

# CHALLENGER

S U P P L E M E N T A L  
I N F O R M A T I O N  
A N D  
R E G U L A T O R Y  
D I S C L O S U R E S

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FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2018



**Equitable** TSX.EQB  
EQB.PR.C

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## 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 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 September 30, 2018.

### 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".

### Adoption of IFRS 9

Effective January 1, 2018, the Company adopted IFRS 9 *Financial Instruments* ("IFRS 9") issued by the International Accounting Standards Board ("IASB"), which replaced the IAS 39 *Financial Instruments: Recognition and Measurement* ("IAS 39"). Please refer to Notes 3 and 4 to interim consolidated financial statements for a summary of the Company's accounting policies as it relates to IFRS 9 and the transitional impact of IFRS 9 on January 1, 2018. We restated the opening retained earnings balance on January 1, 2018 to reflect the impact of the new requirements but did not restate the comparative periods, as permitted by the standard. Therefore, the provision and allowance for credit losses and related ratios for 2018 periods versus the prior periods are not directly comparable.



**Table 1: Financial highlights**

(\$ THOUSANDS, EXCEPT SHARE, PER SHARE AMOUNTS AND PERCENTAGES)	2018			2017				2016	YTD	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	2018 <sup>(1)</sup>	2017
<b>RESULTS OF OPERATIONS</b>										
Net income	\$ 47,806	\$ 37,537	\$ 40,167	\$ 40,446	\$ 37,869	\$ 38,909	\$ 43,393	\$ 41,678	\$ 125,510	\$ 120,171
Net income available to common shareholders	46,615	36,346	38,976	39,256	36,678	37,718	42,202	40,488	121,937	116,598
Net interest income	93,024	79,496	81,270	79,697	71,964	78,349	78,352	77,926	253,790	228,665
Total revenue	232,410	214,958	200,786	197,648	189,290	183,025	181,525	179,939	684,154	553,840
EPS – basic <sup>(2)</sup>	2.82	2.20	2.36	2.38	2.23	2.29	2.56	2.58	7.38	7.08
EPS – diluted <sup>(2)</sup>	2.80	2.19	2.34	2.36	2.21	2.28	2.54	2.56	7.33	7.03
ROE <sup>(3)</sup>	15.9%	13.0%	14.5%	14.9%	14.4%	15.6%	18.4%	19.3%	14.4%	16.1%
Return on average assets <sup>(3)</sup>	0.8%	0.7%	0.8%	0.8%	0.8%	0.8%	0.9%	0.9%	0.8%	0.8%
NIM – TEB <sup>(3)</sup>										
Total Assets	1.69%	1.51%	1.58%	1.59%	1.47%	1.63%	1.66%	1.70%	1.59%	1.58%
Core Lending	2.47%	2.21%	2.31%	2.33%	2.17%	2.41%	2.55%	2.64%	2.33%	2.37%
Securitization Financing	0.23%	0.17%	0.22%	0.24%	0.25%	0.30%	0.22%	0.24%	0.20%	0.26%
Efficiency Ratio – TEB <sup>(3)(4)</sup>	36.3%	42.9%	37.7%	37.3%	37.4%	39.2%	33.2%	33.9%	38.9%	36.6%
<b>BALANCE SHEET</b>										
Total assets	23,147,614	21,944,721	21,054,763	20,634,250	20,221,205	19,795,986	19,300,418	18,973,588		
Assets Under Management <sup>(5)</sup>	27,495,398	26,142,735	25,259,152	24,652,969	24,274,172	23,641,546	22,959,080	22,277,769		
Mortgages receivable	21,671,338	20,455,377	19,676,690	19,298,548	18,787,348	18,263,623	18,164,958	17,783,803		
Mortgages Under Management <sup>(5)</sup>	25,935,686	24,568,457	23,794,216	23,233,420	22,753,938	22,013,453	21,743,431	21,004,013		
Shareholders' equity	1,259,875	1,212,952	1,181,472	1,138,117	1,098,325	1,060,852	1,023,702	977,150		
Liquid assets <sup>(6)</sup>	1,439,394	1,782,905	1,775,459	1,479,429	1,459,711	1,570,532	1,153,174	1,280,591		
Total assets held for regulatory purposes as a % of total										
Equitable Bank assets	5.6%	7.5%	7.8%	6.7%	6.7%	7.5%	5.4%	6.2%		
Total liquid assets as a % of total assets	6.2%	8.1%	8.4%	7.2%	7.2%	7.9%	6.0%	6.7%		
Deposit principal		12,366,734	11,880,741	11,024,720	10,506,896	10,006,735	9,949,511	9,680,163		
<b>CREDIT QUALITY</b>										
Provision for credit losses	517	168	770	387	40	378	738	870	1,455	1,156
Provision for credit losses – rate <sup>(3)</sup>	0.01%	0.003%	0.02%	0.01%	0.001%	0.01%	0.02%	0.02%	0.01%	0.01%
Net impaired mortgages as a % of total mortgage assets <sup>(5)</sup>	0.16%	0.13%	0.13%	0.12%	0.13%	0.16%	0.21%	0.21%		
Allowance for credit losses as a % of total mortgage assets	0.11%	0.12%	0.13%	0.17%	0.18%	0.19%	0.19%	0.19%		
<b>SHARE CAPITAL</b>										
Common shares outstanding	16,553,113	16,520,618	16,515,238	16,503,437	16,479,034	16,477,654	16,475,149	16,460,142		
Book value per common share <sup>(3)(6)</sup>	71.73	69.03	67.14	64.57	62.25	59.98	57.73	54.96		
Common share price – close	68.87	59.56	53.68	71.50	56.00	59.48	69.37	60.46		
Common share market capitalization	1,140,013	983,968	886,538	1,179,996	922,826	980,091	1,142,881	995,180		
Dividends declared per: <sup>(7)</sup>										
Common share	0.27	0.27	0.26	0.25	0.24	0.23	0.23	0.22	0.80	0.70
Preferred share – Series 3	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	1.20	1.20
<b>EQUITABLE BANK CAPITAL RATIOS<sup>(8)(8)</sup></b>										
Risk-weighted assets ("RWA")	8,389,236	7,790,674	7,396,553	7,035,380	6,814,247	6,561,813	6,739,517	6,385,825		
CET1 Ratio	13.8%	14.3%	14.7%	14.8%	14.8%	14.8%	13.9%	14.0%		
Tier 1 Capital Ratio	14.7%	15.3%	15.7%	15.9%	15.8%	15.9%	15.0%	15.1%		
Total Capital Ratio	15.0%	15.6%	16.0%	16.3%	17.2%	17.4%	16.4%	16.6%		
Leverage Ratio	5.3%	5.4%	5.5%	5.4%	5.3%	5.3%	5.3%	5.1%		

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> YTD EPS may not equal the sum of the quarterly EPS as a result of rounding.

<sup>(3)</sup> See Non-GAAP Measures section.

<sup>(4)</sup> Increases in this ratio reflect reduced efficiencies, whereas decreases reflect improved efficiencies.

<sup>(5)</sup> Effective January 1, 2018, as a result of adoption of IFRS 9, net impaired mortgages have been revised to include all mortgages that are in arrears 90 days or greater and reflect gross impaired mortgage assets less stage 3 allowances.

Prior year period net impaired mortgages are presented under IAS 39 and do not include insured mortgages that are less than 365 days in arrears. Prior year period net impaired mortgages equals to gross impaired mortgage assets less individual allowances.

<sup>(6)</sup> The adoption of IFRS 9 resulted in a \$0.42 increase in our book value per common share as at January 1, 2018.

<sup>(7)</sup> YTD dividends declared per share may not equal the sum of the quarterly dividends per share as a result of rounding.

<sup>(8)</sup> Effective January 1, 2018, the Bank adopted IFRS 9 and the transitional impact on regulatory capital and RWA was recognized upon adoption.





Table 2: Interim consolidated statements of income

(\$ THOUSANDS, EXCEPT SHARE AND PER SHARE AMOUNTS)	2018			2017				2016	YTD	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	2018 <sup>(1)</sup>	2017
Interest income:										
Mortgages – Core Lending	\$ 164,775	\$ 153,523	\$ 143,115	\$ 139,630	\$ 129,372	\$ 125,670	\$ 121,892	\$ 120,714	\$ 461,413	\$ 376,934
Mortgages – Securitization Financing	50,701	46,063	44,876	44,849	43,368	44,957	45,155	46,159	141,640	133,480
Investments	1,496	1,500	1,046	939	65	1,370	2,128	2,431	4,042	3,563
Other	4,964	4,163	3,805	3,728	4,296	1,715	1,328	1,347	12,932	7,339
	<b>221,936</b>	<b>205,249</b>	<b>192,842</b>	<b>189,146</b>	<b>177,101</b>	<b>173,712</b>	<b>170,503</b>	<b>170,651</b>	<b>620,027</b>	<b>521,316</b>
Interest expense:										
Deposits	77,908	69,392	62,284	57,289	54,004	49,817	46,994	46,619	209,584	150,815
Securitization liabilities	47,581	44,825	43,562	44,961	43,647	42,379	43,933	43,932	135,968	129,959
Bank facilities	3,423	11,536	5,726	6,970	6,536	2,217	274	1,224	20,685	9,027
Debentures	-	-	-	229	950	950	950	950	-	2,850
	<b>128,912</b>	<b>125,753</b>	<b>111,572</b>	<b>109,449</b>	<b>105,137</b>	<b>95,363</b>	<b>92,151</b>	<b>92,725</b>	<b>366,237</b>	<b>292,651</b>
Net interest income	93,024	79,496	81,270	79,697	71,964	78,349	78,352	77,926	253,790	228,665
Provision for credit losses	517	168	770	387	40	378	738	870	1,455	1,156
Net interest income after provision for credit losses	92,507	79,328	80,500	79,310	71,924	77,971	77,614	77,056	252,335	227,509
Other income:										
Fees and other income	4,843	6,547	5,377	6,153	7,492	6,853	7,804	6,809	16,767	22,149
Net gain (loss) on investments	131	138	(370)	-	(100)	(788)	-	(557)	(101)	(888)
Gains on securitization activities and income from securitization retained interests	5,500	3,024	2,937	2,349	4,797	3,248	3,218	3,036	11,461	11,263
	<b>10,474</b>	<b>9,709</b>	<b>7,944</b>	<b>8,502</b>	<b>12,189</b>	<b>9,313</b>	<b>11,022</b>	<b>9,288</b>	<b>28,127</b>	<b>32,524</b>
Net interest and other income	102,981	89,037	88,444	87,812	84,113	87,284	88,636	86,344	280,462	260,033
Non-interest expenses:										
Compensation and benefits	19,406	19,032	18,603	15,821	16,495	16,467	16,423	14,863	57,041	49,385
Other	18,391	19,491	15,207	17,252	15,147	18,028	13,397	14,887	53,089	46,572
	<b>37,797</b>	<b>38,523</b>	<b>33,810</b>	<b>33,073</b>	<b>31,642</b>	<b>34,495</b>	<b>29,820</b>	<b>29,750</b>	<b>110,130</b>	<b>95,957</b>
Income before income taxes	65,184	50,514	54,634	54,739	52,471	52,789	58,816	56,594	170,332	164,076
Income taxes:										
Current	17,124	12,404	14,320	10,360	15,773	7,896	16,191	13,426	43,848	39,860
Deferred	254	573	147	3,933	(1,171)	5,984	(768)	1,490	974	4,045
	<b>17,378</b>	<b>12,977</b>	<b>14,467</b>	<b>14,293</b>	<b>14,602</b>	<b>13,880</b>	<b>15,423</b>	<b>14,916</b>	<b>44,822</b>	<b>43,905</b>
Net income	\$ 47,806	\$ 37,537	\$ 40,167	\$ 40,446	\$ 37,869	\$ 38,909	\$ 43,393	\$ 41,678	\$ 125,510	\$ 120,171
Dividends on preferred shares	1,191	1,191	1,191	1,190	1,191	1,191	1,191	1,190	3,573	3,573
Net income available to common shareholders	\$ 46,615	\$ 36,346	\$ 38,976	\$ 39,256	\$ 36,678	\$ 37,718	\$ 42,202	\$ 40,488	\$ 121,937	\$ 116,598
Common shares outstanding:										
Weighted average basic	16,528,351	16,517,020	16,507,603	16,486,677	16,478,314	16,477,456	16,464,170	15,692,833	16,517,734	16,473,366
Weighted average diluted	16,654,209	16,603,186	16,629,832	16,625,927	16,570,256	16,567,699	16,614,221	15,808,124	16,629,172	16,583,898
Earnings per share:										
Basic	\$ 2.82	\$ 2.20	\$ 2.36	\$ 2.38	\$ 2.23	\$ 2.29	\$ 2.56	\$ 2.58	\$ 7.38	\$ 7.08
Diluted	\$ 2.80	\$ 2.19	\$ 2.34	\$ 2.36	\$ 2.21	\$ 2.28	\$ 2.54	\$ 2.56	\$ 7.33	\$ 7.03

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.



**Table 3: Net interest income**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018						2017						2016		YTD					
	Q3		Q2		Q1		Q4		Q3		Q2		Q1		Q4		2018		2017	
	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>	Revenue/ Expense	Average rate <sup>(1)</sup>
<b>Core Lending:</b>																				
<i>Revenues derived from:</i>																				
Mortgages	\$ 164,775	4.89%	\$ 153,523	4.78%	\$ 143,115	4.66%	\$ 139,630	4.62%	\$ 129,372	4.47%	\$ 125,670	4.46%	\$ 121,892	4.55%	\$ 120,714	4.63%	\$ 461,413	4.78%	\$ 376,934	4.49%
Liquidity investments	3,475	1.50%	2,660	1.17%	2,536	1.12%	2,322	1.05%	2,089	0.93%	1,397	0.74%	1,604	0.84%	1,611	0.84%	8,670	1.27%	5,090	0.84%
Equity securities – TEB <sup>(2)</sup>	2,058	5.61%	2,052	5.80%	1,419	5.52%	1,300	5.39%	1,402	5.92%	1,430	5.86%	1,828	6.43%	2,197	7.55%	5,529	5.66%	4,660	6.09%
	<b>170,308</b>	<b>4.68%</b>	158,235	4.56%	147,070	4.42%	143,252	4.38%	132,863	4.23%	128,497	4.24%	125,324	4.32%	124,522	4.40%	<b>475,612</b>	<b>4.56%</b>	386,684	4.26%
<i>Expenses related to:</i>																				
Deposits and bank facilities	69,909	2.38%	62,479	2.24%	56,338	2.15%	53,471	2.07%	50,516	2.06%	46,246	1.98%	43,101	1.98%	43,195	1.98%	188,727	2.26%	139,858	2.01%
Secured backstop funding facility <sup>(3)</sup>	2,289	N/A	10,999	N/A	5,293	N/A	5,336	N/A	5,425	N/A	1,378	N/A	-	-%	-	-%	18,580	N/A	6,803	N/A
Debentures	-	N/A	-	N/A	-	N/A	229	7.22%	950	5.80%	950	5.86%	950	5.93%	950	5.80%	-	N/A	2,850	5.86%
Securitization liabilities	8,757	2.32%	7,807	2.16%	7,934	2.07%	8,449	2.00%	8,089	1.86%	6,604	1.65%	6,616	1.59%	6,025	1.55%	24,498	2.18%	21,309	1.70%
	<b>80,955</b>	<b>2.44%</b>	81,285	2.58%	69,565	2.31%	67,485	2.24%	64,980	2.24%	55,178	2.00%	50,667	1.94%	50,170	1.94%	<b>231,805</b>	<b>2.45%</b>	170,820	2.07%
Net interest income – TEB <sup>(2)</sup>	89,353	2.47%	76,950	2.21%	77,505	2.31%	75,767	2.33%	67,883	2.17%	73,319	2.41%	74,657	2.55%	74,352	2.64%	243,807	2.33%	215,864	2.37%
Taxable Equivalent Basis – adjustment <sup>(2)</sup>	(577)		(553)		(373)		(360)		(402)		(397)		(485)		(617)		(1,503)		(1,284)	
Core Lending	\$ <b>88,776</b>		\$ 76,397		\$ 77,132		\$ 75,407		\$ 67,481		\$ 72,922		\$ 74,172		\$ 73,735		\$ <b>242,304</b>		\$ 214,580	
<b>Securitization Financing:</b>																				
<i>Revenues derived from:</i>																				
Mortgages	\$ 50,701	2.69%	\$ 46,063	2.60%	\$ 44,876	2.58%	\$ 44,849	2.60%	\$ 43,368	2.54%	\$ 44,957	2.60%	\$ 45,155	2.54%	\$ 46,159	2.65%	\$ 141,640	2.63%	\$ 133,480	2.56%
Liquidity investments	1,504	3.01%	1,504	2.35%	1,269	2.26%	1,405	1.88%	1,272	1.42%	655	0.95%	509	1.19%	587	1.08%	4,278	2.51%	2,436	1.21%
	<b>52,205</b>	<b>2.70%</b>	47,567	2.59%	46,145	2.57%	46,254	2.57%	44,640	2.48%	45,612	2.54%	45,664	2.51%	46,746	2.61%	<b>145,918</b>	<b>2.62%</b>	135,916	2.51%
<i>Expenses related to:</i>																				
Securitization liabilities	38,824	2.49%	37,018	2.45%	35,628	2.41%	36,512	2.46%	35,558	2.36%	35,775	2.36%	37,317	2.43%	37,907	2.51%	111,470	2.45%	108,650	2.38%
Deposits and secured funding facility	9,133	2.58%	7,450	2.63%	6,379	2.36%	5,452	2.03%	4,599	1.85%	4,410	1.76%	4,167	1.62%	4,648	1.70%	22,962	2.53%	13,181	1.74%
	<b>47,957</b>	<b>2.50%</b>	44,468	2.48%	42,007	2.40%	41,964	2.39%	40,157	2.29%	40,185	2.27%	41,484	2.31%	42,555	2.39%	<b>134,432</b>	<b>2.46%</b>	121,831	2.29%
Securitization Financing	\$ <b>4,248</b>	<b>0.23%</b>	\$ 3,099	0.17%	\$ 4,138	0.22%	\$ 4,290	0.24%	\$ 4,483	0.25%	\$ 5,427	0.30%	\$ 4,180	0.22%	\$ 4,191	0.24%	\$ <b>11,486</b>	<b>0.20%</b>	\$ 14,085	0.26%
Total interest earning asset – TEB <sup>(2)</sup>	\$ <b>93,601</b>	<b>1.69%</b>	\$ 80,049	1.51%	\$ 81,643	1.58%	\$ 80,057	1.59%	\$ 72,366	1.47%	\$ 78,746	1.63%	\$ 78,837	1.66%	\$ 78,543	1.70%	\$ <b>255,293</b>	<b>1.59%</b>	\$ 229,949	1.58%
Net interest income	\$ <b>93,024</b>		\$ 79,496		\$ 81,270		\$ 79,697		\$ 71,964		\$ 78,349		\$ 78,352		\$ 77,926		\$ <b>253,790</b>		\$ 228,665	

<sup>(1)</sup> Average rates are calculated based on the daily average balances outstanding during the period.

<sup>(2)</sup> See Non-GAAP Measures section.

<sup>(3)</sup> 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)	2018			2017				2016	YTD	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	2018 <sup>(1)</sup>	2017
Compensation and benefits	\$ 19,406	\$ 19,032	\$ 18,603	\$ 15,821	\$ 16,495	\$ 16,467	\$ 16,423	\$ 14,863	\$ 57,041	\$ 49,385
Technology and system costs	6,137	5,751	4,901	5,490	4,974	5,764	4,809	5,198	16,789	15,547
Marketing and corporate expenses	3,509	5,696	2,962	3,501	2,527	5,178	1,922	3,058	12,167	9,176
Product costs	3,278	3,377	3,055	3,110	3,128	3,020	3,028	2,968	9,710	7,504
Regulatory, legal and professional fees	3,780	3,117	2,749	3,538	2,950	2,580	1,974	2,259	9,646	9,627
Premises	1,687	1,550	1,540	1,613	1,568	1,486	1,664	1,404	4,777	4,718
<b>Total non-interest expenses</b>	<b>\$ 37,797</b>	<b>\$ 38,523</b>	<b>\$ 33,810</b>	<b>\$ 33,073</b>	<b>\$ 31,642</b>	<b>\$ 34,495</b>	<b>\$ 29,820</b>	<b>\$ 29,750</b>	<b>\$ 110,130</b>	<b>\$ 95,957</b>
Efficiency Ratio – TEB	36.3%	42.9%	37.7%	37.3%	37.4%	39.2%	33.2%	33.9%	38.9%	36.6%
Full-time employee ("FTE") – period average	640	613	604	586	573	569	565	552	620	569

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the Efficiency Ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.





**Table 5: Interim consolidated balance sheets**

(\$ THOUSANDS)	2018			2017				2016
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4
<b>Assets</b>								
Cash and cash equivalents	\$ 755,952	\$ 793,688	\$ 698,359	\$ 660,930	\$ 724,314	\$ 811,465	\$ 537,645	\$ 444,179
Restricted cash	359,283	347,285	333,097	366,038	397,365	412,036	258,599	247,878
Securities purchased under reverse repurchase agreements	-	-	-	-	-	-	4,984	199,401
Investments	159,034	155,048	148,072	107,442	112,255	112,658	170,176	136,718
Mortgages receivable – Core Lending	13,873,668	13,100,591	12,643,847	12,304,741	11,921,274	11,393,045	11,212,879	10,678,452
Mortgages receivable – Securitization Financing	7,797,670	7,354,786	7,032,843	6,993,807	6,866,074	6,870,578	6,952,079	7,105,351
Securitization retained interests	111,202	109,191	106,222	104,429	102,715	98,513	93,975	88,782
Other assets	90,805	84,132	92,323	96,863	97,208	97,691	70,081	72,827
	<b>\$ 23,147,614</b>	<b>\$ 21,944,721</b>	<b>\$ 21,054,763</b>	<b>\$ 20,634,250</b>	<b>\$ 20,221,205</b>	<b>\$ 19,795,986</b>	<b>\$ 19,300,418</b>	<b>\$ 18,973,588</b>
<b>Liabilities and Shareholders' Equity</b>								
<b>Liabilities:</b>								
Deposits	\$ 13,021,485	\$ 12,476,974	\$ 11,999,157	\$ 11,114,313	\$ 10,594,205	\$ 10,099,459	\$ 10,047,387	\$ 9,763,082
Securitization liabilities	8,175,776	7,584,327	7,554,866	7,565,545	7,730,776	7,750,405	7,793,863	7,762,632
Obligations under repurchase agreements	299,028	202,928	104,652	452,001	316,087	428,985	145,495	112,488
Deferred tax liabilities	38,990	38,735	38,162	35,802	31,869	43,988	38,004	38,771
Other liabilities	178,946	177,994	176,454	199,601	191,289	205,482	186,967	204,465
Bank facilities	173,514	250,811	-	128,871	193,654	141,815	-	50,000
Debentures	-	-	-	-	65,000	65,000	65,000	65,000
	<b>21,887,739</b>	<b>20,731,769</b>	<b>19,873,291</b>	<b>19,496,133</b>	<b>19,122,880</b>	<b>18,735,134</b>	<b>18,276,716</b>	<b>17,996,438</b>
<b>Shareholders' equity:</b>								
Preferred shares	72,557	72,557	72,557	72,557	72,557	72,557	72,557	72,557
Common shares	200,760	199,305	199,123	198,660	197,488	197,439	197,339	196,608
Contributed surplus	6,707	6,612	6,309	6,012	5,870	5,594	5,322	5,056
Retained earnings <sup>(2)</sup>	980,272	938,122	906,235	866,109	830,976	798,253	764,325	725,912
Accumulated other comprehensive loss ("AOCI") <sup>(3)</sup>	(421)	(3,644)	(2,752)	(5,221)	(8,566)	(12,991)	(15,841)	(22,983)
	<b>1,259,875</b>	<b>1,212,952</b>	<b>1,181,472</b>	<b>1,138,117</b>	<b>1,098,325</b>	<b>1,060,852</b>	<b>1,023,702</b>	<b>977,150</b>
	<b>\$ 23,147,614</b>	<b>\$ 21,944,721</b>	<b>\$ 21,054,763</b>	<b>\$ 20,634,250</b>	<b>\$ 20,221,205</b>	<b>\$ 19,795,986</b>	<b>\$ 19,300,418</b>	<b>\$ 18,973,588</b>

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> Retained earnings as at January 1, 2018 were restated by adding \$5.5 million as a result of adoption of IFRS 9.

<sup>(3)</sup> AOCI as at January 1, 2018 were restated by adding \$1.4 million as a result of adoption of IFRS 9.





**Table 6: Average balance sheet information<sup>(1)</sup>**

(\$ THOUSANDS)	2018			2017				2016
	Q3 <sup>(2)</sup>	Q2 <sup>(2)</sup>	Q1 <sup>(2)</sup>	Q4	Q3	Q2	Q1	Q4
<b>Assets</b>								
Cash and cash equivalents	\$ 690,518	\$ 665,875	\$ 636,435	\$ 643,779	\$ 661,371	\$ 632,657	\$ 464,286	\$ 418,040
Restricted cash	345,071	358,210	344,718	389,956	422,817	335,886	248,896	272,763
Securities purchased under reverse repurchase agreements	-	-	-	-	-	1,246	63,823	113,008
Investments	157,159	152,376	122,329	111,255	112,516	142,388	166,410	170,411
Mortgages receivable – Core Lending	13,482,782	12,901,074	12,433,617	12,125,834	11,654,396	11,344,558	10,890,943	10,473,918
Mortgages receivable – Securitization Financing	7,616,659	7,180,049	7,065,125	6,955,342	6,922,156	6,940,157	7,136,477	7,002,632
Securitization retained interests	109,398	106,295	103,878	102,081	98,958	95,453	89,745	86,708
Other assets	88,430	89,594	96,453	95,217	99,392	79,854	72,883	71,303
	<b>\$ 22,490,017</b>	<b>\$ 21,453,473</b>	<b>\$ 20,802,555</b>	<b>\$ 20,423,464</b>	<b>\$ 19,971,606</b>	<b>\$ 19,572,199</b>	<b>\$ 19,133,463</b>	<b>\$ 18,608,783</b>
<b>Liabilities and Shareholders' Equity</b>								
<b>Liabilities:</b>								
Deposits	\$ 12,778,575	\$ 12,226,341	\$ 11,549,408	\$ 10,832,913	\$ 10,316,683	\$ 9,948,202	\$ 9,857,591	\$ 9,477,569
Securitization liabilities	7,821,158	7,549,145	7,532,079	7,643,718	7,740,795	7,699,151	7,826,064	7,567,830
Obligations under repurchase agreements	276,134	166,565	261,137	345,181	346,053	428,508	138,611	103,673
Deferred tax liabilities	38,805	38,305	37,499	33,442	40,958	39,500	38,579	38,151
Other liabilities	169,752	192,965	156,279	176,547	214,876	193,661	193,157	178,593
Bank facilities	168,070	79,816	101,735	256,666	167,051	155,431	12,500	262,026
Debentures	-	-	-	16,250	65,000	65,000	65,000	65,000
	<b>21,252,494</b>	<b>20,253,137</b>	<b>19,638,137</b>	<b>19,304,717</b>	<b>18,891,416</b>	<b>18,529,453</b>	<b>18,131,502</b>	<b>17,692,842</b>
<b>Shareholders' equity:</b>								
Preferred shares	72,557	72,557	72,557	72,557	72,557	72,557	72,557	72,557
Common shares	199,724	199,189	198,816	197,919	197,462	197,407	196,814	158,629
Contributed surplus	6,719	6,468	6,152	5,985	5,741	5,463	5,174	5,162
Retained earnings	960,246	924,969	889,168	849,334	815,401	783,435	746,246	707,816
Accumulated other comprehensive loss	(1,723)	(2,847)	(2,275)	(7,048)	(10,971)	(16,116)	(18,830)	(28,223)
	<b>1,237,523</b>	<b>1,200,336</b>	<b>1,164,418</b>	<b>1,118,747</b>	<b>1,080,190</b>	<b>1,042,746</b>	<b>1,001,961</b>	<b>915,941</b>
	<b>\$ 22,490,017</b>	<b>\$ 21,453,473</b>	<b>\$ 20,802,555</b>	<b>\$ 20,423,464</b>	<b>\$ 19,971,606</b>	<b>\$ 19,572,199</b>	<b>\$ 19,133,463</b>	<b>\$ 18,608,783</b>

<sup>(1)</sup> Average balance is calculated based on opening and closing month-end balances outstanding during the period.

<sup>(2)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the month-end balances have been prepared in accordance with IFRS 9. Prior period balances were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.



**Table 7: Mortgage principal under administration – by lending business**

(\$ THOUSANDS)	2018			2017				2016	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	
Single Family Lending	\$ 10,227,299	\$ 9,827,296	\$ 9,497,537	\$ 9,341,819	\$ 9,054,784	\$ 8,541,004	\$ 8,208,733	\$ 7,855,706	
Commercial Lending	3,628,951	3,252,323	3,129,365	2,949,745	2,853,236	2,835,293	3,007,474	2,827,006	
<b>Total Core Lending</b>	<b>13,856,250</b>	13,079,619	12,626,902	12,291,564	11,908,020	11,376,297	11,216,207	10,682,712	
Multi-unit residential	3,349,917	3,328,036	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312	
Prime single family residential	4,381,735	3,962,788	3,858,527	3,868,731	3,905,182	3,914,040	3,891,715	3,837,808	
<b>Total Securitization Financing</b>	<b>7,731,652</b>	7,290,824	6,962,925	6,923,137	6,792,951	6,791,596	6,868,562	7,017,120	
<b>Total on-balance sheet mortgage principal</b>	<b>21,587,902</b>	20,370,443	19,589,827	19,214,701	18,700,971	18,167,893	18,084,769	17,699,832	
Multi-unit residential	4,347,784	4,198,014	4,204,389	4,018,719	4,029,569	3,794,042	3,579,558	3,215,236	
Prime single family residential	-	-	-	-	23,398	51,518	79,104	88,945	
<b>Total derecognized mortgage principal</b>	<b>4,347,784</b>	4,198,014	4,204,389	4,018,719	4,052,967	3,845,560	3,658,662	3,304,181	
<b>Mortgages Under Management</b>	<b>\$ 25,935,686</b>	\$ 24,568,457	\$ 23,794,216	\$ 23,233,420	\$ 22,753,938	\$ 22,013,453	\$ 21,743,431	\$ 21,004,013	
Single Family Lending	\$ 10,227,299	\$ 9,827,296	\$ 9,497,537	\$ 9,341,819	\$ 9,054,784	\$ 8,541,004	\$ 8,208,733	\$ 7,855,706	
Prime single family residential	4,381,735	3,962,788	3,858,527	3,868,731	3,928,580	3,965,558	3,970,819	3,926,753	
Commercial Lending	3,628,951	3,252,323	3,129,365	2,949,745	2,853,236	2,835,293	3,007,474	2,827,006	
Multi-unit residential	7,697,701	7,526,050	7,308,787	7,073,125	6,917,338	6,671,598	6,556,405	6,394,548	
<b>Mortgages Under Management</b>	<b>\$ 25,935,686</b>	\$ 24,568,457	\$ 23,794,216	\$ 23,233,420	\$ 22,753,938	\$ 22,013,453	\$ 21,743,431	\$ 21,004,013	

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.





**Table 8: Mortgage originations - by lending business**

(\$ THOUSANDS)	2018			2017				2016	YTD	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	2018	2017
Single Family Lending	\$ 996,277	\$ 921,889	\$ 609,434	\$ 850,617	\$ 1,098,725	\$ 938,591	\$ 835,780	\$ 930,449	\$ 2,527,600	\$ 2,873,096
Commercial Lending	561,612	471,531	424,468	359,479	380,442	201,789	379,996	377,578	1,457,611	962,227
Total Core Lending	1,557,889	1,393,420	1,033,902	1,210,096	1,479,167	1,140,380	1,215,776	1,308,027	3,985,211	3,835,323
Multi-unit residential	314,598	432,986	349,633	386,794	359,422	343,363	287,360	219,653	1,097,217	990,145
Prime single family residential	513,033	198,814	79,637	70,908	133,483	143,258	121,904	651,738	791,484	398,645
Total Securitization Financing	827,631	631,800	429,270	457,702	492,905	486,621	409,264	871,391	1,888,701	1,388,790
Total mortgage originations	\$ 2,385,520	\$ 2,025,220	\$ 1,463,172	\$ 1,667,798	\$ 1,972,072	\$ 1,627,001	\$ 1,625,040	\$ 2,179,418	\$ 5,873,912	\$ 5,224,113



**Table 9: Deposit principal**

(\$ THOUSANDS)	2018			2017				2016	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	
Brokered term deposits (GICs)	\$ 9,839,929	\$ 9,402,210	\$ 9,104,613	\$ 8,291,682	\$ 7,824,106	\$ 7,713,588	\$ 7,396,728	\$ 7,275,675	
EQ Bank deposits <sup>(2)</sup>	2,070,079	1,973,986	1,734,294	1,627,582	1,583,674	1,305,901	1,219,448	1,062,279	
Other deposits <sup>(3)</sup>	834,376	840,538	891,834	955,456	949,116	837,246	1,183,324	1,192,046	
Deposit notes	150,000	150,000	150,000	150,000	150,000	150,000	150,011	150,163	
<b>Total deposit principal</b>	<b>\$ 12,894,384</b>	<b>\$ 12,366,734</b>	<b>\$ 11,880,741</b>	<b>\$ 11,024,720</b>	<b>\$ 10,506,896</b>	<b>\$ 10,006,735</b>	<b>\$ 9,949,511</b>	<b>\$ 9,680,163</b>	

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> EQ Bank deposits include both demand and term deposits offered through our digital banking platform under the *EQ Bank* brand.

<sup>(3)</sup> Other deposits include demand deposits sourced through brokers, as well as other distribution partners with whom we have strategic relationships.



**Table 10: Mortgage credit metrics**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018			2017				2016	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	
Provision for credit losses	\$ 517	\$ 168	\$ 770	\$ 387	\$ 40	\$ 378	\$ 738	\$ 870	
Provision for credit losses – rate	0.01%	0.003%	0.02%	0.01%	0.001%	0.01%	0.02%	0.02%	
Gross impaired mortgage assets <sup>(2)</sup>	35,517	28,394	27,033	23,953	26,242	31,740	41,200	39,365	
Net impaired mortgage assets <sup>(3)</sup>	34,286	27,159	26,194	22,489	24,587	29,261	38,167	36,829	
Net impaired mortgage assets as a % of total mortgage assets	0.16%	0.13%	0.13%	0.12%	0.13%	0.16%	0.21%	0.21%	
Allowance for credit losses	24,930	24,684	24,815	33,354	33,545	34,369	34,923	34,426	
Allowance for credit losses as a % of total mortgage assets	0.11%	0.12%	0.13%	0.17%	0.18%	0.19%	0.19%	0.19%	
Allowance for credit losses as a % of gross impaired mortgage assets	70%	87%	92%	139%	128%	108%	85%	87%	

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> Under IFRS 9, mortgages are reassessed and 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 or greater.

Under IAS 39, uninsured mortgages were deemed to be impaired at the earlier of the date they have been individually provided for or when they have been in arrears over 90 days;

Insured mortgages were deemed to be impaired when payment were contractually past due 365 days.

<sup>(3)</sup> Net impaired mortgage assets reflect gross impaired mortgages less stage 3 allowances under IFRS 9 and were reported as gross impaired mortgages less individual allowances under IAS 39.



**Table 11: Allowance for credit losses continuity<sup>(1)</sup>**

(\$ THOUSANDS)	2018			2017				2016	YTD	
	Q3 <sup>(2)</sup>	Q2 <sup>(2)</sup>	Q1 <sup>(2)</sup>	Q4	Q3	Q2	Q1	Q4	2018 <sup>(2)</sup>	2017
<b>Stage 3 allowance (individual allowance under IAS 39)</b>										
Balance, beginning of period <sup>(3)</sup>	\$ 1,235	\$ 839	\$ 1,327	\$ 1,655	\$ 2,479	\$ 3,033	\$ 2,536	\$ 1,960	\$ 1,327	\$ 2,536
Transfer to Stage 1 <sup>(4)</sup>	(22)	(93)	(74)	-	-	-	-	-	(189)	-
Transfer to Stage 2 <sup>(4)</sup>	(19)	(52)	(11)	-	-	-	-	-	(82)	-
Transfer from Stage 1 <sup>(4)</sup>	1	1	-	-	-	-	-	-	2	-
Transfer from Stage 2 <sup>(4)</sup>	2	3	2	-	-	-	-	-	7	-
Re-measurement <sup>(4)(5)</sup>	305	836	434	-	-	-	-	-	1,575	-
Originations <sup>(4)</sup>	-	-	-	-	-	-	-	-	-	-
Discharges <sup>(4)</sup>	-	-	-	-	-	-	-	-	-	-
Changes in models and methodologies <sup>(4)</sup>	-	-	-	-	-	-	-	-	-	-
Provision for credit losses	-	-	-	387	40	378	738	870	-	1,156
Realized losses	(302)	(308)	(857)	(595)	(890)	(934)	(245)	(294)	(1,467)	(2,069)
Recoveries	31	9	18	17	26	2	4	-	58	32
Balance, end of period	\$ 1,231	\$ 1,235	\$ 839	\$ 1,464	\$ 1,655	\$ 2,479	\$ 3,033	\$ 2,536	\$ 1,231	\$ 1,655
<b>Stage 1 &amp; 2 allowances (collective allowance under IAS 39)</b>										
Balance, beginning of period <sup>(3)</sup>	\$ 23,449	\$ 23,976	\$ 23,557	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 23,557	\$ 31,890
Transfer from Stage 3	41	145	85	-	-	-	-	-	271	-
Transfer to Stage 3	(3)	(4)	(2)	-	-	-	-	-	(9)	-
Re-measurement <sup>(5)</sup>	(172)	(943)	101	-	-	-	-	-	(1,014)	-
Originations	446	346	270	-	-	-	-	-	1,062	-
Discharges	(62)	(71)	(35)	-	-	-	-	-	(168)	-
Changes in models and methodologies	-	-	-	-	-	-	-	-	-	-
Realized losses	-	-	-	-	-	-	-	-	-	-
Recoveries	-	-	-	-	-	-	-	-	-	-
Balance, end of period	\$ 23,699	\$ 23,449	\$ 23,976	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 31,890	\$ 23,699	\$ 31,890
<b>Total allowance</b>										
Balance, beginning of period <sup>(3)</sup>	\$ 24,684	\$ 24,815	\$ 24,884	\$ 33,545	\$ 34,369	\$ 34,923	\$ 34,426	\$ 33,850	\$ 24,884	\$ 34,426
Re-measurement <sup>(4)(5)</sup>	133	(107)	535	-	-	-	-	-	561	-
Originations <sup>(4)</sup>	446	346	270	-	-	-	-	-	1,062	-
Discharges <sup>(4)</sup>	(62)	(71)	(35)	-	-	-	-	-	(168)	-
Changes in models and methodologies <sup>(4)</sup>	-	-	-	-	-	-	-	-	-	-
Provision for credit losses	-	-	-	387	40	378	738	870	-	1,156
Realized losses	(302)	(308)	(857)	(595)	(890)	(934)	(245)	(294)	(1,467)	(2,069)
Recoveries	31	9	18	17	26	2	4	-	58	32
Balance, end of period	\$ 24,930	\$ 24,684	\$ 24,815	\$ 33,354	\$ 33,545	\$ 34,369	\$ 34,923	\$ 34,426	\$ 24,930	\$ 33,545

<sup>(1)</sup> The allowance for credit losses as at September 30, 2018 includes allowance on mortgage commitments amounting to \$127 thousand.

<sup>(2)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(3)</sup> Balance, beginning of period for Q1 2018 was reported after IFRS 9 transition adjustments.

<sup>(4)</sup> Not applicable under IAS 39.

<sup>(5)</sup> 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.



**Table 12: Mortgage principal outstanding – by property type**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018			2017			2016	
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4
<b>Uninsured</b>								
Single family dwelling	\$ 8,985,362	\$ 8,482,566	\$ 8,039,320	\$ 7,802,787	\$ 7,472,572	\$ 6,818,028	\$ 7,272,889	\$ 6,859,398
Mixed-use property	389,298	387,082	395,788	392,521	406,708	404,911	379,479	381,162
Multi-unit residential	738,327	703,283	810,497	646,855	624,527	484,391	499,384	531,588
Commercial	1,510,348	1,330,672	1,239,091	1,228,136	1,132,917	1,222,938	1,316,334	1,150,223
Construction	940,690	801,773	653,443	656,542	661,198	693,673	780,133	728,225
Mortgage principal – Core Lending	12,564,025	11,705,376	11,138,139	10,726,841	10,297,922	9,623,941	10,248,219	9,650,596
Single family dwelling	84,032	64,376	21,382	6,953	21,068	22,750	12,810	5,011
Mortgage principal – Securitization Financing	84,032	64,376	21,382	6,953	21,068	22,750	12,810	5,011
<b>Total mortgage principal outstanding</b>	<b>\$ 12,648,057</b>	<b>\$ 11,769,752</b>	<b>\$ 11,159,521</b>	<b>\$ 10,733,794</b>	<b>\$ 10,318,990</b>	<b>\$ 9,646,691</b>	<b>\$ 10,261,029</b>	<b>\$ 9,655,607</b>
<b>Total mortgage principal outstanding percentage</b>	<b>59%</b>	<b>58%</b>	<b>57%</b>	<b>56%</b>	<b>55%</b>	<b>53%</b>	<b>57%</b>	<b>55%</b>
<b>Insured</b>								
Single family dwelling	\$ 1,241,043	\$ 1,343,875	\$ 1,457,357	\$ 1,537,107	\$ 1,580,351	\$ 1,721,111	\$ 934,964	\$ 995,342
Multi-unit residential	27,302	5,543	5,543	5,543	5,543	5,543	5,543	6,053
Commercial	23,880	24,825	25,863	22,073	24,204	25,702	27,481	30,721
Mortgage principal – Core Lending	1,292,225	1,374,243	1,488,763	1,564,723	1,610,098	1,752,356	967,988	1,032,116
Single family dwelling	4,297,703	3,898,412	3,837,145	3,861,778	3,884,114	3,891,290	3,878,905	3,832,797
Multi-unit residential	3,349,917	3,328,036	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312
Mortgage principal – Securitization Financing	7,647,620	7,226,448	6,941,543	6,916,184	6,771,883	6,768,846	6,855,752	7,012,109
<b>Total mortgage principal outstanding</b>	<b>\$ 8,939,845</b>	<b>\$ 8,600,691</b>	<b>\$ 8,430,306</b>	<b>\$ 8,480,907</b>	<b>\$ 8,381,981</b>	<b>\$ 8,521,202</b>	<b>\$ 7,823,740</b>	<b>\$ 8,044,225</b>
<b>Total mortgage principal outstanding percentage</b>	<b>41%</b>	<b>42%</b>	<b>43%</b>	<b>44%</b>	<b>45%</b>	<b>47%</b>	<b>43%</b>	<b>45%</b>
<b>Total</b>								
Single family dwelling	\$ 10,226,405	\$ 9,826,441	\$ 9,496,677	\$ 9,339,894	\$ 9,052,923	\$ 8,539,139	\$ 8,207,853	\$ 7,854,740
Mixed-use property	389,298	387,082	395,788	392,521	406,708	404,911	379,479	381,162
Multi-unit residential	765,629	708,826	816,040	652,398	630,070	489,934	504,927	537,641
Commercial	1,534,228	1,355,497	1,264,954	1,250,209	1,157,121	1,248,640	1,343,815	1,180,944
Construction	940,690	801,773	653,443	656,542	661,198	693,673	780,133	728,225
Mortgage principal – Core Lending	13,856,250	13,079,619	12,626,902	12,291,564	11,908,020	11,376,297	11,216,207	10,682,712
Single family dwelling	4,381,735	3,962,788	3,858,527	3,868,731	3,905,182	3,914,040	3,891,715	3,837,808
Multi-unit residential	3,349,917	3,328,036	3,104,398	3,054,406	2,887,769	2,877,556	2,976,847	3,179,312
Mortgage principal – Securitization Financing	7,731,652	7,290,824	6,962,925	6,923,137	6,792,951	6,791,596	6,868,562	7,017,120
<b>Total mortgage principal outstanding</b>	<b>\$ 21,587,902</b>	<b>\$ 20,370,443</b>	<b>\$ 19,589,827</b>	<b>\$ 19,214,701</b>	<b>\$ 18,700,971</b>	<b>\$ 18,167,893</b>	<b>\$ 18,084,769</b>	<b>\$ 17,699,832</b>
<b>Total mortgage principal outstanding percentage</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.



**Table 13: Mortgage principal outstanding – by interest rate type**

	2018			2017				2016
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Fixed rate mortgages	81%	82%	82%	82%	81%	82%	80%	81%
Floating rate mortgages with interest rate floors <sup>(1)</sup>	10%	9%	9%	8%	8%	7%	8%	8%
Floating rate mortgages without interest rate floors	9%	9%	9%	10%	11%	11%	12%	11%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<sup>(1)</sup> 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.

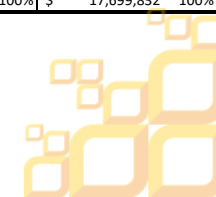




**Table 14: Mortgage principal outstanding – by province<sup>(1)</sup>**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018						2017						2016			
	Q3 <sup>(2)</sup>		Q2 <sup>(2)</sup>		Q1 <sup>(2)</sup>		Q4		Q3		Q2		Q1		Q4	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
<b>Single Family Lending</b>																
Ontario	\$ 7,771,862	36%	\$ 7,477,977	37%	\$ 7,247,993	37%	\$ 7,174,374	37%	\$ 6,997,722	37%	\$ 6,594,278	36%	\$ 6,320,385	35%	\$ 6,041,673	34%
Alberta	942,939	4%	930,608	5%	918,968	5%	919,129	5%	917,045	5%	905,573	5%	914,717	5%	908,923	5%
Quebec	422,451	2%	392,936	2%	353,320	2%	334,339	2%	305,401	2%	282,795	2%	254,991	1%	237,147	1%
British Columbia	854,053	4%	789,058	4%	741,041	4%	680,162	4%	610,759	3%	540,772	3%	503,640	3%	454,921	3%
Saskatchewan	72,298	0%	71,358	0%	72,142	0%	73,305	0%	72,614	0%	71,882	0%	73,658	0%	74,129	0%
Other Provinces	163,696	1%	165,359	1%	164,073	1%	160,509	1%	151,243	1%	145,704	1%	141,342	1%	138,913	1%
	\$ 10,227,299	47%	\$ 9,827,296	48%	\$ 9,497,537	48%	\$ 9,341,819	49%	\$ 9,054,784	48%	\$ 8,541,004	47%	\$ 8,208,733	45%	\$ 7,855,706	44%
<b>Commercial Lending</b>																
Ontario	\$ 2,083,767	10%	\$ 1,863,788	9%	\$ 1,912,425	10%	\$ 1,711,459	9%	\$ 1,746,286	9%	\$ 1,787,408	10%	\$ 1,957,638	11%	\$ 1,774,822	10%
Alberta	398,455	2%	360,116	2%	342,801	2%	348,675	2%	310,428	2%	291,164	2%	310,119	2%	317,138	2%
Quebec	637,976	3%	627,237	3%	585,882	3%	583,632	3%	527,332	3%	540,833	3%	505,370	3%	505,500	3%
British Columbia	397,181	2%	292,387	1%	200,638	1%	208,509	1%	188,026	1%	128,725	1%	144,571	1%	147,488	1%
Saskatchewan	49,201	0%	41,280	0%	33,451	0%	21,689	0%	21,428	0%	20,608	0%	19,360	0%	12,920	0%
Other Provinces	62,371	0%	67,515	0%	54,168	0%	75,781	0%	59,736	0%	66,555	0%	70,416	0%	69,138	0%
	\$ 3,628,951	17%	\$ 3,252,323	16%	\$ 3,129,365	16%	\$ 2,949,745	15%	\$ 2,853,236	15%	\$ 2,835,293	16%	\$ 3,007,474	17%	\$ 2,827,006	16%
<b>Total mortgage principal - Core Lending</b>	\$ 13,856,250	64%	\$ 13,079,619	64%	\$ 12,626,902	64%	\$ 12,291,564	64%	\$ 11,908,020	64%	\$ 11,376,297	63%	\$ 11,216,207	62%	\$ 10,682,712	60%
<b>Multi-unit residential</b>																
Ontario	\$ 1,217,154	6%	\$ 1,214,415	6%	\$ 1,134,510	6%	\$ 1,192,426	6%	\$ 1,083,762	6%	\$ 1,120,353	6%	\$ 1,134,626	6%	\$ 1,239,383	7%
Alberta	738,097	3%	708,576	3%	715,692	4%	631,878	3%	622,571	3%	585,807	3%	639,895	4%	643,096	4%
Quebec	640,973	3%	629,737	3%	630,620	3%	647,070	3%	557,317	3%	549,105	3%	572,546	3%	652,594	4%
British Columbia	417,008	2%	407,812	2%	330,955	2%	322,871	2%	349,481	2%	345,644	2%	344,791	2%	332,856	2%
Saskatchewan	66,811	0%	77,116	0%	64,792	0%	65,225	0%	65,655	0%	63,949	0%	70,308	0%	72,683	0%
Other Provinces	269,874	1%	290,380	1%	227,829	1%	194,935	1%	208,983	1%	212,698	1%	214,680	1%	238,700	1%
	\$ 3,349,917	16%	\$ 3,328,036	16%	\$ 3,104,398	16%	\$ 3,054,406	16%	\$ 2,887,769	15%	\$ 2,877,556	16%	\$ 2,976,847	16%	\$ 3,179,312	18%
<b>Prime single family residential</b>																
Ontario	\$ 2,286,445	11%	\$ 2,120,975	10%	\$ 2,064,951	11%	\$ 2,078,446	11%	\$ 2,106,015	11%	\$ 2,123,293	12%	\$ 2,134,377	12%	\$ 2,106,296	12%
Alberta	909,921	4%	807,450	4%	776,571	4%	769,999	4%	762,374	4%	746,953	4%	731,153	4%	716,591	4%
Quebec	79,082	0%	50,110	0%	51,495	0%	52,227	0%	52,931	0%	53,391	0%	54,010	0%	54,451	0%
British Columbia	565,201	3%	515,979	3%	510,882	3%	515,112	3%	529,742	3%	543,359	3%	535,075	3%	534,267	3%
Saskatchewan	193,821	1%	178,009	1%	172,551	1%	171,066	1%	173,198	1%	168,471	1%	165,853	1%	159,454	1%
Other Provinces	347,265	2%	290,265	1%	282,077	1%	281,880	1%	280,922	2%	278,573	2%	271,247	1%	266,749	2%
	\$ 4,381,735	20%	\$ 3,962,788	19%	\$ 3,858,527	20%	\$ 3,868,731	20%	\$ 3,905,182	21%	\$ 3,914,040	22%	\$ 3,891,715	22%	\$ 3,837,808	22%
<b>Total mortgage principal - Securitization Financing</b>	\$ 7,731,652	36%	\$ 7,290,824	36%	\$ 6,962,925	36%	\$ 6,923,137	36%	\$ 6,792,951	36%	\$ 6,791,596	37%	\$ 6,868,562	38%	\$ 7,017,120	40%
<b>Total</b>																
Ontario	\$ 13,359,228	62%	\$ 12,677,155	62%	\$ 12,359,880	63%	\$ 12,156,705	63%	\$ 11,933,785	64%	\$ 11,625,332	64%	\$ 11,547,026	64%	\$ 11,162,174	63%
Alberta	2,989,412	14%	2,806,750	14%	2,754,032	14%	2,669,681	14%	2,612,418	14%	2,529,497	14%	2,595,884	14%	2,585,748	15%
Quebec	1,780,482	8%	1,700,020	8%	1,621,318	8%	1,617,269	8%	1,442,981	8%	1,426,124	8%	1,386,917	8%	1,449,692	8%
British Columbia	2,233,443	10%	2,005,236	10%	1,783,515	9%	1,726,655	9%	1,678,008	9%	1,558,500	9%	1,528,078	8%	1,469,532	8%
Saskatchewan	382,131	2%	367,763	2%	342,936	2%	331,285	2%	332,895	2%	324,910	2%	329,179	2%	319,186	2%
Other Provinces	843,206	4%	813,519	4%	728,146	4%	713,106	4%	700,884	4%	703,530	4%	697,685	4%	713,500	4%
<b>Total mortgage principal</b>	\$ 21,587,902	100%	\$ 20,370,443	100%	\$ 19,589,827	100%	\$ 19,214,701	100%	\$ 18,700,971	100%	\$ 18,167,893	100%	\$ 18,084,769	100%	\$ 17,699,832	100%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.


**Table 15: Residential mortgage and HELOC principal outstanding – by province<sup>(1)(2)</sup>**

	Residential mortgages				HELOC <sup>(4)</sup>		Total	
	Insured <sup>(3)</sup>		Uninsured		Uninsured		Uninsured	
	Total	%	Total	%	Total	%	Total	%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q3 2018 <sup>(5)</sup>							
Ontario	\$ 3,185,960	22%	\$ 6,834,086	47%	\$ 38,260	78%	\$ 6,872,346	47%
Alberta	1,058,046	7%	790,075	5%	3,887	8%	793,962	5%
British Columbia	603,339	4%	811,115	6%	4,800	10%	815,915	6%
Manitoba	130,929	1%	68,213	1%	488	1%	68,701	0%
Saskatchewan	210,841	1%	54,699	0%	579	1%	55,278	0%
Other Provinces	349,630	2%	462,197	3%	995	2%	463,192	3%
<b>Total residential mortgages</b>	<b>\$ 5,538,745</b>	<b>38%</b>	<b>\$ 9,020,385</b>	<b>62%</b>	<b>\$ 49,009</b>	<b>100%</b>	<b>\$ 9,069,394</b>	<b>62%</b>
Downtown Toronto condominiums <sup>(6)</sup>	\$ 50,588	0%	\$ 176,982	1%	\$ 280	0%	\$ 177,262	1%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q4 2017							
Ontario	\$ 3,274,488	25%	\$ 5,945,063	45%	\$ 32,279	80%	\$ 5,977,342	45%
Alberta	954,012	7%	730,372	6%	3,879	10%	734,251	6%
British Columbia	578,424	4%	614,029	5%	2,821	7%	616,850	5%
Manitoba	109,786	1%	65,637	0%	436	1%	66,073	1%
Saskatchewan	191,655	1%	52,437	0%	279	1%	52,716	0%
Other Provinces	290,520	2%	361,818	3%	690	1%	362,508	3%
<b>Total residential mortgages</b>	<b>\$ 5,398,885</b>	<b>40%</b>	<b>\$ 7,769,356</b>	<b>60%</b>	<b>\$ 40,384</b>	<b>100%</b>	<b>\$ 7,809,740</b>	<b>60%</b>
Downtown Toronto condominiums <sup>(6)</sup>	\$ 56,451	0%	\$ 123,445	1%	\$ 267	1%	\$ 123,712	1%
(\$ THOUSANDS, EXCEPT PERCENTAGES)								
	Q3 2017							
Ontario	\$ 3,328,434	26%	\$ 5,744,131	44%	\$ 30,183	80%	\$ 5,774,314	45%
Alberta	945,428	7%	729,251	6%	3,869	10%	733,120	6%
British Columbia	598,813	5%	539,235	4%	2,452	7%	541,687	4%
Manitoba	106,989	1%	63,893	0%	435	1%	64,328	0%
Saskatchewan	194,001	2%	51,545	0%	266	1%	51,811	0%
Other Provinces	290,800	2%	327,894	3%	486	1%	328,380	3%
<b>Total residential mortgages</b>	<b>\$ 5,464,465</b>	<b>43%</b>	<b>\$ 7,455,949</b>	<b>57%</b>	<b>\$ 37,691</b>	<b>100%</b>	<b>\$ 7,493,640</b>	<b>58%</b>
Downtown Toronto condominiums <sup>(6)</sup>	\$ 52,811	0%	\$ 120,912	1%	\$ 266	1%	\$ 121,178	1%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> 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.

<sup>(3)</sup> Insured by either CMHC or Genworth.

<sup>(4)</sup> We launched *PATH Home Plan*, also known as reverse mortgage, during Q1 2018 and Standalone HELOC ("SHELOC") product during Q3 2017. HELOC, SHELOC, and *PATH Home Plan* are collectively referred to as "HELOC" in this Report wherever applicable.

<sup>(5)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(6)</sup> Represents single family residential condominium mortgages and are included in Ontario totals above.



**Table 16: Residential mortgage principal outstanding – by remaining amortization<sup>(1)</sup>**

(\$ THOUSANDS, EXCEPT PERCENTAGES)	<5 years	5 - <10 years	10 - <15 years	15 - <20 years	20 - <25 years	25 - <30 years	30 - <35 years	>=35 years	Total
<b>Q3 2018<sup>(2)</sup></b>									
Total residential mortgages	\$ 3,353 0.02%	\$ 26,131 0.18%	\$ 142,371 0.98%	\$ 785,595 5.40%	\$ 3,866,630 26.56%	\$ 9,716,297 66.74%	\$ 18,755 0.13%	\$ - 0.00%	\$ 14,559,132 100%
<b>Q2 2018<sup>(2)</sup></b>									
Total residential mortgages	\$ 3,659 0.03%	\$ 21,329 0.16%	\$ 127,905 0.93%	\$ 681,941 4.96%	\$ 3,433,559 24.98%	\$ 9,443,631 68.71%	\$ 31,615 0.23%	\$ 370 0.00%	\$ 13,744,009 100%
<b>Q1 2018<sup>(2)</sup></b>									
Total residential mortgages	\$ 2,936 0.02%	\$ 19,907 0.15%	\$ 116,206 0.87%	\$ 601,827 4.52%	\$ 3,324,131 24.97%	\$ 9,213,358 69.21%	\$ 33,366 0.25%	\$ 563 0.01%	\$ 13,312,294 100%
<b>Q4 2017</b>									
Total residential mortgages	\$ 2,269 0.02%	\$ 18,170 0.14%	\$ 100,080 0.76%	\$ 539,669 4.10%	\$ 3,295,980 25.03%	\$ 9,159,661 69.56%	\$ 52,126 0.39%	\$ 286 0.00%	\$ 13,168,241 100%
<b>Q3 2017</b>									
Total residential mortgages	\$ 2,606 0.02%	\$ 16,111 0.12%	\$ 93,513 0.72%	\$ 458,850 3.56%	\$ 3,278,994 25.38%	\$ 8,974,313 69.46%	\$ 95,526 0.74%	\$ 501 0.00%	\$ 12,920,414 100%
<b>Q2 2017</b>									
Total residential mortgages	\$ 2,212 0.02%	\$ 15,092 0.12%	\$ 82,989 0.67%	\$ 434,169 3.50%	\$ 3,249,051 26.16%	\$ 8,577,977 69.07%	\$ 57,801 0.46%	\$ 650 0.00%	\$ 12,419,941 100%
<b>Q1 2017</b>									
Total residential mortgages	\$ 2,138 0.02%	\$ 14,247 0.12%	\$ 74,626 0.62%	\$ 388,877 3.22%	\$ 3,154,107 26.13%	\$ 8,354,957 69.23%	\$ 79,289 0.66%	\$ 312 0.00%	\$ 12,068,553 100%
<b>Q4 2016</b>									
Total residential mortgages	\$ 1,609 0.01%	\$ 14,625 0.13%	\$ 71,136 0.61%	\$ 341,291 2.93%	\$ 3,070,607 26.32%	\$ 8,083,902 69.30%	\$ 80,487 0.69%	\$ 1,045 0.01%	\$ 11,664,702 100%

<sup>(1)</sup> The above residential mortgage balances do not include HELOC (HELOC, SHELOC and Path Home Plan) amount.

<sup>(2)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.



**Table 17: Uninsured average loan-to-value of newly originated and newly acquired<sup>(1)</sup>**

	2018						2017						2016			
	Q3 <sup>(2)</sup>		Q2 <sup>(2)</sup>		Q1 <sup>(2)</sup>		Q4		Q3		Q2		Q1		Q4	
	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>	Residential mortgages	HELOC <sup>(2)</sup>
Ontario	72%	8%	72%	7%	71%	9%	72%	10%	71%	19%	70%	6%	72%	6%	73%	5%
Alberta	71%	3%	72%	9%	72%	3%	72%	2%	71%	32%	72%	8%	71%	4%	71%	13%
British Columbia	67%	7%	68%	13%	68%	7%	69%	6%	69%	3%	70%	3%	69%	6%	69%	3%
Manitoba	71%	6%	73%	5%	72%	4%	71%	6%	70%	13%	76%	1%	74%	6%	74%	4%
Saskatchewan	67%	7%	72%	0.4%	63%	13%	69%	1%	68%	3%	69%	1%	69%	3%	74%	8%
Other Provinces	71%	2%	71%	3%	70%	2%	71%	12%	70%	2%	71%	3%	70%	6%	71%	3%
<b>Total Canada</b>	<b>71%</b>	<b>7%</b>	<b>71%</b>	<b>9%</b>	<b>70%</b>	<b>9%</b>	<b>71%</b>	<b>9%</b>	<b>70%</b>	<b>18%</b>	<b>70%</b>	<b>6%</b>	<b>72%</b>	<b>6%</b>	<b>72%</b>	<b>5%</b>
Total Canada HELOC - Excluding SHELOC and <i>PATH Home Plan</i> <sup>(3)</sup>		6%		5%		7%		5%		5%		6%		6%		5%
Downtown Toronto condominiums <sup>(4)</sup>	66%	6%	68%	10%	66%	2%	63%	18%	63%	2%	65%	2%	64%	22%	67%	2%

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(3)</sup> HELOC includes HELOC, SHELOC, and *PATH Home Plan*.

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.

<sup>(4)</sup> Included in Ontario totals above.



**Table 18: Average loan-to-value of existing residential mortgages<sup>(1)(2)(3)(4)</sup>**

	2018									2017		
	Q3 <sup>(5)</sup>			Q2 <sup>(5)</sup>			Q1 <sup>(5)</sup>			Q4		
	Insured <sup>(6)</sup>	Uninsured	Total	Insured	Uninsured	Total	Insured	Uninsured	Total	Insured	Uninsured	Total
Ontario	62%	64%	63%	61%	64%	63%	61%	64%	63%	61%	64%	63%
Alberta	76%	65%	71%	75%	65%	71%	76%	66%	72%	75%	65%	71%
British Columbia	66%	63%	64%	65%	63%	64%	66%	64%	65%	66%	64%	65%
Manitoba	78%	66%	74%	78%	68%	74%	77%	68%	74%	77%	67%	73%
Saskatchewan	69%	57%	66%	69%	56%	66%	70%	57%	67%	70%	57%	67%
Other Provinces	75%	65%	69%	71%	65%	67%	72%	65%	68%	72%	64%	68%
<b>Total Canada</b>	<b>66%</b>	<b>64%</b>	<b>65%</b>	<b>65%</b>	<b>64%</b>	<b>64%</b>	<b>66%</b>	<b>65%</b>	<b>65%</b>	<b>66%</b>	<b>64%</b>	<b>65%</b>

	2017									2016		
	Q3			Q2			Q1			Q4		
	Insured	Uninsured	Total	Insured	Uninsured	Total	Insured	Uninsured	Total	Insured	Uninsured	Total
Ontario	65%	61%	62%	68%	59%	62%	74%	61%	65%	74%	62%	66%
Alberta	79%	64%	73%	80%	65%	74%	83%	67%	75%	83%	66%	75%
British Columbia	75%	62%	69%	77%	61%	70%	79%	63%	72%	79%	63%	73%
Manitoba	81%	68%	76%	82%	69%	77%	83%	69%	77%	83%	69%	77%
Saskatchewan	81%	55%	75%	83%	55%	77%	84%	58%	78%	85%	59%	78%
Other Provinces	82%	63%	72%	83%	63%	73%	86%	65%	75%	87%	66%	77%
<b>Total Canada</b>	<b>71%</b>	<b>61%</b>	<b>65%</b>	<b>73%</b>	<b>60%</b>	<b>66%</b>	<b>77%</b>	<b>62%</b>	<b>68%</b>	<b>78%</b>	<b>63%</b>	<b>69%</b>

<sup>(1)</sup> Geographic location based on the address of the property mortgaged.

<sup>(2)</sup> Based on current property values. Current values are estimated using a Housing Price Index.

<sup>(3)</sup> The LTV of our HELOC (HELOC, SHELOC and *PATH Home Plan*) products is not included in this chart.

<sup>(4)</sup> 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 \$45.5 million at September 30, 2018 (June 30, 2018 - \$48.4 million, September 30, 2017 - \$52.6 million).

<sup>(5)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(6)</sup> Commencing in Q4 2017, there was a LTV methodology change with respect to third party purchased insured mortgages.





**Table 19: Single Family Lending - weighted average beacon score by LTV<sup>(1)</sup>**

LTV at origination	2018			2017				2016	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	
<50% LTV	700	697	696	694	692	692	689	689	
50% - 64.99% LTV	692	692	691	690	689	688	686	685	
65% - 69.99% LTV	687	686	685	684	683	682	682	680	
70% - 75% LTV	685	684	681	680	680	680	677	676	
>75% LTV	691	690	686	687	686	685	683	679	
Total	690	688	686	686	685	684	682	680	

<sup>(1)</sup> 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.



Table 20: Modified Capital Disclosure Template - Equitable Bank

	2018			2017	
	Q3 <sup>(1)(2)</sup>	Q2 <sup>(1)(2)</sup>	Q1 <sup>(1)(2)</sup>	All-in	Transitional
(\$ THOUSANDS, EXCEPT PERCENTAGES)					
<b>Common Equity Tier 1 capital: instruments and reserves</b>					
1 Directly issued qualifying common share capital (and equivalent for non-joint stock companies) plus related stock surplus	\$ 203,237	\$ 201,784	\$ 201,602	\$ 200,990	
2 Retained earnings	984,299	941,626	909,493	868,966	
3 Accumulated other comprehensive income (and other reserves)	(6,516)	(7,146)	(6,308)	(8,748)	
4 Directly issued capital subject to phase out from CET1 (only applicable to non-joint stock companies)	-	-	-	-	
5 Common share capital issued by subsidiaries and held by third parties (amount allowed in group CET1)	-	-	-	-	
<b>6 Common Equity Tier 1 capital before regulatory adjustments</b>	<b>\$ 1,181,020</b>	<b>\$ 1,136,264</b>	<b>\$ 1,104,787</b>	<b>\$ 1,061,208</b>	
<b>Common Equity Tier 1 capital: regulatory adjustments</b>					
28 Total regulatory adjustments to Common Equity Tier 1	\$ (19,520)	\$ (18,745)	\$ (17,592)	\$ (17,046)	
<b>29 Common Equity Tier 1 capital (CET1)</b>	<b>\$ 1,161,500</b>	<b>\$ 1,117,519</b>	<b>\$ 1,087,195</b>	<b>\$ 1,044,162</b>	<b>\$ 1,049,321</b>
<b>Additional Tier 1 capital: instruments</b>					
30 Directly issued qualifying Additional Tier 1 instruments plus related stock surplus	\$ 72,554	\$ 72,554	\$ 72,554	\$ 72,554	
31 of which: classified as equity under applicable accounting standards	72,554	72,554	72,554	72,554	
32 of which: classified as liabilities under applicable accounting standards	-	-	-	-	
33 Directly issued capital instruments subject to phase out from Additional Tier 1	-	-	-	-	
34 Additional Tier 1 instruments (and CET1 instruments not included in row 5) issued by subsidiaries and held by third parties (amount allowed in group AT1)	-	-	-	-	
35 of which: instruments issued by subsidiaries subject to phase out	-	-	-	-	
<b>36 Additional Tier 1 capital before regulatory adjustments</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	<b>\$ 72,554</b>	
<b>Additional Tier 1 capital: regulatory adjustments</b>					
43 Total regulatory adjustments to Additional Tier 1 capital	\$ -	\$ -	\$ -	\$ -	
44 Additional Tier 1 capital (AT1)	72,554	72,554	72,554	72,554	
<b>45 Tier 1 capital (T1 = CET1 + AT1)</b>	<b>\$ 1,234,054</b>	<b>\$ 1,190,073</b>	<b>\$ 1,159,749</b>	<b>\$ 1,116,716</b>	<b>\$ 1,120,125</b>
<b>Tier 2 capital: instruments and allowances</b>					
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	23,699	23,449	23,976	31,890	
<b>51 Tier 2 capital before regulatory adjustments</b>	<b>\$ 23,699</b>	<b>\$ 23,449</b>	<b>\$ 23,976</b>	<b>\$ 31,890</b>	
<b>Tier 2 capital: regulatory adjustments</b>					
57 Total regulatory adjustments to Tier 2 capital	\$ -	\$ -	\$ -	\$ -	
58 Tier 2 capital (T2)	23,699	23,449	23,976	31,890	
<b>59 Total capital (TC = T1 + T2)</b>	<b>\$ 1,257,753</b>	<b>\$ 1,213,522</b>	<b>\$ 1,183,725</b>	<b>\$ 1,148,606</b>	<b>\$ 1,152,015</b>
<b>60 Total risk-weighted assets</b>	<b>\$ 8,389,236</b>	<b>\$ 7,790,674</b>	<b>\$ 7,396,553</b>	<b>\$ 7,035,380</b>	<b>\$ 7,043,725</b>
<b>Capital ratios</b>					
61 Common Equity Tier 1 (as a percentage of risk-weighted assets)	13.8%	14.3%	14.7%	14.8%	14.9%
62 Tier 1 (as a percentage of risk-weighted assets)	14.7%	15.3%	15.7%	15.9%	15.9%
63 Total capital (as a percentage of risk-weighted assets)	15.0%	15.6%	16.0%	16.3%	16.4%
<b>OSFI all-in target</b>					
69 Common Equity Tier 1 capital all-in target ratio	7.0%	7.0%	7.0%	7.0%	
70 Tier 1 capital all-in target ratio	8.5%	8.5%	8.5%	8.5%	
71 Total capital all-in target ratio	10.5%	10.5%	10.5%	10.5%	
<b>Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)</b>					
80 Current cap on CET1 instruments subject to phase out arrangements	N/A	N/A	N/A	N/A	
81 Amounts excluded from CET1 due to cap (excess over cap after redemptions and maturities)	N/A	N/A	N/A	N/A	
82 Current cap on AT1 instruments subject to phase out arrangements	N/A	N/A	N/A	N/A	
83 Amounts excluded from AT1 due to cap (excess over cap after redemptions and maturities)	-	-	-	-	
84 Current cap on T2 instruments subject to phase out arrangements	-	-	-	-	
85 Amounts excluded from T2 due to cap (excess over cap after redemptions and maturities)	-	-	-	-	

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9.

Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> The transitional approach is no longer applicable effective Q1 2018.

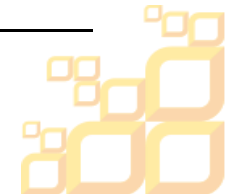


Table 20: Modified Capital Disclosure Template - Equitable Bank

	2017						2016	
	Q3		Q2		Q1		Q4	
	All-in	Transitional	All-in	Transitional	All-in	Transitional	All-in	Transitional
<b>(\$ THOUSANDS, EXCEPT PERCENTAGES)</b>								
<b>Common Equity Tier 1 capital: instruments and reserves</b>								
1	\$ 199,968		\$ 199,918		\$ 199,819		\$ 199,089	
2	833,441		800,273		765,883		727,265	
3	(11,577)		(12,874)		(13,159)		(20,210)	
4	-		-		-		-	
5	-		-		-		-	
6	\$ 1,021,832		\$ 987,317		\$ 952,543		\$ 906,144	
<b>Common Equity Tier 1 capital: regulatory adjustments</b>								
28	\$ (16,299)		\$ (15,325)		\$ (14,557)		\$ (15,037)	
29	\$ 1,005,533	\$ 1,011,108	\$ 971,992	\$ 977,632	\$ 937,986	\$ 943,529	\$ 891,107	\$ 905,206
<b>Additional Tier 1 capital: instruments</b>								
30	\$ 72,554		\$ 72,554		\$ 72,554		\$ 72,554	
31	72,554		72,554		72,554		72,554	
32	-		-		-		-	
33	-		-		-		-	
34	-		-		-		-	
35	-		-		-		-	
36	\$ 72,554		\$ 72,554		\$ 72,554		\$ 72,554	
<b>Additional Tier 1 capital: regulatory adjustments</b>								
43	\$ -		\$ -		\$ -		\$ -	
44	72,554		72,554		72,554		72,554	
45	\$ 1,078,087	\$ 1,081,347	\$ 1,044,546	\$ 1,047,611	\$ 1,010,540	\$ 1,013,451	\$ 963,661	\$ 969,676
<b>Tier 2 capital: instruments and allowances</b>								
46	\$ -		\$ -		\$ -		\$ -	
47	62,891		62,891		62,891		65,000	
48	-		-		-		-	
49	-		-		-		-	
50	31,890		31,890		31,890		31,890	
51	\$ 94,781		\$ 94,781		\$ 94,781		\$ 96,890	
<b>Tier 2 capital: regulatory adjustments</b>								
57	\$ -		\$ -		\$ -		\$ -	
58	94,781		94,781		94,781		96,890	
59	\$ 1,172,868	\$ 1,176,128	\$ 1,139,327	\$ 1,142,391	\$ 1,105,321	\$ 1,110,340	\$ 1,060,551	\$ 1,066,565
60	\$ 6,814,247	\$ 6,822,315	\$ 6,561,813	\$ 6,569,557	\$ 6,739,517	\$ 6,745,938	\$ 6,385,825	\$ 6,395,488
<b>Capital ratios</b>								
61	14.8%	14.8%	14.8%	14.9%	13.9%	14.0%	14.0%	14.2%
62	15.8%	15.9%	15.9%	15.9%	15.0%	15.0%	15.1%	15.2%
63	17.2%	17.2%	17.4%	17.4%	16.4%	16.5%	16.6%	16.7%
<b>OSFI all-in target</b>								
69	7.0%		7.0%		7.0%		7.0%	
70	8.5%		8.5%		8.5%		8.5%	
71	10.5%		10.5%		10.5%		10.5%	
<b>Capital instruments subject to phase-out arrangements (only applicable between 1 Jan 2013 and 1 Jan 2022)</b>								
80	N/A		N/A		N/A		N/A	
81	N/A		N/A		N/A		N/A	
82	N/A		N/A		N/A		N/A	
83	-		-		-		-	
84	62,891		62,891		62,891		75,469	
85	2,110		2,110		2,110		-	

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.

<sup>(2)</sup> The transitional approach is no longer applicable effective Q1 2018.

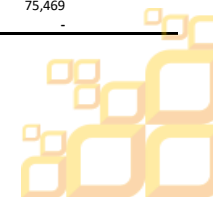




Table 21: Leverage Ratio - Equitable Bank

(\$ THOUSANDS, EXCEPT PERCENTAGES)	2018			2017				2016
	Q3 <sup>(1)</sup>	Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4
<b>On-balance sheet exposure</b>								
1 On-balance sheet items (excluding derivatives, SFTs and grandfathered securitization exposures but including collateral)	\$ 22,806,548	\$ 21,607,008	\$ 20,712,758	\$ 20,278,798	\$ 19,833,924	\$ 19,374,722	\$ 18,866,332	\$ 18,313,889
2 (Asset amounts deducted in determining Basel III Tier 1 capital)	(25,616)	(22,248)	(21,149)	(20,572)	(19,310)	(15,207)	(11,875)	(12,263)
<b>3 Total on-balance sheet exposures (excluding derivatives and SFTs) (sum of lines 1 and 2)</b>	<b>\$ 22,780,932</b>	<b>\$ 21,584,760</b>	<b>\$ 20,691,609</b>	<b>\$ 20,258,226</b>	<b>\$ 19,814,614</b>	<b>\$ 19,359,515</b>	<b>\$ 18,854,457</b>	<b>\$ 18,301,626</b>
<b>Derivative exposures</b>								
4 Replacement cost associated with all derivative transactions (i.e. net of eligible cash variation margin)	\$ 17,018	\$ 12,991	\$ 9,170	\$ 17,963	\$ 16,229	\$ 18,199	\$ 12,117	\$ 13,752
5 Add-on amounts for PFE associated with all derivative transactions	37,098	33,207	32,660	30,102	26,785	19,743	18,722	15,113
6 Gross up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the operative accounting framework	-	-	-	-	-	-	-	-
7 (Deductions of receivables assets for cash variation margin provided in derivative transactions)	-	-	-	-	-	-	-	-
8 (Exempted CCP-leg of client cleared trade exposures)	-	-	-	-	-	-	-	-
9 Adjusted effective notional amount of written credit derivatives	-	-	-	-	-	-	-	-
10 (Adjusted effective notional offsets and add-on deductions for written credit derivatives)	-	-	-	-	-	-	-	-
<b>11 Total derivative exposures (sum of lines 4 to 10)</b>	<b>\$ 54,116</b>	<b>\$ 46,198</b>	<b>\$ 41,830</b>	<b>\$ 48,065</b>	<b>\$ 43,014</b>	<b>\$ 37,942</b>	<b>\$ 30,839</b>	<b>\$ 28,865</b>
12 Gross SFT assets recognised for accounting purposes (with no recognition of netting), after adjusting for sale accounting transactions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,984	\$ 200,986
13 (Netted amounts of cash payables and cash receivables of gross SFT assets)	-	-	-	-	-	-	-	-
14 Counterparty credit risk (CCR) exposure for SFTs	-	-	-	-	-	-	-	-
15 Agent transaction exposures	-	-	-	-	-	-	-	-
<b>16 Total securities financing transaction exposures (sum of lines 12 to 15)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,984</b>	<b>\$ 200,986</b>
<b>Other off-balance sheet exposures</b>								
17 Off-balance sheet exposure at gross notional amount	\$ 1,788,625	\$ 1,698,465	\$ 1,419,735	\$ 1,294,335	\$ 1,223,803	\$ 1,326,412	\$ 1,102,267	\$ 1,074,497
18 (Adjustments for conversion to credit equivalent amounts)	(1,221,402)	(1,203,478)	(992,268)	(924,242)	(869,867)	(982,930)	(771,282)	(758,512)
<b>19 Off-balance sheet items (sum of lines 17 and 18)</b>	<b>\$ 567,223</b>	<b>\$ 494,987</b>	<b>\$ 427,467</b>	<b>\$ 370,093</b>	<b>\$ 353,936</b>	<b>\$ 343,482</b>	<b>\$ 330,985</b>	<b>\$ 315,985</b>
<b>Capital and Total Exposure</b>								
20 Tier 1 capital	\$ 1,234,054	\$ 1,190,073	\$ 1,159,749	\$ 1,116,716	\$ 1,078,087	\$ 1,044,546	\$ 1,010,540	\$ 963,661
<b>21 Total Exposures (sum of lines 3, 11, 16 and 19)</b>	<b>\$ 23,402,271</b>	<b>\$ 22,125,945</b>	<b>\$ 21,160,906</b>	<b>\$ 20,676,384</b>	<b>\$ 20,211,564</b>	<b>\$ 19,740,939</b>	<b>\$ 19,221,265</b>	<b>\$ 18,847,462</b>
<b>Leverage Ratios</b>								
<b>22 Basel III Leverage Ratio</b>	<b>5.3%</b>	<b>5.4%</b>	<b>5.5%</b>	<b>5.4%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>5.1%</b>

<sup>(1)</sup> Please refer to the Q1, Q2 and Q3 2018 MD&A for additional discussion regarding the adoption of IFRS 9. Effective January 1, 2018, the amounts and ratios have been prepared in accordance with IFRS 9. Prior period comparatives were prepared in accordance with IAS 39 and have not been restated. As a result, current year disclosures are not directly comparable to prior periods.





#### **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 in accordance with OSFI's Capital Adequacy Requirements ("CAR") Guideline.

##### **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 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.





#### **Non-GAAP measures**

##### **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.

##### **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 eligible stage 1 and 2 allowance (collective allowance under IAS 39) and subordinated debentures.

##### **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.





**Acronyms**

**AOCI**

Accumulated Other Comprehensive Income (Loss)

**BCBS**

Basel Committee on Banking Supervision

**CAR**

Capital Adequacy Requirements

**CMB**

Canada Mortgage Bond

**CMHC**

Canada Mortgage and Housing Corporation

**ECL**

Expected credit loss

**EPS**

Earnings per Share

**GAAP**

Generally Accepted Accounting Principles

**GICs**

Guaranteed Investment Certificates

**HELOC**

Home Equity Line of Credit

**HISAs**

High Interest Savings Accounts

**IFRS**

International Financial Reporting Standards

**IASB**

International Accounting Standards Board

**IAS**

International Accounting Standard

**LTV**

Loan-to-Value ratio

**MBS**

Mortgage-backed securities

**NHA**

National Housing Act

**OSFI**

Office of the Superintendent of Financial Institutions Canada

**TFSA**

Tax-Free Savings Accounts

