

Changes to Presentation of Revenue

Commencing in Q1 2015, insurance claims, commissions and changes in policy benefit liabilities ("CCPB") will be reported as a separate line item on the Consolidated Statement of Income consistent with a number of peers. These insurance items have historically been reported as a reduction in insurance revenue in non-interest revenue. This change will impact the presentation of revenue for Total Bank and Wealth Management but does not impact net income for Total Bank or Wealth Management. Prior period amounts will be reclassified.

The impact of this change in presentation on previously reported balances and ratios is below:

		2014	2014	2014	2014	2013	2013	2013	2013	Fiscal	Fiscal
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2014	2013
Total Bank											
Total Revenues net of CCPB, as previously reported	2, 4	4,340	4,215	4,041	4,122	4,138	4,000	3,893	4,032	16,718	16,063
CCPB		300	520	328	357	181	88	343	155	1,505	767
Total Revenues, reclassified		4,640	4,735	4,369	4,479	4,319	4,088	4,236	4,187	18,223	16,830
As previously reported											
Insurance Revenue	11	189	94	113	107	125	147	66	107	503	445
Non-Interest Revenue	4	2,162	2,108	1,978	2,009	2,021	1,817	1,764	1,784	8,257	7,386
Adjusted efficiency ratio	2	65.3%	64.2 %	63.5 %	64.3 %	61.9 %	63.6 %	64.3%	64.1%	64.4%	63.5%
Adjusted operating leverage	2	(5.9)%	(1.1)%	1.2 %	(0.3)%	0.6 %	0.4 %	(1.4)%	(0.7)%	(1.6)%	(0.3)%
Adjusted revenue growth	2	8.2 %	9.7 %	8.9 %	8.2 %	3.5 %	6.0 %	0.9 %	3.3 %	8.7 %	3.4 %
After Reclassification											
Insurance Revenue		489	614	441	464	306	235	409	262	2,008	1,212
Non-Interest Revenue		2,462	2,628	2,306	2,366	2,202	1,905	2,107	1,939	9,762	8,153
Adjusted efficiency ratio		61.1 %	57.2 %	58.8 %	59.2 %	59.3 %	62.2 %	58.8 %	61.6 %	59.1 %	60.4 %
Adjusted operating leverage		(3.4)%	9.7 %	0.1 %	4.4 %	0.4 %	(7.9)%	5.1 %	(9.2)%	2.6 %	(3.1)%
Adjusted revenue growth		10.7 %	20.5 %	7.8 %	12.9 %	3.3 %	(2.3)%	7.4 %	(5.2)%	12.9 %	0.6 %
Wealth Management											
Total revenues (teb) net of CCPB, as previously reported	8	1,100	988	878	867	1,040	867	763	778	3,833	3,448
CCPB		300	520	328	357	181	88	343	155	1,505	767
Total Revenues (teb), reclassified		1,400	1,508	1,206	1,224	1,221	955	1,106	933	5,338	4,215
As previously reported											
Non-Interest Revenue	8	956	847	743	727	895	723	630	642	3,273	2,890
Adjusted efficiency ratio (teb)	8	71.0 %	72.5 %	70.7 %	73.1 %	57.1 %	66.6 %	75.8 %	72.3 %	71.8 %	67.0 %
Adjusted Operating leverage		(25.9)%	(10.2)%	7.6 %	(1.3)%	25.6 %	20.5 %	(3.3)%	9.6 %	(7.9)%	13.2 %
Revenue growth	8	5.8 %	13.9 %	15.0 %	11.4 %	32.7 %	28.0 %	2.7 %	11.9 %	11.2 %	18.9 %
After Reclassification											
Non-Interest Revenue		1,256	1,367	1,071	1,084	1,076	811	973	797	4,778	3,657
Adjusted efficiency ratio (teb)		55.8 %	47.5 %	51.5 %	51.8 %	48.6 %	60.5 %	52.3 %	60.2 %	51.6 %	54.8 %
Adjusted Operating leverage		(17.0)%	33.8 %	1.6 %	18.4 %	19.0 %	(18.8)%	25.5 %	(23.8)%	7.5 %	(2.2)%
Revenue growth		14.7 %	57.9 %	9.0 %	31.1 %	26.1 %	(11.3)%	31.5 %	(21.5)%	26.6 %	3.5 %

Q4 Supplementary
Financial Information
Page Reference