

# Supplemental Information

Certain comparative figures have been reclassified to conform to the current year's presentation and for changes in accounting policies. Refer to Note 1 of the consolidated financial statements. In addition, since November 1, 2011, BMO's financial statements have been reported in accordance with IFRS. Results for years prior to 2011 have not been restated and are presented in accordance with Canadian GAAP as defined at that time (CGAAP). As a result of these changes, certain growth rates and compound annual growth rates (CAGR) may not be meaningful.

Adjusted results in this section are non-GAAP measures. Refer to the Non-GAAP Measures section on page 29.

## Table 1: Shareholder Value and Other Statistical Information

| As at or for the year ended October 31                  | 2017    | 2016    | 2015    | 2014    | 2013    | 2012    | 2011    | 2010    | 2009    | 2008    |
|---------------------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Market Price per Common Share (\$)</b>               |         |         |         |         |         |         |         |         |         |         |
| High                                                    | 104.15  | 87.92   | 84.39   | 85.71   | 73.90   | 61.29   | 63.94   | 65.71   | 54.75   | 63.44   |
| Low                                                     | 83.58   | 68.65   | 64.01   | 67.04   | 56.74   | 53.15   | 55.02   | 49.78   | 24.05   | 35.65   |
| Close                                                   | 98.83   | 85.36   | 76.04   | 81.73   | 72.62   | 59.02   | 58.89   | 60.23   | 50.06   | 43.02   |
| <b>Common Share Dividends</b>                           |         |         |         |         |         |         |         |         |         |         |
| Dividends declared per share (\$)                       | 3.56    | 3.40    | 3.24    | 3.08    | 2.94    | 2.82    | 2.80    | 2.80    | 2.80    | 2.80    |
| Dividend payout ratio (%)                               | 44.8    | 49.0    | 49.2    | 47.8    | 47.5    | 46.0    | 57.1    | 58.6    | 90.6    | 73.9    |
| Dividend yield (%)                                      | 3.6     | 4.0     | 4.3     | 3.8     | 4.0     | 4.8     | 4.8     | 4.6     | 5.6     | 6.5     |
| Dividends declared (\$ millions)                        | 2,312   | 2,191   | 2,087   | 1,991   | 1,904   | 1,820   | 1,690   | 1,571   | 1,530   | 1,409   |
| <b>Total Shareholder Return (%)</b>                     |         |         |         |         |         |         |         |         |         |         |
| Five-year average annual return                         | 15.5    | 12.5    | 9.5     | 15.5    | 17.0    | 4.2     | 1.9     | 5.9     | 1.8     | 0.9     |
| Three-year average annual return                        | 10.9    | 9.9     | 13.5    | 16.7    | 11.5    | 10.8    | 17.4    | 4.5     | (5.3)   | (5.6)   |
| One-year return                                         | 20.2    | 17.0    | (3.0)   | 17.1    | 28.8    | 5.2     | 2.4     | 26.4    | 25.1    | (27.9)  |
| <b>Common Share Information</b>                         |         |         |         |         |         |         |         |         |         |         |
| Number outstanding (in thousands)                       |         |         |         |         |         |         |         |         |         |         |
| End of year                                             | 647,816 | 645,761 | 642,583 | 649,050 | 644,130 | 650,730 | 639,000 | 566,468 | 551,716 | 504,575 |
| Average basic                                           | 649,650 | 644,049 | 644,916 | 645,860 | 648,476 | 644,407 | 591,403 | 559,822 | 540,294 | 502,062 |
| Average diluted                                         | 651,961 | 646,126 | 647,141 | 648,475 | 649,806 | 648,615 | 607,068 | 563,125 | 542,313 | 506,697 |
| Number of shareholder accounts                          | 50,805  | 52,087  | 53,481  | 55,610  | 56,241  | 59,238  | 58,769  | 36,612  | 37,061  | 37,250  |
| Book value per share (\$)                               | 61.92   | 59.56   | 56.31   | 48.18   | 43.22   | 39.41   | 36.76   | 34.09   | 31.95   | 32.02   |
| Total market value of shares (\$ billions)              | 64.0    | 55.1    | 48.9    | 53.0    | 46.8    | 38.4    | 37.6    | 34.1    | 27.6    | 21.7    |
| Price-to-earnings multiple                              | 12.5    | 12.3    | 11.6    | 12.8    | 11.8    | 9.7     | 12.2    | 12.7    | 16.3    | 11.4    |
| Price-to-adjusted earnings multiple                     | 12.1    | 11.4    | 10.9    | 12.4    | 11.7    | 9.9     | 11.5    | 12.5    | 12.5    | 9.2     |
| Market-to-book value multiple                           | 1.60    | 1.43    | 1.35    | 1.70    | 1.66    | 1.47    | 1.49    | 1.77    | 1.57    | 1.34    |
| <b>Balances (\$ millions)</b>                           |         |         |         |         |         |         |         |         |         |         |
| Total assets                                            | 709,580 | 687,935 | 641,881 | 588,659 | 537,044 | 524,684 | 500,575 | 411,640 | 388,458 | 416,050 |
| Average assets                                          | 722,626 | 707,122 | 664,391 | 593,928 | 555,431 | 543,931 | 469,934 | 398,474 | 438,548 | 397,609 |
| Average net loans and acceptances                       | 373,946 | 357,708 | 320,081 | 292,098 | 266,107 | 246,129 | 215,414 | 171,554 | 182,097 | 175,079 |
| <b>Return on Equity and Assets</b>                      |         |         |         |         |         |         |         |         |         |         |
| Return on equity (%)                                    | 13.3    | 12.1    | 12.5    | 14.0    | 14.9    | 15.9    | 15.1    | 14.9    | 9.9     | 13.0    |
| Adjusted return on equity (%) (1)                       | 13.7    | 13.1    | 13.3    | 14.4    | 15.0    | 15.5    | 16.0    | 15.0    | 12.9    | 16.2    |
| Return on tangible common equity (%)                    | 16.3    | 15.3    | 15.8    | 17.3    | 17.9    | 19.4    | 17.6    | 16.6    | 11.3    | 14.7    |
| Adjusted return on tangible common equity (%) (1)       | 16.5    | 16.1    | 16.4    | 17.4    | 17.7    | 18.5    | 18.2    | 16.6    | 14.5    | 17.9    |
| Return on average assets (%)                            | 0.74    | 0.65    | 0.66    | 0.72    | 0.74    | 0.75    | 0.65    | 0.71    | 0.41    | 0.50    |
| Adjusted return on average assets (%) (1)               | 0.76    | 0.71    | 0.70    | 0.74    | 0.75    | 0.73    | 0.68    | 0.71    | 0.52    | 0.61    |
| Return on average risk-weighted assets (%)              | 1.99    | 1.71    | 1.84    | 1.85    | 1.93    | 1.96    | 1.70    | 1.74    | 0.97    | 1.07    |
| Adjusted return on average risk-weighted assets (%) (1) | 2.05    | 1.85    | 1.96    | 1.91    | 1.94    | 1.92    | 1.79    | 1.76    | 1.25    | 1.32    |
| Average equity to average total assets (%)              | 0.05    | 0.05    | 0.05    | 0.05    | 0.05    | 0.05    | 0.04    | 0.05    | 0.04    | 0.04    |
| <b>Other Statistical Information</b>                    |         |         |         |         |         |         |         |         |         |         |
| Employees (2)                                           |         |         |         |         |         |         |         |         |         |         |
| Canada                                                  | 29,647  | 29,643  | 30,669  | 30,587  | 30,303  | 30,797  | 31,351  | 29,821  | 29,118  | 29,529  |
| United States                                           | 14,071  | 14,147  | 14,316  | 14,845  | 14,694  | 14,963  | 15,184  | 7,445   | 6,732   | 7,256   |
| Other                                                   | 1,482   | 1,444   | 1,368   | 1,346   | 634     | 512     | 440     | 363     | 323     | 288     |
| Total                                                   | 45,200  | 45,234  | 46,353  | 46,778  | 45,631  | 46,272  | 46,975  | 37,629  | 36,173  | 37,073  |
| Bank branches                                           |         |         |         |         |         |         |         |         |         |         |
| Canada                                                  | 926     | 942     | 939     | 934     | 933     | 930     | 920     | 910     | 900     | 983     |
| United States                                           | 573     | 576     | 592     | 615     | 626     | 638     | 688     | 321     | 290     | 292     |
| Other                                                   | 4       | 4       | 4       | 4       | 4       | 3       | 3       | 3       | 5       | 5       |
| Total                                                   | 1,503   | 1,522   | 1,535   | 1,553   | 1,563   | 1,571   | 1,611   | 1,234   | 1,195   | 1,280   |
| Automated banking machines                              |         |         |         |         |         |         |         |         |         |         |
| Canada                                                  | 3,315   | 3,285   | 3,442   | 3,016   | 2,900   | 2,596   | 2,235   | 2,076   | 2,030   | 2,026   |
| United States                                           | 1,416   | 1,314   | 1,319   | 1,322   | 1,325   | 1,375   | 1,366   | 905     | 636     | 640     |
| Total                                                   | 4,731   | 4,599   | 4,761   | 4,338   | 4,225   | 3,971   | 3,601   | 2,981   | 2,666   | 2,666   |

2010 and prior based on CGAAP.

2011 has not been restated to reflect the new IFRS standards adopted in 2014. The adoption of new IFRS standards in 2015 only impacted our results prospectively.

(1) The impact of adjusting items (net of tax) was an increase/(decrease) to net income as follows: 2012 - \$(97) million; 2011 - \$161 million; 2010 - \$32 million; 2009 - \$509 million; 2008 - \$461 million. Details on the adjusting items can be found in the 2012 to 2008 Management's Discussion and Analysis.

(2) Reflects full-time equivalent number of employees, comprising full-time and part-time employees and adjustments for overtime hours.

## Table 2: Summary Income Statement and Growth Statistics

(\$ millions, except as noted)  
For the year ended October 31

|                                                                                    | 2017          | 2016   | 2015   | 2014   | 2013   | 5-year<br>CAGR | 10-year<br>CAGR |
|------------------------------------------------------------------------------------|---------------|--------|--------|--------|--------|----------------|-----------------|
| <b>Income Statement – Reported Results</b>                                         |               |        |        |        |        |                |                 |
| Net interest income                                                                | <b>10,007</b> | 9,872  | 8,763  | 8,292  | 8,487  | <b>2.7</b>     | <b>7.6</b>      |
| Non-interest revenue                                                               | <b>12,253</b> | 11,215 | 10,626 | 9,931  | 8,343  | <b>8.0</b>     | <b>9.8</b>      |
| Revenue                                                                            | <b>22,260</b> | 21,087 | 19,389 | 18,223 | 16,830 | <b>5.4</b>     | <b>8.8</b>      |
| Insurance claims, commissions and changes in policy benefit liabilities (CCPB) (1) | <b>1,538</b>  | 1,543  | 1,254  | 1,505  | 767    | <b>5.5</b>     | <b>18.9</b>     |
| Revenue, net of CCPB                                                               | <b>20,722</b> | 19,544 | 18,135 | 16,718 | 16,063 | <b>5.4</b>     | <b>8.3</b>      |
| Provision for credit losses                                                        | <b>774</b>    | 815    | 612    | 561    | 587    | <b>nm</b>      | <b>nm</b>       |
| Non-interest expense                                                               | <b>13,302</b> | 12,997 | 12,182 | 10,921 | 10,226 | <b>5.6</b>     | <b>7.3</b>      |
| Income before provision for income taxes                                           | <b>6,646</b>  | 5,732  | 5,341  | 5,236  | 5,250  | <b>5.7</b>     | <b>10.7</b>     |
| Provision for income taxes                                                         | <b>1,296</b>  | 1,101  | 936    | 903    | 1,055  | <b>8.2</b>     | <b>21.2</b>     |
| Net income                                                                         | <b>5,350</b>  | 4,631  | 4,405  | 4,333  | 4,195  | <b>5.2</b>     | <b>9.3</b>      |
| Attributable to bank shareholders                                                  | <b>5,348</b>  | 4,622  | 4,370  | 4,277  | 4,130  | <b>5.5</b>     | <b>9.6</b>      |
| Attributable to non-controlling interest in subsidiaries                           | <b>2</b>      | 9      | 35     | 56     | 65     | <b>nm</b>      | <b>nm</b>       |
| Net income                                                                         | <b>5,350</b>  | 4,631  | 4,405  | 4,333  | 4,195  | <b>5.2</b>     | <b>9.6</b>      |
| <b>Income Statement – Adjusted Results</b>                                         |               |        |        |        |        |                |                 |
| Net interest income                                                                | <b>10,007</b> | 9,872  | 8,764  | 8,292  | 7,830  | <b>4.7</b>     | <b>7.6</b>      |
| Non-interest revenue                                                               | <b>12,253</b> | 11,299 | 10,627 | 9,931  | 8,309  | <b>8.7</b>     | <b>7.9</b>      |
| Revenue                                                                            | <b>22,260</b> | 21,171 | 19,391 | 18,223 | 16,139 | <b>6.8</b>     | <b>7.7</b>      |
| Insurance claims, commissions and changes in policy benefit liabilities (CCPB) (1) | <b>1,538</b>  | 1,543  | 1,254  | 1,505  | 767    | <b>5.5</b>     | <b>18.9</b>     |
| Revenue, net of CCPB                                                               | <b>20,722</b> | 19,628 | 18,137 | 16,718 | 15,372 | <b>6.9</b>     | <b>7.2</b>      |
| Provision for credit losses                                                        | <b>850</b>    | 815    | 612    | 561    | 357    | <b>nm</b>      | <b>nm</b>       |
| Non-interest expense                                                               | <b>13,007</b> | 12,544 | 11,819 | 10,761 | 9,755  | <b>6.7</b>     | <b>7.2</b>      |
| Income before provision for income taxes                                           | <b>6,865</b>  | 6,269  | 5,706  | 5,396  | 5,260  | <b>6.6</b>     | <b>7.0</b>      |
| Provision for income taxes                                                         | <b>1,357</b>  | 1,249  | 1,025  | 943    | 1,037  | <b>14.4</b>    | <b>8.6</b>      |
| Adjusted net income                                                                | <b>5,508</b>  | 5,020  | 4,681  | 4,453  | 4,223  | <b>6.3</b>     | <b>6.7</b>      |
| Attributable to bank shareholders                                                  | <b>5,506</b>  | 5,011  | 4,646  | 4,397  | 4,158  | <b>6.3</b>     | <b>6.7</b>      |
| Attributable to non-controlling interest in subsidiaries                           | <b>2</b>      | 9      | 35     | 56     | 65     | <b>nm</b>      | <b>nm</b>       |
| Adjusted net income                                                                | <b>5,508</b>  | 5,020  | 4,681  | 4,453  | 4,223  | <b>6.3</b>     | <b>6.7</b>      |
| <b>Earnings per Share (EPS) (\$)</b>                                               |               |        |        |        |        |                |                 |
| Basic                                                                              | <b>7.95</b>   | 6.94   | 6.59   | 6.44   | 6.19   | <b>5.3</b>     | <b>6.6</b>      |
| Diluted                                                                            | <b>7.92</b>   | 6.92   | 6.57   | 6.41   | 6.17   | <b>5.4</b>     | <b>6.8</b>      |
| Adjusted diluted                                                                   | <b>8.16</b>   | 7.52   | 7.00   | 6.59   | 6.21   | <b>6.5</b>     | <b>4.2</b>      |
| <b>Year-over-Year Growth-Based Statistical Information (%)</b>                     |               |        |        |        |        |                |                 |
| Net income growth                                                                  | <b>15.5</b>   | 5.1    | 1.7    | 3.3    | 0.9    | <b>na</b>      | <b>na</b>       |
| Adjusted net income growth                                                         | <b>9.7</b>    | 7.2    | 5.1    | 5.4    | 4.1    | <b>na</b>      | <b>na</b>       |
| Diluted EPS growth                                                                 | <b>14.5</b>   | 5.3    | 2.5    | 3.9    | 1.1    | <b>na</b>      | <b>na</b>       |
| Adjusted diluted EPS growth                                                        | <b>8.5</b>    | 7.4    | 6.2    | 6.1    | 4.4    | <b>na</b>      | <b>na</b>       |

Five-year and ten-year CAGR based on CGAAP in 2007 and IFRS in 2012 and 2017.

The adoption of new IFRS standards in 2015 only impacted our results prospectively.

(1) Beginning in 2015, insurance claims, commissions and changes in policy benefit liabilities (CCPB) are reported separately. They were previously reported as a reduction in insurance revenue in non-interest revenue. Prior years' amounts and ratios have been reclassified.

nm – not meaningful

na – not applicable

## Table 3: Revenue and Revenue Growth

| (\$ millions, except as noted)<br>For the year ended October 31 | 2017           | 2016    | 2015    | 2014    | 2013    | 5-year<br>CAGR | 10-year<br>CAGR |
|-----------------------------------------------------------------|----------------|---------|---------|---------|---------|----------------|-----------------|
| <b>Net Interest Income</b>                                      | <b>10,007</b>  | 9,872   | 8,763   | 8,292   | 8,487   | <b>2.7</b>     | <b>7.6</b>      |
| Year-over-year growth (%)                                       | <b>1.4</b>     | 12.7    | 5.7     | (2.3)   | (3.0)   | <b>na</b>      | <b>na</b>       |
| <b>Adjusted Net Interest Income</b>                             | <b>10,007</b>  | 9,872   | 8,764   | 8,292   | 7,830   | <b>4.7</b>     | <b>7.6</b>      |
| Year-over-year growth (%)                                       | <b>1.4</b>     | 12.6    | 5.7     | 5.9     | (1.8)   | <b>na</b>      | <b>na</b>       |
| <b>Net Interest Margin (1)</b>                                  |                |         |         |         |         |                |                 |
| Average earning assets                                          | <b>646,799</b> | 622,732 | 579,471 | 528,786 | 485,191 | <b>7.0</b>     | <b>7.8</b>      |
| Net interest margin (%)                                         | <b>1.55</b>    | 1.59    | 1.51    | 1.57    | 1.75    | <b>na</b>      | <b>na</b>       |
| Adjusted net interest margin (%)                                | <b>1.55</b>    | 1.59    | 1.51    | 1.57    | 1.61    | <b>na</b>      | <b>na</b>       |
| Canadian dollar net interest margin (%)                         | <b>1.64</b>    | 1.60    | 1.62    | 1.68    | 1.76    | <b>na</b>      | <b>na</b>       |
| U.S. dollar and other currencies net interest margin (%)        | <b>1.45</b>    | 1.56    | 1.38    | 1.41    | 1.74    | <b>na</b>      | <b>na</b>       |
| <b>Non-Interest Revenue</b>                                     |                |         |         |         |         |                |                 |
| Securities commissions and fees                                 | <b>969</b>     | 924     | 901     | 894     | 821     | <b>3.3</b>     | <b>(1.7)</b>    |
| Deposit and payment service charges                             | <b>1,187</b>   | 1,141   | 1,077   | 1,002   | 916     | <b>5.0</b>     | <b>5.0</b>      |
| Trading revenues                                                | <b>1,352</b>   | 1,192   | 987     | 949     | 849     | <b>5.7</b>     | <b>nm</b>       |
| Lending fees                                                    | <b>917</b>     | 859     | 737     | 680     | 603     | <b>11.0</b>    | <b>8.5</b>      |
| Card fees                                                       | <b>415</b>     | 461     | 460     | 462     | 461     | <b>(1.2)</b>   | <b>14.5</b>     |
| Investment management and custodial fees                        | <b>1,622</b>   | 1,556   | 1,552   | 1,286   | 1,003   | <b>10.9</b>    | <b>17.5</b>     |
| Mutual fund revenues                                            | <b>1,411</b>   | 1,364   | 1,377   | 1,065   | 828     | <b>16.2</b>    | <b>9.4</b>      |
| Underwriting and advisory fees                                  | <b>1,036</b>   | 820     | 706     | 744     | 652     | <b>11.5</b>    | <b>7.0</b>      |
| Securities gains, other than trading                            | <b>171</b>     | 84      | 171     | 162     | 285     | <b>2.5</b>     | <b>(3.6)</b>    |
| Foreign exchange, other than trading                            | <b>191</b>     | 162     | 172     | 179     | 172     | <b>4.6</b>     | <b>3.8</b>      |
| Insurance revenue (2)                                           | <b>2,070</b>   | 2,023   | 1,762   | 2,008   | 1,212   | <b>6.5</b>     | <b>14.8</b>     |
| Investments in associates and joint ventures                    | <b>386</b>     | 140     | 207     | 169     | 190     | <b>15.5</b>    | <b>nm</b>       |
| Other revenues                                                  | <b>526</b>     | 489     | 517     | 331     | 351     | <b>8.2</b>     | <b>6.8</b>      |
| <b>Total Non-Interest Revenue</b>                               | <b>12,253</b>  | 11,215  | 10,626  | 9,931   | 8,343   | <b>8.0</b>     | <b>9.8</b>      |
| Year-over-year non-interest revenue growth (%)                  | <b>9.2</b>     | 5.5     | 7.0     | 19.0    | (0.1)   | <b>na</b>      | <b>na</b>       |
| Non-interest revenue as a % of total revenue                    | <b>55.0</b>    | 53.2    | 54.8    | 54.5    | 49.6    | <b>na</b>      | <b>na</b>       |
| <b>Adjusted Non-Interest Revenue</b>                            | <b>12,253</b>  | 11,299  | 10,627  | 9,931   | 8,309   | <b>8.7</b>     | <b>7.9</b>      |
| Year-over-year adjusted non-interest revenue growth (%)         | <b>8.4</b>     | 6.3     | 7.0     | 19.5    | 3.0     | <b>na</b>      | <b>na</b>       |
| Adjusted non-interest revenue as a % of total adjusted revenue  | <b>55.0</b>    | 53.4    | 54.8    | 54.5    | 51.5    | <b>na</b>      | <b>na</b>       |
| <b>Total Revenue</b>                                            | <b>22,260</b>  | 21,087  | 19,389  | 18,223  | 16,830  | <b>5.4</b>     | <b>8.8</b>      |
| Year-over-year total revenue growth (%)                         | <b>5.6</b>     | 8.8     | 6.4     | 8.3     | (1.6)   | <b>na</b>      | <b>na</b>       |
| <b>Total Revenue, net of CCPB (2)</b>                           | <b>20,722</b>  | 19,544  | 18,135  | 16,718  | 16,063  | <b>5.4</b>     | <b>8.3</b>      |
| Year-over-year total revenue growth, net of CCPB (%)            | <b>6.0</b>     | 7.8     | 8.5     | 4.1     | 0.8     | <b>na</b>      | <b>na</b>       |
| <b>Total Adjusted Revenue</b>                                   | <b>22,260</b>  | 21,171  | 19,391  | 18,223  | 16,139  | <b>6.8</b>     | <b>7.7</b>      |
| Year-over-year total adjusted revenue growth (%)                | <b>5.1</b>     | 9.2     | 6.4     | 12.9    | 0.6     | <b>na</b>      | <b>na</b>       |
| <b>Total Adjusted Revenue, net of CCPB (2)</b>                  | <b>20,722</b>  | 19,628  | 18,137  | 16,718  | 15,372  | <b>6.9</b>     | <b>7.2</b>      |
| Year-over-year total adjusted revenue growth, net of CCPB (%)   | <b>5.6</b>     | 8.2     | 8.5     | 8.7     | 3.4     | <b>na</b>      | <b>na</b>       |

Five-year and ten-year CAGR based on CGAAP in 2007 and IFRS in 2012 and 2017.

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(1) Net interest margin is calculated based on average earning assets.

(2) Beginning in 2015, insurance claims, commissions and changes in policy benefit liabilities (CCPB) are reported separately. They were previously reported as a reduction in insurance revenue in non-interest revenue. Prior years' amounts and ratios have been reclassified.

na - not applicable

nm - not meaningful

**Table 4: Non-Interest Expense, Expense-to-Revenue Ratio and Government Levies and Taxes**

| (\$ millions, except as noted)<br>For the year ended October 31                             | 2017          | 2016   | 2015   | 2014   | 2013   | 5-year<br>CAGR | 10-year<br>CAGR |
|---------------------------------------------------------------------------------------------|---------------|--------|--------|--------|--------|----------------|-----------------|
| <b>Non-Interest Expense</b>                                                                 |               |        |        |        |        |                |                 |
| Employee compensation                                                                       |               |        |        |        |        |                |                 |
| Salaries                                                                                    | <b>3,995</b>  | 4,082  | 3,910  | 3,388  | 3,259  | <b>4.9</b>     | <b>7.4</b>      |
| Performance-based compensation                                                              | <b>2,386</b>  | 2,278  | 2,102  | 1,946  | 1,686  | <b>7.6</b>     | <b>6.5</b>      |
| Employee benefits                                                                           | <b>1,086</b>  | 1,022  | 1,069  | 908    | 897    | <b>6.1</b>     | <b>6.4</b>      |
| Total employee compensation                                                                 | <b>7,467</b>  | 7,382  | 7,081  | 6,242  | 5,842  | <b>5.9</b>     | <b>6.9</b>      |
| Premises and equipment                                                                      |               |        |        |        |        |                |                 |
| Rental of real estate                                                                       | <b>494</b>    | 486    | 462    | 415    | 416    | <b>4.3</b>     | <b>6.7</b>      |
| Premises, furniture and fixtures                                                            | <b>282</b>    | 337    | 287    | 261    | 377    | <b>(5.2)</b>   | <b>1.5</b>      |
| Property taxes                                                                              | <b>39</b>     | 42     | 39     | 39     | 37     | <b>1.8</b>     | <b>3.4</b>      |
| Computers and equipment                                                                     | <b>1,676</b>  | 1,528  | 1,349  | 1,193  | 1,003  | <b>9.4</b>     | <b>10.2</b>     |
| Total premises and equipment                                                                | <b>2,491</b>  | 2,393  | 2,137  | 1,908  | 1,833  | <b>5.9</b>     | <b>7.9</b>      |
| Other expenses                                                                              |               |        |        |        |        |                |                 |
| Amortization of intangible assets                                                           | <b>485</b>    | 444    | 411    | 382    | 346    | <b>7.9</b>     | <b>9.9</b>      |
| Communications                                                                              | <b>286</b>    | 294    | 314    | 289    | 291    | <b>(1.0)</b>   | <b>6.7</b>      |
| Business, capital and sundry taxes                                                          | <b>38</b>     | 42     | 45     | 39     | 39     | <b>(4.1)</b>   | <b>(2.3)</b>    |
| Professional fees                                                                           | <b>563</b>    | 523    | 595    | 622    | 527    | <b>(1.0)</b>   | <b>6.5</b>      |
| Travel and business development                                                             | <b>693</b>    | 646    | 605    | 542    | 514    | <b>7.2</b>     | <b>9.2</b>      |
| Other                                                                                       | <b>1,279</b>  | 1,273  | 994    | 897    | 834    | <b>7.6</b>     | <b>10.2</b>     |
| Total other expenses                                                                        | <b>3,344</b>  | 3,222  | 2,964  | 2,771  | 2,551  | <b>4.8</b>     | <b>8.7</b>      |
| <b>Total Non-Interest Expense</b>                                                           | <b>13,302</b> | 12,997 | 12,182 | 10,921 | 10,226 | <b>5.6</b>     | <b>7.3</b>      |
| Year-over-year total non-interest expense growth (%)                                        | <b>2.3</b>    | 6.7    | 11.5   | 6.8    | 0.9    | <b>na</b>      | <b>na</b>       |
| <b>Total Adjusted Non-Interest Expense</b>                                                  | <b>13,007</b> | 12,544 | 11,819 | 10,761 | 9,755  | <b>6.7</b>     | <b>7.2</b>      |
| Year-over-year total adjusted non-interest expense growth (%)                               | <b>3.7</b>    | 6.1    | 9.8    | 10.3   | 3.7    | <b>na</b>      | <b>na</b>       |
| Non-interest expense-to-revenue ratio (Efficiency ratio) (%)                                | <b>59.8</b>   | 61.6   | 62.8   | 59.9   | 60.8   | <b>na</b>      | <b>na</b>       |
| Adjusted non-interest expense-to-revenue ratio (Adjusted Efficiency ratio) (%)              | <b>58.4</b>   | 59.2   | 60.9   | 59.1   | 60.4   | <b>na</b>      | <b>na</b>       |
| Efficiency ratio, net of CCPB (%)                                                           | <b>64.2</b>   | 66.5   | 67.2   | 65.3   | 63.7   | <b>na</b>      | <b>na</b>       |
| Adjusted efficiency ratio, net of CCPB (%)                                                  | <b>62.8</b>   | 63.9   | 65.2   | 64.4   | 63.5   | <b>na</b>      | <b>na</b>       |
| <b>Government Levies and Taxes</b> <sup>(1)</sup>                                           |               |        |        |        |        |                |                 |
| Government levies other than income taxes                                                   |               |        |        |        |        |                |                 |
| Payroll levies                                                                              | <b>322</b>    | 324    | 312    | 252    | 249    | <b>5.1</b>     | <b>6.9</b>      |
| Property taxes                                                                              | <b>39</b>     | 42     | 39     | 39     | 37     | <b>1.8</b>     | <b>3.4</b>      |
| Provincial capital taxes                                                                    | <b>29</b>     | 30     | 33     | 27     | 30     | <b>(4.9)</b>   | <b>(2.6)</b>    |
| Business taxes                                                                              | <b>8</b>      | 9      | 10     | 9      | 7      | <b>(4.7)</b>   | <b>(2.9)</b>    |
| Harmonized sales tax, GST, VAT and other sales taxes                                        | <b>293</b>    | 318    | 288    | 273    | 262    | <b>3.3</b>     | <b>7.5</b>      |
| Sundry taxes                                                                                | <b>1</b>      | 3      | 2      | 2      | 1      | <b>nm</b>      | <b>nm</b>       |
| Total government levies other than income taxes                                             | <b>692</b>    | 726    | 684    | 602    | 586    | <b>3.4</b>     | <b>6.0</b>      |
| Provision for income taxes                                                                  | <b>1,296</b>  | 1,101  | 936    | 903    | 1,055  | <b>8.2</b>     | <b>21.2</b>     |
| <b>Total Government Levies and Taxes</b>                                                    | <b>1,988</b>  | 1,827  | 1,620  | 1,505  | 1,641  | <b>6.4</b>     | <b>13.2</b>     |
| Total government levies and taxes as a % of income before total government levies and taxes | <b>27.1</b>   | 28.3   | 26.9   | 25.8   | 28.1   | <b>na</b>      | <b>na</b>       |
| Effective income tax rate (%)                                                               | <b>19.5</b>   | 19.2   | 17.5   | 17.2   | 20.1   | <b>na</b>      | <b>na</b>       |
| Adjusted effective income tax rate (%)                                                      | <b>19.8</b>   | 19.9   | 18.0   | 17.5   | 19.7   | <b>na</b>      | <b>na</b>       |

Five-year and ten-year CAGR based on CGAAP in 2007 and IFRS in 2012 and 2017.

The adoption of new IFRS standards in 2015 only impacted our results prospectively.

(1) Government levies are included in various non-interest expense categories.

na - not applicable

nm - not meaningful

Table 5: Average Assets, Liabilities and Interest Rates

| (\$ millions, except as noted)<br>For the year ended October 31       | 2017             |                           |                         | 2016             |                           |                         | 2015             |                           |                         |
|-----------------------------------------------------------------------|------------------|---------------------------|-------------------------|------------------|---------------------------|-------------------------|------------------|---------------------------|-------------------------|
|                                                                       | Average balances | Average interest rate (%) | Interest income/expense | Average balances | Average interest rate (%) | Interest income/expense | Average balances | Average interest rate (%) | Interest income/expense |
| <b>Assets</b>                                                         |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| <b>Canadian Dollar</b>                                                |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Deposits with other banks                                             | 570              | 0.43                      | 2                       | 2,016            | 1.12                      | 23                      | 1,984            | 1.04                      | 21                      |
| Securities                                                            | 84,985           | 1.15                      | 980                     | 84,099           | 1.22                      | 1,028                   | 90,322           | 1.27                      | 1,143                   |
| Securities borrowed or purchased under resale agreements              | 32,528           | 0.95                      | 309                     | 34,906           | 0.75                      | 261                     | 29,617           | 0.85                      | 251                     |
| Loans                                                                 |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Residential mortgages                                                 | 104,529          | 2.61                      | 2,729                   | 99,280           | 2.63                      | 2,615                   | 94,119           | 2.83                      | 2,663                   |
| Non-residential mortgages                                             | 6,114            | 3.23                      | 197                     | 6,281            | 3.37                      | 212                     | 6,176            | 3.71                      | 229                     |
| Personal and credit cards                                             | 57,675           | 4.77                      | 2,752                   | 56,211           | 4.71                      | 2,645                   | 55,219           | 4.87                      | 2,690                   |
| Businesses and governments                                            | 53,741           | 3.42                      | 1,836                   | 49,136           | 3.59                      | 1,766                   | 43,427           | 3.94                      | 1,710                   |
| Total loans                                                           | 222,059          | 3.38                      | 7,514                   | 210,908          | 3.43                      | 7,238                   | 198,941          | 3.67                      | 7,292                   |
| Total Canadian dollar                                                 | 340,142          | 2.59                      | 8,805                   | 331,929          | 2.58                      | 8,550                   | 320,864          | 2.71                      | 8,707                   |
| <b>U.S. Dollar and Other Currencies</b>                               |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Deposits with other banks                                             | 37,685           | 0.85                      | 322                     | 41,821           | 0.48                      | 200                     | 48,031           | 0.35                      | 169                     |
| Securities                                                            | 74,991           | 1.29                      | 965                     | 57,820           | 1.17                      | 676                     | 54,733           | 1.03                      | 562                     |
| Securities borrowed or purchased under resale agreements              | 54,766           | 0.93                      | 508                     | 54,210           | 0.59                      | 319                     | 44,010           | 0.38                      | 168                     |
| Loans                                                                 |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Residential mortgages                                                 | 8,548            | 3.55                      | 304                     | 8,630            | 3.52                      | 304                     | 8,631            | 3.39                      | 293                     |
| Non-residential mortgages                                             | 5,159            | 2.08                      | 108                     | 4,672            | 2.28                      | 106                     | 4,619            | 2.51                      | 116                     |
| Personal and credit cards                                             | 11,513           | 3.90                      | 449                     | 15,771           | 3.32                      | 524                     | 17,071           | 3.19                      | 545                     |
| Businesses and governments                                            | 112,141          | 3.90                      | 4,372                   | 105,953          | 3.61                      | 3,823                   | 79,678           | 3.26                      | 2,598                   |
| Total loans                                                           | 137,361          | 3.81                      | 5,233                   | 135,026          | 3.52                      | 4,757                   | 109,999          | 3.23                      | 3,552                   |
| Total U.S. dollar and other currencies                                | 304,803          | 2.31                      | 7,028                   | 288,877          | 2.06                      | 5,952                   | 256,773          | 1.73                      | 4,451                   |
| Other non-interest bearing assets                                     | 77,681           |                           |                         | 86,316           |                           |                         | 86,754           |                           |                         |
| <b>Total All Currencies</b>                                           |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Total assets and interest income                                      | 722,626          | 2.19                      | 15,833                  | 707,122          | 2.05                      | 14,502                  | 664,391          | 1.98                      | 13,158                  |
| <b>Liabilities</b>                                                    |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| <b>Canadian Dollar</b>                                                |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Deposits                                                              |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Banks                                                                 | 7,349            | 0.37                      | 27                      | 9,492            | 0.25                      | 24                      | 10,158           | 0.52                      | 53                      |
| Businesses and governments                                            | 103,343          | 1.21                      | 1,245                   | 98,004           | 1.26                      | 1,231                   | 94,438           | 1.34                      | 1,269                   |
| Individuals                                                           | 108,200          | 0.70                      | 754                     | 101,402          | 0.75                      | 757                     | 94,031           | 0.88                      | 832                     |
| Total deposits                                                        | 218,892          | 0.93                      | 2,026                   | 208,898          | 0.96                      | 2,012                   | 198,627          | 1.08                      | 2,154                   |
| Securities sold but not yet purchased and securities lent or sold (1) | 34,300           | 1.74                      | 597                     | 37,017           | 1.65                      | 612                     | 40,637           | 1.85                      | 750                     |
| Subordinated debt and other interest bearing liabilities              | 24,018           | 2.48                      | 595                     | 25,598           | 2.28                      | 584                     | 25,713           | 2.40                      | 616                     |
| Total Canadian dollar                                                 | 277,210          | 1.16                      | 3,218                   | 271,513          | 1.18                      | 3,208                   | 264,977          | 1.33                      | 3,520                   |
| <b>U.S. Dollar and Other Currencies</b>                               |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Deposits                                                              |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Banks                                                                 | 25,626           | 1.05                      | 270                     | 26,896           | 0.55                      | 148                     | 21,626           | 0.27                      | 59                      |
| Businesses and governments                                            | 182,156          | 0.78                      | 1,429                   | 178,848          | 0.43                      | 761                     | 167,544          | 0.27                      | 447                     |
| Individuals                                                           | 57,245           | 0.33                      | 190                     | 54,081           | 0.24                      | 131                     | 47,671           | 0.20                      | 95                      |
| Total deposits                                                        | 265,027          | 0.71                      | 1,889                   | 259,825          | 0.40                      | 1,040                   | 236,841          | 0.25                      | 601                     |
| Securities sold but not yet purchased and securities lent or sold (1) | 59,154           | 0.96                      | 570                     | 50,791           | 0.57                      | 288                     | 41,792           | 0.48                      | 199                     |
| Subordinated debt and other interest bearing liabilities              | 9,142            | 1.63                      | 149                     | 7,192            | 1.31                      | 94                      | 5,749            | 1.31                      | 75                      |
| Total U.S. dollar and other currencies                                | 333,323          | 0.78                      | 2,608                   | 317,808          | 0.45                      | 1,422                   | 284,382          | 0.31                      | 875                     |
| Other non-interest bearing liabilities                                | 69,049           |                           |                         | 77,546           |                           |                         | 78,130           |                           |                         |
| <b>Total All Currencies</b>                                           |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| Total liabilities and interest expense                                | 679,582          | 0.86                      | 5,826                   | 666,867          | 0.69                      | 4,630                   | 627,489          | 0.70                      | 4,395                   |
| Shareholders' equity                                                  | 43,044           |                           |                         | 40,255           |                           |                         | 36,902           |                           |                         |
| <b>Total Liabilities, Interest Expense and Shareholders' Equity</b>   | 722,626          | 0.81                      | 5,826                   | 707,122          | 0.65                      | 4,630                   | 664,391          | 0.66                      | 4,395                   |
| <b>Net interest margin</b>                                            |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| – based on earning assets                                             |                  | 1.55                      |                         |                  | 1.59                      |                         |                  | 1.51                      |                         |
| – based on total assets                                               |                  | 1.38                      |                         |                  | 1.40                      |                         |                  | 1.32                      |                         |
| <b>Net interest income based on total assets</b>                      |                  |                           | 10,007                  |                  |                           | 9,872                   |                  |                           | 8,763                   |
| <b>Adjusted net interest margin</b>                                   |                  |                           |                         |                  |                           |                         |                  |                           |                         |
| – based on earning assets                                             |                  | 1.55                      |                         |                  | 1.59                      |                         |                  | 1.51                      |                         |
| – based on total assets                                               |                  | 1.38                      |                         |                  | 1.40                      |                         |                  | 1.32                      |                         |
| <b>Adjusted net interest income based on total assets</b>             |                  |                           | 10,007                  |                  |                           | 9,872                   |                  |                           | 8,764                   |

(1) For the years ended October 31, 2017, 2016 and 2015, the maximum amount of securities lent or sold under repurchase agreements at any month end amounted to \$72,826 million, \$67,169 million and \$57,385 million, respectively.

## Table 6: Volume/Rate Analysis of Changes in Net Interest Income

| (\$ millions)<br>For the year ended October 31                    | 2017/2016                            |              |       | 2016/2015                            |              |       |
|-------------------------------------------------------------------|--------------------------------------|--------------|-------|--------------------------------------|--------------|-------|
|                                                                   | Increase (decrease) due to change in |              |       | Increase (decrease) due to change in |              |       |
|                                                                   | Average balance                      | Average rate | Total | Average balance                      | Average rate | Total |
| <b>Assets</b>                                                     |                                      |              |       |                                      |              |       |
| <b>Canadian Dollar</b>                                            |                                      |              |       |                                      |              |       |
| Deposits with other banks                                         | (17)                                 | (4)          | (21)  | -                                    | 2            | 2     |
| Securities                                                        | 11                                   | (59)         | (48)  | (79)                                 | (36)         | (115) |
| Securities borrowed or purchased under resale agreements          | (17)                                 | 65           | 48    | 45                                   | (35)         | 10    |
| Loans                                                             |                                      |              |       |                                      |              |       |
| Residential mortgages                                             | 138                                  | (24)         | 114   | 146                                  | (194)        | (48)  |
| Non-residential mortgages                                         | (6)                                  | (9)          | (15)  | 4                                    | (21)         | (17)  |
| Personal and credit cards                                         | 69                                   | 38           | 107   | 47                                   | (92)         | (45)  |
| Businesses and governments                                        | 166                                  | (96)         | 70    | 225                                  | (169)        | 56    |
| Total loans                                                       | 367                                  | (91)         | 276   | 422                                  | (476)        | (54)  |
| Change in Canadian dollar interest income                         | 344                                  | (89)         | 255   | 388                                  | (545)        | (157) |
| <b>U.S. Dollar and Other Currencies</b>                           |                                      |              |       |                                      |              |       |
| Deposits with other banks                                         | (19)                                 | 141          | 122   | (22)                                 | 53           | 31    |
| Securities                                                        | 201                                  | 88           | 289   | 31                                   | 83           | 114   |
| Securities borrowed or purchased under resale agreements          | 3                                    | 186          | 189   | 39                                   | 112          | 151   |
| Loans                                                             |                                      |              |       |                                      |              |       |
| Residential mortgages                                             | (3)                                  | 3            | -     | -                                    | 11           | 11    |
| Non-residential mortgages                                         | 12                                   | (10)         | 2     | 1                                    | (11)         | (10)  |
| Personal and credit cards                                         | (142)                                | 67           | (75)  | (41)                                 | 20           | (21)  |
| Businesses and governments                                        | 223                                  | 326          | 549   | 857                                  | 368          | 1,225 |
| Total loans                                                       | 90                                   | 386          | 476   | 817                                  | 388          | 1,205 |
| Change in U.S. dollar and other currencies interest income        | 275                                  | 801          | 1,076 | 865                                  | 636          | 1,501 |
| <b>Total All Currencies</b>                                       |                                      |              |       |                                      |              |       |
| Change in total interest income (a)                               | 619                                  | 712          | 1,331 | 1,253                                | 91           | 1,344 |
| <b>Liabilities</b>                                                |                                      |              |       |                                      |              |       |
| <b>Canadian Dollar</b>                                            |                                      |              |       |                                      |              |       |
| Deposits                                                          |                                      |              |       |                                      |              |       |
| Banks                                                             | (6)                                  | 9            | 3     | (4)                                  | (25)         | (29)  |
| Businesses and governments                                        | 68                                   | (54)         | 14    | 48                                   | (86)         | (38)  |
| Individuals                                                       | 51                                   | (54)         | (3)   | 65                                   | (140)        | (75)  |
| Total deposits                                                    | 113                                  | (99)         | 14    | 109                                  | (251)        | (142) |
| Securities sold but not yet purchased and securities lent or sold | (45)                                 | 30           | (15)  | (67)                                 | (71)         | (138) |
| Subordinated debt and other interest bearing liabilities          | (36)                                 | 47           | 11    | (3)                                  | (29)         | (32)  |
| Change in Canadian dollar interest expense                        | 32                                   | (22)         | 10    | 39                                   | (351)        | (312) |
| <b>U.S. Dollar and Other Currencies</b>                           |                                      |              |       |                                      |              |       |
| Deposits                                                          |                                      |              |       |                                      |              |       |
| Banks                                                             | (7)                                  | 129          | 122   | 14                                   | 75           | 89    |
| Businesses and governments                                        | 14                                   | 654          | 668   | 30                                   | 284          | 314   |
| Individuals                                                       | 8                                    | 51           | 59    | 13                                   | 23           | 36    |
| Total deposits                                                    | 15                                   | 834          | 849   | 57                                   | 382          | 439   |
| Securities sold but not yet purchased and securities lent or sold | 47                                   | 235          | 282   | 43                                   | 46           | 89    |
| Subordinated debt and other interest bearing liabilities          | 25                                   | 30           | 55    | 19                                   | -            | 19    |
| Change in U.S. dollar and other currencies interest expense       | 87                                   | 1,099        | 1,186 | 119                                  | 428          | 547   |
| <b>Total All Currencies</b>                                       |                                      |              |       |                                      |              |       |
| Change in total interest expense (b)                              | 119                                  | 1,077        | 1,196 | 158                                  | 77           | 235   |
| Change in total net interest income (a - b)                       | 500                                  | (365)        | 135   | 1,095                                | 14           | 1,109 |

**Table 7: Net Loans and Acceptances – Segmented Information** <sup>(1)</sup>

| (\$ millions)                                                  | Canada         |         |         |         |         | United States  |         |         |        |        | Other countries |        |        |        |       | Total          |         |         |         |         |
|----------------------------------------------------------------|----------------|---------|---------|---------|---------|----------------|---------|---------|--------|--------|-----------------|--------|--------|--------|-------|----------------|---------|---------|---------|---------|
| As at October 31                                               | 2017           | 2016    | 2015    | 2014    | 2013    | 2017           | 2016    | 2015    | 2014   | 2013   | 2017            | 2016   | 2015   | 2014   | 2013  | 2017           | 2016    | 2015    | 2014    | 2013    |
| <b>Consumer</b>                                                |                |         |         |         |         |                |         |         |        |        |                 |        |        |        |       |                |         |         |         |         |
| Residential mortgages                                          | <b>106,647</b> | 103,558 | 96,975  | 92,972  | 88,677  | <b>8,587</b>   | 8,686   | 8,905   | 7,980  | 7,646  | -               | -      | -      | -      | -     | <b>115,234</b> | 112,244 | 105,880 | 100,952 | 96,323  |
| Credit cards                                                   | <b>7,550</b>   | 7,541   | 7,427   | 7,476   | 7,413   | <b>521</b>     | 560     | 553     | 496    | 457    | -               | -      | -      | -      | -     | <b>8,071</b>   | 8,101   | 7,980   | 7,972   | 7,870   |
| Consumer instalment and other personal loans                   | <b>51,637</b>  | 50,368  | 49,181  | 48,955  | 49,195  | <b>9,798</b>   | 13,974  | 16,098  | 15,088 | 14,364 | <b>373</b>      | 215    | 206    | 1      | -     | <b>61,808</b>  | 64,557  | 65,485  | 64,044  | 63,559  |
| <b>Total consumer</b>                                          | <b>165,834</b> | 161,467 | 153,583 | 149,403 | 145,285 | <b>18,906</b>  | 23,220  | 25,556  | 23,564 | 22,467 | <b>373</b>      | 215    | 206    | 1      | -     | <b>185,113</b> | 184,902 | 179,345 | 172,968 | 167,752 |
| <b>Total businesses and governments</b>                        | <b>85,494</b>  | 79,443  | 69,772  | 63,896  | 57,967  | <b>96,656</b>  | 98,371  | 75,430  | 56,389 | 45,842 | <b>12,395</b>   | 10,555 | 10,975 | 11,145 | 8,954 | <b>194,545</b> | 188,369 | 156,177 | 131,430 | 112,763 |
| <b>Total loans and acceptances, net of specific allowances</b> | <b>251,328</b> | 240,910 | 223,355 | 213,299 | 203,252 | <b>115,562</b> | 121,591 | 100,986 | 79,953 | 68,309 | <b>12,768</b>   | 10,770 | 11,181 | 11,146 | 8,954 | <b>379,658</b> | 373,271 | 335,522 | 304,398 | 280,515 |
| <b>Collective allowance</b>                                    | <b>(843)</b>   | (893)   | (857)   | (795)   | (791)   | <b>(733)</b>   | (789)   | (803)   | (747)  | (694)  | -               | -      | -      | -      | -     | <b>(1,576)</b> | (1,682) | (1,660) | (1,542) | (1,485) |
| <b>Total net loans and acceptances</b>                         | <b>250,485</b> | 240,017 | 222,498 | 212,504 | 202,461 | <b>114,829</b> | 120,802 | 100,183 | 79,206 | 67,615 | <b>12,768</b>   | 10,770 | 11,181 | 11,146 | 8,954 | <b>378,082</b> | 371,589 | 333,862 | 302,856 | 279,030 |

**Table 8: Net Impaired Loans and Acceptances – Segmented Information** <sup>(2)</sup>

| (\$ millions, except as noted)                                          | Canada      |      |      |      |      | United States |       |       |       |       | Other countries |      |      |      |      | Total        |       |       |       |       |
|-------------------------------------------------------------------------|-------------|------|------|------|------|---------------|-------|-------|-------|-------|-----------------|------|------|------|------|--------------|-------|-------|-------|-------|
| As at October 31                                                        | 2017        | 2016 | 2015 | 2014 | 2013 | 2017          | 2016  | 2015  | 2014  | 2013  | 2017            | 2016 | 2015 | 2014 | 2013 | 2017         | 2016  | 2015  | 2014  | 2013  |
| <b>Consumer</b>                                                         |             |      |      |      |      |               |       |       |       |       |                 |      |      |      |      |              |       |       |       |       |
| Residential mortgages                                                   | <b>160</b>  | 144  | 159  | 168  | 157  | <b>161</b>    | 175   | 173   | 303   | 369   | -               | -    | -    | -    | -    | <b>321</b>   | 319   | 332   | 471   | 526   |
| Consumer instalment and other personal loans                            | <b>127</b>  | 121  | 117  | 136  | 100  | <b>293</b>    | 345   | 316   | 309   | 274   | -               | -    | -    | -    | -    | <b>420</b>   | 466   | 433   | 445   | 374   |
| <b>Total consumer</b>                                                   | <b>287</b>  | 265  | 276  | 304  | 257  | <b>454</b>    | 520   | 489   | 612   | 643   | -               | -    | -    | -    | -    | <b>741</b>   | 785   | 765   | 916   | 900   |
| <b>Businesses and governments</b>                                       | <b>248</b>  | 298  | 220  | 247  | 253  | <b>762</b>    | 843   | 613   | 507   | 944   | <b>30</b>       | 1    | 4    | 4    | 3    | <b>1,040</b> | 1,142 | 837   | 758   | 1,200 |
| <b>Total impaired loans and acceptances, net of specific allowances</b> | <b>535</b>  | 563  | 496  | 551  | 510  | <b>1,216</b>  | 1,363 | 1,102 | 1,119 | 1,587 | <b>30</b>       | 1    | 4    | 4    | 3    | <b>1,781</b> | 1,927 | 1,602 | 1,674 | 2,100 |
| <b>Condition Ratios</b> <sup>(1)</sup>                                  |             |      |      |      |      |               |       |       |       |       |                 |      |      |      |      |              |       |       |       |       |
| <b>NIL as a % of net loans and acceptances</b> <sup>(2) (3)</sup>       | <b>0.21</b> | 0.23 | 0.22 | 0.26 | 0.25 | <b>1.04</b>   | 1.13  | 1.10  | 1.43  | 2.38  | <b>0.23</b>     | 0.01 | 0.04 | 0.04 | 0.03 | <b>0.47</b>  | 0.52  | 0.48  | 0.55  | 0.75  |
| <b>NIL as a % of net loans and acceptances</b> <sup>(2) (3)</sup>       |             |      |      |      |      |               |       |       |       |       |                 |      |      |      |      |              |       |       |       |       |
| <b>Consumer</b>                                                         | <b>0.17</b> | 0.16 | 0.18 | 0.20 | 0.18 | <b>2.40</b>   | 2.26  | 1.94  | 2.63  | 2.90  | -               | -    | -    | -    | -    | <b>0.40</b>  | 0.42  | 0.43  | 0.53  | 0.54  |
| <b>Businesses and governments</b>                                       | <b>0.29</b> | 0.38 | 0.32 | 0.39 | 0.44 | <b>0.79</b>   | 0.86  | 0.82  | 0.92  | 2.12  | <b>0.24</b>     | 0.01 | 0.04 | 0.04 | 0.03 | <b>0.53</b>  | 0.61  | 0.54  | 0.58  | 1.07  |

(1) Aggregate Net Loans and Acceptances balances are net of collective allowances, and all specific allowances excluding those related to off-balance sheet instruments and undrawn commitments. The Consumer and Businesses and governments Net Loans and Acceptances balances are stated net of specific allowances only (excluding those related to off-balance sheet instruments and undrawn commitments).

(2) Net Impaired Loans balances are net of specific allowances, excluding off-balance sheet instruments and undrawn commitments.

(3) Ratios are presented including purchased portfolios.

## Table 9: Net Loans and Acceptances – Segmented Information <sup>(1)</sup>

| (\$ millions)<br>As at October 31                       | 2017           | 2016           | 2015           | 2014           | 2013           |
|---------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Net Loans and Acceptances by Province</b>            |                |                |                |                |                |
| Atlantic provinces                                      | 13,684         | 13,740         | 13,361         | 13,065         | 11,244         |
| Quebec                                                  | 38,909         | 38,272         | 36,486         | 35,647         | 33,746         |
| Ontario                                                 | 105,868        | 98,448         | 89,460         | 84,498         | 80,726         |
| Prairie provinces                                       | 46,856         | 46,430         | 43,612         | 42,043         | 38,825         |
| British Columbia and territories                        | 45,168         | 43,127         | 39,579         | 37,251         | 37,920         |
| <b>Total net loans and acceptances in Canada</b>        | <b>250,485</b> | <b>240,017</b> | <b>222,498</b> | <b>212,504</b> | <b>202,461</b> |
| <b>Net Businesses and Governments Loans by Industry</b> |                |                |                |                |                |
| Commercial real estate                                  | 26,479         | 24,114         | 20,597         | 17,636         | 17,606         |
| Construction (non-real estate)                          | 3,916          | 3,563          | 3,544          | 3,101          | 2,934          |
| Retail trade                                            | 18,496         | 16,859         | 14,096         | 12,580         | 10,229         |
| Wholesale trade                                         | 11,612         | 12,157         | 10,243         | 8,281          | 7,345          |
| Agriculture                                             | 11,114         | 10,951         | 9,891          | 9,155          | 8,380          |
| Communications                                          | 625            | 895            | 815            | 831            | 729            |
| Manufacturing                                           | 20,070         | 18,689         | 16,187         | 13,612         | 11,250         |
| Mining                                                  | 1,344          | 1,862          | 1,309          | 1,085          | 959            |
| Oil and gas                                             | 8,166          | 7,930          | 6,667          | 5,943          | 3,908          |
| Transportation                                          | 10,496         | 10,694         | 3,735          | 2,532          | 2,152          |
| Utilities                                               | 2,890          | 2,692          | 1,984          | 1,670          | 1,309          |
| Forest products                                         | 835            | 889            | 859            | 587            | 631            |
| Service industries                                      | 34,055         | 35,481         | 28,384         | 22,114         | 18,321         |
| Financial institutions                                  | 39,082         | 35,977         | 31,220         | 24,096         | 19,019         |
| Government                                              | 1,541          | 1,394          | 1,874          | 2,076          | 1,719          |
| Other                                                   | 3,824          | 4,222          | 4,772          | 6,131          | 6,272          |
|                                                         | <b>194,545</b> | <b>188,369</b> | <b>156,177</b> | <b>131,430</b> | <b>112,763</b> |

## Table 10: Net Impaired Loans and Acceptances – Segmented Information <sup>(2)</sup>

| (\$ millions)<br>As at October 31                    | 2017         | 2016         | 2015       | 2014       | 2013         |
|------------------------------------------------------|--------------|--------------|------------|------------|--------------|
| <b>Net Impaired Businesses and Governments Loans</b> |              |              |            |            |              |
| Commercial real estate                               | 45           | 60           | 87         | 159        | 379          |
| Construction (non-real estate)                       | 39           | 45           | 83         | 84         | 32           |
| Retail trade                                         | 36           | 13           | 55         | 38         | 74           |
| Wholesale trade                                      | 97           | 51           | 47         | 35         | 64           |
| Agriculture                                          | 238          | 221          | 129        | 103        | 118          |
| Communications                                       | -            | 1            | 13         | 59         | -            |
| Manufacturing                                        | 70           | 106          | 102        | 100        | 74           |
| Mining                                               | 1            | 2            | 3          | 2          | 5            |
| Oil and gas                                          | 145          | 408          | 100        | 1          | 30           |
| Transportation                                       | 156          | 88           | 30         | 7          | 23           |
| Utilities                                            | 4            | 12           | 14         | -          | -            |
| Forest products                                      | 2            | 7            | 9          | 13         | 19           |
| Service industries                                   | 181          | 82           | 107        | 145        | 246          |
| Financial institutions                               | 2            | 39           | 48         | 9          | -            |
| Government                                           | 3            | 6            | -          | 2          | 61           |
| Other                                                | 21           | 1            | 10         | 1          | 75           |
|                                                      | <b>1,040</b> | <b>1,142</b> | <b>837</b> | <b>758</b> | <b>1,200</b> |

(1) Aggregated Net Loans and Acceptances are net of collective allowances, and all specific allowances excluding those related to off-balance sheet instruments and undrawn commitments. The Consumer and Businesses and governments Net Loans and Acceptances balances are stated net of specific allowances only (excluding those related to off-balance sheet instruments and undrawn commitments).

(2) Net Impaired Loans balances are net of specific allowances, excluding off-balance sheet instruments and undrawn commitments.

**Table 11: Changes in Gross Impaired Loans – Segmented Information** <sup>(3)</sup>

| (\$ millions, except as noted)                                                     | Canada       |       |       |       |       | United States |       |       |         |         | Other countries |      |      |      |      | Total          |         |         |         |         |  |
|------------------------------------------------------------------------------------|--------------|-------|-------|-------|-------|---------------|-------|-------|---------|---------|-----------------|------|------|------|------|----------------|---------|---------|---------|---------|--|
| As at October 31                                                                   | 2017         | 2016  | 2015  | 2014  | 2013  | 2017          | 2016  | 2015  | 2014    | 2013    | 2017            | 2016 | 2015 | 2014 | 2013 | 2017           | 2016    | 2015    | 2014    | 2013    |  |
| Gross impaired loans and acceptances (GIL), beginning of year                      |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>356</b>   | 359   | 398   | 348   | 338   | <b>585</b>    | 557   | 678   | 702     | 646     | -               | -    | -    | -    | -    | <b>941</b>     | 916     | 1,076   | 1,050   | 984     |  |
| Businesses and governments                                                         | <b>380</b>   | 282   | 344   | 406   | 548   | <b>1,009</b>  | 757   | 623   | 1,081   | 1,401   | <b>2</b>        | 4    | 5    | 7    | 43   | <b>1,391</b>   | 1,043   | 972     | 1,494   | 1,992   |  |
| Total GIL, beginning of year                                                       | <b>736</b>   | 641   | 742   | 754   | 886   | <b>1,594</b>  | 1,314 | 1,301 | 1,783   | 2,047   | <b>2</b>        | 4    | 5    | 7    | 43   | <b>2,332</b>   | 1,959   | 2,048   | 2,544   | 2,976   |  |
| Additions to impaired loans and acceptances                                        |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>697</b>   | 631   | 617   | 643   | 584   | <b>360</b>    | 473   | 526   | 529     | 637     | -               | -    | -    | -    | -    | <b>1,057</b>   | 1,104   | 1,143   | 1,172   | 1,221   |  |
| Businesses and governments                                                         | <b>281</b>   | 453   | 231   | 285   | 294   | <b>799</b>    | 953   | 542   | 685     | 931     | <b>56</b>       | 2    | 5    | -    | 3    | <b>1,136</b>   | 1,408   | 778     | 970     | 1,228   |  |
| Total additions                                                                    | <b>978</b>   | 1,084 | 848   | 928   | 878   | <b>1,159</b>  | 1,426 | 1,068 | 1,214   | 1,568   | <b>56</b>       | 2    | 5    | -    | 3    | <b>2,193</b>   | 2,512   | 1,921   | 2,142   | 2,449   |  |
| Reductions to impaired loans and acceptances <sup>(1)</sup>                        |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>(474)</b> | (452) | (479) | (431) | (416) | <b>(301)</b>  | (282) | (432) | (321)   | (243)   | -               | -    | -    | -    | -    | <b>(775)</b>   | (734)   | (911)   | (752)   | (659)   |  |
| Businesses and governments                                                         | <b>(256)</b> | (245) | (151) | (224) | (274) | <b>(690)</b>  | (450) | (239) | (859)   | (973)   | <b>(7)</b>      | (4)  | (5)  | (2)  | (36) | <b>(953)</b>   | (699)   | (395)   | (1,085) | (1,283) |  |
| Total reductions due to net repayments and other                                   | <b>(730)</b> | (697) | (630) | (655) | (690) | <b>(991)</b>  | (732) | (671) | (1,180) | (1,216) | <b>(7)</b>      | (4)  | (5)  | (2)  | (36) | <b>(1,728)</b> | (1,433) | (1,306) | (1,837) | (1,942) |  |
| Write-offs                                                                         |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>(186)</b> | (182) | (177) | (162) | (158) | <b>(136)</b>  | (163) | (215) | (232)   | (338)   | -               | -    | -    | -    | -    | <b>(322)</b>   | (345)   | (392)   | (394)   | (496)   |  |
| Businesses and governments                                                         | <b>(51)</b>  | (110) | (142) | (123) | (162) | <b>(249)</b>  | (251) | (169) | (284)   | (278)   | <b>(1)</b>      | -    | (1)  | -    | (3)  | <b>(301)</b>   | (361)   | (312)   | (407)   | (443)   |  |
| Total write-offs                                                                   | <b>(237)</b> | (292) | (319) | (285) | (320) | <b>(385)</b>  | (414) | (384) | (516)   | (616)   | <b>(1)</b>      | -    | (1)  | -    | (3)  | <b>(623)</b>   | (706)   | (704)   | (801)   | (939)   |  |
| Gross impaired loans and acceptances, end of year                                  |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>393</b>   | 356   | 359   | 398   | 348   | <b>508</b>    | 585   | 557   | 678     | 702     | -               | -    | -    | -    | -    | <b>901</b>     | 941     | 916     | 1,076   | 1,050   |  |
| Businesses and governments                                                         | <b>354</b>   | 380   | 282   | 344   | 406   | <b>869</b>    | 1,009 | 757   | 623     | 1,081   | <b>50</b>       | 2    | 4    | 5    | 7    | <b>1,273</b>   | 1,391   | 1,043   | 972     | 1,494   |  |
| Total GIL, end of year                                                             | <b>747</b>   | 736   | 641   | 742   | 754   | <b>1,377</b>  | 1,594 | 1,314 | 1,301   | 1,783   | <b>50</b>       | 2    | 4    | 5    | 7    | <b>2,174</b>   | 2,332   | 1,959   | 2,048   | 2,544   |  |
| <b>Condition Ratios</b>                                                            |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| GIL as a % of Gross Loans                                                          |              |       |       |       |       |               |       |       |         |         |                 |      |      |      |      |                |         |         |         |         |  |
| Consumer                                                                           | <b>0.24</b>  | 0.22  | 0.23  | 0.27  | 0.24  | <b>2.69</b>   | 2.52  | 2.18  | 2.87    | 3.12    | -               | -    | -    | -    | -    | <b>0.49</b>    | 0.51    | 0.51    | 0.62    | 0.63    |  |
| Businesses and governments                                                         | <b>0.41</b>  | 0.48  | 0.40  | 0.54  | 0.68  | <b>0.90</b>   | 1.03  | 1.01  | 1.10    | 2.34    | <b>0.40</b>     | 0.02 | 0.04 | 0.04 | 0.10 | <b>0.65</b>    | 0.74    | 0.67    | 0.74    | 1.32    |  |
| Total Loans and Acceptances                                                        | <b>0.30</b>  | 0.31  | 0.29  | 0.35  | 0.37  | <b>1.19</b>   | 1.31  | 1.30  | 1.62    | 2.60    | <b>0.39</b>     | 0.02 | 0.04 | 0.04 | 0.10 | <b>0.57</b>    | 0.62    | 0.58    | 0.67    | 0.91    |  |
| GIL as a % of equity and allowance for credit losses <sup>(2)</sup> <sup>(3)</sup> | <b>un</b>    | un    | un    | un    | un    | <b>un</b>     | un    | un    | un      | un      | <b>un</b>       | un   | un   | un   | un   | <b>4.69</b>    | 5.25    | 4.67    | 5.49    | 7.68    |  |

(1) Includes amounts returning to performing status, sales, repayments, the impact of foreign exchange, and offsets for consumer write-offs that are not recognized as formations.

(2) Ratios are presented including purchased portfolios.

(3) GIL excludes Purchased Credit Impaired Loans.

un - unavailable

### Table 12: Changes in Allowance for Credit Losses – Segmented Information

| (\$ millions, except as noted)                              | Canada |       |       |       |       | United States |       |       |       |       | Other countries |      |      |      |      | Total |         |         |         |         |  |
|-------------------------------------------------------------|--------|-------|-------|-------|-------|---------------|-------|-------|-------|-------|-----------------|------|------|------|------|-------|---------|---------|---------|---------|--|
| As at October 31                                            | 2017   | 2016  | 2015  | 2014  | 2013  | 2017          | 2016  | 2015  | 2014  | 2013  | 2017            | 2016 | 2015 | 2014 | 2013 | 2017  | 2016    | 2015    | 2014    | 2013    |  |
| <b>Allowance for credit losses (ACL), beginning of year</b> |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | 595    | 614   | 615   | 602   | 518   | 254           | 393   | 333   | 278   | 291   | -               | -    | -    | -    | -    | 849   | 1,007   | 948     | 880     | 809     |  |
| Businesses and governments                                  | 471    | 388   | 371   | 433   | 450   | 793           | 657   | 646   | 653   | 659   | 1               | -    | 1    | 4    | 18   | 1,265 | 1,045   | 1,018   | 1,090   | 1,127   |  |
| Total ACL, beginning of year                                | 1,066  | 1,002 | 986   | 1,035 | 968   | 1,047         | 1,050 | 979   | 931   | 950   | 1               | -    | 1    | 4    | 18   | 2,114 | 2,052   | 1,966   | 1,970   | 1,936   |  |
| Provision for credit losses                                 |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | 413    | 403   | 412   | 436   | 521   | 78            | (31)  | 122   | 202   | 262   | -               | -    | -    | -    | -    | 491   | 372     | 534     | 638     | 783     |  |
| Businesses and governments                                  | 40     | 180   | 149   | 97    | 133   | 222           | 263   | (70)  | (172) | (327) | 21              | -    | (1)  | (2)  | (2)  | 283   | 443     | 78      | (77)    | (196)   |  |
| Total provision for credit losses                           | 453    | 583   | 561   | 533   | 654   | 300           | 232   | 52    | 30    | (65)  | 21              | -    | (1)  | (2)  | (2)  | 774   | 815     | 612     | 561     | 587     |  |
| Recoveries                                                  |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | 134    | 102   | 111   | 99    | 81    | 81            | 87    | 151   | 102   | 95    | -               | -    | -    | -    | -    | 215   | 189     | 262     | 201     | 176     |  |
| Businesses and governments                                  | 10     | 14    | 13    | 15    | (1)   | 40            | 140   | 181   | 408   | 597   | -               | -    | -    | -    | -    | 50    | 154     | 194     | 423     | 596     |  |
| Total recoveries                                            | 144    | 116   | 124   | 114   | 80    | 121           | 227   | 332   | 510   | 692   | -               | -    | -    | -    | -    | 265   | 343     | 456     | 624     | 772     |  |
| Write-offs                                                  |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | (520)  | (511) | (521) | (500) | (507) | (161)         | (175) | (232) | (242) | (347) | -               | -    | -    | -    | -    | (681) | (686)   | (753)   | (742)   | (854)   |  |
| Businesses and governments                                  | (51)   | (110) | (143) | (122) | (160) | (249)         | (251) | (168) | (285) | (280) | (1)             | -    | (1)  | -    | (3)  | (301) | (361)   | (312)   | (407)   | (443)   |  |
| Total write-offs                                            | (571)  | (621) | (664) | (622) | (667) | (410)         | (426) | (400) | (527) | (627) | (1)             | -    | (1)  | -    | (3)  | (982) | (1,047) | (1,065) | (1,149) | (1,297) |  |
| Other, including foreign exchange rate changes              |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | (10)   | (13)  | (3)   | (22)  | (11)  | (23)          | (20)  | 19    | (7)   | (23)  | -               | -    | -    | -    | -    | (33)  | (33)    | 16      | (29)    | (34)    |  |
| Businesses and governments                                  | (27)   | (1)   | (2)   | (52)  | 11    | (114)         | (16)  | 68    | 42    | 4     | (1)             | 1    | 1    | (1)  | (9)  | (142) | (16)    | 67      | (11)    | 6       |  |
| Total Other, including foreign exchange rate changes        | (37)   | (14)  | (5)   | (74)  | -     | (137)         | (36)  | 87    | 35    | (19)  | (1)             | 1    | 1    | (1)  | (9)  | (175) | (49)    | 83      | (40)    | (28)    |  |
| <b>ACL, end of year</b>                                     |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | 612    | 595   | 614   | 615   | 602   | 229           | 254   | 393   | 333   | 278   | -               | -    | -    | -    | -    | 841   | 849     | 1,007   | 948     | 880     |  |
| Businesses and governments                                  | 443    | 471   | 388   | 371   | 433   | 692           | 793   | 657   | 646   | 653   | 20              | 1    | -    | 1    | 4    | 1,155 | 1,265   | 1,045   | 1,018   | 1,090   |  |
| Total ACL, end of year                                      | 1,055  | 1,066 | 1,002 | 986   | 1,035 | 921           | 1,047 | 1,050 | 979   | 931   | 20              | 1    | -    | 1    | 4    | 1,996 | 2,114   | 2,052   | 1,966   | 1,970   |  |
| <b>Allocation of Write-offs by Market</b>                   |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | (520)  | (511) | (521) | (500) | (507) | (161)         | (175) | (232) | (242) | (347) | -               | -    | -    | -    | -    | (681) | (686)   | (753)   | (742)   | (854)   |  |
| Businesses and governments                                  | (51)   | (110) | (143) | (122) | (160) | (249)         | (251) | (168) | (285) | (280) | (1)             | -    | (1)  | -    | (3)  | (301) | (361)   | (312)   | (407)   | (443)   |  |
| <b>Allocation of Recoveries by Market</b>                   |        |       |       |       |       |               |       |       |       |       |                 |      |      |      |      |       |         |         |         |         |  |
| Consumer                                                    | 134    | 102   | 111   | 99    | 81    | 81            | 87    | 151   | 102   | 95    | -               | -    | -    | -    | -    | 215   | 189     | 262     | 201     | 176     |  |
| Businesses and governments                                  | 10     | 14    | 13    | 15    | (1)   | 40            | 140   | 181   | 408   | 597   | -               | -    | -    | -    | -    | 50    | 154     | 194     | 423     | 596     |  |
| Net write-offs as a % of average loans and acceptances (1)  | un     | un    | un    | un    | un    | un            | un    | un    | un    | un    | un              | un   | un   | un   | un   | 0.19  | 0.20    | 0.19    | 0.18    | 0.20    |  |

### Table 13: Allocation of Allowance for Credit Losses – Segmented Information

| (\$ millions, except as noted)                                                              | Canada |       |       |      |       | United States |       |       |      |      | Other countries |      |      |      |      | Total |       |       |       |       |  |
|---------------------------------------------------------------------------------------------|--------|-------|-------|------|-------|---------------|-------|-------|------|------|-----------------|------|------|------|------|-------|-------|-------|-------|-------|--|
| As at October 31                                                                            | 2017   | 2016  | 2015  | 2014 | 2013  | 2017          | 2016  | 2015  | 2014 | 2013 | 2017            | 2016 | 2015 | 2014 | 2013 | 2017  | 2016  | 2015  | 2014  | 2013  |  |
| Consumer                                                                                    |        |       |       |      |       |               |       |       |      |      |                 |      |      |      |      |       |       |       |       |       |  |
| Residential mortgages                                                                       | 12     | 15    | 17    | 20   | 27    | 12            | 18    | 21    | 41   | 42   | -               | -    | -    | -    | -    | 24    | 33    | 38    | 61    | 69    |  |
| Consumer instalment and other personal loans                                                | 94     | 76    | 66    | 74   | 64    | 42            | 47    | 47    | 25   | 17   | -               | -    | -    | -    | -    | 136   | 123   | 113   | 99    | 81    |  |
| Total consumer                                                                              | 106    | 91    | 83    | 94   | 91    | 54            | 65    | 68    | 66   | 59   | -               | -    | -    | -    | -    | 160   | 156   | 151   | 160   | 150   |  |
| Businesses and governments                                                                  | 106    | 82    | 62    | 97   | 153   | 107           | 166   | 144   | 116  | 137  | 20              | 1    | -    | 1    | 4    | 233   | 249   | 206   | 214   | 294   |  |
| Off-balance sheet                                                                           | -      | -     | -     | -    | -     | 27            | 27    | 35    | 50   | 41   | -               | -    | -    | -    | -    | 27    | 27    | 35    | 50    | 41    |  |
| Total specific allowances                                                                   | 212    | 173   | 145   | 191  | 244   | 188           | 258   | 247   | 232  | 237  | 20              | 1    | -    | 1    | 4    | 420   | 432   | 392   | 424   | 485   |  |
| Collective allowance                                                                        | 843    | 893   | 857   | 795  | 791   | 733           | 789   | 803   | 747  | 694  | -               | -    | -    | -    | -    | 1,576 | 1,682 | 1,660 | 1,542 | 1,485 |  |
| Allowance for credit losses                                                                 | 1,055  | 1,066 | 1,002 | 986  | 1,035 | 921           | 1,047 | 1,050 | 979  | 931  | 20              | 1    | -    | 1    | 4    | 1,996 | 2,114 | 2,052 | 1,966 | 1,970 |  |
| <b>Coverage Ratios</b>                                                                      |        |       |       |      |       |               |       |       |      |      |                 |      |      |      |      |       |       |       |       |       |  |
| Specific allowance for credit losses as a % of gross impaired loans and acceptances (1) (2) |        |       |       |      |       |               |       |       |      |      |                 |      |      |      |      |       |       |       |       |       |  |
| Total                                                                                       | 28.4   | 23.5  | 22.6  | 25.7 | 32.4  | 11.7          | 14.5  | 16.1  | 14.0 | 11.0 | 40.0            | 50.0 | -    | 20.0 | 57.1 | 18.1  | 17.4  | 18.2  | 18.3  | 17.5  |  |
| Consumer                                                                                    | 27.0   | 25.6  | 23.1  | 23.6 | 26.1  | 10.6          | 11.1  | 12.2  | 9.7  | 8.4  | -               | -    | -    | -    | -    | 17.8  | 16.6  | 16.5  | 14.9  | 14.3  |  |
| Businesses and governments                                                                  | 29.9   | 21.6  | 22.0  | 28.2 | 37.7  | 12.3          | 16.5  | 19.0  | 18.6 | 12.7 | 40.0            | 50.0 | -    | 20.0 | 57.1 | 18.3  | 17.9  | 19.8  | 22.0  | 19.7  |  |

(1) Ratios are presented including purchased portfolios.

(2) Ratios exclude specific allowances for Other Credit Instruments, which are included in Other Liabilities.

un - unavailable

**Table 14: Specific Allowances for Credit Losses – Segmented Information**

| (\$ millions)<br>As at October 31                                                   | 2017 | 2016 | 2015 | 2014 | 2013 |
|-------------------------------------------------------------------------------------|------|------|------|------|------|
| <b>Businesses and Governments</b>                                                   |      |      |      |      |      |
| <b>Specific Allowances by Industry</b>                                              |      |      |      |      |      |
| Commercial real estate                                                              | 15   | 13   | 17   | 13   | 46   |
| Construction (non-real estate)                                                      | 14   | 4    | 8    | 16   | 26   |
| Retail trade                                                                        | 14   | 12   | 23   | 8    | 13   |
| Wholesale trade                                                                     | 17   | 31   | 19   | 10   | 25   |
| Agriculture                                                                         | 11   | 19   | 6    | 8    | 9    |
| Communications                                                                      | -    | 1    | 9    | -    | -    |
| Manufacturing                                                                       | 51   | 36   | 38   | 33   | 36   |
| Mining                                                                              | -    | 1    | 1    | 10   | 3    |
| Oil and gas                                                                         | 42   | 45   | 2    | -    | 1    |
| Transportation                                                                      | 13   | 9    | 5    | 2    | 4    |
| Utilities                                                                           | 2    | 3    | -    | -    | -    |
| Forest products                                                                     | 1    | 1    | 2    | 9    | 11   |
| Service industries                                                                  | 51   | 50   | 33   | 100  | 59   |
| Financial institutions                                                              | 2    | 10   | 3    | 2    | 29   |
| Government                                                                          | -    | -    | -    | -    | 1    |
| Other                                                                               | -    | 14   | 40   | 3    | 31   |
| Total specific allowances for credit losses on businesses and governments loans (1) | 233  | 249  | 206  | 214  | 294  |

**Table 15: Provision for Credit Losses – Segmented Information**

| (\$ millions)<br>For the year ended October 31     | 2017 | 2016 | 2015 | 2014   | 2013   |
|----------------------------------------------------|------|------|------|--------|--------|
| <b>Consumer</b>                                    |      |      |      |        |        |
| Residential mortgages                              | 11   | 24   | 11   | 77     | 129    |
| Cards                                              | 255  | 264  | 272  | 268    | 305    |
| Consumer instalment and other personal loans       | 232  | 246  | 225  | 251    | 313    |
| Total consumer                                     | 498  | 534  | 508  | 596    | 747    |
| <b>Businesses and Governments</b>                  |      |      |      |        |        |
| Commercial real estate                             | (4)  | (16) | (37) | (141)  | (185)  |
| Construction (non-real estate)                     | 25   | 15   | -    | 7      | 36     |
| Retail trade                                       | 29   | 13   | 8    | 1      | (4)    |
| Wholesale trade                                    | 24   | 11   | 19   | 29     | 10     |
| Agriculture                                        | 31   | 56   | 3    | 15     | 8      |
| Communications                                     | (1)  | 2    | 13   | -      | (6)    |
| Manufacturing                                      | 28   | 29   | 67   | 44     | 2      |
| Mining                                             | -    | 20   | 2    | 7      | 2      |
| Oil and gas                                        | 9    | 105  | 25   | -      | -      |
| Transportation                                     | 108  | 56   | (4)  | 10     | (9)    |
| Utilities                                          | -    | 3    | -    | -      | -      |
| Forest products                                    | -    | (1)  | -    | (1)    | 3      |
| Service industries                                 | 102  | 21   | (29) | 80     | (37)   |
| Financial institutions                             | (3)  | (7)  | 8    | (34)   | (15)   |
| Government                                         | -    | -    | (2)  | (3)    | (6)    |
| Other                                              | 4    | (26) | 31   | (49)   | 51     |
| Total businesses and governments                   | 352  | 281  | 104  | (35)   | (150)  |
| Total specific provisions                          | 850  | 815  | 612  | 561    | 597    |
| Collective provision for credit losses             | (76) | -    | -    | -      | (10)   |
| Total provision for credit losses                  | 774  | 815  | 612  | 561    | 587    |
| <b>Performance Ratios (%)</b>                      |      |      |      |        |        |
| PCL-to-average net loans and acceptances (2)       | 0.21 | 0.23 | 0.19 | 0.19   | 0.22   |
| PCL-to-segmented average net loans and acceptances |      |      |      |        |        |
| Consumer                                           | 0.27 | 0.21 | 0.30 | 0.37   | 0.49   |
| Businesses and governments                         | 0.15 | 0.25 | 0.05 | (0.06) | (0.18) |
| Specific PCL-to-average net loans and acceptances  | 0.23 | 0.23 | 0.19 | 0.19   | 0.23   |

(1) Amounts for 2017 exclude specific allowances of \$1 million related to Other Credit Instruments (2016 – \$1 million, 2015 – \$4 million, 2014 – \$23 million, 2013 – \$21 million) included in Other Liabilities.

(2) Ratios are presented including purchased portfolios.

**Table 16: Risk-Weighted Assets**

| (\$ millions)<br>As at October 31                                                                     | Basel III             |                   |                |                       |                   |                |                       |                   |                |                       |                   |                |
|-------------------------------------------------------------------------------------------------------|-----------------------|-------------------|----------------|-----------------------|-------------------|----------------|-----------------------|-------------------|----------------|-----------------------|-------------------|----------------|
|                                                                                                       | Exposure at Default   |                   |                | Risk-weighted assets  |                   |                | Exposure at Default   |                   |                | Risk-weighted assets  |                   |                |
|                                                                                                       | Standardized Approach | Advanced Approach | 2017 Total     | Standardized Approach | Advanced Approach | 2017 Total     | Standardized Approach | Advanced Approach | 2016 Total     | Standardized Approach | Advanced Approach | 2016 Total     |
| <b>Credit Risk</b>                                                                                    |                       |                   |                |                       |                   |                |                       |                   |                |                       |                   |                |
| Wholesale                                                                                             |                       |                   |                |                       |                   |                |                       |                   |                |                       |                   |                |
| Corporate, including specialized lending                                                              | 19,422                | 267,588           | 287,010        | 19,498                | 80,923            | 100,421        | 22,074                | 242,454           | 264,528        | 22,154                | 82,334            | 104,488        |
| Corporate small and medium-sized enterprises                                                          | -                     | 67,900            | 67,900         | -                     | 35,246            | 35,246         | -                     | 64,409            | 64,409         | -                     | 33,755            | 33,755         |
| Sovereign                                                                                             | 148                   | 100,800           | 100,948        | 77                    | 1,550             | 1,627          | 122                   | 87,124            | 87,246         | 64                    | 1,912             | 1,976          |
| Bank                                                                                                  | 314                   | 78,573            | 78,887         | 314                   | 5,578             | 5,892          | 264                   | 40,734            | 40,998         | 264                   | 4,222             | 4,486          |
| Retail                                                                                                |                       |                   |                |                       |                   |                |                       |                   |                |                       |                   |                |
| Residential mortgages, excluding home equity line of credit                                           | 1,865                 | 100,940           | 102,805        | 970                   | 7,014             | 7,984          | 2,594                 | 99,076            | 101,670        | 1,349                 | 6,766             | 8,115          |
| Home equity line of credit                                                                            | 306                   | 40,895            | 41,201         | 217                   | 5,209             | 5,426          | 431                   | 39,177            | 39,608         | 306                   | 5,829             | 6,135          |
| Qualifying revolving retail                                                                           | -                     | 34,826            | 34,826         | -                     | 5,465             | 5,465          | -                     | 34,016            | 34,016         | -                     | 5,110             | 5,110          |
| Other retail, excluding small and medium-sized enterprises                                            | 2,292                 | 31,873            | 34,165         | 1,510                 | 9,748             | 11,258         | 2,395                 | 35,154            | 37,549         | 1,567                 | 10,367            | 11,934         |
| Retail small and medium-sized enterprises                                                             | 6,854                 | 4,112             | 10,966         | 5,231                 | 2,351             | 7,582          | 7,135                 | 4,064             | 11,199         | 5,427                 | 2,269             | 7,696          |
| Equity                                                                                                | -                     | 2,205             | 2,205          | -                     | 1,626             | 1,626          | -                     | 2,122             | 2,122          | -                     | 1,403             | 1,403          |
| Trading book                                                                                          | 110                   | 93,836            | 93,946         | 110                   | 9,432             | 9,542          | 261                   | 145,411           | 145,672        | 261                   | 9,414             | 9,675          |
| Securitization                                                                                        | -                     | 29,201            | 29,201         | -                     | 2,476             | 2,476          | -                     | 23,269            | 23,269         | -                     | 1,878             | 1,878          |
| Other credit risk assets - non-counterparty managed assets                                            | -                     | 22,052            | 22,052         | -                     | 15,631            | 15,631         | -                     | 24,328            | 24,328         | -                     | 16,197            | 16,197         |
| Scaling factor for credit risk assets under AIRB Approach (1)                                         | -                     | -                 | -              | -                     | 9,648             | 9,648          | -                     | -                 | -              | -                     | 9,651             | 9,651          |
| <b>Total Credit Risk</b>                                                                              | <b>31,311</b>         | <b>874,801</b>    | <b>906,112</b> | <b>27,927</b>         | <b>191,897</b>    | <b>219,824</b> | <b>35,276</b>         | <b>841,338</b>    | <b>876,614</b> | <b>31,392</b>         | <b>191,107</b>    | <b>222,499</b> |
| Market Risk                                                                                           | -                     | -                 | -              | 1,868                 | 6,580             | 8,448          | -                     | -                 | -              | 1,211                 | 7,751             | 8,962          |
| Operational Risk                                                                                      | -                     | -                 | -              | 5,355                 | 27,418            | 32,773         | -                     | -                 | -              | 4,982                 | 25,520            | 30,502         |
| <b>Common Equity Tier 1 (CET 1) Capital Risk-Weighted Assets before Capital Floor</b>                 | <b>31,311</b>         | <b>874,801</b>    | <b>906,112</b> | <b>35,150</b>         | <b>225,895</b>    | <b>261,045</b> | <b>35,276</b>         | <b>841,338</b>    | <b>876,614</b> | <b>37,585</b>         | <b>224,378</b>    | <b>261,963</b> |
| <b>Basel I Capital Floor</b>                                                                          |                       |                   |                |                       | <b>8,421</b>      | <b>8,421</b>   |                       |                   |                |                       | <b>15,599</b>     | <b>15,599</b>  |
| <b>Common Equity Tier 1 (CET 1) Capital Risk-Weighted Assets</b>                                      |                       |                   |                | <b>35,150</b>         | <b>234,316</b>    | <b>269,466</b> |                       |                   |                | <b>37,585</b>         | <b>239,977</b>    | <b>277,562</b> |
| <b>Tier 1 Capital Risk-Weighted Assets before Credit Valuation Adjustment (CVA) and Capital Floor</b> |                       |                   |                |                       | <b>225,895</b>    | <b>261,045</b> |                       |                   |                |                       | <b>224,378</b>    | <b>261,963</b> |
| <b>Additional CVA adjustment, prescribed by OSFI, for Tier 1 Capital</b>                              |                       |                   |                |                       | <b>290</b>        | <b>290</b>     |                       |                   |                |                       | <b>380</b>        | <b>380</b>     |
| <b>Basel I Capital Floor</b>                                                                          |                       |                   |                |                       | <b>8,131</b>      | <b>8,131</b>   |                       |                   |                |                       | <b>15,219</b>     | <b>15,219</b>  |
| <b>Tier 1 Capital Risk-Weighted Assets</b>                                                            |                       |                   |                | <b>35,150</b>         | <b>234,316</b>    | <b>269,466</b> |                       |                   |                | <b>37,585</b>         | <b>239,977</b>    | <b>277,562</b> |
| <b>Total Capital Risk-Weighted Assets before CVA and Capital Floor</b>                                |                       |                   |                |                       | <b>225,895</b>    | <b>261,045</b> |                       |                   |                |                       | <b>224,378</b>    | <b>261,963</b> |
| <b>Additional CVA adjustment, prescribed by OSFI, for Total Capital</b>                               |                       |                   |                |                       | <b>522</b>        | <b>522</b>     |                       |                   |                |                       | <b>705</b>        | <b>705</b>     |
| <b>Basel I Capital Floor</b>                                                                          |                       |                   |                |                       | <b>7,899</b>      | <b>7,899</b>   |                       |                   |                |                       | <b>14,894</b>     | <b>14,894</b>  |
| <b>Total Capital Risk-Weighted Assets</b>                                                             |                       |                   |                | <b>35,150</b>         | <b>234,316</b>    | <b>269,466</b> |                       |                   |                | <b>37,585</b>         | <b>239,977</b>    | <b>277,562</b> |

(1) The scaling factor is applied to the risk-weighted assets amounts for credit risk under the AIRB Approach.

**Table 17: Average Deposits**

| (\$ millions, except as noted)                                        | 2017            |                       | 2016            |                       | 2015            |                       |
|-----------------------------------------------------------------------|-----------------|-----------------------|-----------------|-----------------------|-----------------|-----------------------|
|                                                                       | Average balance | Average rate paid (%) | Average balance | Average rate paid (%) | Average balance | Average rate paid (%) |
| <b>Deposits Booked in Canada</b>                                      |                 |                       |                 |                       |                 |                       |
| Demand deposits - interest bearing                                    | 21,253          | 0.44                  | 19,493          | 0.33                  | 18,910          | 0.36                  |
| Demand deposits - non-interest bearing                                | 41,985          | -                     | 37,296          | -                     | 31,762          | -                     |
| Payable after notice                                                  | 81,279          | 0.49                  | 77,231          | 0.44                  | 76,458          | 0.57                  |
| Payable on a fixed date                                               | 147,097         | 1.50                  | 136,821         | 1.38                  | 120,764         | 1.42                  |
| <b>Total deposits booked in Canada</b>                                | <b>291,614</b>  | <b>0.93</b>           | <b>270,841</b>  | <b>0.85</b>           | <b>247,894</b>  | <b>0.89</b>           |
| <b>Deposits Booked in the United States and Other Countries</b>       |                 |                       |                 |                       |                 |                       |
| Banks located in the United States and other countries (1)            | 24,730          | 1.05                  | 26,209          | 0.55                  | 23,952          | 0.36                  |
| Governments and institutions in the United States and other countries | 9,196           | 0.76                  | 6,867           | 0.36                  | 6,804           | 0.24                  |
| Other demand deposits                                                 | 14,327          | 0.04                  | 17,346          | 0.02                  | 16,109          | 0.01                  |
| Other deposits payable after notice or on a fixed date                | 144,052         | 0.61                  | 147,460         | 0.40                  | 140,709         | 0.31                  |
| <b>Total deposits booked in the United States and other countries</b> | <b>192,305</b>  | <b>0.63</b>           | <b>197,882</b>  | <b>0.38</b>           | <b>187,574</b>  | <b>0.29</b>           |
| <b>Total average deposits</b>                                         | <b>483,919</b>  | <b>0.81</b>           | <b>468,723</b>  | <b>0.65</b>           | <b>435,468</b>  | <b>0.63</b>           |

As at October 31, 2017, 2016 and 2015: deposits by foreign depositors in our Canadian bank offices amounted to \$44,746 million, \$52,834 million and \$37,477 million, respectively; total deposits payable after notice included \$33,561 million, \$30,122 million and \$29,104 million, respectively, of chequing accounts that would have been classified as demand deposits under U.S. reporting requirements; and total deposits payable on a fixed date included \$30,648 million, \$35,460 million and \$25,926 million, respectively, of federal funds purchased, commercial paper issued and other deposit liabilities. These amounts would have been classified as short-term borrowings for U.S. reporting purposes.

(1) Includes regulated and central banks.