

On August 11, 2017, the Company updated tables 13, 16, 17, and 21 to correct for data discrepancies reported in its Q2 2017 Supplemental Information and Regulatory


For the three and six months ended J une 30, 2017
Canada's Challenger Bank. Money Well Banked.

## EQUITABLE

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GROUP INC.

## Notes to Readers

## Purpose of this document

This Supplemental Information and Regulatory Disclosure 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 mortgage portfolio, some of which relate to disclosure requirements outlined in OSFI's Guideline B-20, 'Residential Mortgage Underwriting 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 cautions 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 accompan ying notes, as well as Management's Discussion and Analysis ("MD\&A") for the quarter ended June 30, 2017.

## Basis of presentation

All amounts in this Report are Canadian dollars and 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".

## Comparative figures

Certain prior period comparative numbers have been reclassified to conform with current period presentation.

Table 1: Financial highlights

| (\$ THOUSANDS, EXCEPT SHARE, PER SHARE AMOUNTSAND PERCENTAGES) | 2017 |  |  |  | 2016 |  |  |  |  |  | 2015 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 |  | Q1 |  | Q4 | Q3 |  | Q2 | Q1 |  | Q4 |  | Q3 |  | 2017 |  | 2016 |
| Results of operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 38,909 | \$ | 43,393 | \$ | 41,678 \$ | 35,230 \$ |  | 33,410 \$ | 28,012 | \$ | 31,436 \$ |  | 31,448 \$ |  | 82,302 | \$ | 61,422 |
| Net income available to common shareholders |  | 37,718 |  | 42,202 |  | 40,488 | 34,039 |  | 32,219 | 26,821 |  | 30,245 |  | 30,257 |  | 79,920 |  | 59,040 |
| Net interest income |  | 78,349 |  | 78,352 |  | 77,926 | 70,827 |  | 67,010 | 63,594 |  | 63,458 |  | 61,437 |  | 156,701 |  | 130,604 |
| Total revenue |  | 183,025 |  | 181,525 |  | 179,939 | 169,432 |  | 162,861 | 151,691 |  | 151,495 |  | 147,625 |  | 364,550 |  | 314,552 |
| EPS - basic ${ }^{(5)}$ | \$ | 2.29 | \$ | 2.56 | \$ | 2.58 \$ | 2.19 \$ |  | 2.07 \$ | 1.73 | \$ | 1.95 \$ | \$ | 1.96 \$ |  | 4.85 | \$ | 3.80 |
| EPS - dilluted ${ }^{(5)}$ | \$ | 2.28 | \$ | 2.54 | \$ | 2.56 \$ | 2.16 |  | 2.05 \$ | 1.71 | \$ | 1.93 \$ | \$ | 1.93 \$ |  | 4.82 | \$ | 3.76 |
| ROE ${ }^{(2)}$ |  | 15.6\% |  | 18.4\% |  | 19.3\% | 17.2\% |  | 17.1\% | 14.7\% |  | 17.0\% |  | 17.5\% |  | 17.0\% |  | 15.7\% |
| Return on average assets ${ }^{(1)}$ |  | 0.8\% |  | 0.9\% |  | 0.9\% | 0.8\% |  | 0.8\% | 0.7\% |  | 0.8\% |  | 0.9\% |  | 0.9\% |  | 0.7\% |
| NIM - teb ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets |  | 1.63\% |  | 1.66\% |  | 1.70\% | 1.64\% |  | 1.61\% | 1.62\% |  | 1.69\% |  | 1.73\% |  | 1.64\% |  | 1.61\% |
| Core Lending |  | 2.41\% |  | 2.55\% |  | 2.64\% | 2.60\% |  | 2.55\% | 2.50\% |  | 2.64\% |  | 2.56\% |  | 2.48\% |  | 2.53\% |
| Securitiation Financing |  | 0.30\% |  | 0.22\% |  | 0.24\% | 0.19\% |  | 0.22\% | 0.31\% |  | 0.22\% |  | 0.34\% |  | 0.26\% |  | 0.25\% |
| Efficiency Ratio - TEB ${ }^{\text {(1)12) }}$ |  | 39.2\% |  | 33.2\% |  | 33.9\% | 37.0\% |  | 38.2\% | 43.2\% |  | 35.7\% |  | 33.4\% |  | 36.1\% |  | 40.6\% |
| balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | 19,795,986 |  | 19,300,418 |  | 18,973,588 | 18,062,846 |  | 17,147,854 | 16,411,221 |  | 15,527,584 |  | 14,827,610 |  |  |  |  |
| Assets Under Management ${ }^{(1)}$ |  | 23,641,546 |  | 22,959,080 |  | 22,277,769 | 21,024,401 |  | 19,709,617 | 18,616,018 |  | 17,600,072 |  | 16,839,263 |  |  |  |  |
| Mortgages receivable |  | 18,263,623 |  | 18,164,958 |  | 17,783,803 | 17,049,744 |  | 16,244,106 | 15,540,241 |  | 14,700,806 |  | 13,959,432 |  |  |  |  |
| Mortgages Under Management ${ }^{(1)}$ |  | 22,013,453 |  | 21,743,431 |  | 21,004,013 | 19,922,211 |  | 18,723,056 | 17,668,821 |  | 16,706,935 |  | 15,917,079 |  |  |  |  |
| Shareholders' equity |  | 1,060,852 |  | 1,023,702 |  | 977,150 | 879,367 |  | 843,924 | 816,049 |  | 796,116 |  | 764,679 |  |  |  |  |
| Liquid assets ${ }^{(1)}$ |  | 1,570,532 |  | 1,153,174 |  | 1,280,591 | 1,037,259 |  | 1,033,634 | 939,691 |  | 895,056 |  | 849,349 |  |  |  |  |
| Total assets held for regulatory purposes as a \% of total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total liquid assets as $\%$ of total assets |  | 7.9\% |  | 6.0\% |  | 6.7\% | 5.7\% |  | 6.0\% | 5.7\% |  | 5.8\% |  | 5.7\% |  |  |  |  |
| Deposit principal |  | 10,006,735 |  | 9,949,511 |  | 9,680,163 | 9,180,647 |  | 9,048,465 | 8,732,113 |  | 8,115,483 |  | 7,961,678 |  |  |  |  |
| CREDIt Quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 378 |  | 738 |  | 870 | 1,243 |  | 105 | 227 |  | 1,064 |  | 930 |  | 1,116 |  | 332 |
| Provision for credit losses - rate ${ }^{(1)}$ |  | 0.01\% |  | 0.02\% |  | 0.02\% | 0.03\% |  | 0.00\% | 0.01\% |  | 0.03\% |  | 0.03\% |  | 0.01\% |  | 0.00\% |
| Net impaired mortgages as a\% of total mortgage assets ${ }^{(3)}$ |  | 0.16\% |  | 0.21\% |  | 0.21\% | 0.19\% |  | 0.20\% | 0.22\% |  | 0.22\% |  | 0.21\% |  |  |  |  |
| Allowance for credit losses as a \% of total mortgage assets |  | 0.19\% |  | 0.19\% |  | 0.19\% | 0.20\% |  | 0.20\% | 0.21\% |  | 0.23\% |  | 0.25\% |  |  |  |  |
| Share capital |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding |  | 16,477,654 |  | 16,475,149 |  | 16,460,142 | 15,599,657 |  | 15,566,465 | 15,551,865 |  | 15,538,605 |  | 15,476,687 |  |  |  |  |
| Book value per common share ${ }^{(2)}$ | \$ | 59.98 | \$ | 57.73 | \$ | 54.96 \$ | 51.72 |  | 49.55 \$ | 47.81 | \$ | 46.57 \$ |  | 44.72 |  |  |  |  |
| Common share price - close | s | 59.48 | \$ | 69.37 | \$ | 60.46 \$ | 58.86 |  | 55.99 \$ | 50.76 | s | 51.50 \$ | \$ | 56.25 |  |  |  |  |
| Common share market capitalization |  | 980,091 |  | 1,142,881 |  | 995,180 | 918,196 |  | 871,566 | 789,413 |  | 800,238 |  | 870,564 |  |  |  |  |
| Dividends declared per: ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common share | \$ | 0.23 | \$ | 0.23 | \$ | 0.22 \$ | 0.21 \$ |  | 0.21 \$ | 0.20 | \$ | 0.20 \$ | \$ | 0.19 \$ |  | 0.46 | \$ | 0.41 |
| Preferred share - Series 3 | s | 0.40 | ? | 0.40 | \$ | 0.40 \$ | 0.40 \$ |  | 0.40 \$ | 0.40 | \$ | 0.40 \$ | \$ | 0.40 S |  | 0.80 | \$ | 0.80 |
| equitable bank captal ratios ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Risk-weighted assets ("RWA") ${ }^{\text {(1,44) }}$ |  | 6,561,813 |  | 6,739,517 |  | 6,385,825 | 5,968,000 |  | 5,664,575 | 5,433,025 |  | 5,259,384 |  | 5,113,009 |  |  |  |  |
| CET1 Ratio |  | 14.8\% |  | 13.9\% |  | 14.0\% | 13.4\% |  | 13.5\% | 13.5\% |  | 13.6\% |  | 13.4\% |  |  |  |  |
| Tier 1 Capital Ratio |  | 15.9\% |  | 15.0\% |  | 15.1\% | 14.6\% |  | 14.8\% | 14.9\% |  | 15.0\% |  | 14.8\% |  |  |  |  |
| Total Capital Ratio |  | 17.4\% |  | 16.4\% |  | 16.6\% | 16.2\% |  | 16.5\% | 16.7\% |  | 16.8\% |  | 17.1\% |  |  |  |  |
| Leverage Ratio |  | 5.3\% |  | 5.3\% |  | 5.1\% | 4.9\% |  | 5.0\% | 5.0\% |  | 5.2\% |  | 5.2\% |  |  |  |  |

${ }^{(1)}$ (1) See Non-GAAP Measures section.
${ }^{\text {(2) }}$ Increases in this ratio reflect reduced efficiencies, whereas decreases reflect improved efficiencies.
${ }^{(3)}$ Net impaired mortgages do not include insured mortgages that are less than 365 days in arrears and reflect gross impaired mortgage assets less individual allowances.
${ }^{(4)}$ The RWA in this table is measured on "all-in" basis in accordance with OSFl's CAR Guideline.
${ }^{51}$ YTD EPS may not euqal the sum of the quarterly EPS' as a result of rounding.
${ }^{(6)}$ YTD dividends declared per share may not euqal the sum of the quarterly dividends per share as a result of rounding.

Equitable
GROUP INC.
Table 2: Interim consolidated statements of income


EQUITABLE
GROUP INC.
rable 3: Net interest income

| (\$ THOUSANSS, EXCEPT PERCENTAGES) | 2017 |  |  |  |  | 2016 |  |  |  |  |  |  |  |  | 2015 |  |  |  |  | Yт |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 ${ }^{\text {2 }}$ |  |  |  |  | Q4 |  |  |  | Q3 |  | $\mathrm{Q}_{2} \mathrm{a}_{1}$ |  |  |  | $\mathrm{Q4}_{4} \mathrm{O}_{3}$ |  |  |  | 2017 |  |  |  |  |
|  | $\begin{aligned} & \text { Revenue/ } \\ & \text { Expense } \end{aligned}$ |  | $\begin{gathered} \text { Average } \\ \text { (rate } \end{gathered}$ | Revenue/ Expense | $\begin{array}{r} \text { Average } \\ \text { rate }^{(1)} \end{array}$ | Revenue/ Expense |  | $\begin{array}{r} \text { Average } \\ \text { rate }^{(1)} \end{array}$ | $\begin{array}{r} \hline \text { Revenue/ } \\ \text { Expense } \\ \hline \end{array}$ | $\begin{array}{r} \text { Average } \\ \text { rate }^{(1)} \end{array}$ | Revenue/ Expense | $\begin{gathered} \begin{array}{c} \text { Average } \\ \text { rate } \end{array} \\ \hline \text { (a) } \end{gathered}$ | Revenue/ <br> Expense | Average | Revenue/ Expense |  | $\begin{aligned} & \text { Average } \\ & \text { (rate } \end{aligned}$ | Revenue/ | Average |  | Revenue/ Expense | $\begin{aligned} & \text { Average } \\ & \text { (rate } \end{aligned}$ | Revenue/ Expense | $\begin{gathered} \text { Average } \\ \text { (rate } \\ \text { rap } \end{gathered}$ |
| Core Lending: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenues derived from: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgages | s | 125,670 | 4.46\% \$ | 121,892 | 4.55\% | s | 120,714 | 4.63\% \$ | 114,416 | 4.65\% \$ | 107,544 | 4.65\% \$ | 101,419 | 4.60\% \$ | s | 101,848 | 4.75\% \$ | 99,135 | 4.80\% | s | 247,562 | 4.50\% \$ | 208,963 | 4.63\% |
| Liquidity investments |  | 1,397 | 0.74\% | 1,604 | 0.84\% |  | 1,611 | 0.84\% | 1,428 | 1.01\% | 1,573 | 0.97\% | 1,161 | 0.85\% |  | 1,318 | 0.97\% | 1,713 | 1.06\% |  | 3,001 | 0.79\% | 2,734 | 0.91\% |
| Equity securities - $T$ E8 ${ }^{[2]}$ |  | 1,430 | 5.86\% | 1,828 | 6.43\% |  | 2,197 | 7.55\% | 2,040 | 6.67\% | 2,520 | 7.72\% | 2,159 | 6.70\% |  | 2,285 | 6.92\% | 2,031 | 5.99\% |  | 3,258 | 6.17\% | 4,679 | 7.22\% |
|  |  | 128,497 | 4.24\% | 125,324 | 4.32\% |  | 124,522 | 4.40\% | 117,884 | 4.48\% | 111,637 | 4.45\% | 104,739 | 4.41\% |  | 105,451 | 4.56\% | 102,879 | 4.55\% |  | 253,821 | 4.28\% | 216,376 | 4.43\% |
| Expenses related to: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits and bank facilities |  | 47,624 | 2.04\% | 43,101 | 1.98\% |  | 43,195 | 1.98\% | 44,290 | 2.09\% | 42,944 | 2.13\% | 41,080 | 2.15\% |  | 40,608 | 2.10\% | 42,023 | 2.15\% |  | 90,725 | 2.01\% | 83,995 | 2.13\% |
| Debentures |  | 950 | 5.86\% | 950 | 5.93\% |  | 950 | 5.80\% | 950 | 5.81\% | 950 | 5.88\% | 950 | 5.88\% |  | 1,213 | 5.99\% | 1,274 | 5.94\% |  | 1,900 | 5.9\% | 1,900 | 5.88\% |
| Securitization liabilities |  | 6,604 | 1.65\% | 6,616 | 1.59\% |  | 6,025 | 1.55\% | 4,885 | 1.60\% | 3,643 | 1.50\% | 3,306 | 1.53\% |  | 2,796 | 1.66\% | 2,041 | 1.99\% |  | 13,220 | 1.62\% | 6,949 | 1.51\% |
|  |  | 55,178 | 2.00\% | 50,667 | 1.94\% |  | 50,170 | 1.94\% | 49,725 | 2.06\% | 47,537 | 2.09\% | 45,336 | 2.11\% |  | 44,617 | 2.10\% | 45,338 | 2.18\% |  | 105,845 | 1.97\% | 92,74 | 2.10\% |
| Net interest income - TE8 ${ }^{(2)}$ |  | 73,319 | 2.41\% | 74,657 | 2.55\% |  | 74,352 | 2.64\% | 68,159 | 2.60\% | 64,100 | 2.55\% | 59,403 | 2.50\% |  | ${ }^{60,834}$ | 2.64\% | 57,541 | 2.56\% |  | 147,976 | 2.48\% | 123,632 | 2.53\% |
| Texable Equivalent Basis - adjustment ${ }^{(2)}$ |  | (397) |  | (485) |  |  | (617) |  | (569) |  | (838) |  | (624) |  |  | (609) |  | (589) |  |  | (882) |  | (1,462) |  |
| Core Lending | s | 72,922 | s | 74,172 |  | s | 73,735 | s | 67,990 | s | 63,262 | s | 58,779 | 0.025 \$ | s | 60,225 | s | 56,952 |  | s | 147,094 | s | 122,170 |  |
| Securitization Financing: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenues derived from: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mortgages | s | 44,957 | 2.60\% \$ | 45,155 | 2.54\% | \$ | 46,159 | 2.65\% \$ | 44,76 | 2.61\% \$ | 45,296 | 2.73\% \$ | 43,607 | 2.81\% 5 | \$ | ${ }^{41,978}$ | 2.92\% \$ | 40,907 | 3.13\% | s | 90,112 | 2.57\% \$ | 88,903 | 2.77\% |
| Liquidity investments |  | 655 | 0.95\% | 509 | 1.19\% |  | 587 | 1.08\% | 330 | 1.03\% | 344 | 0.89\% | 232 | 1.01\% |  | 364 | 0.57\% | 265 | 0.80\% |  | 1,164 | 1.04\% | 576 | 0.93\% |
|  |  | 45,612 | 2.54\% | 45,664 | 2.51\% |  | 46,746 | 2.61\% | 45,106 | 2.59\% | 45,640 | 2.68\% | 43,839 | 2.79\% |  | 42,342 | 2.82\% | 41,172 | 3.07\% |  | 91,276 | 2.5\% | 89,479 | 2.73\% |
| Expenses reloted to: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Securitization liabilities |  | 35,775 | 2.36\% | 37,317 | 2.43\% |  | 37,907 | 2.51\% | 37,04 | 2.54\% | 37,711 | 2.60\% | 35,879 | 2.62\% |  | 36,183 | 2.74\% | 33,425 | $2.94 \%$ |  | 73,092 | 2.40\% | 73,590 | 2.61\% |
| Deposits and secured funding facility |  | 4,410 | 1.76\% | 4,167 | 1.62\% |  | 4,648 | 1.70\% | 4,865 | 1.70\% | 4,181 | 1.79\% | 3,145 | 1.64\% |  | 2,926 | 1.73\% | 3,262 | 1.75\% |  | 8,577 | 1.69\% | 7,455 | 1.75\% |
|  |  | 40,185 | 2.27\% | 41, 484 | 2.31\% |  | 42,555 | 2.39\% | 41,869 | 2.0\%\% | ${ }^{41,892}$ | 2.49\% | 39,024 | 2.50\% |  | 39,109 | 2.63\% | 36,687 | 2.77\% |  | 81,669 | 2.29\% | 81,045 | 2.50\% |
| Securitization Financing | s | 5,427 | 0.30\% s | 4,180 | 0.22\% | \$ | 4,191 | 0.24\% \$ | 3,237 | 0.19\% \$ | 3,748 | 0.22\% \$ | 4,815 | 0.31\% 5 | s | 3,233 | 0.22\% \$ | 4,485 | 0.34\% | s | 9,607 | 0.26\% s | 8,434 | 0.25\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total interest earning asset - $T$ TEB ${ }^{(2)}$ | s | 78,746 | 1.63\% s |  | 1.66\% |  |  |  |  |  | 67,848 |  |  | 1.62\% 5 |  | 64,067 |  | 62,026 | 1.73\% | S | 157,583 | 1.64\% | 132,066 | 1.61\% |
| Net interest income | s | 78,349 | s | 78,352 |  | \$ | 77,926 | ¢ | 70,827 | \$ | 67,010 | s | 63,594 |  | s | 63,458 | s | 61,437 |  | s | 156,701 | s | 130,604 |  |

${ }^{(1)}$ Average rates are calculated based on the daily average balances outstanding during the period.
${ }^{\text {21) }}$ See Non-GAAP Measures section.

Table 4: Securitization and derecognition activity

| (\$ THOUSANDS, EXCEPT PERCENTAGES) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 |  | Q3 |  | 2017 |  | 2016 |  |
| Securitization derecognized - non-prepayable Multis | \$ | 273,070 | \$ | 242,542 | \$ | 172,778 | \$ | 130,656 | \$ | 125,432 | \$ | 151,544 | \$ | 69,264 | \$ | 143,743 | \$ | 515,612 | \$ | 276,976 |
| Securitization derecognized - prepayable mortgages ${ }^{(1)}$ |  | - |  | 149,049 |  | 198,364 |  | 296,626 |  | 253,087 |  |  |  | 9,157 |  | - |  | 149,049 |  | 253,087 |
| Total principal derecognized | \$ | 273,070 | \$ | 391,591 | \$ | 371,142 | \$ | 427,282 | \$ | 378,519 | \$ | 151,544 | \$ | 78,421 | \$ | 143,743 | \$ | 664,661 | \$ | 530,063 |
| Gains on sale | \$ | 2,717 | \$ | 3,570 | \$ | 2,117 | \$ | 2,505 | \$ | 1,894 | \$ | 1,619 | \$ | 755 | \$ | 1,259 | \$ | 6,287 | \$ | 3,513 |
| Income from securitization activities and retained interests: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from retained interests |  | 495 |  | 391 |  | 330 |  | 238 |  | 154 |  | 178 |  | 194 |  | 175 |  | 886 |  | 332 |
| Fair value gains (losses) on derivative financial instruments |  | 36 |  | (743) |  | 589 |  | 439 |  | (154) |  | $(1,237)$ |  | (79) |  | (388) |  | (707) |  | $(1,391)$ |
|  |  | 531 |  | (352) |  | 919 |  | 677 |  |  |  | $(1,059)$ |  | 115 |  | (213) |  | 179 |  | $(1,059)$ |
| securitization retained interests | \$ | 3,248 | \$ | 3,218 | \$ | 3,036 | \$ | 3,182 | \$ | 1,894 | \$ | 560 | \$ | 870 | \$ | 1,046 | \$ | 6,466 | \$ | 2,454 |
| Gains on sale margin ${ }^{(2)}$ |  | 0.99\% |  | 0.91\% |  | 0.57\% |  | 0.59\% |  | 0.50\% |  | 1.07\% |  | 0.96\% |  | 0.88\% |  | 0.95\% |  | 0.66\% |

${ }^{(1)}$ In order to derecognize prepayable mortgages, Equitable needs to securitize the mortgages through CMHC's CMB or NHA-MBS programs and also then engage in a transaction that transfers the residual risks and rewards to third parties.
This additional transaction is not required to derecognize non-prepayable mortgages.
${ }^{(2)}$ Gains on sale margin represents the gains on sale as a percentage of total principal derecognized.

Table 5: Non-interest expenses and Efficiency Ratio

| (\$ THOUSANDS, EXCEPT PERCENTAGES AND FTE) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 | Q2 |  | Q1 |  | Q4 |  | Q3 |  | 2017 |  |  | 2016 |
| Compensation and benefits | \$ | 16,467 | \$ | 16,423 | \$ | 14,863 | \$ | 15,574 | \$ | 15,193 | \$ | 14,650 | \$ | 13,273 | \$ | 12,015 | \$ | 32,890 | \$ | 29,843 |
| Technology and system costs |  | 5,764 |  | 4,809 |  | 5,198 |  | 4,929 |  | 5,046 |  | 4,413 |  | 3,897 |  | 3,259 |  | 10,573 |  | 9,459 |
| Marketing and corporate expenses |  | 5,178 |  | 1,922 |  | 3,058 |  | 1,946 |  | 2,298 |  | 4,608 |  | 2,573 |  | 2,280 |  | 7,100 |  | 6,906 |
| Product costs |  | 3,020 |  | 3,028 |  | 2,968 |  | 2,808 |  | 2,425 |  | 2,533 |  | 1,700 |  | 2,070 |  | 6,048 |  | 4,958 |
| Regulatory, legal and professional fees |  | 2,580 |  | 1,974 |  | 2,259 |  | 2,287 |  | 1,881 |  | 1,451 |  | 2,036 |  | 1,686 |  | 4,554 |  | 3,332 |
| Premises |  | 1,486 |  | 1,664 |  | 1,404 |  | 1,495 |  | 1,529 |  | 1,723 |  | 950 |  | 813 |  | 3,150 |  | 3,252 |
| Total non-interest expenses | \$ | 34,495 | \$ | 29,820 | \$ | 29,750 | \$ | 29,039 | \$ | 28,372 | \$ | 29,378 | \$ | 24,429 | \$ | 22,123 | \$ | 64,315 | \$ | 57,750 |
| Efficiency Ratio - TEB |  | 39.2\% |  | 33.2\% |  | 33.9\% |  | 37.0\% |  | 38.2\% |  | 43.2\% |  | 35.7\% |  | 33.4\% |  | 36.1\% |  | 40.6\% |
| Full-time employee ("FTE") - period average |  | 569 |  | 565 |  | 552 |  | 542 |  | 528 |  | 507 |  | 484 |  | 452 |  | 567 |  | 516 |

## EQUITABLE <br> GROUP INC.

Table 6: Interim consolidated balance sheets

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 |  |  | Q3 |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 811,465 | \$ | 537,645 | \$ | 444,179 | \$ | 383,788 | \$ | 336,237 | \$ | 427,800 | \$ | 423,366 | \$ | 413,518 |
| Restricted cash |  | 412,036 |  | 258,599 |  | 247,878 |  | 238,945 |  | 150,691 |  | 129,453 |  | 107,988 |  | 116,894 |
| Securities purchased under reverse repurchase agreements |  | - |  | 4,984 |  | 199,401 |  | 102,760 |  | 150,906 |  | 30,346 |  | 19,918 |  | 63,598 |
| Investments |  | 112,658 |  | 170,176 |  | 136,718 |  | 124,485 |  | 130,770 |  | 154,397 |  | 153,714 |  | 149,734 |
| Mortgages receivable - Core Lending |  | 11,393,045 |  | 11,212,879 |  | 10,678,452 |  | 10,199,787 |  | 9,591,449 |  | 9,061,191 |  | 8,674,599 |  | 8,458,087 |
| Mortgages receivable - Securitization Financing |  | 6,870,578 |  | 6,952,079 |  | 7,105,351 |  | 6,849,957 |  | 6,652,657 |  | 6,479,050 |  | 6,026,207 |  | 5,501,345 |
| Securitization retained interests |  | 98,513 |  | 93,975 |  | 88,782 |  | 87,262 |  | 74,563 |  | 66,665 |  | 61,650 |  | 61,524 |
| Other assets |  | 97,691 |  | 70,081 |  | 72,827 |  | 75,862 |  | 60,581 |  | 62,319 |  | 60,142 |  | 62,910 |
|  | \$ | 19,795,986 | \$ | 19,300,418 | \$ | 18,973,588 | \$ | 18,062,846 | \$ | 17,147,854 | \$ | 16,411,221 | \$ | 15,527,584 | \$ | 14,827,610 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 10,099,459 | \$ | 10,047,387 | \$ | 9,763,082 | \$ | 9,268,606 | \$ | 9,148,025 | \$ | 8,845,184 | \$ | 8,211,265 | \$ | 8,055,591 |
| Securitization liabilities |  | 7,750,405 |  | 7,793,863 |  | 7,762,632 |  | 7,258,672 |  | 6,807,964 |  | 6,576,177 |  | 6,109,436 |  | 5,485,344 |
| Obligations under repurchase agreements |  | 428,985 |  | 145,495 |  | 112,488 |  | 69,290 |  | - |  | - |  | - |  | 163,189 |
| Deferred tax liabilities |  | 43,988 |  | 38,004 |  | 38,771 |  | 37,763 |  | 33,663 |  | 29,993 |  | 28,698 |  | 25,713 |
| Other liabilities |  | 205,482 |  | 186,967 |  | 204,465 |  | 85,239 |  | 79,278 |  | 78,818 |  | 81,290 |  | 58,094 |
| Bank facilities |  | 141,815 |  |  |  | 50,000 |  | 398,909 |  | 170,000 |  | - |  | 235,779 |  | 190,000 |
| Debentures |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 85,000 |
|  |  | 18,735,134 |  | 18,276,716 |  | 17,996,438 |  | 17,183,479 |  | 16,303,930 |  | 15,595,172 |  | 14,731,468 |  | 14,062,931 |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |
| Common shares |  | 197,439 |  | 197,339 |  | 196,608 |  | 145,694 |  | 144,615 |  | 144,159 |  | 143,690 |  | 141,971 |
| Contributed surplus |  | 5,594 |  | 5,322 |  | 5,056 |  | 5,114 |  | 5,099 |  | 4,935 |  | 4,706 |  | 4,808 |
| Retained earnings |  | 798,253 |  | 764,325 |  | 725,912 |  | 688,867 |  | 658,098 |  | 629,147 |  | 605,436 |  | 578,295 |
| Accumulated other comprehensive loss |  | $(12,991)$ |  | $(15,841)$ |  | $(22,983)$ |  | $(32,865)$ |  | $(36,445)$ |  | $(34,749)$ |  | $(30,273)$ |  | $(32,952)$ |
|  |  | 1,060,852 |  | 1,023,702 |  | 977,150 |  | 879,367 |  | 843,924 |  | 816,049 |  | 796,116 |  | 764,679 |
|  | \$ | 19,795,986 | \$ | 19,300,418 | \$ | 18,973,588 | \$ | 18,062,846 | \$ | 17,147,854 | \$ | 16,411,221 | \$ | 15,527,584 | \$ | 14,827,610 |

## EQUITABLE

Group Inc.
Table 7: Average balance sheet information ${ }^{(1)}$

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 | Q2 |  | Q1 |  | Q4 |  | Q3 |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 632,657 | \$ | 464,286 | \$ | 418,040 | \$ | 331,933 | \$ | 474,928 | \$ | 355,924 | \$ | 397,610 | \$ | 505,232 |
| Restricted cash |  | 335,886 |  | 248,896 |  | 272,763 |  | 176,194 |  | 143,195 |  | 113,817 |  | 167,553 |  | 109,885 |
| Securities purchased under reverse repurchase agreements |  | 1,246 |  | 63,823 |  | 113,008 |  | 64,678 |  | 55,688 |  | 15,199 |  | 50,991 |  | 46,019 |
| Investments |  | 142,388 |  | 166,410 |  | 170,411 |  | 129,912 |  | 143,819 |  | 172,083 |  | 151,647 |  | 156,371 |
| Mortgages receivable - Core Lending |  | 11,344,558 |  | 10,890,943 |  | 10,473,918 |  | 9,916,212 |  | 9,324,530 |  | 8,885,286 |  | 8,602,257 |  | 8,314,489 |
| Mortgages receivable - Securitization Financing |  | 6,940,157 |  | 7,136,477 |  | 7,002,632 |  | 6,878,274 |  | 6,668,744 |  | 6,278,452 |  | 5,800,723 |  | 5,290,134 |
| Securitization retained interests |  | 95,453 |  | 89,745 |  | 86,708 |  | 78,045 |  | 68,086 |  | 63,063 |  | 61,059 |  | 58,459 |
| Other assets |  | 79,854 |  | 72,883 |  | 71,303 |  | 64,695 |  | 59,911 |  | 63,134 |  | 61,294 |  | 56,518 |
|  | \$ | 19,572,199 | \$ | 19,133,463 | \$ | 18,608,783 | \$ | 17,639,943 | \$ | 16,938,901 | \$ | 15,946,958 | \$ | 15,293,134 | \$ | 14,537,107 |
| Liabilities and Shareholders' Equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 9,948,202 | \$ | 9,857,591 | \$ | 9,477,569 | \$ | 9,220,344 | \$ | 8,963,513 | \$ | 8,474,357 | \$ | 8,085,075 | \$ | 8,133,780 |
| Securitization liabilities |  | 7,699,151 |  | 7,826,064 |  | 7,567,830 |  | 6,967,786 |  | 6,800,005 |  | 6,396,861 |  | 5,926,749 |  | 5,059,275 |
| Obligations under repurchase agreements |  | 428,508 |  | 138,611 |  | 103,673 |  | 17,323 |  | - |  | - |  | 64,655 |  | 161,496 |
| Deferred tax liabilities |  | 39,500 |  | 38,579 |  | 38,151 |  | 34,688 |  | 30,911 |  | 29,022 |  | 26,933 |  | 21,989 |
| Other liabilities |  | 193,661 |  | 193,157 |  | 178,593 |  | 78,591 |  | 79,830 |  | 84,519 |  | 68,690 |  | 53,654 |
| Bank facilities |  | 155,431 |  | 12,500 |  | 262,026 |  | 393,754 |  | 167,087 |  | 94,134 |  | 258,599 |  | 264,076 |
| Debentures |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 65,000 |  | 80,000 |  | 85,000 |
|  |  | 18,529,453 |  | 18,131,502 |  | 17,692,842 |  | 16,777,486 |  | 16,106,346 |  | 15,143,893 |  | 14,510,701 |  | 13,779,270 |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |  | 72,557 |
| Common shares |  | 197,407 |  | 196,814 |  | 158,629 |  | 144,906 |  | 144,356 |  | 143,869 |  | 142,499 |  | 141,867 |
| Contributed surplus |  | 5,463 |  | 5,174 |  | 5,162 |  | 5,166 |  | 5,042 |  | 4,812 |  | 4,839 |  | 4,740 |
| Retained earnings |  | 783,435 |  | 746,246 |  | 707,816 |  | 674,052 |  | 644,154 |  | 618,199 |  | 593,009 |  | 565,578 |
| Accumulated other comprehensive loss |  | $(16,116)$ |  | $(18,830)$ |  | $(28,223)$ |  | $(34,224)$ |  | $(33,554)$ |  | $(36,372)$ |  | $(30,471)$ |  | $(26,905)$ |
|  |  | 1,042,746 |  | 1,001,961 |  | 915,941 |  | 862,457 |  | 832,555 |  | 803,065 |  | 782,433 |  | 757,837 |
|  | \$ | 19,572,199 | \$ | 19,133,463 | \$ | 18,608,783 | \$ | 17,639,943 | \$ | 16,938,901 | \$ | 15,946,958 | \$ | 15,293,134 | \$ | 14,537,107 |

[^0]Table 8: Mortgage principal under administration - by lending business

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 |  | Q3 |  |
| Single Family Lending | \$ | 8,541,004 | \$ | 8,208,733 | \$ | 7,855,706 | \$ | 7,540,069 | \$ | 7,155,246 | \$ | 6,751,013 | \$ | 6,449,663 | \$ | 6,225,409 |
| Commercial Lending |  | 2,835,293 |  | 3,007,474 |  | 2,827,006 |  | 2,657,201 |  | 2,437,546 |  | 2,313,337 |  | 2,229,466 |  | 2,240,474 |
| Total Core Lending |  | 11,376,297 |  | 11,216,207 |  | 10,682,712 |  | 10,197,270 |  | 9,592,792 |  | 9,064,350 |  | 8,679,129 |  | 8,465,883 |
| Multi-unit residential |  | 2,877,556 |  | 2,976,847 |  | 3,179,312 |  | 3,493,318 |  | 3,726,566 |  | 4,013,890 |  | 3,992,388 |  | 3,911,108 |
| Prime single family residential |  | 3,914,040 |  | 3,891,715 |  | 3,837,808 |  | 3,270,068 |  | 2,841,935 |  | 2,385,784 |  | 1,962,930 |  | 1,528,435 |
| Total Securitization Financing |  | 6,791,596 |  | 6,868,562 |  | 7,017,120 |  | 6,763,386 |  | 6,568,501 |  | 6,399,674 |  | 5,955,318 |  | 5,439,543 |
| Total on-balance sheet mortgage principal |  | 18,167,893 |  | 18,084,769 |  | 17,699,832 |  | 16,960,656 |  | 16,161,293 |  | 15,464,024 |  | 14,634,447 |  | 13,905,426 |
| Multi-unit residential |  | 3,794,042 |  | 3,579,558 |  | 3,215,236 |  | 2,868,655 |  | 2,462,533 |  | 2,100,591 |  | 1,965,663 |  | 1,901,926 |
| Prime single family residential |  | 51,518 |  | 79,104 |  | 88,945 |  | 92,900 |  | 99,230 |  | 104,206 |  | 106,825 |  | 109,727 |
| Total derecognized mortgage principal |  | 3,845,560 |  | 3,658,662 |  | 3,304,181 |  | 2,961,555 |  | 2,561,763 |  | 2,204,797 |  | 2,072,488 |  | 2,011,653 |
| Mortgages Under Management | \$ | 22,013,453 | \$ | 21,743,431 | \$ | 21,004,013 | \$ | 19,922,211 | \$ | 18,723,056 | \$ | 17,668,821 | \$ | 16,706,935 | \$ | 15,917,079 |
| Single Family Lending | \$ | 8,541,004 | \$ | 8,208,733 | \$ | 7,855,706 | \$ | 7,540,069 | \$ | 7,155,246 | \$ | 6,751,013 | \$ | 6,449,663 | \$ | 6,225,409 |
| Prime single family residential |  | 3,965,558 |  | 3,970,819 |  | 3,926,753 |  | 3,362,968 |  | 2,941,165 |  | 2,489,990 |  | 2,069,755 |  | 1,638,162 |
| Commercial Lending |  | 2,835,293 |  | 3,007,474 |  | 2,827,006 |  | 2,657,201 |  | 2,437,546 |  | 2,313,337 |  | 2,229,466 |  | 2,240,474 |
| Multi-unit residential |  | 6,671,598 |  | 6,556,405 |  | 6,394,548 |  | 6,361,973 |  | 6,189,099 |  | 6,114,481 |  | 5,958,051 |  | 5,813,034 |
| Mortgages Under Management | \$ | 22,013,453 | \$ | 21,743,431 | \$ | 21,004,013 | \$ | 19,922,211 | \$ | 18,723,056 | \$ | 17,668,821 | \$ | 16,706,935 | \$ | 15,917,079 |

Table 9: Mortgage originations - by lending business

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 | Q1 |  | Q4 |  | Q3 |  | 2017 |  | 2016 |  |
| Single Family Lending | \$ | 938,591 | \$ | 835,780 | \$ | 930,449 | \$ | 1,050,366 | \$ | 952,937 | \$ | 674,417 | \$ | 719,361 | \$ | 744,416 | \$ | 1,774,371 | \$ | 1,627,354 |
| Commercial Lending |  | 201,789 |  | 379,996 |  | 377,578 |  | 367,197 |  | 323,061 |  | 201,849 |  | 259,502 |  | 235,987 |  | 581,785 |  | 524,910 |
| Total Core Lending |  | 1,140,380 |  | 1,215,776 |  | 1,308,027 |  | 1,417,563 |  | 1,275,998 |  | 876,266 |  | 978,863 |  | 980,403 |  | 2,356,156 |  | 2,152,264 |
| Multi-unit residential |  | 343,363 |  | 287,360 |  | 219,653 |  | 243,754 |  | 245,677 |  | 248,773 |  | 269,948 |  | 267,103 |  | 630,723 |  | 494,450 |
| Prime single family residential |  | 143,258 |  | 121,904 |  | 651,738 |  | 495,598 |  | 499,732 |  | 444,354 |  | 489,310 |  | 522,919 |  | 265,162 |  | 944,086 |
| Total Securitization Financing |  | 486,621 |  | 409,264 |  | 871,391 |  | 739,352 |  | 745,409 |  | 693,127 |  | 759,258 |  | 790,022 |  | 895,885 |  | 1,438,536 |
| Total mortgage originations | \$ | 1,627,001 | \$ | 1,625,040 | \$ | 2,179,418 | \$ | 2,156,915 | \$ | 2,021,407 | \$ | 1,569,393 | \$ | 1,738,121 | \$ | 1,770,425 | \$ | 3,252,041 | \$ | 3,590,800 |

Table 10: Deposit principal

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 | Q2 |  | Q1 |  | Q4 |  |  | Q3 |
| GICs | \$ | 7,713,588 | \$ | 7,396,728 | \$ | 7,275,675 | \$ | 6,821,166 | \$ | 6,742,096 | \$ | 6,606,137 | \$ | 6,931,771 | \$ | 6,934,026 |
| Brokered HISAs |  | 837,246 |  | 1,183,324 |  | 1,192,046 |  | 1,197,125 |  | 1,075,208 |  | 1,096,641 |  | 947,675 |  | 791,472 |
| EQ Bank Savings Plus Accounts |  | 1,305,901 |  | 1,219,448 |  | 1,062,279 |  | 1,012,010 |  | 995,645 |  | 793,633 |  | 91 |  | - |
| Deposit notes |  | 150,000 |  | 150,011 |  | 150,163 |  | 150,346 |  | 235,516 |  | 235,702 |  | 235,946 |  | 236,180 |
| Total deposit principal | \$ | 10,006,735 | \$ | 9,949,511 | \$ | 9,680,163 | \$ | 9,180,647 | \$ | 9,048,465 | \$ | 8,732,113 | \$ | 8,115,483 | \$ | 7,961,678 |

GROUP INC.

Table 11: Mortgage credit metrics

| (\$ THOUSANDS, EXCEPT PERCENTAGES) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 | Q2 |  | Q1 |  | Q4 |  |  | Q3 |
| Provision for credit losses | \$ | 378 | \$ | 738 | \$ | 870 | \$ | 1,243 | \$ | 105 | \$ | 227 | \$ | 1,064 | \$ | 930 |
| Provision for credit losses - rate |  | 0.01\% |  | 0.02\% |  | 0.02\% |  | 0.03\% |  | 0.00\% |  | 0.01\% |  | 0.03\% |  | 0.03\% |
| Gross impaired mortgage assets ${ }^{(1)}$ |  | 31,740 |  | 41,200 |  | 39,365 |  | 34,529 |  | 33,531 |  | 36,048 |  | 34,183 |  | 33,241 |
| Net impaired mortgage assets ${ }^{(2)}$ |  | 29,261 |  | 38,167 |  | 36,829 |  | 32,569 |  | 32,181 |  | 34,783 |  | 32,857 |  | 29,622 |
| Net impaired mortgage assets as a \% of total mortgage assets |  | 0.16\% |  | 0.21\% |  | 0.21\% |  | 0.19\% |  | 0.20\% |  | 0.22\% |  | 0.22\% |  | 0.21\% |
| Allowance for credit losses |  | 34,369 |  | 34,923 |  | 34,426 |  | 33,850 |  | 33,240 |  | 33,155 |  | 33,216 |  | 34,911 |
| Allowance for credit losses as a \% of total mortgage assets |  | 0.19\% |  | 0.19\% |  | 0.19\% |  | 0.20\% |  | 0.20\% |  | 0.21\% |  | 0.23\% |  | 0.25\% |
| Allowance for credit losses as a \% of gross impaired mortgage assets |  | 108\% |  | 85\% |  | 87\% |  | 98\% |  | 99\% |  | 92\% |  | 97\% |  | 105\% |

${ }^{(1)}$ Uninsured mortgages are deemed to be impaired at the earlier of the date they have been individually provided for or when they have been in arrears for 90 days. Mortgages guaranteed by the Government of Canada are deemed to be impaired when payment is contractually past due 365 days.
${ }^{(2)}$ Net impaired mortgage assets reflect gross impaired mortgages less individual allowances.

## Table 12: Allowance for credit losses continuity

| (\$ THOUSANDS) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  | YTD |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  | Q1 |  | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 |  | Q3 |  | 2017 |  | 2016 |  |
| Individual allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 3,033 | \$ | 2,536 | \$ | 1,960 | \$ | 1,350 | \$ | 1,265 | \$ | 1,326 | \$ | 3,619 | \$ | 3,184 | \$ | 2,536 | \$ | 1,326 |
| Provision for credit losses |  | 378 |  | 738 |  | 870 |  | 1,243 |  | 105 |  | 227 |  | 466 |  | 461 |  | 1,116 |  | 332 |
| Realized losses |  | (934) |  | (245) |  | (294) |  | (639) |  | (58) |  | (307) |  | $(2,763)$ |  | (32) |  | $(1,179)$ |  | (365) |
| Recoveries |  | 2 |  | 4 |  | - |  | 6 |  | 38 |  | 19 |  | 4 |  | 6 |  | 6 |  | 57 |
| Balance, end of period | \$ | 2,479 | \$ | 3,033 | \$ | 2,536 | \$ | 1,960 | \$ | 1,350 | \$ | 1,265 | \$ | 1,326 | \$ | 3,619 | \$ | 2,479 | \$ | 1,350 |
| Collective allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,292 | \$ | 30,823 | \$ | 31,890 | \$ | 31,890 |
| Provision for credit losses |  | - |  | - |  | - |  | - |  | - |  | - |  | 598 |  | 469 |  | - |  | - |
| Balance, end of period | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,890 | \$ | 31,292 | \$ | 31,890 | \$ | 31,890 |
| Total allowance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 34,923 | \$ | 34,426 | \$ | 33,850 | \$ | 33,240 | \$ | 33,155 | \$ | 33,216 | \$ | 34,911 | \$ | 34,007 | \$ | 34,426 | \$ | 33,216 |
| Provision for credit losses |  | 378 |  | 738 |  | 870 |  | 1,243 |  | 105 |  | 227 |  | 1,064 |  | 930 |  | 1,116 |  | 332 |
| Realized losses |  | (934) |  | (245) |  | (294) |  | (639) |  | (58) |  | (307) |  | $(2,763)$ |  | (32) |  | $(1,179)$ |  | (365) |
| Recoveries |  | 2 |  | 4 |  | - |  | 6 |  | 38 |  | 19 |  | 4 |  | 6 |  | 6 |  | 57 |
| Balance, end of period | \$ | 34,369 | \$ | 34,923 | \$ | 34,426 | \$ | 33,850 | \$ | 33,240 | \$ | 33,155 | \$ | 33,216 | \$ | 34,911 | \$ | 34,369 | \$ | 33,240 |

## EQUITABLE

GROUP INC.

Table 13: Mortgage principal outstanding - by property type (updated on August 11, 2017)

| (\$ THOUSANDS, EXCEPT PERCENTAGES) | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 |  |  | Q1 | Q4 |  | Q3 |  | Q2 |  | Q1 |  | Q4 4 |  |  |  |
| Uninsured |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 6,818,028 | \$ | 7,272,889 | \$ | 6,859,398 | \$ | 6,518,037 | \$ | 6,490,980 | \$ | 6,019,695 | \$ | 5,666,406 | \$ | 5,588,827 |
| Mixed-use property |  | 404,911 |  | 379,479 |  | 381,162 |  | 372,145 |  | 363,318 |  | 368,175 |  | 357,738 |  | 362,013 |
| Multi-unit residential |  | 484,391 |  | 499,384 |  | 531,588 |  | 507,894 |  | 455,987 |  | 506,860 |  | 507,921 |  | 489,986 |
| Commercial |  | 1,222,938 |  | 1,316,334 |  | 1,150,223 |  | 1,035,485 |  | 976,872 |  | 868,590 |  | 854,016 |  | 926,301 |
| Construction |  | 693,673 |  | 780,133 |  | 728,225 |  | 736,701 |  | 636,374 |  | 564,747 |  | 510,408 |  | 461,337 |
| Mortgage principal - Core Lending |  | 9,623,941 |  | 10,248,219 |  | 9,650,596 |  | 9,170,262 |  | 8,923,531 |  | 8,328,067 |  | 7,896,489 |  | 7,828,464 |
| Single family dwelling |  | 22,750 |  | 12,810 |  | 5,011 |  | 14,991 |  | 43,953 |  | 70,133 |  | 53,149 |  | 2,386 |
| Mortgage principal - Securitization Financing |  | 22,750 |  | 12,810 |  | 5,011 |  | 14,991 |  | 43,953 |  | 70,133 |  | 53,149 |  | 2,386 |
| Total mortgage principal outstanding | \$ | 9,646,691 | \$ | 10,261,029 | \$ | 9,655,607 | \$ | 9,185,253 | \$ | 8,967,484 | \$ | 8,398,200 | \$ | 7,949,638 | \$ | 7,830,850 |
| Total mortgage principal outstanding percentage |  | 53\% |  | 57\% |  | 55\% |  | 54\% |  | 55\% |  | 54\% |  | 54\% |  | 56\% |
| Insured |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 1,721,111 | \$ | 934,964 | \$ | 995,342 | \$ | 1,020,932 | \$ | 663,161 | \$ | 730,160 | \$ | 782,035 | \$ | 636,793 |
| Multi-unit residential |  | 5,543 |  | 5,543 |  | 6,053 |  | 6,076 |  | 6,100 |  | 6,123 |  | 605 |  | 626 |
| Commercial |  | 25,702 |  | 27,481 |  | 30,721 |  |  |  | - |  | - |  | - |  | - |
| Mortgage principal - Core Lending |  | 1,752,356 |  | 967,988 |  | 1,032,116 |  | 1,027,008 |  | 669,261 |  | 736,283 |  | 782,640 |  | 637,419 |
| Single family dwelling |  | 3,891,290 |  | 3,878,905 |  | 3,832,797 |  | 3,255,077 |  | 2,797,982 |  | 2,315,651 |  | 1,909,781 |  | 1,526,049 |
| Multi-unit residential |  | 2,877,556 |  | 2,976,847 |  | 3,179,312 |  | 3,493,318 |  | 3,726,566 |  | 4,013,890 |  | 3,992,388 |  | 3,911,108 |
| Mortgage principal - Securitization Financing |  | 6,768,846 |  | 6,855,752 |  | 7,012,109 |  | 6,748,395 |  | 6,524,548 |  | 6,329,541 |  | 5,902,169 |  | 5,437,157 |
| Total mortgage principal outstanding | \$ | 8,521,202 | \$ | 7,823,740 | \$ | 8,044,225 | \$ | 7,775,403 | \$ | 7,193,809 | \$ | 7,065,824 | \$ | 6,684,809 | \$ | 6,074,576 |
| Total mortgage principal outstanding percentage |  | 47\% |  | 43\% |  | 45\% |  | 46\% |  | 45\% |  | 46\% |  | 46\% |  | 44\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single family dwelling | \$ | 8,539,139 | \$ | 8,207,853 | \$ | 7,854,740 | \$ | 7,538,969 | \$ | 7,154,141 | \$ | 6,749,855 | \$ | 6,448,441 | \$ | 6,225,620 |
| Mixed-use property |  | 404,911 |  | 379,479 |  | 381,162 |  | 372,145 |  | 363,318 |  | 368,175 |  | 357,738 |  | 362,013 |
| Multi-unit residential |  | 489,934 |  | 504,927 |  | 537,641 |  | 513,970 |  | 462,087 |  | 512,983 |  | 508,526 |  | 490,612 |
| Commercial |  | 1,248,640 |  | 1,343,815 |  | 1,180,944 |  | 1,035,485 |  | 976,872 |  | 868,590 |  | 854,016 |  | 926,301 |
| Construction |  | 693,673 |  | 780,133 |  | 728,225 |  | 736,701 |  | 636,374 |  | 564,747 |  | 510,408 |  | 461,337 |
| Mortgage principal - Core Lending |  | 11,376,297 |  | 11,216,207 |  | 10,682,712 |  | 10,197,270 |  | 9,592,792 |  | 9,064,350 |  | 8,679,129 |  | 8,465,883 |
| Single family dwelling |  | 3,914,040 |  | 3,891,715 |  | 3,837,808 |  | 3,270,068 |  | 2,841,935 |  | 2,385,784 |  | 1,962,930 |  | 1,528,435 |
| Multi-unit residential |  | 2,877,556 |  | 2,976,847 |  | 3,179,312 |  | 3,493,318 |  | 3,726,566 |  | 4,013,890 |  | 3,992,388 |  | 3,911,108 |
| Mortgage principal - Securitization Financing |  | 6,791,596 |  | 6,868,562 |  | 7,017,120 |  | 6,763,386 |  | 6,568,501 |  | 6,399,674 |  | 5,955,318 |  | 5,439,543 |
| Total mortgage principal outstanding | \$ | 18,167,893 | \$ | 18,084,769 | \$ | 17,699,832 | \$ | 16,960,656 | \$ | 16,161,293 | \$ | 15,464,024 | \$ | 14,634,447 | \$ | 13,905,426 |
| Total mortgage principal outstanding percentage |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |  | 100\% |

## EQUITABLE

 GROUP INC.Table 14: Mortgage principal outstanding - by interest rate type

|  | 2017 |  | 2016 |  |  |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Fixed rate mortgages | 82\% | 80\% | 81\% | 81\% | 82\% | 82\% | 83\% | 84\% |
| Floating rate mortgages with interest rate floors ${ }^{(1)}$ | 7\% | 8\% | 8\% | 8\% | 7\% | 7\% | 7\% | 7\% |
| Floating rate mortgages without interest rate floors | 11\% | 12\% | 11\% | 11\% | 11\% | 11\% | 10\% | 9\% |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |

[^1]Table 15: Mortgage principal outstanding - by province ${ }^{(1)}$

| (S THOUSANDS, EXCEPT PERCENTAGES) | 2017 |  |  |  |  |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |  | 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 Q1 |  |  |  | Q1 | Q4 |  |  |  |  |  | Q3 |  |  | Q2 Q1 |  |  |  | Q3 |  |  |  |  |  |
|  |  | Amount | \% |  | Amount | \% |  | Amount | \% |  |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |  | Amount | \% |
| Single Family Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 6,594,278 | 36\% | \$ | 6,320,385 | 35\% | \$ | 6,041,673 | 34\% | \$ |  | 5,795,737 | 34\% | \$ | 5,485,009 | 34\% | \$ | 5,184,491 | 34\% | \$ | 4,958,225 | 34\% | \$ | 4,765,953 | 34\% |
| Alberta |  | 905,573 | 5\% |  | 914,717 | 5\% |  | 908,923 | 5\% |  |  | 908,084 | 5\% |  | 919,447 | 6\% |  | 914,251 | 6\% |  | 909,425 | 6\% |  | 909,805 | 7\% |
| Quebec |  | 282,795 | 2\% |  | 254,991 | 1\% |  | 237,147 | 1\% |  |  | 219,094 | 1\% |  | 198,040 | 1\% |  | 163,888 | 1\% |  | 137,910 | 1\% |  | 114,548 | 1\% |
| British Columbia |  | 540,772 | 3\% |  | 503,640 | 3\% |  | 454,921 | 3\% |  |  | 406,187 | 2\% |  | 346,034 | 2\% |  | 284,356 | 2\% |  | 243,914 | 2\% |  | 235,591 | 2\% |
| Saskatchewan |  | 71,882 | 0\% |  | 73,658 | 0\% |  | 74,129 | 0\% |  |  | 75,008 | 0\% |  | 74,752 | 0\% |  | 76,435 | 0\% |  | 77,252 | 1\% |  | 79,903 | 1\% |
| Other Provinces |  | 145,704 | 1\% |  | 141,342 | 1\% |  | 138,913 | 1\% |  |  | 135,959 | 1\% |  | 131,964 | 1\% |  | 127,592 | 1\% |  | 122,938 | 1\% |  | 119,609 | 1\% |
|  | \$ | 8,541,004 | 47\% | \$ | 8,208,733 | 45\% | \$ | 7,855,706 | 44\% | \$ |  | 7,540,069 | 44\% | \$ | 7,155,246 | 44\% | \$ | 6,751,013 | 44\% | \$ | 6,449,663 | 44\% | \$ | 6,225,409 | 45\% |
| Commercial Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 1,787,408 | 10\% | \$ | 1,957,638 | 11\% | \$ | 1,774,822 | 10\% | \$ |  | 1,751,776 | 10\% | \$ | 1,574,719 | 10\% | \$ | 1,465,093 | 9\% | \$ | 1,426,315 | 10\% | \$ | 1,413,563 | 10\% |
| Alberta |  | 291,164 | 2\% |  | 310,119 | 2\% |  | 317,138 | 2\% |  |  | 252,803 | 1\% |  | 272,609 | 2\% |  | 267,008 | $2 \%$ |  | 246,922 | 2\% |  | 272,998 | 2\% |
| Quebec |  | 540,833 | 3\% |  | 505,370 | 3\% |  | 505,500 | 3\% |  |  | 432,674 | 3\% |  | 423,578 | 3\% |  | 393,323 | 3\% |  | 384,052 | 3\% |  | 386,402 | 3\% |
| British Columbia |  | 128,725 | 1\% |  | 144,571 | 1\% |  | 147,488 | 1\% |  |  | 117,179 | 1\% |  | 72,468 | 0\% |  | 50,886 | 0\% |  | 32,606 | 0\% |  | 30,111 | 0\% |
| Saskatchewan |  | 20,608 | 0\% |  | 19,360 | 0\% |  | 12,920 | 0\% |  |  | 27,288 | 0\% |  | 13,929 | 0\% |  | 39,429 | 0\% |  | 38,156 | 0\% |  | 35,941 | 0\% |
| Other Provinces |  | 66,555 | 0\% |  | 70,416 | 0\% |  | 69,138 | 0\% |  |  | 75,482 | 0\% |  | 80,243 | 0\% |  | 97,598 | 1\% |  | 101,415 | 1\% |  | 101,459 | 1\% |
|  | \$ | 2,835,293 | 16\% | \$ | 3,007,474 | 17\% | \$ | 2,827,006 | 16\% | \$ |  | 2,657,201 | 16\% | \$ | 2,437,546 | 15\% | \$ | 2,313,337 | 15\% | \$ | 2,229,466 | 15\% | \$ | 2,240,474 | 16\% |
| Total mortgage principal - Core Lending | \$ | 11,376,297 | 63\% | \$ | 11,216,207 | 62\% | \$ | 10,682,712 | 60\% | \$ |  | 10,197,270 | 60\% | \$ | 9,592,792 | 59\% | \$ | 9,064,350 | 59\% | \$ | 8,679,129 | 59\% | \$ | 8,465,883 | 61\% |
| Multi-unit residential |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 1,120,353 | 6\% | \$ | 1,134,626 | 6\% | \$ | 1,239,383 | 7\% | \$ |  | 1,294,661 | 8\% | \$ | 1,458,201 | 9\% | \$ | 1,560,075 | 10\% | \$ | 1,516,645 | 10\% | \$ | 1,551,250 | 11\% |
| Alberta |  | 585,807 | 3\% |  | 639,895 | 4\% |  | 643,096 | 4\% |  |  | 665,201 | 4\% |  | 641,089 | 4\% |  | 673,371 | 4\% |  | 670,894 | 5\% |  | 628,166 | 5\% |
| Quebec |  | 549,105 | 3\% |  | 572,546 | 3\% |  | 652,594 | 4\% |  |  | 749,873 | 4\% |  | 790,335 | 5\% |  | 880,665 | 6\% |  | 885,550 | 6\% |  | 833,527 | 6\% |
| British Columbia |  | 345,644 | 2\% |  | 344,791 | 2\% |  | 332,856 | 2\% |  |  | 396,951 | 2\% |  | 403,411 | 2\% |  | 410,498 | 3\% |  | 438,295 | 3\% |  | 409,698 | 3\% |
| Saskatchewan |  | 63,949 | 0\% |  | 70,308 | 0\% |  | 72,683 | 0\% |  |  | 117,051 | 1\% |  | 154,093 | 1\% |  | 158,013 | 1\% |  | 155,411 | 1\% |  | 156,354 | 1\% |
| Other Provinces |  | 212,698 | 1\% |  | 214,680 | 1\% |  | 238,700 | 1\% |  |  | 269,582 | 2\% |  | 279,436 | 2\% |  | 331,268 | 2\% |  | 325,593 | 2\% |  | 332,113 | 2\% |
|  | \$ | 2,877,556 | 16\% | \$ | 2,976,847 | 16\% | \$ | 3,179,312 | 18\% | \$ |  | 3,493,318 | 21\% | \$ | 3,726,566 | 23\% | \$ | 4,013,890 | 26\% | \$ | 3,992,388 | 27\% | \$ | 3,911,108 | 28\% |
| Prime single family residential |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 2,123,293 | 12\% | \$ | 2,134,377 | 12\% | \$ | 2,106,296 | 12\% | \$ |  | 1,851,495 | 11\% | \$ | 1,564,574 | 10\% | \$ | 1,280,348 | 8\% | \$ | 1,033,032 | 7\% | \$ | 758,823 | 5\% |
| Alberta |  | 746,953 | 4\% |  | 731,153 | 4\% |  | 716,591 | 4\% |  |  | 614,090 | 4\% |  | 571,655 | 4\% |  | 514,056 | 3\% |  | 448,413 | 3\% |  | 378,425 | 3\% |
| Quebec |  | 53,391 | 0\% |  | 54,010 | 0\% |  | 54,451 | 0\% |  |  | - | 0\% |  | - | 0\% |  | - | 0\% |  | - | 0\% |  | - | 0\% |
| British Columbia |  | 543,359 | 3\% |  | 535,075 | 3\% |  | 534,267 | 3\% |  |  | 429,616 | 3\% |  | 362,871 | 2\% |  | 285,527 | 2\% |  | 213,577 | 1\% |  | 166,826 | 1\% |
| Saskatchewan |  | 168,471 | 1\% |  | 165,853 | 1\% |  | 159,454 | 1\% |  |  | 142,410 | 1\% |  | 128,991 | 1\% |  | 117,454 | 1\% |  | 106,499 | 1\% |  | 92,675 | 1\% |
| Other Provinces |  | 278,573 | 2\% |  | 271,247 | 1\% |  | 266,749 | 2\% |  |  | 232,457 | 1\% |  | 213,844 | 1\% |  | 188,399 | 1\% |  | 161,409 | 1\% |  | 131,686 | 1\% |
|  | \$ | 3,914,040 | 22\% | \$ | 3,891,715 | 22\% | \$ | 3,837,808 | 22\% | \$ |  | 3,270,068 | 19\% | \$ | 2,841,935 | 18\% | \$ | 2,385,784 | 15\% | \$ | 1,962,930 | 13\% | \$ | 1,528,435 | 11\% |
| Total mortgage principal - Securitization Financing | \$ | 6,791,596 | 37\% | \$ | 6,868,562 | 38\% | \$ | 7,017,120 | 40\% | \$ |  | 6,763,386 | 40\% | \$ | 6,568,501 | 41\% | \$ | 6,399,674 | $41 \%$ | \$ | 5,955,318 | 41\% | \$ | 5,439,543 | 39\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | \$ | 11,625,332 | 64\% | \$ | 11,547,026 | 64\% | \$ | 11,162,174 | 63\% | \$ |  | 10,693,668 | 63\% | \$ | 10,082,504 | 62\% | \$ | 9,490,008 | 61\% | \$ | 8,934,217 | 61\% | \$ | 8,489,589 | 61\% |
| Alberta |  | 2,529,497 | 14\% |  | 2,595,884 | 14\% |  | 2,585,748 | 15\% |  |  | 2,440,179 | 14\% |  | 2,404,800 | 15\% |  | 2,368,686 | 15\% |  | 2,275,654 | 16\% |  | 2,189,394 | 16\% |
| Quebec |  | 1,426,124 | 8\% |  | 1,386,917 | 8\% |  | 1,449,692 | 8\% |  |  | 1,401,641 | 8\% |  | 1,411,952 | 9\% |  | 1,437,876 | 9\% |  | 1,407,511 | 10\% |  | 1,334,477 | 10\% |
| British Columbia |  | 1,558,500 | 9\% |  | 1,528,078 | 8\% |  | 1,469,532 | 8\% |  |  | 1,349,933 | 8\% |  | 1,184,784 | 7\% |  | 1,031,267 | 7\% |  | 928,391 | 6\% |  | 842,226 | 6\% |
| Saskatchewan |  | 324,910 | 2\% |  | 329,179 | 2\% |  | 319,186 | 2\% |  |  | 361,756 | 2\% |  | 371,766 | 2\% |  | 391,330 | 3\% |  | 377,319 | 3\% |  | 364,873 | 3\% |
| Other Provinces |  | 703,530 | 4\% |  | 697,685 | 4\% |  | 713,500 | 4\% |  |  | 713,480 | 4\% |  | 705,487 | 4\% |  | 744,857 | 5\% |  | 711,355 | 5\% |  | 684,867 | 5\% |
| Total mortgage principal | \$ | 18,167,893 | 100\% | \$ | 18,084,769 | 100\% | 5 | 17,699,832 | 100\% | \$ |  | 16,960,656 | 100\% | \$ | 16,161,293 | 100\% | \$ | 15,464,024 | 100\% | \$ | 14,634,447 | 100\% | \$ | 13,905,426 | 100\% |

[^2]EQUITABLE
GROUP INC.
Table 16: Residential mortgage and HELOC principal outstanding - by province ${ }^{(1)}$ (Updated on August 11, 2017)


[^3]
## EQUITABLE

GROUP INC.
Table 17: Residential mortgage principal outstanding - by remaining amortization ${ }^{(1)}$ (Updated on August 11, 2017)

| (\$ THOUSANDS, EXCEPT PERCENTAGES) |  | $\begin{array}{r} <5 \\ \text { years } \end{array}$ |  | $\begin{gathered} 5-<10 \\ \text { years } \end{gathered}$ |  | $\begin{array}{r} 10-<15 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 15-<20 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 20-<25 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 25-<30 \\ \text { years } \end{array}$ |  | $\begin{array}{r} 30-<35 \\ \text { years } \end{array}$ |  | $\begin{aligned} & >=35 \\ & \text { years } \end{aligned}$ |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q2 2017 <br> Total residential mortgages | \$ | $\begin{aligned} & 2,212 \\ & 0.02 \% \end{aligned}$ | \$ | $\begin{gathered} 15,092 \\ 0.12 \% \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 82,989 \\ 0.67 \% \end{gathered}$ | \$ | $\begin{array}{r} 434,169 \\ 3.50 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,249,051 \\ 26.16 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,577,977 \\ 69.07 \% \end{array}$ | \$ | $\begin{array}{r} 57,801 \\ 0.46 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 650 \\ 0.00 \% \end{array}$ | \$ | $\begin{array}{r} 12,419,941 \\ 100 \% \\ \hline \end{array}$ |
| Q1 2017 <br> Total residential mortgages | \$ | $\begin{array}{r} 2,138 \\ 0.02 \% \end{array}$ | \$ | $\begin{gathered} 14,247 \\ 0.12 \% \end{gathered}$ | \$ | $\begin{gathered} 74,626 \\ 0.62 \% \end{gathered}$ | \$ | $\begin{array}{r} 388,877 \\ 3.22 \% \end{array}$ | \$ | $\begin{array}{r} 3,154,107 \\ 26.13 \% \end{array}$ | \$ | $\begin{array}{r} 8,354,957 \\ 69.23 \% \end{array}$ | \$ | $\begin{gathered} 79,289 \\ 0.66 \% \end{gathered}$ | \$ | $\begin{array}{r} 312 \\ 0.00 \% \end{array}$ | \$ | $\begin{array}{r} 12,068,553 \\ 100 \% \\ \hline \end{array}$ |
| Q4 2016 <br> Total residential mortgages | \$ | $\begin{array}{r} 1,609 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{aligned} & 14,625 \\ & 0.13 \% \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 71,136 \\ 0.61 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 341,291 \\ 2.93 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 3,070,607 \\ 26.32 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,083,902 \\ 69.30 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 80,487 \\ 0.69 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,045 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 11,664,702 \\ 100 \% \\ \hline \end{array}$ |
| Q3 2016 <br> Total residential mortages | \$ | $\begin{array}{r} 1,387 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 13,330 \\ 0.12 \% \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 63,004 \\ 0.58 \% \end{gathered}$ | \$ | $\begin{array}{r} 275,504 \\ 2.55 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,663,536 \\ 24.70 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 7,658,853 \\ 71.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 107,857 \\ 1.00 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,100 \\ 0.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 10,784,571 \\ 100 \% \\ \hline \end{array}$ |
| Q2 2016 <br> Total residential mortgages | \$ | $\begin{array}{r} 831 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 11,857 \\ 0.12 \% \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 55,950 \\ 0.56 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 247,111 \\ 2.48 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,434,154 \\ 24.41 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 7,088,276 \\ 71.08 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 132,704 \\ 1.33 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,521 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,972,404 \\ 100 \% \\ \hline \end{array}$ |
| Q1 2016 <br> Total residential mortgages | \$ | $\begin{array}{r} 1,095 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{gathered} 10,686 \\ 0.12 \% \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 44,659 \\ 0.49 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 221,261 \\ 2.43 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 2,170,411 \\ 23.81 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 6,525,904 \\ 71.60 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 138,318 \\ 1.52 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,735 \\ 0.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,114,069 \\ 100 \% \\ \hline \end{array}$ |
| Q4 2015 <br> Total residential mortgages | \$ | $\begin{array}{r} 935 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 9,367 \\ 0.11 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 35,678 \\ 0.43 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 185,372 \\ 2.21 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,931,540 \\ 23.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 6,074,542 \\ 72.38 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 153,039 \\ 1.82 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,519 \\ 0.02 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,391,992 \\ 100 \% \\ \hline \end{array}$ |
| Q3 2015 <br> Total residential mortgages | \$ | $\begin{array}{r} 1,078 \\ 0.01 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 7,745 \\ 0.10 \% \\ \hline \end{array}$ | \$ | $\begin{aligned} & 31,889 \\ & 0.41 \% \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 157,311 \\ 2.03 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,656,206 \\ 21.41 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 5,680,184 \\ 73.41 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 201,087 \\ 2.60 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,911 \\ 0.03 \% \\ \hline \end{array}$ | \$ | $\begin{array}{r} 7,737,411 \\ 100 \% \\ \hline \end{array}$ |

${ }^{(1)}$ The above residential mortgage balances do not include HELOC amount.

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Table 18: Uninsured average loan-to-value of newly originated and newly acquired ${ }^{(1)}$

|  | 2017 |  |  |  | 2016 |  |  |  |  |  |  |  | 2015 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 Q1 |  |  |  | Q4 |  |  | Q3 |  | Q2 |  | Q1 | Q4 |  |  | Q3 |
|  | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | Heloc ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ | Residential mortgages | HELOC ${ }^{(2)}$ |
| Ontario | 70\% | 6\% | 72\% | 6\% | 73\% | 5\% | 74\% | 5\% | 73\% | 5\% | 73\% | 7\% | 74\% | 6\% | 75\% | 6\% |
| Alberta | 72\% | 8\% | 71\% | 4\% | 71\% | 13\% | 72\% | 6\% | 73\% | 2\% | 72\% | 4\% | 71\% | 6\% | 72\% | 3\% |
| British Columbia | 70\% | 3\% | 69\% | 6\% | 69\% | 3\% | 69\% | 3\% | 69\% | 5\% | 71\% | 6\% | 68\% | 3\% | 72\% | 4\% |
| Manitoba | 76\% | 1\% | 74\% | 6\% | 74\% | 4\% | 73\% | 9\% | 77\% | 1\% | 75\% | 1\% | 75\% | 5\% | 74\% | 8\% |
| Saskatchewan | 69\% | 1\% | 69\% | 3\% | 74\% | 8\% | 71\% | 2\% | 72\% | 2\% | 69\% | $2 \%$ | 73\% | 1\% | 68\% | 8\% |
| Other Provinces | 71\% | 3\% | 70\% | 6\% | 71\% | 3\% | 71\% | 1\% | 71\% | 18\% | 71\% | 3\% | 70\% | 2\% | 71\% | 2\% |
| Total Canada | 70\% | 6\% | 72\% | 6\% | 72\% | 5\% | 73\% | 5\% | 73\% | 5\% | 73\% | 7\% | 74\% | 6\% | 75\% | 6\% |
| Downtown Toronto condominiums ${ }^{(3)}$ | 65\% | 2\% | 64\% | 22\% | 67\% | 2\% | 66\% | 3\% | 69\% | 5\% | 64\% | 2\% | 64\% | 2\% | 64\% | 2\% |

${ }^{(1)}$ Geographic location based on the address of the property mortgaged
${ }^{(2)}$ The loan-to-value ("LTV") of the HELOC represents the authorized HELOC amount as a percentage of the original property value. There are also mortgages associated with most of these properties, but the aggregate LTV are not presented on this chart.
Aggregate LTVS do not exceed $80 \%$.
${ }^{(3)}$ Included in Ontario totals above

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Table 19: Average loan-to-value of existing residential mortgages ${ }^{(1)(3)(4)}$

|  | 2017 |  |  |  |  |  | 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 Q1 |  |  |  |  |  | Q4 Q3 |  |  |  |  |  |
|  | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ |
| Ontario | 68\% | 59\% | 62\% | 74\% | 61\% | 65\% | 74\% | 62\% | 66\% | 72\% | 62\% | 66\% |
| Alberta | 80\% | 65\% | 74\% | 83\% | 67\% | 75\% | 83\% | 66\% | 75\% | 82\% | 67\% | 74\% |
| British Columbia | 77\% | 61\% | 70\% | 79\% | 63\% | 72\% | 79\% | 63\% | 73\% | 78\% | 63\% | 71\% |
| Manitoba | 82\% | 69\% | 77\% | 83\% | 69\% | 77\% | 83\% | 69\% | 77\% | 82\% | 68\% | 75\% |
| Saskatchewan | 83\% | 55\% | 77\% | 84\% | 58\% | 78\% | 85\% | 59\% | 78\% | 84\% | 59\% | 77\% |
| Other Provinces | 83\% | 63\% | 73\% | 86\% | 65\% | 75\% | 87\% | 66\% | 77\% | 85\% | 66\% | 74\% |
| Total Canada | 73\% | 60\% | 66\% | 77\% | 62\% | 68\% | 78\% | 63\% | 69\% | 75\% | 63\% | 68\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | 201 |  |  |  |  |  | 201 |  |  |  |
|  |  |  | Q2 |  |  | Q1 |  |  | Q4 |  |  | Q3 |
|  | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured $^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured ${ }^{(2)}$ | Total ${ }^{(2)}$ | Insured ${ }^{(2)}$ | Uninsured $^{(2)}$ | Total ${ }^{(2)}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ontario | 75\% | 64\% | 68\% | 74\% | 67\% | 69\% | 74\% | 67\% | 69\% | 74\% | 66\% | 68\% |
| Alberta | 83\% | 67\% | 75\% | 85\% | 70\% | 77\% | 85\% | 69\% | 76\% | 84\% | 67\% | 74\% |
| British Columbia | 80\% | 64\% | 72\% | 76\% | 62\% | 69\% | 79\% | 63\% | 71\% | 81\% | 64\% | 72\% |
| Manitoba | 83\% | 69\% | 76\% | 82\% | 70\% | 76\% | 83\% | 70\% | 76\% | 84\% | 70\% | 76\% |
| Saskatchewan | 86\% | 60\% | 78\% | 83\% | 63\% | 77\% | 85\% | 64\% | 77\% | 85\% | 63\% | 77\% |
| Other Provinces | 87\% | 66\% | 75\% | 87\% | 70\% | 77\% | 86\% | 69\% | 76\% | 87\% | 68\% | 76\% |
| Total Canada | 78\% | 65\% | 70\% | 78\% | 67\% | 71\% | 78\% | 67\% | 71\% | 78\% | 66\% | 70\% |

[^4]${ }^{(2)}$ Based on current property values. Current values are estimated using a Housing Price Index.
${ }^{(3)}$ The LTV of HELOC 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 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 \$50.3 million at June 30, 2017 (December 31, 2016 - \$49.9 million, June 30, 2016 - $\$ 51.8$ million).

Table 20: Single Family Lending - weighted average beacon score by LTV ${ }^{(1)}$

| LTV at origination | 2017 |  | 2016 |  |  |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| <50\% LTV | 692 | 689 | 689 | 688 | 685 | 684 | 685 | 686 |
| 50\% - 64.99\% LTV | 688 | 686 | 685 | 684 | 683 | 682 | 680 | 682 |
| 65\% - 69\% LTV | 682 | 682 | 680 | 682 | 678 | 673 | 673 | 672 |
| 70\% - 75\% LTV | 680 | 677 | 676 | 675 | 675 | 671 | 670 | 668 |
| >75\% LTV | 685 | 683 | 679 | 677 | 675 | 672 | 672 | 671 |
| Total | 684 | 682 | 680 | 679 | 676 | 674 | 673 | 672 |

${ }^{(1)}$ The beacon scores reported above represent the current weighted average beacon score of the Bank's insured and uninsured mortgage portfolio within its Single Family Lending Business.

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Table 21: Alberta and Saskatchewan portfolios (Updated on August 11, 2017)

(STHOUSANOS, EXCPP P PRCCENAAGES)

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Q4 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 838,068 | 5\% | \$ | 643,096 | 4\% | \$ | 1,481,164 | $8 \%$ | \$ | 786,563 | 4\% | \$ | 318,021 | 2\% | \$ | 1,104,584 | 6\% | \$ | 2,595,884 | 14\% |
|  | 174,512 | 1\% |  | 72,683 | 0\% |  | 247,195 | 1\% |  | 59,071 | 0\% |  | 12,920 | 0\% |  | 71,991 | 0\% |  | 329,179 | 1\% |
|  | 3,815,559 | 22\% |  | 2,500,307 | 14\% |  | 6,315,866 | 36\% |  | 6,018,77 | 34\% |  | 2,460,257 | 14\% |  | 799,032 | 48\% |  | 14,794,898 | \% |
| \$ | 4,828,139 | 27\% | \$ | 3,216,086 | 18\% | \$ | 8,044,225 | 45\% | s | 6,864,409 | 39\% | \$ | 2,791,198 | 16\% | \$ | 9,655,607 | 55\% |  | 17,719,961 | 100\% |
| \$ | 340,314 | 2\% | \$ | 371,792 | 2\% | \$ | 712,106 | 4\% | s | 331,794 | 2\% | \$ | 101,362 | 1\% | \$ | 433,156 | 2\% | \$ | 1,145,262 | 6\% |
|  | 366,599 | 2\% |  | 222,423 | 1\% |  | 589,022 | $3 \%$ |  | 412,094 | 2\% |  | 177,690 | 1\% |  | 589,784 | 3\% |  | 1,178,806 | 6\% |
| \$ | 706,913 | 4\% | \$ | 594,215 | 3\% | \$ | 1,301,128 | 7\% | ; | 743,888 | 4\% | \$ | 279,052 | 2\% | \$ | 1,022,940 | 6\% | \$ | 2,324,068 | 13\% |
| \$ | 56,467 | 0\% | \$ | 40,416 | 0\% | \$ | 96,883 | 0\% | s | 31,574 | 0\% | \$ | 12,920 | 0\% | \$ | 44,494 | 0\% | \$ | 141,377 | 0\% |
|  | 77,049 | 1\% | \$ | 23,220 | 0\% |  | 100,269 | 1\% |  | 22,039 | 0\% |  |  | 0\% |  | 22,039 | 0\% |  | 122,308 | 1\% |
| s | 133,516 | 1\% | \$ | 63,636 | 0\% | \$ | 197,152 | 1\% | \% | 53,613 | 0\% | \$ | 12,920 | 0\% | \$ | 66,533 | 0\% | \$ | 263,685 | 1\% |


|  | \$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 22016 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Alberta |  | 672,523 | 4\% | \$ | 641,077 | 4\% | \$ | 1,313,600 | 8\% | \$ | 817,687 | 5\% | \$ | 273,513 | 2\% | \$ | 1,091,200 | 7\% | \$ | 2,404,800 | 15\% |
| Saskatchewan |  | 140,119 | 1\% |  | 154,093 | 1\% |  | 294,212 |  |  | 63,624 | 0\% |  | 13,930 | 0\% |  | 77,554 | 0\% |  | 371,766 | 2\% |
| Other provinces |  | 2,648,501 | 16\% |  | 2,937,496 | 18\% |  | 5,585,997 | 35\% |  | 5,653,622 | 35\% |  | 2,145,108 | 13\% |  | 7,798,730 | 48\% |  | 13,384,727 | 83\% |
| $\underline{\text { Total Mortage Principal }}$ | \$ | 3,461,143 | 21\% | \$ | 3,732,666 | 23\% | \$ | 7,193,809 | 45\% | \$ | 6,534,933 | 40\% | \$ | 2,432,551 | 15\% | \$ | 8,967,484 | 55\% |  | 16,161,293 | 100\% |
| Included in Alberta: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Greater Edmonton | \$ | $\begin{aligned} & 274,484 \\ & 285,325 \end{aligned}$ | 2\% |  | $\begin{aligned} & 361,351 \\ & 236,531 \end{aligned}$ | 2\% \$ |  | $\begin{aligned} & 635,835 \\ & 521,856 \\ & \hline \end{aligned}$ | $\begin{aligned} & 4 \% \\ & 3 \% \\ & \hline \end{aligned}$ | \$ | 435,767 | $\begin{aligned} & 2 \% \\ & 3 \% \\ & \hline \end{aligned}$ | \$ | $\begin{aligned} & 103,885 \\ & 132,251 \end{aligned}$ | \$ |  | 443,217568,018 | 3\%: |  | $1,079,052$$1,089,874$ | $7 \%$ <br> $7 \%$ |
| Greater Calgary |  |  |  |  | 1\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | \$ | 559,809 | 3\% | \$ |  | 597,882 | 4\% | \$ | 1,157,691 | 7\% | \$ | 775,099 | 5\% | \$ | 236,136 | 1\% | \$ | 1,011,235 |  |  | 2,168,926 | 13\% |
| Included in Saskatchewan: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Regina | \$ | 38,930 | 0\% |  | 59,700 | 0\% | \$ | 98,630 | 1\% | \$ | 34,568 | 0\% | \$ |  | 0\% | \$ | 34,568 | 0\% |  | 133,198 | 1\% |
| Saskatoon |  | 65,043 | 0\% | \$ | 75,919 | 0\% |  | 140,962 | 1\% |  | 24,288 | 0\% |  | 13,929 | 0\% |  | 38,217 | $0 \%$ |  | 179,179 | 1\% |
|  |  | 103,973 | 1\% |  | 135,619 | 1\% | s | 239,592 | 1\% | \$ | 58,856 | 0\% | \$ | 13,929 | 0\% | \$ | 72,78 | $0 \%$ |  | 312,377 | 2\% |

${ }^{(1)}$ Insured by either CMHC or Genworth.
${ }^{(3)}$ Unsured Commercial mortgages are all multi-unit residential mortgages.
${ }^{(4)}$ There are no multi-units residential mortgages in the uninsured commercial portfolio.

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Table 22: Modified Capital Disclosure Template - Equitable Bank
$\frac{(S \text { THOUSANOS, EXCPT P PRCENTAGES) }}{\text { Common Equity }}$
Common Equity Tier 1 capital: instruments and reserves
1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus
$\begin{array}{ll}1 & \text { Directly issued qual } \\ 2 & \text { Retained earnings }\end{array}$
$\begin{array}{ll}2 & \text { Retained earnings } \\ 3 & \text { Accumulated other comprehensive income (and other reserves) }\end{array}$
4 Directly issued capital subject to phase out from CET1 (only applicable to non-joint stock companies)
rd parties (amount allowed in group CET1)
6 Common Equity Tier 1 capital before regulatory adjustments
Common Equity Tier 1 capital: regulatory adjustments
28 Total regulatory adjustments to Common Equity Tier 1
29 Common Equity Tier 1 capital(CETI)
Additional Tier 1 capital $:$ instruments
30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus
of which: classified as equity under applicable accounting standards
of which: classified as equity under applicable accounting standards
of which: classified as liabilities under applicable accounting standa
33 Directly issued capital instruments subject to phase out from Additional Tier 1
34 Additional Tier 1 instruments (and CETT instruments not included in row 5 ) issued by subsidiaries and held by third parties (amount allowed in group AT1)
$\frac{35 \text { of which: instruments issued by subsidiaries subject to phase out }}{36 \text { Additional Tier } 1 \text { capital before resulatory adiustments }}$
Additional Tier 1 capital : regulatory adjustments
Additional Tier 1 capital : regulatory adjustments
43 Total regulatory adjustments to Additional Tier 1 capital

## $\frac{44}{}$ Additional Tier 1 capital (AT1)

$\qquad$
Tier 2 capital: instruments and allowances
46 Directly issued qualifying Tier 2 instruments plus related stock surplus
47 Directly issued capital instruments subject to phase out from Tier 2
48 Tier 2 instruments (and CET1 and AT1 instruments not included in row 5 or 34 ) issued by subsidiaries and held by third parties (amount allowed in group Tier 2 )
49 of which: instruments issued by subsidiaries subject to phase out
50 Collective allowances
51 Tier 2 capital before regulatory adjustments
Tier 2 capital: regulatory adiustments
57 Total regulatory adjustments to Tier 2 capital
57 Total regulatory ad
58 Tier 2 capital (T2)

## 60 Total risk-weighted assets

## Capital ratios

61 Common Equity Tier 1 (as a percentage of risk-weighted assets)
62 Tier 1 (as a percentage of risk-weighted assets)
63 Total capital (as a percentage of risk-weighted assets)
OSFI all-in target
69 Common Equity Tier 1 capital all-in target ratio
70 Tier 1 capiatal all-in target ratio
71 Total capital all-in target ratio
Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)
80 Current cap on CET1 instruments subject to phase out arrangements
81 Amounts excluded from CET1 due to cap (excess over cap after redemptions and maturities)
82 Current cap on AT1 instruments subject to phasse out arangenements
83 Amounts excluded from AT1 due to cap (excess over cap atter rede
${ }^{83}$ Amounts excluded from AT1 due to cap lexcess over cap after redemptions and maturities
85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities)


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Table 22: Modified Capital Disclosure Template - Equitable Bank
Equitable
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Table 23: Leverage Ratio - Equitable Bank ${ }^{(1)}$


## EQUITABLE

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## Non-GAAP measures

## Assets Under Management ("AUM")

is the sum of total assets reported on the consolidated balance sheet and mortgage 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 on the "all-in" basis in accordance with the guidelines issued by OSFI.
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 on the "all-in" basis in accordance with the guidelines issued by OSFI.

## 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 mortgages, deposit maturities, and the ability to collect other receivables and settle other obligations.

## Mortgages Under Management ("MUM")

is the sum of mortgage principal reported on the consolidated balance sheet and mortgage principal derecognized but still managed by the Company.
Net interest margin ("NIM")
is calculated on an annualized basis by dividing net interest income - TEB by the average total interest earning assets for the period.

## Net revenue

is calculated as the sum of net interest income, other income, and the TEB adjustment

## Provision for credit losses - rate

is calculated on an annualized basis and is defined as the provision for credit losses as a percentage of average loan portfolio outstanding during the period.

## Return on average assets

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 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.
Securitization Financing MUM
is the sum of Securitization Financing mortgage principal reported on the consolidated balance sheet and Securitization Financing mortgage principal derecognized but still managed by the Company

## EQUITABLE

Group Inc

## Non-GAAP measures

## Taxable equivalent basis ("TEB")

The TEB methodology grosses up tax-exempt income, such as dividends from equity securities, by an amount which makes this income comparable on a pre-tax basis to regular taxable income such as mortgage interest.

## 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 collective allowance and subordinated debentures.

## Tier 1 Ratio

is calculated by dividing Tier 1 Capital by Total RWA. This ratio is calculated for the Bank on the "all-in" basis in accordance with the guidelines issued by OSFI.
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 on the "all-in" basis in accordance with the guidelines issued by OSFI.

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## Acronyms <br> AOCI <br> Accumulated Other Comprehensive Income (Loss) <br> BCBS <br> Basel Committee on Banking Supervision <br> CAR <br> Capital Adequacy Requirements <br> CMB <br> Canada Mortgage Bond <br> CMHC <br> Canada Mortgage and Housing Corporation <br> EPS <br> Earnings per Share <br> GAAP <br> Generally Accepted Accounting Principles <br> GICs <br> Guaranteed Investment Certificates <br> HELOC <br> Home Equity Line of Credit <br> HISA <br> High Interest Savings Accounts <br> LTV <br> Loan-to-Value ratio <br> MBS <br> Mortgage-backed securities <br> NHA <br> National Housing Act

OSFI
Office of the Superintendent of Financial Institutions Canada

TFSA
Tax-Free Savings Accounts


[^0]:    ${ }^{(1)}$ Average balance is calculated based on opening and closing month-end balances outstanding during the period.

[^1]:    ${ }^{(1)}$ Floating rate mortgages with interest rate floors represent mortgages whose rate are allowed to move up or down by way of reference to an index rate, but are subject to a minimum fixed rate.

[^2]:    ${ }^{\text {(1) }}$ Geographic location based on the address of the property mortgaged.

[^3]:    ${ }^{(1)}$ Geographic location based on the address of the property mortgaged
    (2) HELOC represents the drawn amount of the secured line of credit
    ${ }^{(3)}$ Insured by either CMHC or Genworth.
    ${ }^{(4)}$ Represents single family residential condominium mortgages and are included in Ontario totals above.

[^4]:    ${ }^{(1)}$ Geographic location based on the address of the property mortgaged.

