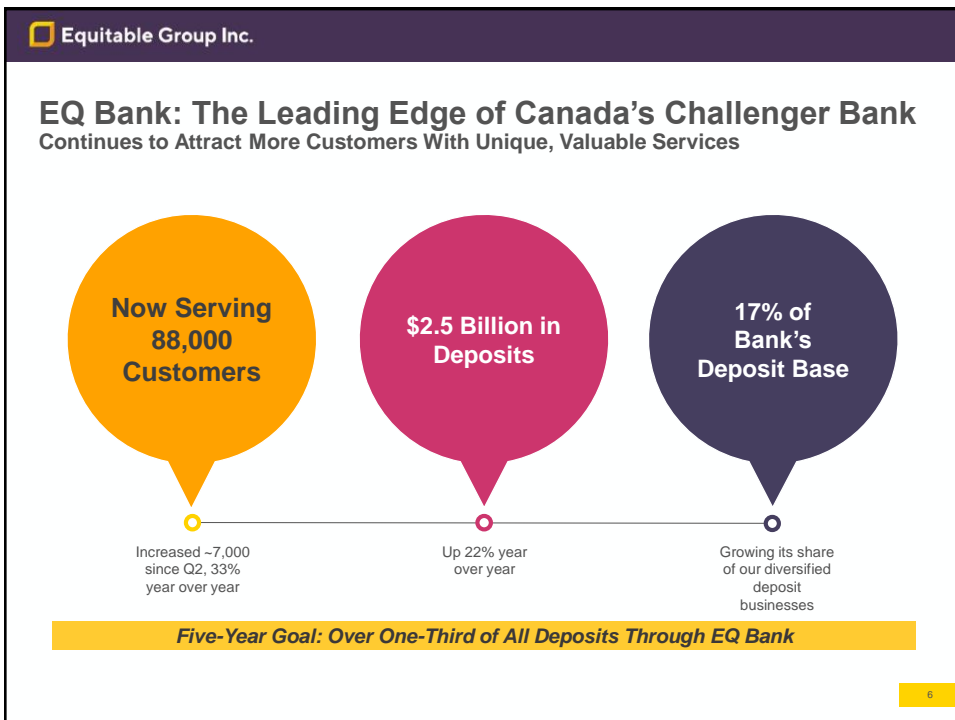
- Serving customers when we can add value
- Markets experiencing demographic change and where there is opportunity for superior growth, risk-adjusted returns

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EQ Bank: Building Our Market Momentum

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Largest Ad Campaign In Equitable History

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Regulatory Change Shapes Banking

Canada's Digital Charter: Trust in a digital world

10 Principals of the Charter

1. Universal Access

2. Safety and Security

3. Control and Consent

4. Transparency, Portability and Interoperability

5. Open and Modern Digital Governance

6. A Level Playing Field

7. Data and Digital for Good

8. Strong Democracy

9. Free from Hate and Violent Extremism

10. Strong Enforcement and Real Accountability

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New Challenger Solutions For Decumulation Stage of Life

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Challenging Industry Norms for Service and Innovation

Retail Loan Principal
(\$ billions)

Year	Quarter	Alternative Single Family	Prime Single Family	Total
2018	Q1	9.5	3.9	13.4
	Q2	9.8	4.0	13.8
	Q3	10.2	4.4	14.6
	Q4	10.6	5.5	16.1
2019	Q1	10.9	5.7	16.6
	Q2	11.2	5.7	16.9
	Q3	11.3	6.6	17.9

- Prime Single Family
- Alternative Single Family

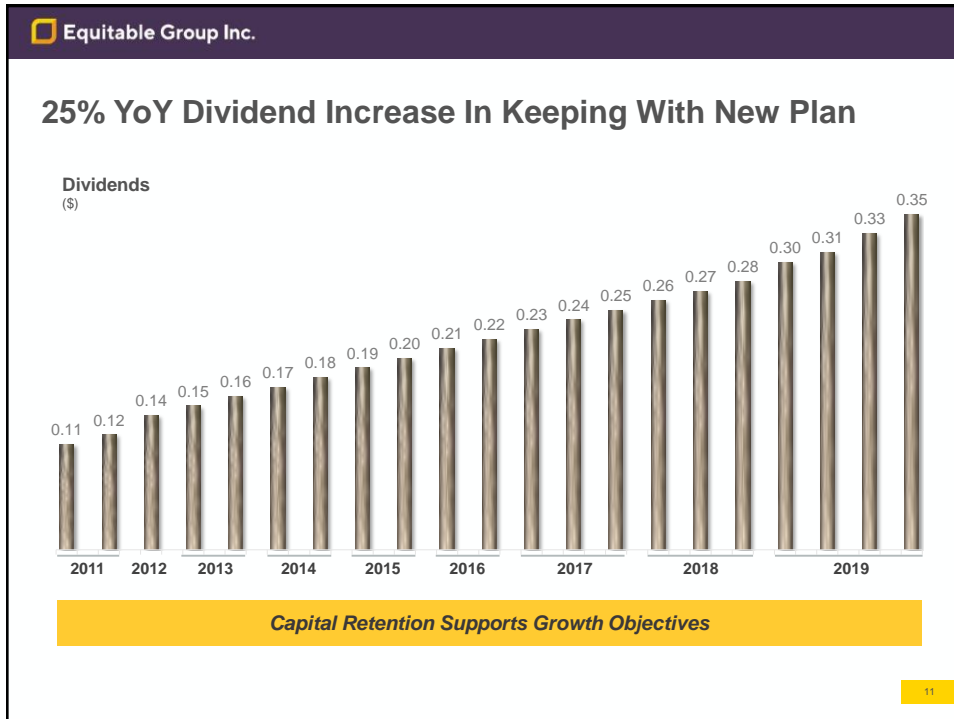
Commercial Loan Principal
(\$ billions)

Year	Quarter	Conventional Commercial Loans	Insured Multi-Unit Residential Mortgages	Equipment Leases	Total
2018	Q1	3.1	4.2	0.0	7.3
	Q2	3.3	4.2	0.0	7.5
	Q3	3.6	4.1	0.0	7.7
	Q4	3.9	3.9	0.0	7.8
2019	Q1	3.9	4.0	0.45	8.35
	Q2	3.8	4.3	0.47	8.57
	Q3	3.9	4.4	0.49	8.79

- Equipment Leases
- Insured Multi-Unit Residential Mortgages
- Conventional Commercial Loans

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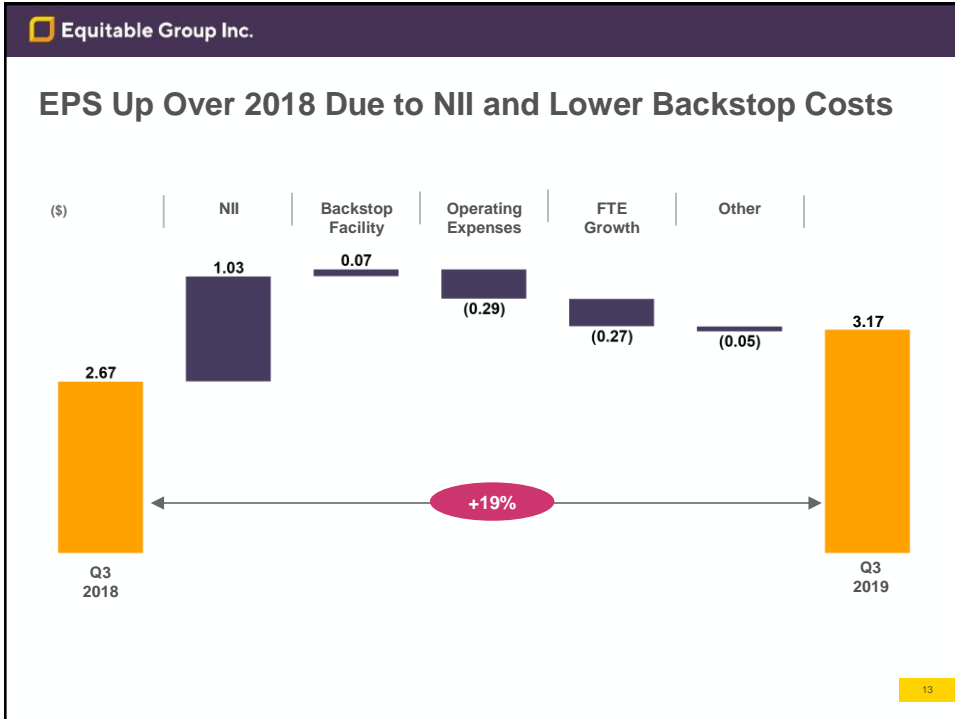
Strong Q3 Performance, Record EPS

Metric	Q3 Result	Change from Prior Year
Net Income ¹	\$54.8 MM	+20%
EPS ¹	\$3.17	+19%
Return on Equity ¹	16.2%	+100bps
Book Value per Share	\$79.97	+11%
Net Interest Margin	1.75%	+9bps

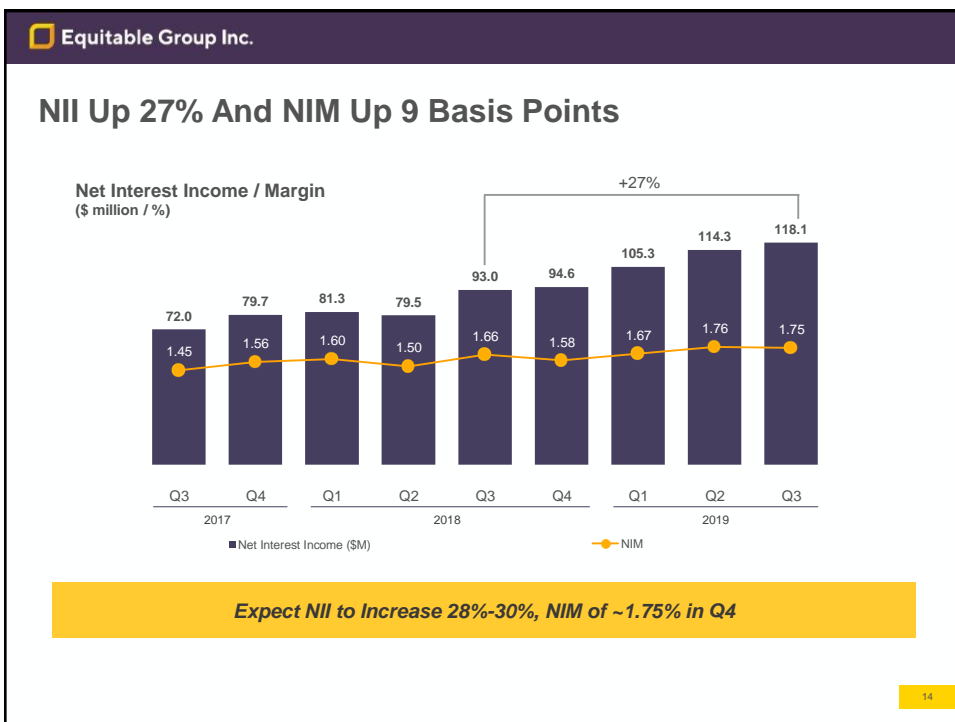
¹Adjusted to exclude positive impact of net mark-to-market gains in Q3 2019 and Q3 2018

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High Credit Quality Portfolio

Net Realized Credit Losses (% of Total Loans)

Year	EQB ²	Comparator Group ¹
07	0.0%	0.25%
08	0.0%	0.35%
09	0.25%	0.48%
10	0.1%	0.45%
11	0.05%	0.35%
12	0.02%	0.25%
13	0.01%	0.22%
14	0.01%	0.22%
15	0.01%	0.25%
16	0.01%	0.25%
17	0.01%	0.25%
18	0.01%	0.25%
Q1 19	0.05%	0.25%
Q2 19	0.05%	0.25%
Q3 19	0.05%	0.25%

- Q3 PCL \$3.5M (5 bps) compared to \$1.4M (2 bps in Q2) reflected macroeconomic changes and lease portfolio
- PCL on mortgage portfolio \$1.4M (0.02% of average mortgage principal), in line with historical averages
- Stage 1 and 2 losses reflect changes in macroeconomic forecasts not underlying loan portfolio
- Q2 PCL on lease portfolio low because of changes to loss modelling assumptions
- Expect equipment leasing portfolio provisions to vary but average 1.5%-2% going forward

Believe Risk in Canadian Housing Market has Moderated

1. Represents eight largest publicly traded banks, excluding Equitable.
2. Excludes the one-time \$5.7 million provision for credit losses on performing Bennington leases.

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Controlling Costs While Investing For Future Growth

Q3 non-interest expense growth of 34% in keeping with our annual expectations of 30-35% growth:

- Absorption of Bennington cost base added \$5.8 million versus 2018
- Excluding Bennington, costs up 18% Y-o-Y on 10% FTE growth, 22% increase in technology costs (including \$1M for cloud migration)
- Expect Q4 cost growth due to marketing campaign and cloud migration

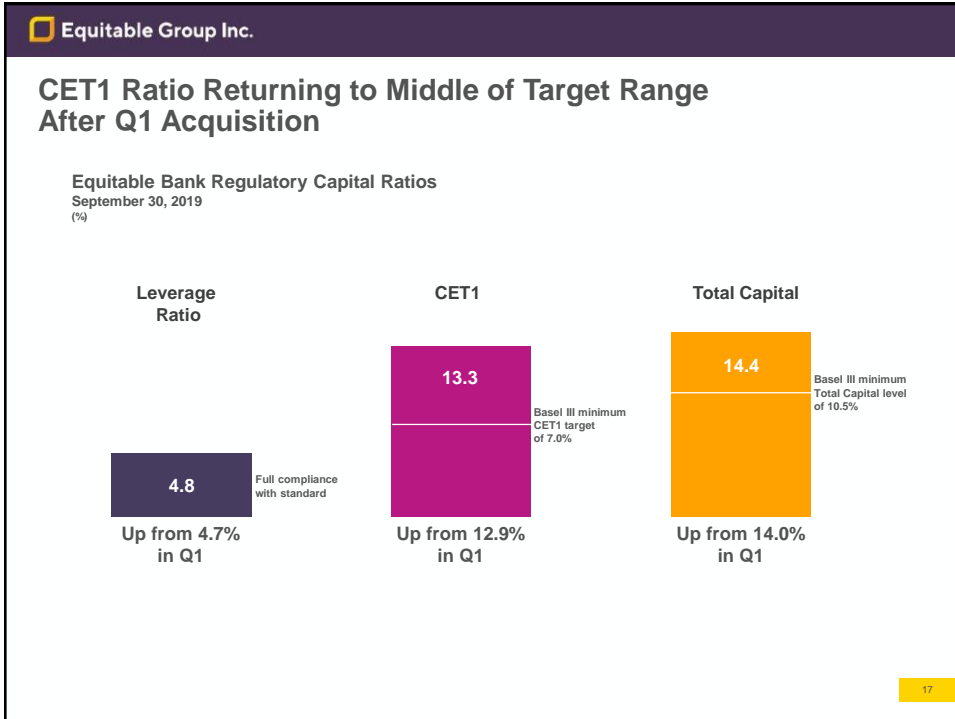
Adjusted Efficiency Ratio¹ (%)

Year	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
2017	38.1	37.1							
2018			37.8	40.5	37.4	38.4			
2019							40.7	39.3	39.6

Expect 40%-42% Efficiency Ratio in Q4

1. Efficiency Ratio adjusted for pre-tax mark-to-market losses on certain security investments and derivative hedges. Q2 2018 results also adjusted for write-down of unamortized upfront costs associated with the reduction in the size of the Bank's secured backstop facility.

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Canada's Challenger Bank™

Challenging While Creating Superior Shareholder Value

EQ Bank

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Broader Opportunities For Growth, Value Creation

- Challenger Bank platform supports growth
- Migration of core banking system to the cloud supports future innovation plan
- Equitable well positioned to profitably grow new and existing businesses and for Open Banking
- Market and industry tailwinds in place

 **Equitable Bank**