

## SUPPLEMENTARY FINANCIAL INFORMATION



April 30, 2018

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The supplementary financial information package contains comparative figures that have been reclassified in prior periods, where applicable, to conform with the current reporting period presentation

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## NOTES - ADOPTION OF IFRS 9



The Bank has adopted the International Financial Reporting Standards 9 *Financial Instruments* (IFRS 9) issued by the International Accounting Standards Board (IASB) effective November 1, 2017, which replaced the International Accounting Standard 39 *Financial Instruments: Recognition and Measurement* (IAS 39). The new standard primarily changes the approach to measurement and classification of financial assets with no significant impact to financial liabilities.

The adoption of IFRS 9 resulted in changes to the Bank's consolidated statement of financial position as below:

### Classification and measurement

The classification of financial assets depends on the business model for managing those financial assets and the cash flow characteristics of the assets. Based on these criteria, financial assets are measured at amortized cost, fair value through Consolidated Statement of Other Comprehensive Income, or fair value through the Consolidated Statement of Income.

### Impairment of financial assets

IFRS 9 replaces the 'incurred' loss approach under IAS 39 with an 'expected loss' approach that uses forward looking indicators in the determination of Allowance for Credit Losses. IFRS 9 uses a three stage approach based on the extent of credit deterioration since origination. Allowances in stages 1 & 2 relate to performing loans while stage 3 allowances are for loans that are impaired. The measurement basis for the loans continues to be at amortized cost.

### Comparative periods


Comparative periods continue to be presented under IAS39 and therefore is not comparable to the information presented for 2018 under IFRS 9.

For an explanation of how the Bank applies the requirements of IFRS 9 please refer to the significant accounting policy notes 3 and 4 in the Bank's quarterly report for the six months ended April 30, 2018.

### The pages impacted by the adoption of IFRS 9 are summarized below

Page 1 - Highlights  
Page 4 - Business Segment Performance: Canadian Banking  
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Page 6 - Business Segment Performance: Global Banking and Markets  
Page 7 - Business Segment Performance: Other  
Page 9 - Non-Interest Income  
Page 11 - Consolidated Statement of Financial Position  
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Page 17 - Impaired Loans by Business Segment  
Page 18 - Changes in Gross Impaired Loans by Business Segment  
Page 19 - Allowance for Credit Losses & Other Reserves - IFRS 9  
Page 20 - Allowance for Credit Losses & Other Reserves - IAS 39  
Page 21 - Impaired Loans by Type of Borrower  
Page 22 - Provision for Credit Losses by Business Line - IFRS 9  
Page 23 - Provision for Credit Losses by Type of Borrower - IFRS 9  
Page 24 - Provision for Credit Losses by Type of Borrower - IAS 39  
Page 26 - Financial Investments  
Page 28 - Appendix 1: Canadian Banking Excluding Wealth Management  
Page 29 - Appendix 2: Global Wealth Management  
Page 30 - Appendix 3: International Banking by Region - Latin America  
Page 31 - Appendix 3: International Banking by Region - C&CA and Asia

The Enhanced Disclosure Task Force (EDTF) of the Financial Stability Board published its report, "Enhancing the Risk Disclosure of Banks" on October 29, 2012. The report sets forth recommendations around improving risk disclosures and identifies existing leading practice risk disclosures. The Bank provided these disclosures in its 2014 Annual report and continues its efforts to provide further disclosures with the objective of enhancing and aligning with evolving industry practices associated with the 32 recommendations in the EDTF report. Below is the index of all these recommendations to facilitate easy reference in the Bank's public disclosure documents available on [www.scotiabank.com/investorrelations](http://www.scotiabank.com/investorrelations).

<div> <b>ENHANCED DISCLOSURE TASK FORCE (EDTF) RECOMMENDATIONS</b>  </div>						
April 30, 2018 Reference Table for EDTF						
Recommendation			Q2/18		2017 Annual Report	
Type of risk	Number	Disclosure	Quarterly Report	Supplementary Regulatory Capital Disclosures	MD&A	Financial Statements
General	1	The index of risks to which the business is exposed.			64, 67, 75	
	2	The Bank's risk to terminology, measures and key parameters.			60, 63	
	3	Top and emerging risks, and the changes during the reporting period.	19-21		57, 66, 72-74	
	4	Discussion on the regulatory development and plans to meet new regulatory ratios.	29, 30-32		43-44, 84-85, 102-104	
Risk governance, risk management and business model	5	The Bank's Risk Governance structure.			58-60	
	6	Description of risk culture and procedures applied to support the culture.			60-63	
	7	Description of key risks from the Bank's business model.			64-65	
	8	Stress testing use within the Bank's risk governance and capital management.			62	
Capital Adequacy and risk-weighted assets	9	Pillar 1 capital requirements, and the impact for global systemically important banks.	29	1-2	43-44	182-183
	10	a) Regulatory capital components.	57	4, 5, 7	45	
		b) Reconciliation of the accounting balance sheet to the regulatory balance sheet.		6		
	11	Flow statement of the movements in regulatory capital since the previous reporting period, including changes in common equity tier 1, additional tier 1 and tier 2 capital.	29	7	46-47	
	12	Discussion of targeted level of capital, and the plans on how to establish this.			43-44	
	13	Analysis of risk-weighted assets by risk type, business, and market risk RWAs.		10-12	49-53, 65, 112	160,208
	14	Analysis of the capital requirements for each Basel asset class.		11-19, 23-26	49-53	160, 200-207
	15	Tabulate credit risk in the Banking Book.	61-62	11-19, 23-25	49-53	201
	16	Flow statements reconciling the movements in risk-weighted assets for each risk-weighted asset type.		9	49-53	
	17	Discussion of Basel III Back-testing requirement including credit risk model performance and validation.			51-52	
Liquidity Funding	18	Analysis of the Bank's liquid assets.	22-25		82-85	
	19	Encumbered and unencumbered assets analyzed by balance sheet category.	23-25		84	
	20	Consolidated total assets, liabilities and off-balance sheet commitments analyzed by remaining contractual maturity at the balance sheet date.	27-28		88-90	
	21	Analysis of the Bank's sources of funding and a description of the Bank's funding strategy.	25-27		86-88	
Market Risk	22	Linkage of market risk measures for trading and non-trading portfolios and the balance sheet.	22		81	
	23	Discussion of significant trading and non-trading market risk factors.	62-63		76-82	205-208
	24	Discussion of changes in period on period VaR results as well as VaR assumptions, limitations, backtesting and validation.	21, 63		76-82	205-208
	25	Other risk management techniques e.g. stress tests, stressed VaR, tail risk and market liquidity horizon.			76-82	207-208
Credit Risk	26	Analysis of the aggregate credit risk exposures, including details of both personal and wholesale lending.		12-20, 16-22 <sup>(1)</sup>	72-74, 105-112	167-168, 202-203
	27	Discussion of the policies for identifying impaired loans, defining impairments and renegotiated loans, and explaining loan forbearance policies.				
	28	Reconciliations of the opening and closing balances of impaired loans and impairment allowances during the year.	49-50	17-18 <sup>(1)</sup>	71, 106-107, 109, 110	140-142, 168
	29	Analysis of counterparty credit risk that arises from derivative transactions.	30, 61-62		69-70	158, 160
	30	Discussion of credit risk mitigation, including collateral held for all sources of credit risk.	61-62		69-70, 72	
Other risks	31	Quantified measures of the management of operational risk.	63		53, 91	
	32	Discussion of publicly known risk items.	30		57	

(1) In the Supplementary Financial Information Package

## HIGHLIGHTS



	QUARTERLY TREND								YEAR-TO-DATE		FULL YEAR			
	2018		2017				2016							
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2018	2017	2017	2016
<b>Operating Performance:</b>														
Net Income (\$MM)	2,177	2,337	2,070	2,103	2,061	2,009	2,011	1,959	1,584	1,814	4,514	4,070	8,243	7,368
Net Income Attributable to Common Shareholders (\$MM)	2,042	2,249	1,986	2,016	1,965	1,909	1,908	1,860	1,489	1,730	4,291	3,874	7,876	6,987
EPS (\$) - Basic	1.70	1.88	1.66	1.68	1.63	1.58	1.58	1.55	1.24	1.44	3.58	3.21	6.55	5.80
- Diluted	1.70	1.86	1.64	1.66	1.62	1.57	1.57	1.54	1.23	1.43	3.56	3.19	6.49	5.77
ROE (%) <sup>(1)</sup>	14.9	16.2	14.5	14.8	14.9	14.3	14.7	14.8	12.1	13.8	15.5	14.6	14.6	13.8
Core Banking Margin (%) <sup>(1)</sup>	2.47	2.46	2.44	2.46	2.54	2.40	2.40	2.38	2.38	2.38	2.46	2.47	2.46	2.38
Productivity Ratio (%) <sup>(1)</sup>	52.8	49.3	53.8	53.3	54.7	53.7	54.1	52.8	57.9	56.1	51.1	54.2	53.9	55.2
Effective Tax Rate (%)	22.2	23.3	20.6	20.6	13.9	23.5	21.2	23.6	21.8	19.7	22.8	18.9	19.8	21.6
Effective Tax Rate (TEB) (%)	22.9	23.9	23.0	23.3	24.6	24.9	22.6	25.1	23.8	24.6	23.4	24.6	23.9	24.0
Adjusted Net Income (\$MM) <sup>(1) (2)</sup>	2,190	2,350	2,084	2,117	2,075	2,027	2,029	1,977	1,882	1,834	4,540	4,102	8,303	7,722
Adjusted Net Income Attributable to Common Shareholders (Diluted) <sup>(1) (2)</sup>	2,057	2,275	2,008	2,042	1,994	1,946	1,943	1,897	1,812	1,769	4,351	3,945	7,995	7,424
Adjusted EPS (\$) - Diluted <sup>(1) (2)</sup>	1.71	1.87	1.65	1.68	1.63	1.58	1.58	1.55	1.48	1.44	3.58	3.21	6.54	6.05
Adjusted ROE (%) <sup>(1) (2)</sup>	15.0	16.2	14.6	14.8	15.0	14.5	14.8	15.0	14.5	13.9	15.6	14.7	14.7	14.5
Adjusted Productivity Ratio (%) <sup>(1) (3)</sup>	51.1	47.7	52.2	51.8	53.1	52.2	52.6	51.4	50.8	54.8	49.4	52.7	52.3	52.4
<b>Balance Sheet:</b>														
Total Assets (\$B)	926.3	923.2	915.3	906.3	921.6	887.0	896.3	906.8	895.0	919.6				
Net Customer Loans and Acceptances (\$B)	535.0	519.6	517.9	510.4	506.6	488.5	492.1	483.2	476.9	487.0				
Deposits (\$B)	640.6	635.8	625.4	618.1	628.2	604.7	611.9	631.3	609.3	630.9				
Common Shareholders' Equity (\$B)	57.3	55.1	55.5	53.4	55.1	53.0	52.7	50.8	48.9	50.9				
<b>Credit Quality:</b> <sup>(4)</sup>														
Net Impaired Loans (\$MM) <sup>(5)</sup>	3,381	3,288	2,243	2,273	2,510	2,416	2,446	2,491	2,347	2,335				
- % of Customer Loans and Acceptances	0.63	0.63	0.43	0.44	0.49	0.49	0.49	0.51	0.49	0.48				
Allowance for Credit Losses (\$MM) <sup>(6)</sup>	5,017	4,923	4,068	4,078	4,342	4,274	4,392	4,313	4,188	4,118				
Provision for Credit Losses (\$MM) <sup>(7)</sup>	534	544	536	573	587	553	550	571	752	539	1,078	1,140	2,249	2,412
Provision for Credit Losses on Loans and Acceptances (\$MM) <sup>(8)</sup>	538	550												
- % of Average Net Loans and Acceptances <sup>(8)</sup>	0.42	0.42	0.42	0.45	0.49	0.45	0.45	0.47	0.64	0.45	0.42	0.47	0.45	0.50
Net write-offs as a % of Average Net Loans & Acceptances	0.45	0.46	0.44	0.54	0.53	0.49	0.42	0.42	0.45	0.37	0.46	0.51	0.50	0.41
<b>Capital Measures:</b>														
CET1 Capital Ratio (%)	12.0	11.2	11.5	11.3	11.3	11.3	11.0	10.5	10.1	10.1				
Tier 1 Capital Ratio (%)	13.5	12.7	13.1	12.6	12.5	12.6	12.4	11.8	11.4	11.2				
Total Capital Ratio (%)	15.3	14.6	14.9	14.8	14.7	14.8	14.6	14.1	13.6	13.4				
Leverage Ratio (%)	4.8	4.6	4.7	4.4	4.4	4.5	4.5	4.2	4.1	4.0				
CET1 Risk-Weighted Assets (\$MM)	375,901	382,248	376,379	365,411	374,876	359,611	364,048	357,657	356,866	374,457				

(1) Refer to page 14 in the 2017 Annual report for disclosure on non-GAAP measures and adjusting items.

(2) Excludes amortization of intangibles (net of taxes).

(3) Excludes amortization of intangibles (before taxes).

(4) Please refer to the MD&A for additional commentary regarding the adoption of IFRS 9.

(5) Net Impaired Loans are Impaired Loans less Allowance for Credit Losses allocated against such loans.

Excludes loans and related allowance for credit losses acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico (prior to 2018).

(6) Includes allowance for credit losses on all financial assets - loans, acceptances, off-balance sheet exposures, debt securities, deposits with financial institutions.

(7) Includes provision for credit losses on all financial assets - loans, acceptances, off-balance sheet exposures, debt securities, deposits with financial institutions.

(8) Includes provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

**COMMON SHARE AND OTHER INFORMATION**

**Valuation:**

Book Value per Share (\$)

 Share Price (\$) - High  
 - Low  
 - Close

Share Price (Closing) as % of Book Value

 Price (Closing) / Earnings Ratio (X) <sup>(1)</sup>

Market Capitalization (\$MM)

**Dividends:**

Common Dividends Paid (\$MM)

Common Dividends/Share (\$)

**Shares:**

 Number of Common Shares Outstanding  
 at Period End (MM)

Average Number of Common Shares

 Outstanding (MM) - Basic  
 - Diluted

**Other Information:** <sup>(2)</sup>

Employees

Branches and Offices

ABMs

**Senior Debt Credit Ratings:**

 Moody's <sup>(3)</sup>

 Standard & Poor's <sup>(4)</sup>

 Fitch <sup>(4)</sup>

 DBRS <sup>(4)</sup>

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
47.77	45.98	46.24	44.54	45.86	43.87	43.59	42.14	40.70	42.32	47.77	45.86	46.24	43.59		
82.70	85.50	83.85	80.00	82.30	78.96	72.50	67.40	65.97	61.91	85.50	82.30	83.85	72.50		
75.20	80.79	75.81	73.31	74.55	69.20	65.09	61.20	51.57	51.16	75.20	69.20	69.20	51.16		
78.92	81.72	83.28	77.67	75.88	77.76	72.08	66.33	65.80	57.39	78.92	75.88	83.28	72.08		
165.2	177.7	180.1	174.4	165.5	177.3	165.4	157.4	161.7	135.6	165.2	165.5	180.1	165.4		
11.4	11.9	12.7	12.0	12.0	13.1	12.4	11.7	11.8	9.9	11.4	12.0	12.7	12.4		
94,591	97,901	99,872	93,065	91,198	93,951	87,065	79,906	79,140	69,015	94,591	91,198	99,872	87,065		
982	949	947	911	915	895	893	867	865	843	1,931	1,810	3,668	3,468		
0.82	0.79	0.79	0.76	0.76	0.74	0.74	0.72	0.72	0.70	1.61	1.50	3.05	2.88		
1,199	1,198	1,199	1,198	1,202	1,208	1,208	1,205	1,203	1,203						
1,198	1,199	1,198	1,200	1,206	1,209	1,206	1,203	1,203	1,203	1,199	1,207	1,203	1,204		
1,203	1,215	1,215	1,219	1,223	1,229	1,226	1,222	1,228	1,225	1,215	1,228	1,223	1,226		
89,809	89,755	88,645	89,191	88,679	88,804	88,901	88,783	89,610	89,297						
2,983	2,996	3,003	3,016	3,062	3,081	3,113	3,126	3,151	3,161						
8,115	8,076	8,140	8,155	8,177	8,155	8,144	8,214	8,243	8,260						
A1	A1	A1	A1	A1	Aa3	Aa3	Aa3	Aa3	Aa3						
A+	A+	A+	A+	A+	A+	A+	A+	A+	A+						
AA-	AA-	AA-	AA-	AA-	AA-	AA-	AA-	AA-	AA-						
AA	AA	AA	AA	AA	AA	AA	AA	AA	AA						

(1) Based on trailing 4 quarters' EPS.

(2) Excludes affiliates.

(3) Outlook is negative as of April 30, 2018.

(4) Outlook is stable as of April 30, 2018.

# CONSOLIDATED STATEMENT OF INCOME



(\$MM)

## CONSOLIDATED STATEMENT OF INCOME:

Interest Income  
Interest Expense  
Net Interest Income  
  
Non-Interest Income  
Total Revenue  
  
Provision for Credit Losses  
Total Non-interest Expenses  
Income before Taxes

Income Tax Expense  
**Net Income**

Restructuring charge and other notable items (net of taxes) <sup>(1)</sup>  
Amortization of Intangibles (net of taxes) <sup>(2)</sup>  
**Adjusted Net Income**

## Net Income Attributable to Non-Controlling Interests in Subsidiaries

## Adjusted Net Income Attributable to Equity Holders of the Bank

Preferred Shareholders  
Common Shareholders

Adjustments to net income due to share-based payment options and other <sup>(3)</sup>

## Adjusted Net Income Attributable to Common Shareholders (Diluted)

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
6,735	6,481	6,247	6,118	5,834	5,728	5,699	5,620	5,473	5,416	13,216	11,562	23,927	22,208		
2,785	2,545	2,416	2,285	2,106	2,085	2,046	2,018	1,955	1,897	5,330	4,191	8,892	7,916		
3,950	3,936	3,831	3,833	3,728	3,643	3,653	3,602	3,518	3,519	7,886	7,371	15,035	14,292		
3,108	3,152	2,981	3,061	2,853	3,225	3,098	3,038	3,076	2,846	6,260	6,078	12,120	12,058		
7,058	7,088	6,812	6,894	6,581	6,868	6,751	6,640	6,594	6,365	14,146	13,449	27,155	26,350		
534	544	536	573	587	553	550	571	752	539	1,078	1,140	2,249	2,412		
3,726	3,498	3,668	3,672	3,601	3,689	3,650	3,505	3,817	3,568	7,224	7,290	14,630	14,540		
2,798	3,046	2,608	2,649	2,393	2,626	2,551	2,564	2,025	2,258	5,844	5,019	10,276	9,398		
621	709	538	546	332	617	540	605	441	444	1,330	949	2,033	2,030		
2,177	2,337	2,070	2,103	2,061	2,009	2,011	1,959	1,584	1,814	4,514	4,070	8,243	7,368		
-	-	-	-	-	-	-	-	278	-	-	-	-	278		
13	13	14	14	14	18	18	18	20	20	26	32	60	76		
2,190	2,350	2,084	2,117	2,075	2,027	2,029	1,977	1,882	1,834	4,540	4,102	8,303	7,722		
70	58	55	58	64	61	72	62	61	56	128	125	238	251		
2,120	2,292	2,029	2,059	2,011	1,966	1,957	1,915	1,821	1,778	4,412	3,977	8,065	7,471		
65	30	29	29	32	39	31	37	34	28	95	71	129	130		
2,055	2,262	2,000	2,030	1,979	1,927	1,926	1,878	1,787	1,750	4,317	3,906	7,936	7,341		
2	13	8	12	15	19	17	19	25	19	34	39	59	83		
2,057	2,275	2,008	2,042	1,994	1,946	1,943	1,897	1,812	1,769	4,351	3,945	7,995	7,424		

(1) Refer to page 14 in the 2017 Annual Report for disclosure on non-GAAP measures and adjusting items.

(2) Excludes amortization of intangibles related to software (net of taxes).

(3) The quarterly adjustments may not sum to the full year adjustment resulting from timing differences of the calculations.

**BUSINESS SEGMENT PERFORMANCE: CANADIAN BANKING**


(\$MM)	QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
	2018		2017				2016				2018	2017	2017	2016
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
Net Interest Income (TEB)	1,906	1,939	1,915	1,876	1,763	1,809	1,798	1,770	1,718	1,738	3,845	3,572	7,363	7,024
Net Fee and Commission Revenues	1,123	1,175	1,109	1,186	1,164	1,190	1,152	1,122	1,093	1,117	2,298	2,354	4,649	4,484
Net Income (Loss) from Investments in Associated Corporations	44	15	16	21	16	13	25	20	18	15	59	29	66	78
Other Operating Income (TEB)	158	174	225	183	191	174	137	131	227	107	332	365	773	602
Total Revenue (TEB)	3,231	3,303	3,265	3,266	3,134	3,186	3,112	3,043	3,056	2,977	6,534	6,320	12,851	12,188
Provision for Credit Losses	(205)	(210)	(218)	(224)	(236)	(235)	(217)	(217)	(204)	(194)	(415)	(471)	(913)	(832)
Non-interest Expenses	(1,641)	(1,605)	(1,629)	(1,633)	(1,596)	(1,629)	(1,612)	(1,567)	(1,549)	(1,596)	(3,246)	(3,225)	(6,487)	(6,324)
Income Tax Expense (TEB)	(368)	(386)	(351)	(364)	(331)	(341)	(329)	(329)	(326)	(312)	(754)	(672)	(1,387)	(1,296)
<b>Net Income</b>	<b>1,017</b>	<b>1,102</b>	<b>1,067</b>	<b>1,045</b>	<b>971</b>	<b>981</b>	<b>954</b>	<b>930</b>	<b>977</b>	<b>875</b>	<b>2,119</b>	<b>1,952</b>	<b>4,064</b>	<b>3,736</b>
<b>Net Income Attributable to Non-Controlling Interests</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net Income Attributable to Equity Holders of the Bank</b>	<b>1,017</b>	<b>1,102</b>	<b>1,067</b>	<b>1,045</b>	<b>971</b>	<b>981</b>	<b>954</b>	<b>930</b>	<b>977</b>	<b>875</b>	<b>2,119</b>	<b>1,952</b>	<b>4,064</b>	<b>3,736</b>
<b>Profitability Measurements:</b>														
Return on Equity (%)	22.7	24.2	23.1	23.0	22.5	22.4	22.4	21.9	23.1	20.8	23.5	22.5	22.8	22.0
Net Interest Margin <sup>(1)</sup>	2.43	2.41	2.41	2.41	2.38	2.39	2.39	2.38	2.38	2.35	2.42	2.39	2.40	2.38
Provision for Credit Losses as % of Average Net Loans and Acceptances <sup>(3)</sup>	0.25	0.25	0.27	0.28	0.31	0.30	0.28	0.29	0.28	0.26	0.25	0.31	0.29	0.28
Provision for Credit Losses on Impaired Loans as % of Average Net Loans and Acceptances <sup>(3)</sup>	0.25	0.27	0.27	0.28	0.31	0.30	0.28	0.29	0.28	0.26	0.26	0.31	0.29	0.28
Net write-offs as a % of Average Net Loans & Acceptances	0.26	0.25	0.29	0.32	0.34	0.32	0.19	0.28	0.25	0.26	0.26	0.33	0.32	0.24
Productivity Ratio (%)	50.8	48.6	49.9	50.0	50.9	51.1	51.8	51.5	50.7	53.6	49.7	51.0	50.5	51.9
<b>Average Balances (\$B):</b>														
Residential Mortgages	203.8	202.4	199.4	195.2	192.3	191.3	189.6	187.6	187.4	188.4	203.1	191.7	194.5	188.3
Personal Loans <sup>(4)</sup>	71.4	71.6	71.4	70.3	68.5	68.2	68.1	67.3	66.0	65.7	71.5	68.4	69.7	66.8
Credit Cards <sup>(4)</sup>	6.9	6.9	6.8	6.7	6.6	6.8	6.8	6.7	6.6	6.5	6.9	6.7	6.7	6.6
Business and Government Loans & Acceptances	50.5	48.5	47.1	46.0	44.3	42.6	41.7	41.4	40.7	39.7	49.5	43.4	45.0	40.9
Other Assets	6.0	6.0	6.9	6.9	6.7	6.7	6.7	6.7	6.5	6.8	6.0	6.8	6.8	6.6
<b>Total Assets</b>	<b>338.6</b>	<b>335.4</b>	<b>331.6</b>	<b>325.1</b>	<b>318.4</b>	<b>315.6</b>	<b>312.9</b>	<b>309.7</b>	<b>307.2</b>	<b>307.1</b>	<b>337.0</b>	<b>317.0</b>	<b>322.7</b>	<b>309.2</b>
Personal Deposits	164.4	162.9	161.9	162.3	162.0	162.1	160.3	158.3	157.7	155.0	163.7	162.1	162.1	157.8
Non-Personal Deposits	72.8	73.5	73.4	72.5	69.3	69.4	67.5	66.0	65.1	66.0	73.1	69.3	71.2	66.2
<b>Total Deposits <sup>(2)</sup></b>	<b>237.2</b>	<b>236.4</b>	<b>235.3</b>	<b>234.8</b>	<b>231.3</b>	<b>231.5</b>	<b>227.8</b>	<b>224.3</b>	<b>222.8</b>	<b>221.0</b>	<b>236.8</b>	<b>231.4</b>	<b>233.3</b>	<b>224.0</b>
Other Liabilities	12.1	11.5	10.9	10.7	10.4	10.1	9.1	8.7	8.2	8.0	11.8	10.2	10.4	8.5
<b>Total Liabilities</b>	<b>249.3</b>	<b>247.9</b>	<b>246.2</b>	<b>245.5</b>	<b>241.7</b>	<b>241.6</b>	<b>236.9</b>	<b>233.0</b>	<b>231.0</b>	<b>229.0</b>	<b>248.6</b>	<b>241.6</b>	<b>243.7</b>	<b>232.5</b>
<b>Period End Balances (\$B)</b>														
Assets under Administration	316	319	315	331	336	324	318	318	310	304	316	336	315	318
Assets under Management	157	158	155	153	155	148	145	144	137	135	157	155	155	145
<b>Other:</b>														
Branches	965	964	963	968	971	975	980	997	1,006	1,010				
Employees <sup>(5)</sup>	22,033	22,102	22,716	23,173	22,973	22,659	22,558	22,391	23,299	23,982				
ABMs	3,685	3,682	3,690	3,674	3,563	3,560	3,546	3,556	3,570	3,564				
Amortization of intangibles (pre-tax)	7	7	7	7	7	12	10	13	13	14	14	19	33	50

(1) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(2) Certain deposits (Tangerine Canadian Mortgage Bonds) are reported in the Other Segment.

(3) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

(4) Prior period amounts have been restated to conform with current period presentation.

(5) Prior periods have been restated to reflect the transfer of support staff to Global Operations

**BUSINESS SEGMENT PERFORMANCE: INTERNATIONAL BANKING**


(\$MM)

Net Interest Income (TEB)  
 Net Fee and Commission Revenues  
 Net Income (Loss) from Investments in Associated Corporations  
 Other Operating Income (TEB)  
 Total Revenue (TEB)  
 Provision for Credit Losses  
 Non-interest Expenses  
 Income Tax Expense (TEB)  
**Net Income**

**Net Income Attributable to Non-Controlling Interests**  
**Net Income Attributable to Equity Holders of the Bank**

**Profitability Measurements:**

Return on Equity (%)  
 Net Interest Margin <sup>(1)</sup>  
 Provision for Credit Losses as % of Average Net Loans and Acceptances <sup>(2)</sup>  
 Provision for Credit Losses on Impaired Loans as % of Average Net Loans and Acceptances <sup>(2)</sup>  
 Net write-offs as a % of Average Net Loans & Acceptances  
 Productivity Ratio (%)

**Average Balances (\$B):**

Residential Mortgages  
 Personal Loans <sup>(3)</sup>  
 Credit Cards <sup>(3)</sup>  
 Business and Government Loans & Acceptances  
 Investment Securities  
 Deposits with Banks  
 Other Assets  
 Total Assets

Personal Deposits  
 Non-Personal Deposits  
 Total Deposits  
 Other Liabilities  
 Total Liabilities

**Period End Balances (\$B):** <sup>(4)</sup>

Assets under Administration  
 Assets under Management

**Other:** <sup>(3)</sup>

Branches  
 Employees  
 ABMs

Amortization of intangibles (pre-tax)

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
1,758	1,707	1,667	1,735	1,713	1,611	1,615	1,596	1,590	1,558	3,465	3,324			6,726	6,359
709	710	669	681	708	697	671	630	633	645	1,419	1,405			2,755	2,579
156	133	115	131	117	119	130	110	111	122	289	236			482	473
119	154	114	98	80	159	82	88	135	125	273	239			451	430
2,742	2,704	2,565	2,645	2,618	2,586	2,498	2,424	2,469	2,450	5,446	5,204			10,414	9,841
(340)	(344)	(310)	(325)	(349)	(310)	(294)	(316)	(380)	(291)	(684)	(659)			(1,294)	(1,281)
(1,438)	(1,442)	(1,395)	(1,442)	(1,397)	(1,430)	(1,413)	(1,345)	(1,354)	(1,411)	(2,880)	(2,827)			(5,664)	(5,523)
(219)	(193)	(200)	(206)	(213)	(209)	(172)	(174)	(174)	(187)	(412)	(422)			(828)	(707)
745	725	660	672	659	637	619	589	561	561	1,470	1,296			2,628	2,330
70	58	55	58	64	61	72	62	61	56	128	125			238	251
675	667	605	614	595	576	547	527	500	505	1,342	1,171			2,390	2,079
16.3	16.4	15.0	14.7	14.8	14.2	13.5	12.8	11.9	13.1	16.4	14.5			14.7	12.8
4.74	4.66	4.67	4.77	5.00	4.73	4.77	4.79	4.69	4.57	4.70	4.87			4.79	4.71
1.22	1.26	1.14	1.16	1.33	1.21	1.15	1.26	1.50	1.14	1.24	1.27			1.21	1.26
1.38	1.25	1.14	1.16	1.33	1.21	1.15	1.26	1.50	1.14	1.31	1.27			1.21	1.26
1.26	1.38	1.16	1.43	1.33	1.34	1.37	0.95	1.06	0.87	1.32	1.33			1.31	1.06
52.5	53.3	54.4	54.5	53.3	55.3	56.5	55.5	54.8	57.6	52.9	54.3			54.4	56.1
31.3	29.8	29.1	29.8	29.2	27.9	27.4	26.4	26.8	27.0	30.5	28.5			29.0	26.9
19.4	18.6	18.0	18.2	17.9	17.2	17.7	16.9	17.4	17.3	19.0	17.6			17.8	17.3
7.7	7.2	6.8	6.8	6.8	6.4	6.1	5.8	5.8	5.0	7.4	6.6			6.7	5.7
60.4	57.3	56.5	58.2	55.4	52.6	52.4	53.0	55.5	54.6	58.8	54.0			55.7	53.8
17.8	17.8	15.1	15.4	14.9	14.7	15.2	14.6	14.2	13.4	17.8	14.8			15.0	14.3
13.4	13.3	13.2	14.1	14.3	14.5	14.1	14.1	14.9	15.1	13.3	14.4			14.0	14.5
10.2	9.3	7.7	9.7	10.4	9.5	9.0	9.1	10.8	10.6	9.9	9.9			9.3	10.0
160.2	153.3	146.3	152.2	148.9	142.9	141.9	139.9	145.4	143.1	156.7	145.8			147.5	142.5
36.3	34.7	34.1	35.5	35.3	33.9	34.1	33.0	33.8	33.3	35.5	34.6			34.7	33.5
64.5	61.4	62.3	62.4	60.5	56.9	55.8	53.6	53.4	53.1	62.9	58.7			60.5	54.0
100.8	96.1	96.4	97.9	95.8	90.8	89.9	86.6	87.2	86.4	98.4	93.3			95.2	87.5
23.2	20.7	21.0	19.4	18.9	18.6	18.9	21.8	24.3	22.1	22.0	18.7			19.5	21.8
124.0	116.8	117.4	117.3	114.7	109.4	108.8	108.4	111.5	108.5	120.4	112.0			114.7	109.3
88	86	88	84	89	81	86	82	80	82	88	89			88	86
57	54	53	48	51	46	47	44	43	44	57	51			53	47
1,740	1,752	1,761	1,767	1,807	1,818	1,826	1,823	1,836	1,831						
51,799	51,745	51,306	51,219	51,362	51,822	52,133	51,972	52,086	50,908						
4,430	4,394	4,450	4,481	4,614	4,595	4,598	4,658	4,673	4,696						
11	11	11	12	12	12	14	11	13	12	22	24			47	50

(1) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(2) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

(3) Prior period amounts have been restated to conform with current period presentation.

(4) Excludes affiliates.



**BUSINESS SEGMENT PERFORMANCE: GLOBAL BANKING AND MARKETS**


(\$MM)	QUARTERLY TREND								YEAR-TO-DATE		FULL YEAR			
	2018		2017				2016				2018	2017	2017	2016
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
Net Interest Income (TEB)	362	390	351	340	322	323	345	337	309	302	752	645	1,336	1,293
Net Fee and Commission Revenues <sup>(1)</sup>	415	436	519	455	447	443	481	497	429	358	851	890	1,864	1,765
Net Income (Loss) from Investments in Associated Corporations	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Operating Income (TEB) <sup>(1)</sup>	378	364	219	322	434	449	349	317	320	388	742	883	1,424	1,374
Total Revenue (TEB)	1,155	1,190	1,089	1,117	1,203	1,215	1,175	1,151	1,058	1,048	2,345	2,418	4,624	4,432
Provision for Credit Losses - (Charge)/Recovery	11	9	(8)	(24)	(2)	(8)	(39)	(38)	(118)	(54)	20	(10)	(42)	(249)
Non-interest Expenses	(565)	(572)	(569)	(530)	(501)	(560)	(533)	(507)	(493)	(507)	(1,137)	(1,061)	(2,160)	(2,040)
Income Tax Expense (TEB)	(154)	(173)	(121)	(122)	(183)	(178)	(142)	(185)	(124)	(121)	(327)	(361)	(604)	(572)
Net Income	447	454	391	441	517	469	461	421	323	366	901	986	1,818	1,571
Net Income Attributable to Non-Controlling Interests	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income Attributable to Equity Holders of the Bank	447	454	391	441	517	469	461	421	323	366	901	986	1,818	1,571
Profitability Measurements:														
Return on Equity (%)	16.9	16.2	14.9	14.9	18.5	15.8	15.5	13.7	10.0	11.4	16.5	17.1	16.0	12.6
Net Interest Margin <sup>(2) (3)</sup>	1.80	2.03	1.88	1.76	1.75	1.63	1.78	1.72	1.60	1.58	1.90	1.69	1.75	1.67
Provision for Credit Losses as % of Average Net Loans and Acceptances <sup>(4)</sup>	(0.05)	(0.04)	0.04	0.11	0.01	0.04	0.19	0.19	0.57	0.27	(0.05)	0.03	0.05	0.30
Provision for Credit Losses on Impaired Loans as % of Average Net Loans and Acceptances <sup>(4)</sup>	0.02	(0.01)	0.04	0.11	0.01	0.04	0.19	0.19	0.57	0.27	0.00	0.03	0.05	0.30
Net write-offs as a % of Average Net Loans & Acceptances	0.08	0.05	0.04	0.18	0.19	0.04	0.08	0.23	0.37	0.13	0.07	0.11	0.11	0.21
Productivity Ratio (%)	48.9	48.1	52.3	47.4	41.7	46.1	45.4	44.0	46.6	48.4	48.5	43.9	46.7	46.0
Average Balances (\$B):														
Business and Government Loans & Acceptances	80.2	79.8	78.8	82.1	79.8	82.1	80.7	81.4	83.5	80.7	80.0	81.0	80.7	81.7
Securities Purchased Under Resale Agreements	90.6	93.9	92.1	91.8	97.1	95.2	98.1	95.2	98.3	99.5	92.3	96.1	94.0	97.8
Trading Assets - Securities	83.5	88.2	79.2	87.8	86.6	89.6	86.4	79.2	82.9	90.2	85.9	88.1	85.8	84.7
- Loans	17.1	18.3	16.5	18.9	18.8	18.0	19.5	19.2	17.5	17.8	17.7	18.4	18.0	18.6
Investment Securities	3.6	4.4	4.7	4.7	5.1	5.6	5.6	6.0	6.5	6.4	4.0	5.4	5.0	6.1
Deposits with Banks	0.8	2.9	4.2	4.1	4.1	4.5	7.1	6.0	5.1	5.8	1.9	4.3	4.2	6.0
Other Assets	45.0	46.2	46.5	48.6	48.0	50.8	53.3	54.0	58.5	57.6	45.5	49.4	48.6	55.7
Total Assets	320.8	333.7	322.0	338.0	339.5	345.8	350.7	341.0	352.3	358.0	327.3	342.7	336.3	350.6
Total Deposits	85.0	85.8	79.0	79.4	75.5	74.7	82.3	79.6	74.6	72.5	85.4	75.1	77.2	77.3
Other Liabilities	183.5	188.6	188.9	194.2	187.4	193.0	190.3	184.6	202.7	192.0	186.1	190.2	190.1	192.5
Total Liabilities	268.5	274.4	267.9	273.6	262.9	267.7	272.6	264.2	277.3	264.5	271.5	265.3	267.3	269.8
Other:														
Employees - In Canada	1,202	1,232	1,264	1,273	1,228	1,240	1,291	1,300	1,234	1,305				
- Outside Canada	1,232	1,204	1,149	1,107	1,053	1,063	1,292	1,287	1,348	1,382				
- Total	2,434	2,436	2,413	2,380	2,281	2,303	2,583	2,587	2,582	2,687				

(1) Prior period amounts have been restated to conform with current period presentation.

(2) Corporate Banking and securitization conduits.

(3) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(4) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

**BUSINESS SEGMENT PERFORMANCE: OTHER <sup>(1)</sup>**


(\$MM)

Net Interest Income (TEB) <sup>(2)</sup>  
 Net Fee and Commission Revenues  
 Net Income from Investments in Associated Corporations <sup>(3)</sup>  
 Other Operating Income (TEB) <sup>(2)</sup>  
 Total Revenue (TEB) <sup>(2)</sup>  
 Provision for Credit Losses <sup>(4)</sup>  
 Operating Expenses  
 Income Tax Expense (TEB) <sup>(2)</sup>  
**Net Income**

**Net Income Attributable to Non-Controlling Interests**  
**Net Income Attributable to Equity Holders of the Bank**  
**Net Income Attributable to Preferred Shareholders of the Bank**  
**Net Income Attributable to Common Shareholders of the Bank**

**Average Balances (\$B):**

Total Assets

Total Deposits  
 Other Liabilities  
 Total Liabilities

QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018	2017	2017	2016
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
(76)	(100)	(102)	(118)	(70)	(100)	(105)	(101)	(99)	(79)	(176)	(170)	(390)	(384)
(18)	(10)	(9)	(5)	(9)	(13)	(4)	(2)	(2)	(2)	(28)	(22)	(36)	(10)
(46)	(38)	(34)	(39)	(34)	(34)	(38)	(33)	(31)	(35)	(84)	(68)	(141)	(137)
70	39	38	28	(261)	28	113	158	143	6	109	(233)	(167)	420
(70)	(109)	(107)	(134)	(374)	(119)	(34)	22	11	(110)	(179)	(493)	(734)	(111)
-	1	-	-	-	-	-	-	(50)	-	1	-	-	(50)
(82)	121	(75)	(67)	(107)	(70)	(92)	(86)	(421)	(54)	39	(177)	(319)	(653)
120	43	134	146	395	111	103	83	183	176	163	506	786	545
(32)	56	(48)	(55)	(86)	(78)	(23)	19	(277)	12	24	(164)	(267)	(269)
-	-	-	-	-	-	-	-	-	-	-	-	-	-
(32)	56	(48)	(55)	(86)	(78)	(23)	19	(277)	12	24	(164)	(267)	(269)
-	-	-	-	-	-	-	-	-	-	-	-	-	-
(32)	56	(48)	(55)	(86)	(78)	(23)	19	(277)	12	24	(164)	(267)	(269)
121	112	108	107	100	107	113	117	114	103	117	104	106	111
231	225	213	213	214	220	227	231	235	241	228	217	215	233
6	9	5	14	14	15	17	18	8	13	7	15	13	14
237	234	218	227	228	235	244	249	243	254	235	232	228	247

(1) Represents smaller operating segments including Group Treasury and corporate adjustments.

(2) Includes elimination of the tax-exempt income gross-up reported in net interest income, other operating income and provision for income taxes in the three business segments reported on pages 4 to 6.

(3) Reflects elimination of tax normalization adjustments related to income from associated corporations in other business segments.

(4) Effective fiscal 2018, changes in allowances for credit losses that related to incurred but not yet identified are recorded as stage 1 and stage 2 provisions for credit losses in the business operating segments. Prior to 2018, they were recorded in the Other segment.

# REVENUE FROM TRADING OPERATIONS AND ASSETS UNDER ADMINISTRATION AND MANAGEMENT



## REVENUE FROM TRADING OPERATIONS (\$MM):

Interest Rate and Credit  
Equities <sup>(1)</sup>  
Commodities  
Foreign Exchange  
Other  
sub-total (TEB)

Taxable Equivalent Adjustment

**Total Trading**

## ASSETS UNDER ADMINISTRATION (\$B):

Personal  
Retail Brokerage  
Investment Management and Trust

Mutual Funds  
Institutional

**Total**

## ASSETS UNDER MANAGEMENT (\$B):

Personal  
Mutual Funds  
Institutional

**Total**

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
60	100	39	89	131	215	173	140	132	114	160	346			474	559
181	119	69	91	191	78	50	57	54	108	300	269			429	269
63	72	60	75	65	95	79	93	103	101	135	160			295	376
68	83	62	67	48	73	55	67	60	80	151	121			250	262
10	37	(14)	50	20	36	21	24	12	(6)	47	56			92	51
382	411	216	372	455	497	378	381	361	397	793	952			1,540	1,517
24	24	79	93	337	45	46	47	50	146	48	382			554	289
358	387	137	279	118	452	332	334	311	251	745	570			986	1,228

150.6	153.5	151.7	171.4	174.3	168.5	163.5	161.9	157.1	152.2						
104.2	103.5	107.0	105.0	106.4	102.0	106.4	105.1	102.3	102.4						
254.8	257.0	258.7	276.4	280.7	270.5	269.9	267.0	259.4	254.6						
152.0	150.9	148.3	141.4	146.2	137.4	139.2	134.5	129.6	128.9						
65.0	63.0	63.2	63.2	67.3	61.7	63.7	63.4	64.5	69.1						
471.8	470.9	470.2	481.0	494.2	469.6	472.8	464.9	453.5	452.6						

53.2	53.1	51.8	53.5	53.4	50.0	47.9	46.1	43.0	42.8						
137.6	136.3	134.0	127.7	132.3	123.9	125.1	122.5	117.7	117.6						
22.3	21.4	20.9	20.1	19.3	20.1	19.7	19.3	18.7	18.6						
213.1	210.8	206.7	201.3	205.0	194.0	192.7	187.9	179.4	179.0						

(1) TEB adjustment of \$24 million (Q1/18: \$24 million; Q4/17: \$79 million; Q3/17: \$93 million; Q2/17: \$337 million; Q1/17: \$45 million) has been included in Equities.

**NON-INTEREST INCOME**


	QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
	2018		2017				2016				2018		2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2018	2017	2017	2016
(\$MM)														
<b>Fee and Commission Revenues:</b>														
Card Revenues	389	404	376	384	370	384	355	345	330	329	793	754	1,514	1,359
Deposit and Payment Services														
Deposit Services	246	252	247	257	243	242	238	234	233	244	498	485	989	949
Other Payment Services	83	85	81	85	84	85	84	84	80	82	168	169	335	330
Credit Fees	329	337	328	342	327	327	322	318	313	326	666	654	1,324	1,279
Commitment and Other Credit Fees	199	203	198	222	213	213	229	222	206	213	402	426	846	870
Acceptance Fees	87	82	81	79	73	74	69	72	71	72	169	147	307	284
Other Banking Revenues	286	285	279	301	286	287	298	294	277	285	571	573	1,153	1,154
	107	115	121	114	112	125	124	106	105	101	222	237	472	436
<b>Total Banking Revenues</b>	<b>1,111</b>	<b>1,141</b>	<b>1,104</b>	<b>1,141</b>	<b>1,095</b>	<b>1,123</b>	<b>1,099</b>	<b>1,063</b>	<b>1,025</b>	<b>1,041</b>	<b>2,252</b>	<b>2,218</b>	<b>4,463</b>	<b>4,228</b>
Mutual Funds	412	438	408	417	406	408	413	406	393	412	850	814	1,639	1,624
Brokerage Fees <sup>(1)</sup>	216	230	212	273	285	277	268	254	251	261	446	562	1,047	1,034
Investment Management and Trust Services														
Investment Management and Custody	119	123	112	113	116	112	112	114	109	108	242	228	453	443
Personal and Corporate Trust <sup>(1)</sup>	50	40	43	44	46	46	44	44	47	46	90	92	179	181
	169	163	155	157	162	158	156	158	156	154	332	320	632	624
<b>Total Wealth Management Revenues</b>	<b>797</b>	<b>831</b>	<b>775</b>	<b>847</b>	<b>853</b>	<b>843</b>	<b>837</b>	<b>818</b>	<b>800</b>	<b>827</b>	<b>1,628</b>	<b>1,696</b>	<b>3,318</b>	<b>3,282</b>
Underwriting and Other Advisory Fees	118	148	165	150	140	143	170	202	143	79	266	283	598	594
Non-Trading Foreign Exchange Fees	158	148	136	131	148	142	136	131	138	135	306	290	557	540
Other Fees and Commissions <sup>(1)</sup>	203	204	256	205	227	215	199	178	183	172	407	442	903	732
<b>Total Fee and Commission Revenues</b>	<b>2,387</b>	<b>2,472</b>	<b>2,436</b>	<b>2,474</b>	<b>2,463</b>	<b>2,466</b>	<b>2,441</b>	<b>2,392</b>	<b>2,289</b>	<b>2,254</b>	<b>4,859</b>	<b>4,929</b>	<b>9,839</b>	<b>9,376</b>
<b>Fee and Commission Expenses:</b>														
Card Expenses	128	131	122	129	124	121	118	120	112	109	259	245	496	459
Deposit and Payment Services Expenses	31	29	25	30	28	28	23	25	24	27	60	56	111	99
Other Expenses	-	-	-	-	-	1	1	-	-	-	-	1	1	1
<b>Total Fee and Commission Expenses</b>	<b>159</b>	<b>160</b>	<b>147</b>	<b>159</b>	<b>152</b>	<b>150</b>	<b>142</b>	<b>145</b>	<b>136</b>	<b>136</b>	<b>319</b>	<b>302</b>	<b>608</b>	<b>559</b>
<b>Net Fee and Commission Revenues</b>	<b>2,228</b>	<b>2,312</b>	<b>2,289</b>	<b>2,315</b>	<b>2,311</b>	<b>2,316</b>	<b>2,299</b>	<b>2,247</b>	<b>2,153</b>	<b>2,118</b>	<b>4,540</b>	<b>4,627</b>	<b>9,231</b>	<b>8,817</b>
<b>Net Income from Investments in Associated Corporations</b>	<b>154</b>	<b>110</b>	<b>97</b>	<b>113</b>	<b>98</b>	<b>99</b>	<b>117</b>	<b>97</b>	<b>98</b>	<b>102</b>	<b>264</b>	<b>197</b>	<b>407</b>	<b>414</b>
<b>Other Operating Income:</b>														
Trading Revenues <sup>(1)</sup>	358	387	137	279	118	452	332	334	311	251	745	570	986	1,228
Net Gain on Investment Securities	66	35	129	84	87	80	96	143	165	130	101	167	380	534
Insurance underwriting income, net of claims	190	169	150	163	151	162	150	153	146	154	359	313	626	603
Other <sup>(1)</sup>	112	139	179	107	88	116	104	64	203	91	251	204	490	462
<b>Total</b>	<b>726</b>	<b>730</b>	<b>595</b>	<b>633</b>	<b>444</b>	<b>810</b>	<b>682</b>	<b>694</b>	<b>825</b>	<b>626</b>	<b>1,456</b>	<b>1,254</b>	<b>2,482</b>	<b>2,827</b>
<b>Total Non-Interest Income</b>	<b>3,108</b>	<b>3,152</b>	<b>2,981</b>	<b>3,061</b>	<b>2,853</b>	<b>3,225</b>	<b>3,098</b>	<b>3,038</b>	<b>3,076</b>	<b>2,846</b>	<b>6,260</b>	<b>6,078</b>	<b>12,120</b>	<b>12,058</b>

(1) Prior period amounts have been restated to conform with current period presentation.

# OPERATING EXPENSES



	QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
	2018		2017				2016							
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2018	2017	2017	2016
(\$MM)														
<b>Salaries and Employee Benefits</b>														
Salaries	1,091	1,075	1,074	1,068	1,046	1,032	996	1,004	1,032	1,039	2,166	2,078	4,220	4,071
Performance-Based Compensation	406	409	387	389	423	400	396	392	381	369	815	823	1,599	1,538
Share-Based Payment	39	80	38	51	24	96	73	42	39	89	119	120	209	243
Other Employee Benefits	366	138	310	341	345	351	282	316	252	323	504	696	1,347	1,173
	1,902	1,702	1,809	1,849	1,838	1,879	1,747	1,754	1,704	1,820	3,604	3,717	7,375	7,025
<b>Premises</b>														
Net Rent	110	116	105	117	110	112	108	105	105	110	226	222	444	428
Property Taxes	27	22	20	24	27	22	22	25	24	18	49	49	93	89
Other Premises Costs	108	103	112	111	105	104	111	109	107	104	211	209	432	431
	245	241	237	252	242	238	241	239	236	232	486	480	969	948
<b>Technology</b>	391	368	384	366	361	356	359	309	309	313	759	717	1,467	1,290
<b>Depreciation</b>	86	84	86	87	84	83	87	80	79	79	170	167	340	325
<b>Amortization</b>														
Amortization of Software Intangibles	100	97	91	85	84	79	71	68	63	53	197	163	339	255
Amortization of Intangibles	18	18	18	19	20	25	25	25	27	27	36	45	82	104
	118	115	109	104	104	104	96	93	90	80	233	208	421	359
<b>Communications</b>	113	105	108	104	112	113	111	106	113	112	218	225	437	442
<b>Advertising and Business Development</b>	140	129	176	144	133	128	184	152	139	142	269	261	581	617
<b>Professional</b>	210	186	252	192	173	158	214	169	161	149	396	331	775	693
<b>Business and Capital Taxes</b>														
Business Taxes	99	111	93	98	94	98	86	84	87	99	210	192	383	356
Capital Taxes	12	12	5	9	13	13	11	12	13	11	24	26	40	47
	111	123	98	107	107	111	97	96	100	110	234	218	423	403
<b>Other</b>	410	445	409	467	447	519	514	507	886	531	855	966	1,842	2,438
<b>Total Non-interest Expenses</b>	3,726	3,498	3,668	3,672	3,601	3,689	3,650	3,505	3,817	3,568	7,224	7,290	14,630	14,540

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION (SPOT BALANCES)**


(\$MM) Assets	QUARTERLY TREND							
	2018		2017				2016	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Cash and Deposits with Financial Institutions	61,792	57,365	59,663	57,750	50,877	48,429	46,344	69,774
Precious Metals	4,005	5,471	5,717	7,621	8,534	7,198	8,442	10,243
Trading Assets								
- Securities	81,738	87,377	78,652	86,090	90,505	88,360	87,287	81,625
- Loans	16,399	16,726	17,312	16,965	18,895	16,664	19,421	20,278
- Other	1,518	1,561	2,500	2,093	2,431	1,494	1,853	1,958
- Total Trading Assets	99,655	105,664	98,464	105,148	111,831	106,518	108,561	103,861
Financial Instruments Designated at Fair Value through Profit or Loss	13	14	13	231	251	236	221	228
Securities Purchased under Resale Agreements and Securities Borrowed	84,175	88,648	95,319	85,901	101,643	97,327	92,129	92,266
Derivative Financial Instruments	33,949	36,847	35,364	37,255	37,641	34,963	41,657	43,990
Investment Securities	74,220	75,148	69,269	68,501	69,792	72,721	72,919	69,914
Loans to Customers								
- Residential Mortgages	242,760	239,419	236,916	231,737	228,313	224,085	222,888	219,460
- Personal Loans <sup>(1)</sup>	90,855	89,605	89,227	88,504	87,255	84,574	86,110	85,155
- Credit Cards <sup>(1)</sup>	15,109	14,577	14,104	13,663	14,036	13,636	13,392	12,907
- Business and Government	174,123	164,413	168,449	168,945	171,242	159,566	162,400	159,820
- Sub-total	522,847	508,014	508,696	502,849	500,846	481,861	484,790	477,342
- Allowance for Credit Losses	(4,929)	(4,817)	(4,327)	(4,290)	(4,591)	(4,508)	(4,626)	(4,542)
- Total Net Loans	517,918	503,197	504,369	498,559	496,255	477,353	480,164	472,800
Other								
- Customers' Liability Under Acceptances, net of allowance	17,074	16,380	13,560	11,810	10,378	11,185	11,978	10,409
- Current Tax Assets	381	385	327	507	480	517	422	886
- Investment Property	16	16	16	16	18	17	20	20
- Land, Buildings and Equipment	2,374	2,298	2,365	2,212	2,337	2,258	2,500	2,421
- Investments in Associates	4,806	4,518	4,586	4,382	4,523	4,262	4,299	4,199
- Goodwill and Other Intangible Assets	12,273	12,049	12,106	11,931	12,285	12,056	12,141	11,693
- Deferred Tax Assets	1,787	1,738	1,713	1,728	1,933	1,795	2,021	2,135
- Other Assets	11,872	13,414	12,422	12,780	12,868	10,157	12,448	12,005
- Total Other Assets	50,583	50,798	47,095	45,366	44,822	42,247	45,829	43,768
<b>Total Assets</b>	<b>926,310</b>	<b>923,152</b>	<b>915,273</b>	<b>906,332</b>	<b>921,646</b>	<b>886,992</b>	<b>896,266</b>	<b>906,844</b>

(1) Prior period amounts have been restated to conform with current period presentation.

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
(SPOT BALANCES) (continued)**



(\$MM)

**Liabilities**

Deposits

- Personal
- Business and Government
- Financial Institutions
- Total Deposits

Financial Instruments Designated at Fair Value through Profit or Loss

Other

- Acceptances
- Obligations Related to Securities Sold Short
- Derivative Financial Instruments
- Obligations Related to Securities Sold Under Repurchase Agreements and Securities Lent
- Current Tax Liabilities
- Subordinated Debentures
- Provisions for Off-Balance Sheet Credit Risks and Other
- Deferred Tax Liabilities
- Other
- Total Other Liabilities

**Total Liabilities**

**Equity**

Common Equity

- Common Shares
- Retained Earnings
- Accumulated Other Comprehensive Income
- Other Reserves
- Total Common Equity

Preferred Shares and other equity instruments

Total Equity Attributable to Equity Holders of the Bank

Non-Controlling Interests in Subsidiaries

**Total Equity**

**Total Liabilities and Equity**

QUARTERLY TREND									
2018		2017				2016			
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
203,922	200,727	200,030	197,914	202,004	199,145	199,302	195,840	192,870	194,770
393,761	390,258	384,988	377,883	379,015	363,972	372,303	387,099	374,272	395,737
42,960	44,852	40,349	42,346	47,190	41,581	40,272	48,405	42,171	40,384
640,643	635,837	625,367	618,143	628,209	604,698	611,877	631,344	609,313	630,891
6,575	5,045	4,663	3,373	2,545	1,681	1,459	1,643	1,629	1,582
17,079	16,398	13,560	11,810	10,378	11,185	11,978	10,409	10,008	10,416
29,050	32,893	30,766	32,740	30,078	26,381	23,312	20,869	22,351	23,718
32,010	37,741	34,200	39,919	40,336	39,257	42,387	46,428	47,308	53,871
90,888	90,931	95,843	92,008	95,664	100,837	97,083	93,990	102,392	89,470
529	695	408	626	479	812	587	702	835	593
5,667	5,701	5,935	7,376	7,621	7,507	7,633	7,598	7,499	7,759
184	178	333	373	426	473	536	505	678	332
604	578	697	645	648	624	611	644	823	549
39,946	35,968	41,876	41,401	45,463	35,705	40,982	37,408	38,299	44,777
215,957	221,083	223,618	226,898	231,093	222,781	225,109	218,553	230,193	231,485
863,175	861,965	853,648	848,414	861,847	829,160	838,445	851,540	841,135	863,958

15,711	15,677	15,644	15,584	15,614	15,625	15,513	15,314	15,194	15,172
39,766	38,704	38,117	37,092	36,234	35,653	34,752	33,750	32,757	32,150
1,676	588	1,577	566	3,141	1,589	2,240	1,531	825	3,401
108	112	116	123	126	139	152	166	171	173
57,261	55,081	55,454	53,365	55,115	53,006	52,657	50,761	48,947	50,896
4,234	4,579	4,579	3,019	3,019	3,249	3,594	3,094	3,439	3,284
61,495	59,660	60,033	56,384	58,134	56,255	56,251	53,855	52,386	54,180
1,640	1,527	1,592	1,534	1,665	1,577	1,570	1,449	1,440	1,475
63,135	61,187	61,625	57,918	59,799	57,832	57,821	55,304	53,826	55,655

926,310	923,152	915,273	906,332	921,646	886,992	896,266	906,844	894,961	919,613
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**AVERAGE BALANCE SHEET**


(SMM)	QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR		
	2018		2017				2016				2018	2017	2017	2016	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1					
Deposits with Financial Institutions	56,296	55,664	57,578	55,351	47,176	52,483	64,629	68,912	66,688	70,731	55,975	49,873	53,196	67,746	
Trading Assets - Securities	87,107	91,301	82,647	90,844	89,470	93,633	89,454	83,212	87,547	94,453	89,239	91,586	89,146	88,619	
- Loans	17,094	18,252	16,525	18,949	18,847	17,971	19,559	19,269	17,540	17,816	17,683	18,402	18,066	18,595	
- Total	104,201	109,553	99,172	109,793	108,317	111,604	109,013	102,481	105,087	112,269	106,922	109,988	107,212	107,214	
Securities Purchased under Resale Agreements and Securities Borrowed	94,013	96,684	95,263	94,011	100,560	98,090	100,182	97,014	100,349	101,649	95,371	99,304	96,951	99,795	
Investment Securities including Investments in Associates	82,174	77,457	73,167	74,250	75,281	76,402	74,078	71,411	68,895	56,596	79,776	75,851	74,771	67,825	
Loans to Customers	- Residential Mortgages	241,606	238,287	234,028	229,980	225,909	223,264	220,838	217,553	217,610	218,546	239,919	224,565	228,315	218,642
- Personal Loans <sup>(1)</sup>	90,640	89,759	89,207	88,420	86,403	85,679	86,036	84,618	83,685	83,182	90,192	86,035	87,436	84,385	
- Credit Cards <sup>(1)</sup>	14,645	14,153	13,570	13,616	13,524	13,294	12,919	12,535	12,505	11,630	14,395	13,407	13,501	12,396	
- Business and Government	172,026	167,480	164,884	169,720	163,675	161,804	159,914	160,876	164,868	159,915	169,715	162,724	165,032	161,353	
- Sub-total	518,917	509,679	501,689	501,736	489,511	484,041	479,707	475,582	478,668	473,273	514,221	486,731	494,284	476,776	
- Allowance for Credit Losses	4,931	4,854	4,344	4,446	4,730	4,586	4,686	4,646	4,600	4,441	4,892	4,656	4,525	4,593	
- Total	513,986	504,825	497,345	497,290	484,781	479,455	475,021	470,936	474,068	468,832	509,329	482,075	489,759	472,183	
Total Earning Assets	850,670	844,183	822,525	830,695	816,115	818,034	822,923	810,754	815,087	810,077	847,373	817,091	821,889	814,763	
Derivative Financial Instruments	34,094	34,967	31,812	36,096	35,481	39,440	41,908	43,105	47,810	46,831	34,593	37,743	35,994	44,642	
Customers' Liability under Acceptances	16,655	13,751	13,980	12,225	11,534	11,620	11,814	11,484	10,976	11,486	15,179	11,578	12,346	11,443	
Other Assets	39,549	41,661	40,016	42,874	44,024	42,578	42,643	43,040	44,350	42,177	40,756	43,197	42,390	42,996	
Total Assets	940,968	934,562	908,333	921,890	907,154	911,672	919,288	908,383	918,223	910,571	937,901	909,609	912,619	913,844	
Deposits from Customers	610,421	598,270	582,275	582,497	574,622	574,282	580,919	578,640	576,981	582,428	604,245	574,448	578,450	579,757	
Deposits from Banks	43,167	45,211	41,687	42,127	41,620	43,053	46,506	43,206	42,560	38,937	44,206	42,349	42,126	42,804	
	653,588	643,481	623,962	624,624	616,242	617,335	627,425	621,846	619,541	621,365	648,451	616,797	620,576	622,561	
Securities Sold Short	33,858	35,817	33,420	31,443	30,608	31,321	27,307	25,766	28,024	30,383	34,854	30,971	31,707	27,869	
Obligations Related to Securities Sold under Repurchase Agreements and Securities Lent	100,642	101,764	102,208	102,692	99,794	104,514	103,282	99,441	100,228	93,625	101,212	102,193	102,323	99,138	
Subordinated Debentures	5,777	5,804	5,901	7,482	7,506	7,505	7,502	7,516	7,566	7,391	5,791	7,505	7,095	7,493	
Other Liabilities	84,752	86,595	83,501	96,804	94,052	93,018	97,172	99,088	107,961	103,227	85,696	93,529	92,105	101,481	
Shareholders' Equity															
- Common Shares, Retained Earnings, Accumulated Other Comprehensive Income and Other Reserves	56,171	55,007	54,409	54,240	54,060	52,832	51,709	49,854	49,921	49,990	55,760	53,592	53,919	50,469	
- Preferred Shares	4,560	4,579	3,358	3,019	3,236	3,575	3,343	3,420	3,535	3,109	4,570	3,408	3,297	3,351	
- Non-Controlling Interests in Subsidiaries	1,620	1,515	1,574	1,586	1,656	1,572	1,548	1,452	1,447	1,481	1,567	1,614	1,597	1,482	
- Total Shareholders' Equity	62,351	61,101	59,341	58,845	58,952	57,979	56,600	54,726	54,903	54,580	61,897	58,614	58,813	55,302	
Total Liabilities and Shareholders' Equity	940,968	934,562	908,333	921,890	907,154	911,672	919,288	908,383	918,223	910,571	937,901	909,609	912,619	913,844	

(1) Prior period amounts have been restated to conform with current period presentation.



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY



(\$MM)

## Common Shares:

Balance at Beginning of Period  
Share issuance, net of repurchase/redemptions  
**Balance at End of Period**

## Retained Earnings:

Balance at Beginning of Period  
Cumulative effect on adoption of IFRS 9  
Balance as at November 1, 2017  
Net Income attributable to Common Shareholders of the Bank  
Dividends Paid to Common Shareholders of the Bank  
Shares redeemed  
Other  
**Balance at End of Period**

## Accumulated Other Comprehensive Income (Loss):

Balance at Beginning of Period  
Cumulative effect on adoption of IFRS 9  
Balance as at November 1, 2017  
Other Comprehensive Income, net of Income Tax  
Foreign Currency Translation  
Debt Instruments at Fair Value through Other Comprehensive Income  
Equity Instruments at Fair Value through Other Comprehensive Income  
Available-for-Sale Securities (Debt and Equity)  
Cash Flow Hedges  
Other  
Total  
**Balance at End of Period**

## Other Reserves:

Balance at Beginning of Period  
Share-based payments  
Shares issued  
**Balance at End of Period**

**Total Common Equity at End of Period**

## Composition of Accumulated Other Comprehensive Income (Loss):

Foreign Currency Translation  
Debt Instruments at Fair Value through Other Comprehensive Income  
Equity Instruments at Fair Value through Other Comprehensive Income  
Available-for-Sale Securities (Debt and Equity)  
Cash Flow Hedges  
Other  
Total

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
15,677	15,644	15,584	15,614	15,625	15,513	15,314	15,194	15,172	15,141	15,644	15,513	15,513	15,141	15,513	15,141
34	33	60	(30)	(11)	112	199	120	22	31	67	101	101	372	131	372
15,711	15,677	15,644	15,584	15,614	15,625	15,513	15,314	15,194	15,172	15,711	15,614	15,614	15,513	15,644	15,513
38,704	38,117	37,092	36,234	35,653	34,752	33,750	32,757	32,150	31,316	38,117	34,752	34,752	31,316	34,752	31,316
	(564)									(564)					
	37,553									37,553					
2,042	2,249	1,986	2,016	1,965	1,909	1,908	1,860	1,489	1,730	4,291	3,874	3,874	6,987	7,876	6,987
(982)	(949)	(947)	(911)	(915)	(895)	(893)	(867)	(865)	(843)	(1,931)	(1,810)	(1,810)	(3,468)	(3,668)	(3,468)
-	(149)	1	(248)	(468)	(112)	-	-	(12)	(49)	(149)	(580)	(580)	(61)	(827)	(61)
2	-	(15)	1	(1)	(1)	(13)	-	(5)	(4)	2	(2)	(2)	(22)	(16)	(22)
39,766	38,704	38,117	37,092	36,234	35,653	34,752	33,750	32,757	32,150	39,766	36,234	36,234	34,752	38,117	34,752
588	1,577	566	3,141	1,589	2,240	1,531	825	3,401	2,455	1,577	2,240	2,240	2,455	2,240	2,455
	51									51					
	1,628									1,628					
1,222	(1,006)	1,007	(2,885)	1,835	(1,151)	802	991	(2,826)	1,455	216	684	684	422	(1,194)	422
(62)	(108)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	(170)	-	-	N/A	N/A	N/A
(30)	83	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	53	-	-	N/A	N/A	N/A
-	-	(22)	(92)	103	(49)	(49)	33	13	(177)	-	54	54	(60)	(180)	(180)
(70)	(71)	(18)	165	(59)	(117)	(185)	79	259	104	(141)	(176)	(176)	(29)	(29)	257
28	62	44	237	(327)	666	141	(397)	(22)	(436)	90	339	339	(714)	620	(714)
1,088	(1,040)	1,011	(2,575)	1,552	(651)	709	706	(2,576)	946	48	901	901	(215)	(663)	(215)
1,676	588	1,577	566	3,141	1,589	2,240	1,531	825	3,401	1,676	3,141	3,141	2,240	1,577	2,240
112	116	123	126	139	152	166	171	173	173	116	152	152	173	152	173
1	4	2	-	1	5	-	1	1	5	5	6	6	7	8	7
(5)	(8)	(9)	(3)	(14)	(18)	(14)	(6)	(3)	(5)	(13)	(32)	(32)	(28)	(44)	(28)
108	112	116	123	126	139	152	166	171	173	108	126	126	152	116	152
57,261	55,081	55,454	53,365	55,115	53,006	52,657	50,761	48,947	50,896	57,261	55,115	55,115	52,657	55,454	52,657
2,077	855	1,861	854	3,739	1,904	3,055	2,253	1,262	4,088						
14	76	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A						
(126)	(96)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A						
-	-	(46)	(24)	68	(35)	14	63	30	17						
94	164	235	253	88	147	264	449	370	111						
(383)	(411)	(473)	(517)	(754)	(427)	(1,093)	(1,234)	(837)	(815)						
1,676	588	1,577	566	3,141	1,589	2,240	1,531	825	3,401						

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (continued)**


(\$MM)

**Preferred Shares and other Equity Instruments:**

Balance at Beginning of Period

Shares Issued

Shares Redeemed

Net Income attributable to Preferred Shareholders and other Equity Instrument Holders of the Bank

Dividends paid to Preferred Shareholders and other Equity Instrument Holders of the Bank

**Balance at End of Period**
**Non-Controlling Interests: Non-Controlling Interests in Subsidiaries:**

Balance at Beginning of Period

Cumulative effect on adoption of IFRS 9

Balance as at November 1, 2017

Net Income attributable to Non-Controlling Interests in Subsidiaries

Other Comprehensive Income, net of Income Tax

Distributions to Non-Controlling Interests

Other

**Balance at End of Period**
**Total Equity at End of Period**

QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018	2017	2017	2016
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
4,579	4,579	3,019	3,019	3,249	3,594	3,094	3,439	3,284	2,934	4,579	3,594	3,594	2,934
-	-	1,560	-	-	-	500	-	500	350	-	-	1,560	1,350
(345)	-	-	-	(230)	(345)	-	(345)	(345)	-	(345)	(575)	(575)	(690)
65	30	29	29	32	39	31	37	34	28	95	71	129	130
(65)	(30)	(29)	(29)	(32)	(39)	(31)	(37)	(34)	(28)	(95)	(71)	(129)	(130)
4,234	4,579	4,579	3,019	3,019	3,249	3,594	3,094	3,439	3,284	4,234	3,019	4,579	3,594
1,527	1,592	1,534	1,665	1,577	1,570	1,449	1,440	1,475	1,460	1,592	1,570	1,570	1,460
	(97)									(97)			
	1,495									1,495			
70	58	55	58	82	43	72	62	61	56	128	125	238	251
77	(1)	52	(155)	57	-	59	(28)	(55)	10	76	57	(46)	(14)
(32)	(25)	(12)	(34)	(51)	(36)	(11)	(24)	(42)	(39)	(57)	(87)	(133)	(116)
(2)	-	(37)	-	-	-	1	(1)	1	(12)	(2)	-	(37)	(11)
1,640	1,527	1,592	1,534	1,665	1,577	1,570	1,449	1,440	1,475	1,640	1,665	1,592	1,570
63,135	61,187	61,625	57,918	59,799	57,832	57,821	55,304	53,826	55,655	63,135	59,799	61,625	57,821

# CUSTOMER LOANS AND ACCEPTANCES BY TYPE OF BORROWER



(\$ billions)	30-Apr-18		31-Jan-18		31-Oct-17		31-Jul-17		30-Apr-17	
	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total	Balance	% of Total
Residential Mortgages	242.8	45.0	239.4	45.6	236.9	45.3	231.7	45.0	228.3	44.7
Personal Loans <sup>(1)</sup>	90.8	16.8	89.6	17.1	89.2	17.1	88.5	17.2	87.3	17.1
Credit Cards <sup>(1)</sup>	15.1	2.8	14.6	2.8	14.1	2.7	13.7	2.7	14.0	2.7
<b>Personal</b>	<b>348.7</b>	<b>64.6</b>	<b>343.6</b>	<b>65.5</b>	<b>340.2</b>	<b>65.1</b>	<b>333.9</b>	<b>64.9</b>	<b>329.6</b>	<b>64.5</b>
Financial Services										
Non-Bank	21.7	4.0	20.3	3.9	20.5	3.9	19.7	3.8	19.2	3.8
Bank <sup>(2)</sup>	4.6	0.9	4.2	0.8	3.8	0.7	3.3	0.6	3.9	0.8
Wholesale and Retail	21.4	4.0	21.8	4.2	21.1	4.0	20.9	4.1	22.9	4.5
Real Estate and Construction	26.7	4.9	24.7	4.7	24.6	4.7	23.2	4.5	23.4	4.6
Energy	15.2	2.8	14.3	2.7	15.5	3.0	14.9	2.9	14.6	2.9
Transportation	7.8	1.4	7.7	1.5	8.2	1.6	8.3	1.6	8.8	1.7
Automotive	14.8	2.8	13.5	2.6	13.0	2.5	12.9	2.5	13.0	2.5
Agriculture	10.2	1.9	9.7	1.8	10.2	2.0	10.0	1.9	9.4	1.8
Hospitality and Leisure	4.0	0.7	3.4	0.6	3.5	0.7	3.4	0.7	3.6	0.7
Mining	4.9	0.9	4.9	0.9	4.9	0.9	4.6	0.9	5.1	1.0
Metals Refinery and Processing	2.7	0.5	2.5	0.5	2.6	0.5	2.5	0.5	2.8	0.5
Utilities	9.3	1.7	7.8	1.5	8.1	1.6	8.5	1.7	9.0	1.8
Health Care	5.6	1.1	5.7	1.1	5.6	1.1	5.5	1.1	5.8	1.1
Technology and Media	10.4	1.9	9.5	1.8	9.6	1.8	9.8	1.9	10.1	2.0
Chemical	1.0	0.2	0.9	0.2	1.1	0.2	1.0	0.2	1.4	0.3
Food and Beverage	6.8	1.3	6.3	1.2	6.3	1.2	8.2	1.6	5.9	1.1
Forest Products	1.9	0.3	1.8	0.3	1.7	0.3	1.8	0.3	1.7	0.3
Other <sup>(3)</sup>	17.1	3.2	16.8	3.2	17.0	3.3	17.6	3.4	16.7	3.3
Sovereign <sup>(4)</sup>	5.1	0.9	5.0	1.0	4.7	0.9	4.7	0.9	4.3	0.8
<b>Business and government</b>	<b>191.2</b>	<b>35.4</b>	<b>180.8</b>	<b>34.5</b>	<b>182.0</b>	<b>34.9</b>	<b>180.8</b>	<b>35.1</b>	<b>181.6</b>	<b>35.5</b>
Loans and acceptances	539.9	100.0	524.4	100.0	522.2	100.0	514.7	100.0	511.2	100.0
Allowance for credit losses on loans and acceptances	(4.9)		(4.8)		(4.3)		(4.3)		(4.6)	
<b>Loans and acceptances net of allowance for credit losses</b>	<b>535.0</b>		<b>519.6</b>		<b>517.9</b>		<b>510.4</b>		<b>506.6</b>	

(1) Prior period amounts have been restated to conform with current period presentation.

(2) Deposit taking institutions and securities firms.

(3) Other includes \$2.9 billion in financing products, \$2.7 billion in wealth management and \$2.4 billion in services.

(4) Includes central banks, regional and local governments, supra-national agencies.

# IMPAIRED LOANS BY BUSINESS SEGMENT



(\$MM)

## GROSS IMPAIRED LOANS: <sup>(1)(2)</sup>

### Canadian Banking

Retail  
Commercial

### International Banking

Retail  
Commercial

### Global Banking & Markets

Canada  
U.S.A.  
Europe  
Asia

## Total Gross Impaired Loans

## NET IMPAIRED LOANS: <sup>(1)(2)(3)</sup>

### Canadian Banking

Retail<sup>(4)</sup>  
Commercial

### International Banking

Retail<sup>(4)</sup>  
Commercial

### Global Banking and Markets

Canada  
U.S.A.  
Europe  
Asia

## Total Net Impaired Loans

	IFRS 9		IAS 39							
	2018		2017				2016			
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>GROSS IMPAIRED LOANS:</b>										
<u>Canadian Banking</u>										
Retail	818	846	882	941	1,001	1,047	1,003	934	892	886
Commercial	178	186	174	185	193	214	228	233	262	270
	996	1,032	1,056	1,126	1,194	1,261	1,231	1,167	1,154	1,156
<u>International Banking</u>										
Retail	1,984	1,885	2,173	2,095	2,247	2,130	2,227	2,264	2,176	2,284
Commercial	1,724	1,578	1,264	1,298	1,475	1,387	1,401	1,344	1,355	1,351
	3,708	3,463	3,437	3,393	3,722	3,517	3,628	3,608	3,531	3,635
<u>Global Banking &amp; Markets</u>										
Canada	1	1	1	1	2	26	27	36	93	77
U.S.A.	156	179	132	161	206	195	210	244	139	12
Europe	199	236	168	143	157	82	85	83	88	129
Asia	67	67	71	89	145	168	213	208	88	49
	423	483	372	394	510	471	535	571	408	267
<b>Total Gross Impaired Loans</b>	5,127	4,978	4,865	4,913	5,426	5,249	5,394	5,346	5,093	5,058
<b>NET IMPAIRED LOANS:</b>										
<u>Canadian Banking</u>										
Retail <sup>(4)</sup>	533	554	237	295	344	390	347	358	327	351
Commercial	55	60	40	46	49	61	68	77	105	98
	588	614	277	341	393	451	415	435	432	449
<u>International Banking</u>										
Retail <sup>(4)</sup>	1,270	1,185	909	826	857	851	829	840	815	897
Commercial	1,197	1,123	798	825	890	794	823	793	846	841
	2,467	2,308	1,707	1,651	1,747	1,645	1,652	1,633	1,661	1,738
<u>Global Banking and Markets</u>										
Canada	-	-	-	-	-	19	20	28	55	47
U.S.A.	127	149	93	116	154	150	163	185	101	2
Europe	159	174	116	96	105	46	47	46	51	81
Asia	40	43	50	69	111	105	149	164	47	18
	326	366	259	281	370	320	379	423	254	148
<b>Total Net Impaired Loans</b>	3,381	3,288	2,243	2,273	2,510	2,416	2,446	2,491	2,347	2,335

(1) Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico, prior to 2018.

(2) Excludes purchased credit impaired loans (PCI) and Debt Securities.

(3) Excludes Letters of Credit (LCs).

(4) Under IFRS 9, certain allowances previously attributed to retail impaired loans are now attributed to retail performing loans.

# CHANGES IN GROSS IMPAIRED LOANS BY BUSINESS SEGMENT



(SMM)	IFRS 9		IAS 39							
	2018		2017				2016			
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Balance at Beginning of Period</b> <sup>(1)(2)(3)</sup>	4,978	5,070	4,913	5,426	5,249	5,394	5,346	5,093	5,058	4,658
<b>Net Classifications</b> <sup>(1)(3)</sup>										
<u>Canadian Retail</u>										
New Classifications	207	249	450	460	504	518	579	513	496	481
Declassifications	-	-	-	-	-	-	-	-	-	-
Payments	-	-	(251)	(246)	(243)	(220)	(271)	(236)	(262)	(220)
Sales	-	-	-	-	-	-	-	-	-	-
Net Classifications	207	249	199	214	261	298	308	277	234	261
<u>Canadian Commercial</u>										
New Classifications	29	29	14	33	29	66	16	33	41	93
Declassifications	(2)	-	-	(6)	(6)	(1)	-	-	(7)	(2)
Payments	(19)	(6)	(10)	(14)	(21)	(6)	(7)	(37)	(16)	(18)
Sales	(3)	-	-	(2)	-	(41)	-	-	(6)	-
Net Classifications	5	23	4	11	2	18	9	(4)	12	73
<u>International Retail</u>										
New Classifications	435	486	427	404	360	391	297	333	313	323
Declassifications	-	-	-	-	-	-	-	-	-	-
Payments	-	-	-	-	-	-	-	-	-	-
Sales	-	-	-	-	-	-	-	-	-	-
Net Classifications	435	486	427	404	360	391	297	333	313	323
<u>International Commercial</u>										
New Classifications	159	127	54	80	163	112	104	61	222	172
Declassifications	(4)	(13)	-	(4)	(1)	(24)	(11)	(2)	-	-
Payments	(43)	(77)	(53)	(25)	(28)	(34)	(34)	(73)	(19)	(37)
Sales	-	-	-	-	-	-	-	-	-	-
Net Classifications	112	37	1	51	134	54	59	(14)	203	135
<u>Global Banking and Markets</u>										
New Classifications	54	5	72	1	123	36	64	261	229	53
Declassifications	-	-	-	-	-	-	-	-	(2)	-
Payments	(82)	(72)	(99)	(30)	(73)	(74)	(27)	(41)	(7)	(39)
Sales	(36)	(7)	-	(7)	-	-	(65)	(24)	-	-
Net Classifications	(64)	(74)	(27)	(36)	50	(38)	(28)	196	220	14
<b>Total</b>	695	721	604	644	807	723	645	788	982	806
<b>Write-offs</b>										
Canadian Retail	(235)	(246)	(258)	(274)	(307)	(254)	(239)	(235)	(229)	(220)
Canadian Commercial	(14)	(10)	(15)	(17)	(25)	(32)	(14)	(25)	(20)	(12)
International Retail	(430)	(384)	(405)	(393)	(353)	(428)	(393)	(302)	(251)	(282)
International Commercial	(25)	(97)	(64)	(112)	(122)	(20)	(41)	(32)	(103)	(14)
Global Banking and Markets	(16)	(11)	(9)	(38)	(37)	(10)	(20)	(49)	(80)	(27)
<b>Total</b>	(720)	(748)	(751)	(834)	(844)	(744)	(707)	(643)	(683)	(555)
<b>Forex</b> <sup>(1)(3)</sup> <b>Other</b>										
Canadian Retail	-	-	-	-	-	-	-	-	1	2
Canadian Commercial	1	-	-	(2)	2	-	-	-	-	1
International Retail	94	(43)	56	(163)	110	(60)	59	57	(170)	86
International Commercial	59	(31)	29	(116)	76	(48)	39	35	(96)	47
Global Banking and Markets	20	9	14	(42)	26	(16)	12	16	1	13
<b>Total</b>	174	(65)	99	(323)	214	(124)	110	108	(264)	149
<b>Balance at End of Period</b> <sup>(1)(3)</sup>	5,127	4,978	4,865	4,913	5,426	5,249	5,394	5,346	5,093	5,058

(1) Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico, prior to 2018.

(2) Includes IFRS 9 transition adjustments due to changes in the definition of default.

(3) Excludes purchased credit impaired loans (PCI) and Debt Securities.

# ALLOWANCE FOR CREDIT LOSSES & OTHER RESERVES - IFRS 9



(\$MM)

## Impaired Loans - Stage 3

Balance, Beginning of Period<sup>(1)</sup>  
Provision for Credit Losses  
Write-offs  
Recoveries  
Foreign Currency Adjustment and Other  
Balance, End of Period

2018	
Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>
1,690	1,756
595	564
(720)	(748)
140	146
41	(28)
1,746	1,690

## Performing Loans - Stage 1 and 2

Balance, Beginning of Period<sup>(1)</sup>  
Provision for Credit Losses  
Foreign Currency Adjustment and Other  
Balance, End of Period

3,127	3,163
(61)	(10)
117	(26)
3,183	3,127

Allowance for Credit Losses on Loans  
Allowance for Credit Losses on Off-Balance Sheet exposures  
Allowance for Credit Losses on acceptances, debt securities and deposits with financial institutions  
Total Allowance for Credit Losses

4,929	4,817
73	75
15	31
5,017	4,923

## Total Allowance for Credit Losses by Business Line

Consists of:

Canadian Banking  
International Banking  
Global Banking and Markets  
Other

1,643	1,657
3,153	3,032
221	234
-	-
5,017	4,923

## Allowance for Credit Losses on loans by Type of Borrower

Impaired Loans - Stage 3

Residential Mortgages  
Personal Loans<sup>(3)</sup>  
Credit Cards<sup>(3)</sup>  
Business and Government

404	394
595	598
-	-
747	698

Performing Loans - Stage 1 and 2

Residential Mortgages  
Personal Loans<sup>(3)</sup>  
Credit Cards<sup>(3)</sup>  
Business and Government

314	304
1,329	1,305
1,172	1,141
368	377

**Allowance for Credit Losses on Loans**

4,929	4,817
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(1) After IFRS 9 transition adjustments.

(2) Prior period amounts are not presented as they are not on a comparable basis due to the transition to IFRS 9.

(3) Prior period amounts have been restated to conform with current period presentation.

**ALLOWANCE FOR CREDIT LOSSES & OTHER RESERVES - IAS 39**


(\$MM)

Balance, Beginning of Period  
 Write-offs  
 Recoveries  
 Provision for Credit Losses  
 Foreign Currency Adjustment and Other  
 Balance, End of Period

Comprised of:

Individually Assessed Allowances  
 Collective Allowances  
 Total Allowance for Credit Losses

Allocated as follows:

Impaired Loans  
     Residential Mortgages  
     Personal Loans<sup>(1)</sup>  
     Credit Cards<sup>(1)</sup>  
     Business and Government

Performing Loans  
     Residential Mortgages  
     Personal Loans<sup>(1)</sup>  
     Credit Cards<sup>(1)</sup>  
     Business and Government

Total Allowance for Credit Losses

**Total Allowance for Credit Losses excluding loans acquired under the FDIC Guarantee**

Loans acquired under the FDIC Guarantee

**Total Allowance for Credit Losses**

Reserves against Unfunded Commitments and Other Off-Balance  
     Sheet items included in Other Liabilities

2017				2016			
Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
4,290	4,591	4,508	4,626	4,542	4,402	4,354	4,197
(751)	(834)	(844)	(744)	(707)	(643)	(683)	(555)
191	142	205	142	197	142	152	109
536	573	587	553	550	571	752	539
61	(182)	135	(69)	44	70	(173)	64
4,327	4,290	4,591	4,508	4,626	4,542	4,402	4,354

847	852	1,008	1,033	1,034	998	959	956
3,480	3,438	3,583	3,475	3,592	3,544	3,443	3,398
4,327	4,290	4,591	4,508	4,626	4,542	4,402	4,354

326	324	389	383	458	537	542	576
1,040	1,060	1,102	1,052	1,089	1,034	998	990
543	531	556	501	507	429	386	356
713	725	869	897	894	855	820	801
2,622	2,640	2,916	2,833	2,948	2,855	2,746	2,723
101	92	91	106	120	128	126	128
461	477	470	477	457	457	456	449
259	263	233	218	205	189	191	177
625	606	632	640	662	684	669	641
1,446	1,438	1,426	1,441	1,444	1,458	1,442	1,395
4,068	4,078	4,342	4,274	4,392	4,313	4,188	4,118

4,068	4,078	4,342	4,274	4,392	4,313	4,188	4,118
259	212	249	234	234	229	214	236
4,327	4,290	4,591	4,508	4,626	4,542	4,402	4,354

120	128	140	138	138	108	124	121
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(1) Prior period amounts have been restated to conform with current period presentation.

# IMPAIRED LOANS BY TYPE OF BORROWER



(\$MM)	IFRS 9 April 30, 2018 Allowance for Credit Losses (Stage 3)			IFRS 9 January 31, 2018 Allowance for Credit Losses (Stage 3)			IAS 39 April 30, 2017 <sup>(1)</sup> Allowance for Credit Losses		
	Gross	Net		Gross	Net		Gross	Net	
Residential Mortgages	1,807	404	1,403	1,747	394	1,353	1,528	389	1,139
Personal Loans <sup>(2),(3)</sup>	995	595	400	984	598	386	1,164	1,102	62
Credit Cards <sup>(3)</sup>	-	-	-	-	-	-	556	556	-
<b>Personal</b>	<b>2,802</b>	<b>999</b>	<b>1,803</b>	<b>2,731</b>	<b>992</b>	<b>1,739</b>	<b>3,248</b>	<b>2,047</b>	<b>1,201</b>
Financial Services									
Non-Bank	23	15	8	28	15	13	20	12	8
Bank	2	2	-	2	2	-	2	2	-
Wholesale and Retail	355	157	198	327	149	178	278	159	119
Real Estate and Construction	430	117	313	421	119	302	260	112	148
Energy	283	58	225	340	71	269	328	91	237
Transportation	225	64	161	230	77	153	200	80	120
Automotive	36	13	23	26	9	17	41	18	23
Agriculture	136	39	97	109	33	76	82	49	33
Hospitality and Leisure	40	7	33	39	7	32	52	8	44
Mining	24	5	19	25	6	19	15	7	8
Metals Refinery and Processing	138	32	106	99	29	70	179	46	133
Utilities	233	57	176	227	18	209	297	64	233
Health Care	90	29	61	88	28	60	52	25	27
Technology and Media	8	5	3	10	6	4	15	14	1
Chemical	2	2	-	2	1	1	5	4	1
Food and Beverage	99	43	56	95	37	58	146	60	86
Forest Products	35	9	26	33	8	25	23	9	14
Other	138	80	58	130	78	52	164	102	62
Sovereign	28	13	15	16	5	11	19	7	12
<b>Business &amp; Government</b>	<b>2,325</b>	<b>747</b>	<b>1,578</b>	<b>2,247</b>	<b>698</b>	<b>1,549</b>	<b>2,178</b>	<b>869</b>	<b>1,309</b>
<b>Impaired Loans, net of Related Allowances</b>	<b>5,127</b>	<b>1,746</b>	<b>3,381</b>	<b>4,978</b>	<b>1,690</b>	<b>3,288</b>	<b>5,426</b>	<b>2,916</b>	<b>2,510</b>

(1) Excludes loans acquired under the Federal Deposit Insurance Corporation (FDIC) guarantee related to the acquisition of R-G Premier Bank of Puerto Rico, prior to 2018.

(2) Under IFRS 9, certain allowances previously attributed to retail impaired loans are now attributed to retail performing loans.

(3) Prior period amounts have been restated to conform with current period presentation.



**PROVISION FOR CREDIT LOSSES BY BUSINESS LINE - IFRS 9**


	Q2/18 PCLs (\$MM)			Q2/18 AS A % OF NET LOANS & ACCEPTANCES (BPS)			Q1/18 PCLs (\$MM)			Q1/18 AS A % OF NET LOANS & ACCEPTANCES (BPS)		
	STAGE 1 AND 2	STAGE 3	TOTAL	STAGE 3	TOTAL	NET WRITE-OFFS	STAGE 1 AND 2	STAGE 3	TOTAL	STAGE 3	TOTAL	NET WRITE-OFFS
<b>Canadian Banking</b>												
Retail	-	193	193	28	28	29	(6)	206	200	29	28	28
Commercial	1	11	12	9	9	10	(4)	14	10	11	8	8
Total	1	204	205	25	25	26	(10)	220	210	27	25	25
<b>International Banking</b>												
Retail	(14)	308	294	226	216	249	14	306	320	228	239	226
Commercial	(30)	80	50	55	34	10	(11)	40	29	28	20	56
Total	(44)	388	344	138	122	126	3	346	349	125	126	138
<b>Global Banking and Markets</b>	(14)	3	(11)	2	(5)	8	(7)	(2)	(9)	(1)	(4)	5
<b>Other</b>				-	-	-	-	-	-	-	-	-
<b>Provision for credit losses on loans, acceptances and off-balance sheet exposures</b>	(57)	595	538	46	42	45	(14)	564	550	43	42	46
International Banking	(4)	-	(4)				(5)		(5)			
Other	-	-	-				(1)		(1)			
<b>Provision for credit losses on debt securities and deposit with banks</b>	(4)	-	(4)				(6)	-	(6)			
<b>Total Provision for credit losses</b>	(61)	595	534				(20)	564	544			

**PROVISION FOR CREDIT LOSSES BY TYPE OF BORROWER - IFRS 9**


(\$MM)

2018	
Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>

**Provision for Credit Losses on impaired loans (Stage 3):**

Residential Mortgages	16	24
Personal Loans <sup>(3)</sup>	275	282
Credit Cards <sup>(3)</sup>	210	206
<b>Personal</b>	<b>501</b>	<b>512</b>
Financial Services		
Non-Bank	-	-
Bank	-	-
Wholesale and Retail	21	26
Real Estate and Construction	3	9
Energy	3	(3)
Transportation	(2)	4
Automotive	4	1
Agriculture	4	(2)
Hospitality and Leisure	-	(1)
Mining	(1)	-
Metals Refinery and Processing	4	1
Utilities	37	7
Health Care	3	8
Technology and Media	1	-
Chemical	-	1
Food and Beverage	6	-
Forest Products	1	-
Other	(1)	-
Sovereign	11	1
<b>Business &amp; Government</b>	<b>94</b>	<b>52</b>
<b>Provision for Credit Losses on impaired loans (Stage 3)</b>	<b>595</b>	<b>564</b>
<b>Provision for Credit Losses - performing (Stage 1 and 2):</b>		
Personal	(14)	8
Business & Government	(47)	(28)
<b>Provision for Credit Losses - performing (Stage 1 and 2) <sup>(2)</sup></b>	<b>(61)</b>	<b>(20)</b>
<b>Total Provision for Credit Losses</b>	<b>534</b>	<b>544</b>

(1) Prior period amounts are not presented as they are not on a comparable basis due to the transition to IFRS 9.

(2) Includes provision for credit losses on all performing financial assets.

(3) Prior period amounts have been restated to conform with current period presentation.

**PROVISION FOR CREDIT LOSSES BY TYPE OF BORROWER - IAS 39**


	2017				2016				FULL YEAR	
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2017	2016
(\$MM)										
<b>PROVISIONS AGAINST IMPAIRED LOANS:</b>										
Residential mortgages	10	13	6	32	13	26	24	37	61	100
Personal Loans <sup>(1)</sup>	293	296	294	269	268	275	269	263	1,152	1,075
Credit Cards <sup>(1)</sup>	172	185	200	177	173	149	147	133	734	602
<b>Personal</b>	<b>475</b>	<b>494</b>	<b>500</b>	<b>478</b>	<b>454</b>	<b>450</b>	<b>440</b>	<b>433</b>	<b>1,947</b>	<b>1,777</b>
Financial Services										
Non-Bank	4	4	1	1	-	-	-	(1)	10	(1)
Bank	-	-	1	-	-	-	2	-	1	2
Wholesale and Retail	19	19	15	10	18	12	16	15	63	61
Real Estate and Construction	16	14	10	22	4	12	13	5	62	34
Energy	4	(1)	2	(13)	24	37	150	79	(8)	290
Transportation	1	3	8	8	7	9	24	5	20	45
Automotive	-	3	-	5	19	4	5	-	8	28
Agriculture	6	2	2	4	7	5	(4)	6	14	14
Hospitality and Leisure	-	-	13	1	-	13	12	-	14	25
Mining	1	1	-	-	1	-	4	1	2	6
Metals Refinery and Processing	-	25	9	12	5	(1)	10	(3)	46	11
Utilities	3	-	9	-	-	7	13	-	12	20
Health Care	5	2	-	-	(2)	3	6	2	7	9
Technology and Media	-	(1)	1	(1)	2	9	3	-	(1)	14
Chemical	-	-	(1)	-	-	1	(4)	(4)	(1)	(7)
Food and Beverage	-	5	8	5	1	1	4	-	18	6
Forest Products	-	1	2	-	1	-	-	-	3	1
Other	1	2	7	21	7	8	8	-	31	23
Sovereign	1	-	-	-	2	1	-	1	1	4
<b>Business &amp; Government</b>	<b>61</b>	<b>79</b>	<b>87</b>	<b>75</b>	<b>96</b>	<b>121</b>	<b>262</b>	<b>106</b>	<b>302</b>	<b>585</b>
<b>Provisions against Impaired Loans</b>	<b>536</b>	<b>573</b>	<b>587</b>	<b>553</b>	<b>550</b>	<b>571</b>	<b>702</b>	<b>539</b>	<b>2,249</b>	<b>2,362</b>
Change in Collective Allowance for Performing Loans	-	-	-	-	-	-	50	-	-	50
<b>Total Provisions</b>	<b>536</b>	<b>573</b>	<b>587</b>	<b>553</b>	<b>550</b>	<b>571</b>	<b>752</b>	<b>539</b>	<b>2,249</b>	<b>2,412</b>
Individually Assessed Provisions	61	79	87	75	96	121	262	106	302	585
Collective Provisions	475	494	500	478	454	450	490	433	1,947	1,827
<b>Total Provisions</b>	<b>536</b>	<b>573</b>	<b>587</b>	<b>553</b>	<b>550</b>	<b>571</b>	<b>752</b>	<b>539</b>	<b>2,249</b>	<b>2,412</b>

(1) Prior period amounts have been restated to conform with current period presentation.

# CROSS-BORDER EXPOSURES TO SELECT COUNTRIES <sup>(1)</sup>



Outstandings (net of provisions), \$MM

	<u>Loans</u>	<u>Trade</u>	<u>Interbank Deposits</u>	<u>Govt./ Other Sec.</u>	<u>Invest. In Subs. &amp; Affiliates</u>	<u>Other</u>	<u>April 30/18 Total</u>	<u>January 31/18 Total</u>	<u>April 30/17 Total</u>
<b>ASIA</b>									
China	1,865	2,173	481	88	816	10	5,433	4,961	4,487
India	1,861	60	0	0	0	4	1,925	1,987	1,707
Thailand	125	2	514	0	2,990	0	3,631	3,432	3,454
South Korea	758	32	0	0	0	23	813	1,002	1,208
Hong Kong	1,168	57	45	0	0	62	1,332	1,352	1,753
Malaysia	246	20	0	0	327	1	594	561	976
Japan	545	80	231	4,448	0	8	5,312	5,195	4,565
Other <sup>(2)</sup>	1,781	96	107	0	0	49	2,033	1,455	1,445
<b>Total</b>	<b>8,349</b>	<b>2,520</b>	<b>1,378</b>	<b>4,536</b>	<b>4,133</b>	<b>157</b>	<b>21,073</b>	<b>19,945</b>	<b>19,595</b>
<b>LATIN AMERICA</b>									
Chile	3,208	1,098	848	158	3,596	52	8,960	8,249	6,964
Mexico	3,005	370	0	145	3,787	119	7,426	7,452	7,489
Brazil	4,305	1,037	0	14	383	467	6,206	5,885	5,431
Peru	2,463	130	0	153	4,725	12	7,483	6,616	7,331
Colombia	1,404	182	0	5	1,505	12	3,108	3,006	3,098
Others <sup>(3)</sup>	219	9	0	0	569	0	797	716	786
<b>Total</b>	<b>14,604</b>	<b>2,826</b>	<b>848</b>	<b>475</b>	<b>14,565</b>	<b>662</b>	<b>33,980</b>	<b>31,924</b>	<b>31,099</b>
<b>CARIBBEAN &amp; CENTRAL AMERICA</b>									
Panama	3,908	130	28	0	269	0	4,335	4,128	4,697
Costa Rica	1,554	176	0	0	1,063	0	2,793	2,738	2,785
El Salvador	437	39	0	0	653	0	1,129	1,167	1,406
Dominican Republic	1,105	37	9	0	0	0	1,151	1,193	1,404
Jamaica	35	38	0	0	818	0	891	793	803
Others <sup>(4)</sup>	1,446	97	1	0	395	0	1,939	1,909	2,328
<b>Total</b>	<b>8,485</b>	<b>517</b>	<b>38</b>	<b>0</b>	<b>3,198</b>	<b>0</b>	<b>12,238</b>	<b>11,928</b>	<b>13,423</b>

(1) Cross-border exposure represents a claim, denominated in a currency other than the local one, against a borrower in a foreign country on the basis of ultimate risk.

(2) Includes Indonesia, Macau, Singapore, Vietnam, Taiwan and Turkey.

(3) Includes Venezuela and Uruguay.

(4) Includes other English and Spanish Caribbean countries, such as Bahamas, Barbados, British Virgin Islands, Trinidad & Tobago, and Turks & Caicos.

**FINANCIAL INVESTMENTS - UNREALIZED GAINS (LOSSES)**

**INVESTMENT SECURITIES MEASURED AT FAIR VALUE THROUGH OCI - UNREALIZED GAINS (LOSSES)**

Canadian and U.S. Sovereign Debt
Bonds of Designated Emerging Markets
Other Foreign Government Debt
Other Debt
Equity Securities at Fair Value through Other Comprehensive Income
Net Fair Value of Derivative Instruments and Other Hedge Amounts
Net Unrealized Gains (Losses)

2018		QUARTERLY TREND							
		2017				2016			
Q2 <sup>(1)</sup>	Q1 <sup>(1)</sup>	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
(202)	(143)	(81)	(122)	82	(44)	302	416	245	291
-	-	-	-	-	-	-	-	-	-
(3)	(2)	14	25	16	(3)	41	55	16	(18)
(64)	(47)	11	12	34	7	77	106	74	62
25	44	15	74	189	82	35	84	102	351
(244)	(148)	(41)	(11)	321	42	455	661	437	686
154	171	(7)	(8)	(220)	(83)	(429)	(573)	(396)	(662)
(90)	23	(48)	(19)	101	(41)	26	88	41	24

(1) Prior period amounts not comparable due to the transition to IFRS9.

**REGULATORY CAPITAL HIGHLIGHTS <sup>(1)</sup>**


(\$MM)	Basel III							
	IFRS 9 <sup>(1)</sup>						IAS 39 <sup>(1)</sup>	
	Q2 2018	Q1 2018	Q4 2017		Q3 2017		Q2 2017	
	All-in Approach <sup>(2)</sup>	All-in Approach <sup>(2)</sup>	Transitional Approach	All-in Approach <sup>(2)</sup>	Transitional Approach	All-in Approach <sup>(2)</sup>	Transitional Approach	All-in Approach <sup>(2)</sup>
<b>Common Equity Tier 1 capital</b>	45,025	42,990	46,061	43,352	44,070	41,369	45,431	42,474
<b>Tier 1 capital</b>	50,708	48,648	50,623	49,473	47,076	45,913	48,357	47,048
<b>Total capital</b>	57,716	55,637	57,222	56,113	55,051	53,929	56,554	55,310
<b>Risk-weighted Assets <sup>(3)(4)</sup></b>								
CET1 Capital Risk-weighted Assets	375,901	382,248	387,292	376,379	376,358	365,411	381,977	374,876
Tier 1 Capital Risk-weighted Assets	376,042	382,248	387,292	376,379	376,358	365,411	381,977	375,148
Total Capital Risk-weighted Assets	376,183	382,248	387,292	376,379	376,358	365,411	381,977	375,366
<b>Capital Ratios (%)</b>								
Common Equity Tier 1 (as a percentage of risk-weighted assets)	12.0	11.2	11.9	11.5	11.7	11.3	11.9	11.3
Tier 1 (as a percentage of risk-weighted assets)	13.5	12.7	13.1	13.1	12.5	12.6	12.7	12.5
Total capital (as a percentage of risk-weighted assets)	15.3	14.6	14.8	14.9	14.6	14.8	14.8	14.7
<b>Leverage: All-in Basis</b>								
Leverage Exposures	1,060,648	1,048,763	1,053,928	1,052,891	1,033,500	1,032,443	1,063,119	1,061,939
Leverage Ratio (%)	4.8	4.6	4.8	4.7	4.6	4.4	4.5	4.4
<b>OSFI Target: All-in Basis (%)</b>								
Common Equity Tier 1 minimum ratio	8.0	8.0		8.0		8.0		8.0
Tier 1 capital all-in minimum ratio	9.5	9.5		9.5		9.5		9.5
Total capital all-in minimum ratio	11.5	11.5		11.5		11.5		11.5
Leverage all-in minimum ratio	3.0	3.0		3.0		3.0		3.0
<b>Capital instruments subject to phase-out arrangements</b>								
Current cap on Additional Tier 1 (AT1) instruments subject to phase-out arrangements (%)	40	40	50	50	50	50	50	50
Amount excluded from AT1 due to cap (excess over cap after redemptions and maturities)	110	455	-	-	-	-	-	-
Current cap on Tier 2 (T2) instruments subject to phase-out arrangements (%)	40	40	50	50	50	50	50	50
Amount excluded from T2 due to cap (excess over cap after redemptions and maturities)	-	-	-	-	-	-	-	-

(1) Effective Q1 2018, the Bank adopted IFRS 9 (Financial Instruments). The full transitional impact on regulatory capital from IFRS 9 was recognized upon adoption. Prior period results and ratios are based on International Accounting Standard (IAS) 39. For full disclosures, refer to the Supplementary Regulatory Capital Disclosure.

(2) 'All-in' approach is defined as capital calculated to include all of the regulatory adjustments that will be required by 2019 but retaining the phase-out rules for non-qualifying capital instruments. The Transitional Approach is no longer applicable effective Q1, 2018.

(3) As per OSFI guideline, effective Q1 2014, Credit Valuation Adjustment (CVA) RWA on derivatives was phased-in using scalars. Commencing in Q1, 2018, the CVA RWA have been calculated using scalars of 0.80, 0.83 and 0.86, to compute the CET1 capital ratio, Tier 1 capital ratio and Total capital ratio, respectively (0.72, 0.77 and 0.81 in Fiscal 2017).

(4) As at April 30, 2018, the Bank does not have a regulatory capital floor add-on for CET1, Tier 1 and Total capital risk-weighted assets (as at January 31, 2018: \$16.4 billion, \$16.3 billion and \$16.2 billion respectively; as at October 31, 2017: \$12.8 billion, \$12.6 billion and \$12.4 billion, respectively; as at July 31, 2017: \$5.6 billion, \$5.3 billion and \$5.1 billion, respectively).

**APPENDIX 1: CANADIAN BANKING EXCLUDING WEALTH MANAGEMENT**


(\$MM)	QUARTERLY TREND								YEAR-TO-DATE		FULL YEAR			
	2018		2017				2016				2018	2017	2017	2016
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
Net Interest Income (TEB)	1,810	1,841	1,819	1,781	1,669	1,714	1,705	1,680	1,629	1,651	3,651	3,383	6,982	6,665
Net Fee and Commission Revenues	527	546	526	527	496	513	506	481	462	473	1,073	1,009	2,062	1,922
Net Income (Loss) from Investments in Associated Corporations	44	15	17	20	16	13	25	20	18	15	59	29	66	78
Other Operating Income (TEB)	159	175	165	183	191	174	137	127	227	105	334	365	713	596
Total Revenue (TEB) <sup>(1)</sup>	2,540	2,577	2,527	2,511	2,372	2,414	2,373	2,308	2,336	2,244	5,117	4,786	9,823	9,261
Provision for Credit Losses	(205)	(210)	(218)	(224)	(236)	(235)	(217)	(216)	(202)	(194)	(415)	(471)	(913)	(829)
Non-interest Expenses	(1,207)	(1,165)	(1,189)	(1,134)	(1,091)	(1,119)	(1,118)	(1,079)	(1,060)	(1,096)	(2,372)	(2,210)	(4,532)	(4,353)
Income Tax Expense (TEB)	(300)	(311)	(293)	(296)	(265)	(271)	(269)	(262)	(265)	(250)	(611)	(536)	(1,125)	(1,046)
Net Income	828	891	827	857	780	789	769	751	809	704	1,719	1,569	3,253	3,033
Net Income Attributable to Non-Controlling Interests	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income Attributable to Equity Holders of the Bank	828	891	827	857	780	789	769	751	809	704	1,719	1,569	3,253	3,033
Profitability Measurements:														
Return on Equity (%)	24.8	26.2	24.2	25.7	24.7	24.8	25.0	24.5	26.3	23.1	25.5	24.8	24.9	24.7
Net Interest Margin <sup>(2)</sup>	2.37	2.35	2.35	2.35	2.32	2.32	2.33	2.32	2.31	2.29	2.36	2.32	2.33	2.31
Provision for Credit Losses as % of Average Net Loans & Acceptances <sup>(3)</sup>	0.26	0.26	0.28	0.29	0.32	0.31	0.29	0.29	0.28	0.26	0.26	0.32	0.30	0.28
Provision for Credit Losses on Impaired Loans as % of Average Net Loans & Acceptances <sup>(3)</sup>	0.26	0.27	0.28	0.29	0.32	0.31	0.29	0.29	0.28	0.26	0.27	0.32	0.30	0.28
Net write-offs as a % of Average Net Loans & Acceptances	0.27	0.26	0.29	0.33	0.35	0.33	0.19	0.29	0.26	0.27	0.26	0.34	0.33	0.25
Productivity Ratio (%)	47.5	45.2	47.0	45.1	46.0	46.4	47.1	46.8	45.4	48.8	46.4	46.2	46.1	47.0
Average Balances (\$B):														
Residential Mortgages	200.7	199.4	196.6	192.5	189.7	188.9	187.3	185.4	185.4	186.4	200.1	189.3	191.9	186.1
Personal Loans <sup>(4)</sup>	67.0	67.1	67.1	65.9	64.2	64.1	64.0	63.2	61.9	61.7	67.0	64.1	65.3	62.7
Credit Cards <sup>(4)</sup>	6.8	6.9	6.7	6.7	6.6	6.7	6.7	6.7	6.6	6.5	6.9	6.7	6.7	6.6
Business and Government Loans & Acceptances	47.8	46.0	44.7	43.8	42.1	40.7	39.9	39.7	39.2	38.3	46.9	41.4	42.8	39.3
Other Assets	2.3	2.4	3.1	3.1	3.0	2.9	2.9	3.0	2.9	3.0	2.3	2.9	3.1	2.9
Total Assets	324.6	321.8	318.2	312.0	305.6	303.3	300.8	298.0	296.0	295.9	323.2	304.4	309.8	297.7
Personal Deposits	153.1	151.5	150.7	150.6	150.0	150.2	149.0	147.4	146.6	144.2	152.3	150.1	150.4	146.8
Non-Personal Deposits	65.2	66.7	66.1	64.3	61.2	61.7	59.4	57.3	56.1	57.0	66.0	61.4	63.3	57.4
Total Deposits <sup>(5)</sup>	218.3	218.2	216.8	214.9	211.2	211.9	208.4	204.7	202.7	201.2	218.3	211.6	213.7	204.2
Other Liabilities	10.5	10.2	9.6	9.3	9.1	8.9	8.3	8.1	7.6	7.5	10.3	9.0	9.3	7.9
Total Liabilities	228.8	228.4	226.4	224.2	220.3	220.8	216.7	212.8	210.3	208.7	228.6	220.6	223.0	212.1
Other:														
Branches	965	964	963	968	971	975	980	997	1,006	1,010				
Employees <sup>(6)</sup>	18,103	18,191	18,720	18,822	18,716	18,392	18,311	18,092	18,896	19,449				
ABMs	3,685	3,682	3,690	3,674	3,563	3,560	3,546	3,556	3,570	3,564				

(1) Includes fees received from Global Wealth Management (refer to note 2 on page 29).

(2) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(3) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

(4) Prior period amounts have been restated to conform with current period presentation.

(5) Certain deposits (Tangerine Canadian Mortgage Bonds) have been reclassified to the Other Segment.

(6) Prior periods have been restated to reflect the transfer of support staff to Global Operations.

**APPENDIX 2: GLOBAL WEALTH MANAGEMENT <sup>(1)</sup>**


(\$MM)	QUARTERLY TREND								YEAR-TO-DATE		FULL YEAR			
	2018		2017				2016				2018	2017	2017	2016
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
Net Interest Income (TEB)	121	123	120	125	117	118	122	114	112	106	244	235	480	454
Net Fee and Commission Revenues	823	859	800	875	883	888	858	848	830	853	1,682	1,771	3,446	3,389
Net Income (Loss) from Investments in Associated Corporations	2	3	1	2	3	3	3	2	3	1	5	6	9	9
Other Operating Income (TEB)	(2)	(1)	64	1	4	(4)	(1)	6	1	2	(3)	-	65	8
Total Revenue (TEB)	944	984	985	1,003	1,007	1,005	982	970	946	962	1,928	2,012	4,000	3,860
Provision for Credit Losses	-	1	1	-	(1)	-	(1)	(1)	(1)	-	1	(1)	0	(3)
Non-interest Expenses <sup>(2)</sup>	(611)	(616)	(611)	(676)	(664)	(689)	(669)	(657)	(652)	(679)	(1,227)	(1,353)	(2,640)	(2,657)
Income Tax Expense (TEB)	(88)	(99)	(78)	(87)	(91)	(84)	(78)	(85)	(79)	(76)	(187)	(175)	(340)	(318)
Net Income	245	270	297	240	251	232	234	227	214	207	515	483	1,020	882
Net Income Attributable to Non-Controlling Interests	2	4	5	5	7	1	5	6	3	4	6	8	18	18
Net Income Attributable to Equity Holders of the Bank	243	266	292	235	244	231	229	221	211	203	509	475	1,002	864
Profitability Measurements:														
Return on Equity (%)	18.7	20.0	17.5	13.7	18.4	16.8	16.7	16.2	15.8	15.0	19.4	17.6	16.6	15.9
Productivity Ratio (%)	64.6	62.7	62.1	67.4	65.9	68.6	68.2	67.7	68.9	70.6	63.6	67.3	66.0	68.8
Average Balances (\$B):														
Total Assets	16.1	15.8	15.6	15.6	15.5	15.1	14.7	14.2	13.7	13.9	16.0	15.3	15.4	14.1
Total Deposits	22.4	21.5	22.0	23.7	24.3	24.0	23.6	23.3	24.0	24.0	21.9	24.1	23.5	23.7
Other Liabilities	1.3	1.7	1.7	1.8	1.7	1.7	1.3	1.2	1.2	1.1	1.5	1.7	1.7	1.2
Total Liabilities	23.7	23.2	23.7	25.5	26.0	25.7	24.9	24.5	25.2	25.1	23.4	25.8	25.2	24.9
Period End Balances (\$B): <sup>(3)</sup>														
Assets under Administration	404	405	403	415	425	406	404	400	390	386	404	425	403	404
Assets under Management	213	211	207	201	205	194	193	188	179	179	213	205	207	193
Other:														
Employees - In Canada	4,095	4,080	4,160	4,515	4,418	4,432	4,436	4,497	4,612	4,748				
- Outside Canada	2,180	2,201	2,212	2,237	2,264	2,199	2,392	2,403	2,459	2,545				
- Total	6,275	6,281	6,372	6,752	6,682	6,631	6,828	6,900	7,071	7,293				

(1) For information purposes only; The results of the Global Wealth Management operations are included in Canadian Banking and International Banking.

(2) Includes fees paid to Canadian Banking (excluding Wealth Management) for the 3 months ended April 30, 2018 (\$74 million), and the 6 months ended April 30, 2018 (\$152 million), the 6 months ended April 30, 2017 (\$147 million), the year ended October 31, 2017 (\$299 million) and the year ended October 31, 2016 (\$286 million) for administrative support and other services provided by Canadian Banking to the Global Wealth Management businesses.

These are reported as revenues in Canadian Banking (excluding Wealth Management) results.

(3) Excludes affiliates.



# APPENDIX 3: INTERNATIONAL BANKING BY REGION <sup>(1)</sup>



Latin America <sup>(2)</sup>  
(MM)

	QUARTERLY TREND										YEAR-TO-DATE		FULL YEAR	
	2018		2017				2016				2018	2017	2017	2016
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1				
Total Revenue (TEB)	1,873	1,881	1,792	1,740	1,720	1,724	1,678	1,621	1,601	1,567	3,709	3,404	6,949	6,422
Provision for Credit Losses	(299)	(293)	(280)	(282)	(277)	(249)	(257)	(248)	(304)	(225)	(582)	(518)	(1,079)	(1,029)
Non-interest Expenses	(995)	(1,024)	(997)	(982)	(949)	(980)	(957)	(917)	(906)	(949)	(1,990)	(1,900)	(3,874)	(3,692)
Net Income before Tax	579	564	515	476	494	495	464	456	391	393	1,137	986	1,996	1,701
Income Tax Expense (TEB)	(129)	(110)	(118)	(109)	(119)	(118)	(89)	(97)	(89)	(98)	(238)	(237)	(468)	(368)
Net Income	450	454	397	367	375	377	375	359	302	295	899	749	1,528	1,333
Net Income Attributable to Non-Controlling Interests	44	34	32	29	38	37	49	39	38	33	75	75	135	152
Net Income Attributable to Equity Holders of the Bank	406	420	365	338	337	340	326	320	264	262	824	674	1,393	1,181
Impact of FX Translation	-	(3)	2	7	3	1	(14)	(4)	15	12	-	7	-	-
Net Income Attributable to Equity Holders of the Bank - Incl. Impact of FX Translation	406	417	367	345	340	341	312	316	279	274	824	681	1,393	1,181
Profitability Measurements:														
Net Interest Margin <sup>(3)</sup>	4.79	4.72	4.72	4.82	5.13	4.80	4.88	4.86	4.73	4.65	4.74	4.96	4.85	4.76
Provision for Credit Losses as % of Average Net Loans & Acceptances <sup>(4)</sup>	1.43	1.41	1.37	1.42	1.53	1.39	1.45	1.42	1.74	1.33	1.42	1.46	1.42	1.49
Provision for Credit Losses on Impaired Loans as % of Average Net Loans & Acceptances (Impaired) <sup>(4)</sup>	1.45	1.41	1.37	1.42	1.53	1.39	1.45	1.42	1.74	1.33	1.41	1.46	1.42	1.49
Productivity Ratio (%)	53.1	54.4	55.7	56.5	55.2	56.8	57.0	56.6	56.6	60.5	53.7	55.8	55.7	57.5
Average Balances (\$B):														
Residential Mortgages	20.3	19.6	18.8	18.2	17.5	16.8	16.1	15.4	15.2	14.5	19.6	16.8	17.4	14.9
Personal Loans <sup>(5)</sup>	14.1	13.9	13.7	13.2	12.8	12.4	12.6	12.1	12.2	11.9	13.8	12.4	12.8	12.0
Credit Cards <sup>(5)</sup>	6.0	5.6	5.3	5.1	5.0	4.7	4.5	4.3	4.3	4.0	5.7	4.8	4.9	4.2
Business and Government Loans & Acceptances	47.5	45.4	44.8	43.4	40.4	38.7	38.6	39.2	40.6	38.4	45.9	39.1	42.1	39.5
Total Loans	87.9	84.5	82.6	79.9	75.7	72.6	71.8	71.0	72.3	68.8	85.0	73.1	77.2	70.6
Total Deposits	66.8	64.7	63.2	61.3	59.5	57.2	56.1	54.0	53.1	50.1	64.9	57.5	60.0	53.0

(1) Data presented on a constant FX basis. Quarterly results reflect FX rates as of Q2/18, while full-year results reflect FX rates for FY2017 and year-to-date results reflect FX rates for YTD2018.

(2) Includes results of Mexico, Peru, Colombia, Chile, along with results of smaller operations in the region and unallocated expenses.

(3) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(4) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

(5) Prior period amounts have been restated to conform with current period presentation.

# APPENDIX 3: INTERNATIONAL BANKING BY REGION <sup>(1)</sup>



## Caribbean & Central America (MM)

Total Revenue (TEB)  
Provision for Credit Losses  
Non-interest Expenses  
Net Income before Tax  
Income Tax Expense (TEB)  
Net Income

Net Income Attributable to Non-Controlling Interests

**Net Income Attributable to Equity Holders of the Bank**

Impact of FX Translation

**Net Income Attributable to Equity Holders of the Bank - Incl. Impact of FX Translation**

### Profitability Measurements:

Net Interest Margin <sup>(2)</sup>

Provision for Credit Losses as % of Average Net Loans & Acceptances <sup>(3)</sup>

Provision for Credit Losses on Impaired Loans as % of Average Net Loans & Acceptances (Impaired) <sup>(3)</sup>

Productivity Ratio (%)

### Average Balances (\$B):

Residential Mortgages

Personal Loans <sup>(4)</sup>

Credit Cards <sup>(4)</sup>

Business and Government Loans & Acceptances

Total Loans

Total Deposits

## Asia

(MM)

Net Income before Tax <sup>(5)</sup>

Income Tax Expense (TEB)

Net Income

Net Income Attributable to Non-Controlling Interests

**Net Income Attributable to Equity Holders of the Bank**

Impact of FX Translation

**Net Income Attributable to Equity Holders of the Bank - Incl. Impact of FX Translation**

QUARTERLY TREND												YEAR-TO-DATE		FULL YEAR	
2018		2017				2016				2018		2017		2017	
Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1						
730	751	710	736	739	748	710	716	711	663	1,477	1,483	3,033	2,891		
(41)	(62)	(42)	(40)	(63)	(62)	(37)	(71)	(77)	(52)	(101)	(125)	(215)	(246)		
(441)	(446)	(432)	(436)	(421)	(455)	(446)	(433)	(428)	(396)	(885)	(874)	(1,786)	(1,744)		
248	243	236	260	255	231	227	212	206	215	491	484	1,032	901		
(46)	(51)	(49)	(57)	(55)	(53)	(51)	(50)	(43)	(47)	(97)	(108)	(226)	(201)		
202	192	187	203	200	178	176	162	163	168	394	376	806	700		
26	26	25	27	27	23	25	26	23	20	52	48	104	99		
176	166	162	176	173	155	151	136	140	148	342	328	702	601		
-	-	5	11	10	10	8	10	16	12	-	20	-	20		
176	166	167	187	183	165	159	146	156	160	342	348	702	621		
5.08	5.03	4.97	5.02	5.14	5.02	4.97	5.06	5.10	4.83	5.06	5.08	5.05	5.00		
0.61	0.87	0.55	0.52	0.85	0.81	0.49	0.93	1.02	0.71	0.74	0.83	0.69	0.79		
1.17	0.92	0.55	0.52	0.85	0.81	0.49	0.93	1.02	0.71	1.04	0.83	0.69	0.79		
60.5	59.4	60.9	59.3	56.9	60.8	62.8	60.5	60.3	59.7	59.9	58.9	58.9	60.4		
11.0	11.0	11.2	11.2	11.2	11.2	11.3	11.2	11.2	11.1	10.9	11.2	11.5	11.5		
5.2	5.2	5.0	4.9	4.9	5.0	5.1	5.1	5.1	4.8	5.2	4.9	5.2	5.0		
1.8	1.8	1.7	1.7	1.7	1.7	1.7	1.6	1.6	1.0	1.8	1.7	1.8	1.5		
12.9	13.0	13.1	13.4	13.3	13.3	13.1	13.7	13.7	13.1	12.9	13.2	13.6	13.7		
30.9	31.0	31.0	31.2	31.1	31.2	31.2	31.6	31.6	30.0	30.8	31.0	32.1	31.7		
34.0	33.3	35.7	34.6	34.0	33.2	32.9	32.7	32.3	31.5	33.5	33.5	35.2	33.1		
137	123	111	121	114	108	120	101	98	110	254	218	428	404		
(44)	(35)	(34)	(35)	(38)	(33)	(38)	(29)	(33)	(35)	(78)	(70)	(133)	(129)		
93	88	77	86	76	75	82	72	65	75	176	148	295	275		
-	-	-	-	-	-	-	-	-	-	-	-	-	-		
93	88	77	86	76	75	82	72	65	75	176	148	295	275		
-	(5)	(6)	(4)	(4)	(5)	(6)	(7)	-	(4)	-	(6)	-	2		
93	83	71	82	72	70	76	65	65	71	176	142	295	277		

(1) Data presented on a constant FX basis. Quarterly results reflect FX rates as of Q2/18, while full-year results reflect FX rates for FY2017 and year-to-date results reflect FX rates for YTD2018.

(2) Net Interest Income (TEB) as % of Average Earning Assets excluding Bankers Acceptances.

(3) Provision for credit losses on certain financial assets - loans, acceptances and off-balance sheet exposures.

(4) Prior period amounts have been restated to conform with current period presentation.

(5) Reported in Net Income (Loss) from Investments in Associated Corporations in International Banking's results.